

UK Company Profiles 英国企业介绍

Lancaster China Catalyst Programme – Third Cycle
兰卡斯特中国企业催化项目-第三期

Driving UK-Chinese Business Growth through Innovation & Partnerships
通过创新与合作推动中英产业发展

Contents

1. AmDel Medical Ltd.....	3
2. Becrypt Ltd	5
3. Bowater Holographics Ltd.....	7
4. Brinsea Products Ltd	9
5. Catalysystems Ltd.....	11
6. Cracker123 Ltd.....	12
7. Crompton Lamps Ltd	14
8. Curileum Discovery Ltd.....	16
9. DanTech UK Ltd	18
10. Gobotix	20
11. Hexpol Compounding (UK) Ltd	21
12. International Pheromone Systems Ltd.....	23
13. Libralato Ltd	25
14. ProteinLogic Ltd.....	27
15. Site Computers Ltd.....	29
16. Tookie Ltd	31
17. The REACH Centre	33

18. X-Force UK Ltd35

www.lancaster.ac.uk/china-catalyst

AmDel Medical Ltd www.amdelmedical.com

Main Activity

AmDel Medical Ltd provides first class medical devices to the medical field through innovative product design & development, quality manufacture & supply plus integrity with their customers.

Company Overview

AmDel's national sales team is hospital based, covering all major centres in the UK and Ireland. They also represent a number of US companies including Mediflex Surgical, Integra, Quest Medical and RMS Medical. They call on surgeons, anaesthetists, nurse specialists and a wide variety of other healthcare specialists, building mutually beneficial relationships with both customers and strategic partners.

Innovation and Partnership

In conjunction with their sister company Medical Device Creations Limited www.medicaldevicecreations.com, AmDel has recently launched an innovative and patient safe device "The Needle Free Arterial Non-Injectable Connector" (NIC). Through China Catalyst, they aim to:

- Find and agree on a manufacturing partner with the realistic cost of completed sterile product and the associated tooling necessary. Capabilities looked for within this partner would be the ability to manufacture and certify CE products, injection moulding, clean-room assembly, packaging and sterilisation, plus all the necessary QA regulatory & control abilities accredited by a Notified Body (normally indicated by the possession of ISO 9001 & 13485).
- Identify the correct method of introducing the NIC to the medical personnel of targeted sales areas to China and the Australasia markets.
- Establish and expand new working relationships, dependant on the success of the above, for future innovative product development and manufacture.

Benefits for potential partners include:

- AmDel being open and flexible to the idea of manufacturing and selling the NIC alongside/to the partner.
- Potential of 36 million NIC units for Europe and USA (plus China and Australasia).
- Openness to collaboration with Chinese medical companies in order to sell the NIC into emerging markets and also potential to create new joint developments.

Type of Potential Chinese Partners

Potential partners should:

- Understand the requirements/regulations, and have strong connections and previous experience in registering and manufacturing medical devices in China.
- Have access to manufacturing class 11A medical devices compliant with CE marking.
- Have market knowledge, strong distribution channels and relationships with hospitals and institutions that understand and comply with the processes of manufacturing and selling in China.

主营业务：

AmDel 公司通过创新的产品设计，高质量的产品以及诚信的客服，为医疗领域提供一流的医疗设备。

公司简介：

AmDel 的销售团队深入各主要的医院，遍布全英及爱尔兰。他们还代理以下美国企业的产品，包括 Mediflex Surgical, Integra, Quest Medical and RMS Medical。他们与外科医生、麻醉师、护理专家以及其他的医疗专家紧密合作，使用户和合作伙伴都能从中受益。

创新合作需求：

AmDel 最近与姐妹公司 Medical Device Creations 合作，推出了一款创新又能保障患者安全的装置 —— ‘无针动脉连接器’。通过催化项目，他们期望：

1. 寻找能生产无菌产品及打造生产模具的生产商，报价合理。合作方需要有能力和生产 CE 认证产品，包括注模生产，洁净室组装，包装、灭菌以及所有必要的质量保证管理和控制能力（如通过国际标准化组织 9001 和 13485 认证）；
2. 寻找在中国和亚洲/大洋洲市场推广该款产品的渠道，介绍给当地的目标医疗客户；
3. 若上述目标取得成功，会开拓新的合作关系，进一步开发和制造新产品。

