

Partnering Opportunity

Profile Status: Published

Business Request

A Japanese trading company is looking for equipment for laboratories in the regenerative medicine field

Summary

A Japanese trading company specialized in distributing of reagents, analytical laboratory instruments and laboratory equipment is looking for suppliers of innovative products and equipment for laboratories in the regenerative medicine field. A distribution or commercial agency agreement will be finalized with relevant suppliers. The target countries are strictly limited to: France, Germany, the Netherlands, Sweden and the United Kingdom.

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Details

Description

The Japanese company has been active in the sales field of medical and laboratory devices in Japan for more than 70 years. To address a variety of demands from its customers, they established an import department four years ago. The company currently would like to expand the number of suppliers in the EU market along with accelerating the company's imports.

Especially, they are seeking regenerative medicine related suppliers that work for innovative products and equipment to contribute to research activities and have competitive advantages in that area.

The company has 14 branch offices and more than 1,000 customers in Japan. The range of customers consists of many sectors such as biotechnology, pharmaceutical analysis and chemistry.

The company is seeking exclusive distribution rights for innovative products which fulfil the company's requirements on innovativeness, usability and quality.

A distribution or commercial agency agreement will be finalized with relevant suppliers.

Please note that the target countries are strictly limited to: France, Germany, the Netherlands, Sweden and the United Kingdom.

Technical Specification or Expertise Sought

The company is seeking consumables, products and equipment for laboratories of basic researches that are strictly related to the following categories:

- cell culture, cell isolation, cell preservation and live cell imaging
- genome sequencing, genome detection and genome analysis
- protein detection, protein analysis and protein purification

The potential products are expected to be:

- the most technologically advanced
- unique
- easy to use
- of guaranteed quality

Keywords

Market

04	GENETIC ENGINEERING/MOLECULAR BIOLOGY
04006	Cellular and Molecular Biology
04007	Enzymology/Protein Engineering/Fermentation
05004003	Laboratory equipment
05007002	Pharmaceuticals/fine chemicals

NACE

G.46.6.9	Wholesale of other machinery and equipment
M.72.1.1	Research and experimental development on biotechnology

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Dissemination

Relevant Sector Groups

Bio Chem Tech

Restrict Dissemination to Specific Countries

France, Germany, Netherlands, Sweden, UnitedKingdom,

Client

Type and Size of Organisation Behind the Profile

Industry SME 50-249

Year Established

1940

Turnover

100 - 250M

Already Engaged in Trans-National Cooperation

Yes

Experience Comments

The company has business partnerships mainly in the U.S. for more than 4 years under distribution agreements.

Languages Spoken

English

Client Country

Japan

Partner Sought

Type and Role of Partner Sought

The potential suppliers are expected:

- To sign an exclusivity distribution contract with the Japanese company covering the Japanese market.
- To provide guidance and training about the use of their products
- To ensure short delivery time, low-priced delivery with good condition and no damages.

Type and Size of Partner Sought

SME 11-50,SME <10,SME 51-250

Type of Partnership Considered

Distribution services agreement
Commercial agency agreement