

# network

enterprise europe

## success stories

### Moving on up the lift market: 3 Chinese partners for Greek elevator systems

Surviving a crisis is just not sufficient for some companies. There can even be opportunities to expand and improve, if you are determined and daring enough. The Greek company DOPPLER S.A. is a very dynamic export-oriented company specialized in the customized design, development, manufacturing and distribution of hi-tech lift solutions. The innovative design of its elevators leads to space-saving features which can be installed in a variety of building projects.



The company's President and CEO, Stavros Stavropoulos, recognised the increasing demand for innovative car parking systems, which offer convenience for vehicle users as well as efficient usage of space for urban applications. Mr. Stavropoulos was interested in finding foreign partners (preferably from the priority target market, China) with the specific technology needed for the manufacture of such parking systems, in order to add this new feature to its product portfolio and with the ultimate goal of strengthening its market position. So he was keen to take advantage of the internationalisation support services which the Enterprise Europe Network offers. He turned to our centre for assistance, and was provided with a fully comprehensive package of services in order to help him achieve his ambitious goals.

The timing could not have been better. Mr. Stavropoulos had heard of the innovation voucher funding scheme within the European project "DragonSTAR" (Dragon - Sustaining Technology And Research through EU-China Collaboration) being managed by FING, and asked for our assistance in taking full advantage of this golden opportunity to perform face-to-face meetings with potential collaborators in China. In parallel, our CIP-Hellas Network staff assisted the client in preparing the company's technology profile for submission to the Enterprise Europe Network database in order to find a suitable partner with the know-how and components he was looking for.

Meetings were set up with three Chinese manufacturers (SHANGHAI BST ELECTRONIC CO. LTD, STC TIANJIN INTERNATIONAL TRADE CO. LTD and SUZHOU ESHINE ELEVATOR



COMPONENTS CO. LTD) at their production facilities in order for Mr. Stavropoulos to familiarize himself with the technology required in the design and manufacture of parking systems powered by electric motors or hydraulic pumps. The Chinese partners would provide the technical know-how, along with all the relevant components, and these would then be applied by the Greek company in order to manufacture the end products for the local market.

The corresponding Network Partners in China (Shanghai Technology & Transfer, EU Project Innovation Centre Chengdu, and Jiangsu Technology Property Exchange) were alerted and regular contact was maintained with them so as to ensure the smooth conclusion of the whole process.

Mr. Stavropoulos told us: "Thank you very much. The assistance and support provided by the Enterprise Europe Network made the whole process much easier."



The meetings quickly bore fruit and agreements were set up with all three Chinese partners. In addition, in view of DOPPLER's R&D strengths and its continuous drive to innovate, the technology transfer window from both sides offers the chance for cross-exchange of production capabilities, as well as new product development under strict EU constraints and regulations with all the necessary safety features.

"This is a perfect case of catching three birds with one stone: three very successful and potentially long-term business agreements with Chinese companies with one Greek Technology Request. We ensured that the client received a wide range of services and was able to take full advantage of all of them, ranging from the dissemination of the Greek technology profile through the Enterprise Europe Network database to find a suitable partner, to assistance in obtaining funding in order to perform one-to-one meetings with future partners," remarks FING Director of International Affairs, Katerina Tzitzinou.

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