中方合作伙伴能从以下方面受益：

1. AmDel 持有开放、灵活的态度，愿意和合作伙伴共同推动产品的生产和销售；
2. 潜在的销往欧洲和美国市场的 3600 万件无针动脉连接器的订单（外加中国以及大洋洲市场的订单）；
3. 愿意与中国医疗企业合作，共同开拓无针连接器的市场，以及合资研发或共建企业等。

合作伙伴：

潜在合作伙伴应当：

1. 了解市场需求/法规，并在中国注册和制造医疗设备方面有丰富的人脉资源和经验；
2. 能够生产 11A 级医疗设备，并符合 CE 标准；
3. 了解市场，具有强大的配送渠道，与医院和研究机构有紧密的联系，需要了解和遵循在中国生产和销售的流程。

Becrypt Ltd www.becrypt.com

Main Activity

Security software and services with a focus on mobile technology.

Company Overview

Becrypt Ltd provides a comprehensive suite of software products offering mobile device encryption, data security and secure mobile platform engagement. Becrypt started life 15 years ago as a disc encryption provider, encrypting the hard drives of laptops with government customers (e.g. police) in the UK. It now provides products to customers in the UK, US (aerospace), Middle East, Europe and Australia, working through a network of own offices/staff and partners in key global markets. Becrypt has expanded its product and market range into the commercial space with a focus on end user devices such as laptops, mobile devices, tablets and thin clients. Becrypt bids for special projects, contracting with Government departments on projects to provide specific technology and this often leads to the development of new 'pay-to-build' products, which can be rolled out to other clients and markets.

Innovation and Partnership

The aim of their engagement with China Catalyst is the cost effective sourcing of secure mobile and Thin-Client technology.

The project would entail establishing a custom OEM build to augment an existing Smartphone or Thin-Client manufacturer's product line. The project would call on existing manufacturing resources, augmented by collaborating parties.

Technical challenges include:-

- Establishing hardware based platform integrity;
- Achieving High Assurance for Commodity Platforms.

The work will include:-

- Identification of a suitable manufacturer partner(s), with defined market opportunity and commercial principals established;
- Agreeing a high-level architecture to augment existing product line and define hardware and software dependencies;
- Agreeing a method of collaboration for initial product implementation and through life maintenance;
- Finalising commercial arrangements and a Product release plan.

Type of Potential Chinese Partners

The company is looking to meet manufacturers of ruggedized Smartphones in China. Alternatively, as Becrypt is to provide secure body worn cameras for government bodies such as police. These miniature cameras contain micro computers with graphic and digital image processing capabilities. Therefore, Becrypt is looking for chip sets manufacturers.

主营业务：

专注于移动技术的安全加密软件和服务。

公司简介：

Becrypt 为移动设备加密、数据安全和安全移动平台的接合提供一整套软件解决方案。**Becrypt** 在 15 年前就已经开展磁盘加密服务，为英国的政府客户（如警察）提供笔记本电脑的硬盘加密。如今，它通过驻全球各主要市场的自有办公室/员工及合作伙伴，向英国、美国（航空业）、中东、欧洲和澳洲的客户的产品和服务。**Becrypt** 把它的产品和市场范围扩展到商业领域，侧重于终端用户设备如笔记本电脑、移动设备、平板电脑和瘦客户机。**Becrypt** 参与政府投标项目，与政府部门签约承包项目，提供具体的技术，而这往往导致新的“付建”产品，可以被推广到其他客户和市场。

创新合作需求：

通过催化项目，**Becrypt** 期望以性价比更高的方式外包安全移动以及瘦客户端技术。本项目需要建立一条定制的代工生产线，增强现有的智能手机制造商的产品线。本项目将基于现有制造商的资源，并通过合作伙伴作进一步扩充。

技术上的挑战包括：

- 建立一套完整的基于硬件的系统
- 为商用平台获取高可信度

具体工作包括：

- 识别一个或者多个合适的制造商，并就市场机会及商业原则达成一致
- 协定一个高层次的架构来增强现有的产品线并定义软硬件的依赖关系
- 为初期产品的实现和生命周期管理约定一套协作方案
- 确定商业运作及产品发布计划

