

Partnering Opportunity

Profile status : Published

Research Development Request

H2020 INNOWWIDE: USA partner sought to develop a viability assessment project for innovative simulation services

Summary

A Spanish SME seeks a USA partner to participate in the European call INNOWWIDE, whose target is the development of a Viability Assessment Project (VAP) in a country outside Europe. VAP is a comprehensive, balanced and coherent set of preliminary technical, market, legal and socioeconomic assessments intended to validate the viability of the international, innovative business solution developed by the company: numerical modelling and fluid simulation services. A research agreement is sought.

Creation Date 30 January 2020

Last Update 30 January 2020

Expiration Date 05 March 2020

Reference RDES20200130001

Public Link <https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/7132438b-e9b3-445b-80b4-3cbd13717753>

Details

Description

A Spanish company provides numerical modelling and fluid simulation services for developing solutions to the industry and civil sectors. Although the company works with multiple industrial sectors, it is specialized in the CFD (computational fluid dynamics) simulation of large combustion facilities (coal, oil, gas and biomass). Due to this dedication, the company has developed its own models for the different parts of a power plant (air distribution system, furnace, heat recovery zone, flue gas cleaning systems):

- 1) Air distribution system. The company has built a model able to calculate in real time the secondary air distribution through the different inlets to a boiler as a function of the dampers position. The real time calculation is based on CFD simulations.
- 2) Furnaces combustion models for coal, oil, gas and biomass.
- 3) Grate model coupled with a furnace model for the simulation of biomass combustion in grate-fired power plants.
- 4) Laminar gas combustion model for the simulation of small gas installations (gas cooker, gas fryers).
- 5) NOx formation models.
- 6) Multiscale model to couple the simulation of the furnace and the heat recovery zone (more than 10,000 pipes). Very detailed heat transfer (resolution of several centimetres) is obtained in the heat recovery zone.
- 7) Condensation heat transfer model for the simulation of heat exchangers and power plant condensers.
- 8) Fluid flow and chemical reaction model for the simulation of flue gas desulphurisation units.
- 9) Fluid flow and chemical reaction model for the simulation of SCR (selective catalytic reduction) units.

The company has already implemented its solutions in Spain, UK, Colombia and France.

The INNOWWIDE project (a Coordination and Support Action), funded by the Horizon 2020 programme, has the purpose of supporting innovative SMEs to uptake their solutions in markets outside Europe. Developing a new product-market combination with a strategic international partner outside the EU or its Associated Countries can be very challenging for SMEs in terms of technological & financial risks and market barriers. To cover this gap, INNOWWIDE will fund European SMEs to carry out VAPs (Viability Assessment Projects) in cooperation with local stakeholders around the world.

VAPs are comprehensive, balanced and coherent set of preliminary technical, market, legal and socioeconomic assessments intended to validate the viability of an international, innovative business solution, including the preparatory phase of a future international cooperation RTD&I project underpinning the product development stage. Each VAP must focus on a target third country as pilot market wherein to develop and validate the proposed innovative business solution, in close collaboration with local counterparts.

Under this context, the company wants to participate in INNOWWIDE through the development of a VAP regarding the market uptake of its innovative service in USA. The company is looking for a local counterpart that supports the VAP development during the INNOWWIDE project, which could become into a local strategic partner in the future. The partner searched should be able to perform an analysis of the sector and the commercialisation strategy in USA.

The duration of the project will be 6 months. The call deadline is 31/03/2020 and the deadline for expressions of interest is 05/03/2020.

Technical Specification or Expertise Sought

The partner searched should have a good knowledge of the numerical simulations sector or engineering companies devoted to the development of power plants projects.

Stage of development

Proposal under development

Keywords

Technology

02004

Plant Design and Maintenance

Ref: RDES20200130001

03002	Process Plant Engineering
04002004	Furnace and boiler technologies
04008001	Combustion, Flames

Market

06002001	Oil, gas and coal
06003009	Biomass and Biofuels
08004001	Air filters and air purification and monitoring equipment
09003001	Engineering services
09003005	Consulting services

NACE

M.71.1.2	Engineering activities and related technical consultancy
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Network Contact

Issuing Partner

ZACHODNIOPOMORSKI UNIWERSYTET TECHNOLOGICZNY W SZCZECINIE

Contact Person

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Open for EOI: **Yes**

Dissemination

Restrict dissemination to specific countries

USA

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2010

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Spanish

Client Country

Spain

Partner Sought

Type and Role of Partner Sought

- Type of partner sought

Consultancy firms with experience in supporting companies to bring its innovative products and services to the market. Furthermore, consultancies with good contacts with the engineering and thermal power sectors will be valued.
Engineering companies with experience in the thermal power sector are also potential partners for this project.

- Specific area of activity of the partner

Consultancy firms with experience in supporting companies to bring new products/services to the market.
Engineering companies with experience in the thermal power sector.

- Task to be performed

The partner will be the main responsible of the VAP elaboration, which involve the following activities:

- * Co-creation and technology uptake preparatory work (innovation and technology transfer services). Tasks corresponding to this activity are: definition of a future international cooperation RTD&I project for co-creation or technology adaptation, technology valuation, technology protection & valorisation strategy design and technology partnership matchmaking.
- * Market prospection and business model development. Tasks corresponding to this activity are: business opportunities early survey detection, market quantitative analysis, competition analysis and analysis of potential partners for distribution and marketing.
- * Compliance verification. Tasks corresponding to this activity are: administrative & legal freedom to operate (FTO) / due diligence verification.

- (EU / International project experience):

Not required, but it will be valued.

Type and Size of Partner Sought

SME 11-50, University, R&D Institution, SME <10,>500 MNE, 251-500, SME 51-250, >500

Type of Partnership Considered

Research cooperation agreement

Program - Call

Framework Program

H2020

Call title and identifier

2nd VAP call: Viability assessment of collaborative and innovative business solutions in worldwide markets (INNOWWIDE)

Coordinator required

No

Duration

26 days

Deadline for EOI

05 Mar 2020

Deadline of the Call

31 Mar 2020

Weblink to the call

<https://www.innowwide.eu>

Attachments