合作伙伴：

潜在的中方合作伙伴主要为生产坚固耐用型智能手机的制造商。另外，**Becrypt** 计划向政府机构如警察部门提供加密的随身佩戴摄像机。这种微型摄像机包含具备图形和数字图像处理能力的微计算机。因此 **Becrypt** 也在寻找芯片组制造商。

Bowater Holographics Ltd www.bowaters.com

Main Activity

Anti-counterfeiting secure holographic authentication solutions

Company Overview

Bowater Holographics Ltd provides unique market leading serialised holographic security solutions for a wide range of global industry sectors. Bowater's unique holographic technology is not printed and therefore the most secure ever developed also providing visual verification that is engaging and highly secure. A serialization system supports secure client engagement applications bridging the real and digital world securely.

Bowater operates in the following sectors: documentation, pharmaceutical, luxury goods, tax stamps and food and beverage. Secure educational certification is our fastest growing sector providing vital instant visual authentication allowing educational organizations and employers to engage a new level of digital authentication.

Innovation and Partnership

Through Lancaster China Catalyst programme, Bowater aims to identify and develop business contacts, learning and opportunities. More specifically, Bowater wishes to understand the dynamics and challenges of the Chinese State and professional education market and fully investigate market potential scoping requirements for successful local collaborations and partnerships.

Part of this investigative initiative is to more deeply understand potential client needs and how best to engage with the Chinese State and private sector partners operating in local and global markets. More generally, to gain a deeper understanding of the Chinese consumer and what impacts on their purchase decisions on authentic products and services.

Type of Potential Chinese Partners

Local and central government with focus on education certification and examination security and package labelling, IP protection companies and printing companies (potential distribution partners). Other partners include those in medicine, consumer goods and organizations that can help understand the market and scope industry opportunities. As a market leader in cutting edge security technology, Bowater is interested in collaborating with Chinese organizations to deliver the most secure holographic multi-level authentication solutions.

主营业务:

防伪全息安全认证解决方案

公司简介:

该公司为全球各个产业提供领先的序列化全息（**serialised holographic**）安全解决方案。其独特的全息技术不是印刷，因此几乎不可能伪造，且提供了可视化的验证，美

观且十分安全。通过一个序列化系统对安全用户应用的支持，确保现实和数字世界之间连接的安全。

该公司技术应用于文件认证、医药、奢侈品、税务、食品和饮料行业。教育证书防伪认证是增长最快的领域，通过提供重要的即时视觉认证，为教育机构和雇主全面提升教育认证的真实性。

创新合作需求：

通过催化项目，**Bowater** 期望建立人脉关系及了解商业合作的机会。更详细地了解中国公立和职业教育市场的现状和挑战；充分进行市场调研，有效地与本土企业进行合作。

调研工作的一部分是更深入地了解潜在客户的需求，以及如何与中国公立和私立部门的合作伙伴在本地与全球市场进行合作。特别针对如何影响消费者购买认证产品和服务的决定进行深入研究。

合作伙伴：

对教育认证和考试安全有需求的政府教育机构。包装标签、知识产权保护公司和印刷公司（潜在分销合作伙伴）。其他合作伙伴包括药品、消费品以及可以帮助了解市场、并找出行业机会的企业和组织。该企业也希望与国内技术企业合作改进防伪安全技术解决方案。

Brinsea Products Ltd www.brinsea.co.uk

Main Activity

Manufacturer of incubators and brooders for poultry, birds of prey and exotic species. Also Intensive Care Units for small animals

Company Overview

Brinsea Products Ltd. is a manufacturer of incubators/brooders for poultry/birds of prey and exotic species such as parrots. It also supplies a range of Intensive Care units for small animals. The company prides itself on being the global Incubation Specialists and has been focusing on egg incubator design continuously since 1976, resulting in incubators and accessories offering you unparalleled practicality, reliability and high hatch rates time after time. All of their products are made in their factory in Weston-super-Mare, North Somerset. They hold more patents for egg incubation than any other incubator manufacturer and are proud to be the leaders in incubation technology

Innovation and Partnership

The company is seeking to establish suitable distributor (s) for their products in China.

Type of Potential Chinese Partners

These would be companies in the following areas:-

- Companies who are involved in distribution of poultry related products
- Companies who are involved in breeding/distribution of exotic birds
- Companies involved in selling to vets and small animal clinics

主营业务:

生产孵化器和育雏器，适用于家禽、可食用鸟类和珍稀品种等。还生产小动物的重症监护系统。

公司简介:

Brinsea 产品公司生产孵化器和育雏器，适用于家禽、可食用鸟类和珍稀品种例如鸚鵡。他们还能提供小动物所需的重症监护系统。该公司自 1976 年开始就一直致力于设计生产蛋类孵化器，是全球知名的孵化器专业厂家。他们的产品及配件具有实用、可靠、高孵化率等特点。他们的产品全部由位于英格兰西南部的工厂生产。他们在蛋类孵化器领域拥有全球最多的专利，并作为孵化器技术的领先者而感到自豪。

创新合作需求:

该企业寻找在中国的代理销售他们的产品。

合作伙伴:

他们寻找的合作伙伴包括:

- 家禽养殖相关产品的销售企业
- 饲养或销售珍稀鸟类的相关企业

- 针对兽医或宠物诊所的销售企业

Catalysystems Ltd. www.gyrecat.com

Main Activity

Developer of engineered process solutions for tertiary water and wastewater treatment and for water polishing for reuse applications

Company Overview

CatalySystems Limited undertakes R&D in the field of hybrid photocatalytic AOP processes as applied to water and wastewater treatment. It commercialises tailored solutions for application to different water and wastewater challenges. As well as R&D, the Company undertakes scale-up design engineering and commercial solution delivery/maintenance.

Innovation and Partnership

The aim of the engagement with China is to seek out a pilot test site for technology demonstration and seek out prospective engineering sales/after-sales service support from a complementary engineering company, already working in the water and wastewater treatment sector in China. Technical challenges to be addressed include ensuring a fit-for-purpose final commercial solution can be engineered to meet the needs of the Chinese markets, both in terms of performance and TOTEX.

Type of Potential Chinese Partners

Potential partners will be current secondary/tertiary water treatment equipment/solution providers in-country, operating in the 10-100 cu.m/hr range with industrial customers and at smaller community-scale.

主营业务:

开发水处理工程的解决方案，用于第三级水和废水处理工程，水质改善和再利用。

公司简介:

CatalySystems 有限公司研发混合光催化 AOP 工艺，应用于水和废水处理。它针对不同的水和废水的情况，量身定制解决方案。除了研发，该公司还进行比例放大设计工程以及商业解决方案的交付/维护。

创新合作需求:

与中国的接触的目的是寻找一个技术试点示范基地，寻找潜在的工程销售/售后服务支持的工程公司，该公司需已经进行水处理业务。他们需要解决的技术挑战，是在性能和 TOTEX 方面要能满足中国市场的需求，并寻找能达到这个需求的商业解决方案。

合作伙伴:

潜在的合作伙伴为国家现行的二次/三次水处理设备/解决方案提供商，适用范围为 10-100 立方米/小时的工业客户和规模较小的社区。

Cracker123 Ltd www.cracker123.com

Main Activity

Online workplace systems supporting international business growth

Company Overview

Cracker123 Ltd is a UK software development company that offers three unique online workplace systems and support international businesses to overcome common barriers in Health & Safety, Human Resources (HR) and worldwide public sector contract opportunities with language translation.

Innovation and Partnership

Without overseas customers, no amount of business wizardry can make exporting a reality. Cracker123 brings three unique online tools to help you gain overseas clients:

- Online tendering tool – It allows you to browse thousands of worldwide online public sector contracts in the UK, Mainland Europe, Australia, Brazil, Canada, India and Russia. It is hoped to acquire opportunities from Singapore, Japan and China next. Tendering databases are updated each week. You only need to browse and click on an opportunity of your choice. The language translator can assist you to understand the opportunities and submit bids.
- Health & Safety credibility tool – This easy to use online system complies with the highest international standard – OHSAS 18001. It can be used by any company from any sector operating anywhere in the world whereby workers are fluent in English. Compared with the traditional ‘manual site-limited’ systems, it is a high class complete ready-made interactive online H&S solution. It open doors for exporters because it gives buyers confidence in legal compliance, worldwide access, multi-site delegation and automatic record keeping.
- HR - Cracker123’s HR system provides consistent quality results and instant online recording of all HR operations (including contracts of employment, discipline procedures etc.) throughout a company for UK employers and Chinese companies with UK operations. It provides first line of defense against legal claims and also allows for effective branch delegation from a Head Office.

Type of Potential Chinese Partners

- Any Chinese business that wish to establish a presence or further grow their business in the UK and/or elsewhere outside China.
- UK and Chinese governmental organizations to help promote international trade and development
- UK and Chinese professional business services (e.g. banks) with a large pool of business clients which could use Cracker123 for client retention.

主营业务:

支持国际业务增长的在线工作系统。

公司简介:

Cracker123 公司是英国的软体开发公司，提供了三种独特的在线工作系统来支持国际企业克服常见的障碍，例如健康和安安全、人力资源、全球公共部门的投标机会与语言翻译。

创新合作需求：

没有海外客户是没有办法让出口成为现实的。**Cracker123** 带来三种独特的在线工具来帮助你获得海外客户：

1. 在线招标工具-它允许你浏览成千上万的全球政府部门的在线合同，包括英国，欧洲大陆，澳大利亚，巴西，加拿大，印度和俄罗斯。希望今后能从新加坡、日本和中国获得资源。招标数据库每周更新。你只需要浏览和点击一个你选择的商机。语言翻译可以帮助你了解商机，并提交投标。
2. 健康安全可信度系统-这个易于使用的在线系统符合国际最高标准 **OHSAS 18001**。它可以被任何一个公司的任何部门的具有流利英文能力的员工在世界上任何地方使用。与传统的网站系统相比，它是一个交互式在线安全解决系统，级别更高，立即可用。它为出口商打开大门，是买家了解卖家是否合规从而增加信任感。在全球各个工作点都可使用，而且自动保存记录。
3. 人力资源系统-- **Cracker123** 的人力资源系统为英国雇主和在英国运作的中国企业提供统一的高质量的结果，包括所有人力资源的即时在线记录（包括雇用合同、奖惩记录等）。它为法律索赔提供了第一道防线，也允许从总部有效地向分部分配工作。

合作伙伴：

1. 任何希望在英国和/或中国以外地区建立企业或进一步向国际扩张的中国企业。
2. 致力于促进国际贸易和发展的政府机构。
3. 具有大量客户资源的专业服务公司（例如：银行），可以使用 **Cracker123** 系统保存客户信息。

Crompton Lamps www.cromptonlamps.com

Main Activity

Lamp manufacture and seller to UK wholesalers

Company Overview

Crompton Lamps is one of the oldest lamp businesses in the world, founded in 1878 by the late Colonel Crompton, an entrepreneur with an interest in electricity. He designed and installed some of the earliest recorded electric lighting installations at buildings such as Windsor Castle and Holyrood Palace.

In partnership with Frank Parkinson since 1927, Crompton-Parkinson developed into a substantial manufacturing business producing a whole range of industrial electrical products. This business flourished until 1968 and then passed through a number of acquisition until 1999 when it was acquired by Cooper Industries and started operating under the name of Cooper Lighting and Security Ltd.

Following a review of its strategy, Cooper Industries withdrew from the lamps business and Crompton Lamps Ltd. was acquired by its management in January 2006.

Innovation and Partnership

The company aims to partner with local Guangdong companies to help support their main areas of activity:

1. Lamp and lighting manufacturing
2. Product development
3. Inclusion in advanced manufacturing innovations.
4. Export channel development

Benefits for potential partners include:

1. Increased sales
2. Better insight to the CENELEC market standards development
3. A major wholesale market in the UK for light fittings not yet exploited.
4. A Chinese global export market on the most famous British Lamp brand.

Type of Potential Chinese Partners

Potential partners should be:

1. Innovative manufacturers of lamps and light fittings
2. Test houses
3. Export agencies

主营业务:

灯具生产和批发销售

公司简介:

成立于 1878 年，Crompton 是世界上历史最悠久的灯具企业，始创者 Crompton 上校是一名对电学感兴趣的企业家。在温莎堡和荷里路德宫，他设计和安装了有记录以来最早的一批电力照明设备。

从 1927 年开始，他们与 Frank Parkinson 合作，持续地生产一系列的工业用电气产品。他们的业务稳步发展，从 1968 年开始经历了多次的并购。1999 年他们被 Cooper 工业集团收购，被命名为 Cooper 灯具与安全公司。

其后，Cooper 工业不再经营灯具业务。2006 年 1 月 Crompton 的管理层重新购回 Crompton 灯具公司。

创新合作需求：

Crompton 希望在以下领域与广东企业进行合作：

1. 灯具与照明设备生产
2. 产品开发
3. 采用先进的生产技术
4. 开发出口渠道

通过合作中方企业可以：

1. 增加销售
2. 更好地了解 CENELEC（欧洲电工技术标准化委员会）的标准要求
3. 进入英国市场，开拓灯具零部件的批发业务
4. 向全球市场出口著名的英国灯具产品

合作伙伴：

潜在的合作伙伴包括：

1. 灯具和照明设备零部件的生产厂家
2. 测试机构
3. 进出口公司

Curileum Discovery Ltd www.curileum.com

Main Activity

Drug discovery company.

Company Overview

Curileum Discovery Ltd is a newly funded regenerative medicine company in London applying three decades of stem cell drug discovery and development experience to identify the underlying causes of serious gastrointestinal (GI) diseases, and repairing or replacing damaged cells in tissues.

Regenerative medicine holds promise to revolutionise patient care by repairing or replacing damaged cells and restoring integrity and function to tissues. Stem cells are rare cells in the body responsible for life-long tissue renewal. Curileum is targeting defective stem cells as a curative approach for serious GI diseases (inflammatory bowel disease, cancer) and disorders with major complications (diabetes). Read more at <http://bit.ly/29Lrm6m>.

Curileum's operations are based adjacent to St Mark's Hospital, the world's only hospital dedicated to treating GI diseases and a major patient referral centre. With access to a large supply of patient tissues and a proven track record, Curileum is discovering the next generation of drugs to improve gut health.

Innovation and Partnership

Curileum is seeking partnerships with Chinese pharmaceutical companies to modernise traditional Chinese medicines (TCMs). Curileum will test botanical mixtures that treat GI disorders in their state-of-the art *in vitro* assays. The active component(s) in mixtures will be purified to homogeneity with the goal of developing patented, approved drugs. Curileum founder, Dr Jeff Moore, previously established his first company based on a plant protein he discovered and purified from an extract, patented, and advanced through late preclinical development that protects the bone marrow and gut from the toxicity of cancer therapy.

Through Lancaster China Catalyst Programme, Curileum Discovery is engaging pharmaceutical collaborative partnerships and has identified an unparalleled combination of world leading expertise with Lancaster University to help modernise TCMs as novel and marketable products for fighting the global problems of serious GI diseases.

Type of Potential Chinese Partners

Curileum Discovery aims to develop drug discovery and development partnerships with:

- Chinese pharmaceutical companies that have portfolios in traditional Chinese medicines and/or western drugs.
- Private and government investors.

主营业务:

新药研发

公司简介:

Curileum Discovery 位于伦敦，是一家刚获得注资的再生医药公司，拥有三十年干细胞药物开发的经验，能识别严重胃肠道（GI）疾病的根本原因，并修复或更换受损的细胞组织。

再生医学有望彻底改变病人的护理，能修复或更换受损细胞，恢复细胞组织的完整和功能。干细胞是体内负责全身组织更新的稀有细胞。**Curileum** 瞄准的是有缺陷的干细胞，来治疗严重胃肠道疾病（炎症性肠病、癌）和有大量并发症的疾病（糖尿病）。详情请看 <http://bit.ly/29lrm6m>。

Curileum 的办公室临近英国圣马克医院，它是世界上唯一的专门治疗消化道疾病的医院和主要转诊中心。从中 **Curileum** 能获得大量的病人细胞组织和医疗情况记录，并帮助他们开发出新一代的改善肠道健康的药物。

创新合作需求:

Curileum 期望与国内的制药企业合作，实现传统中药的现代化。**Curileum** 计划利用他们最先进的体外试验技术，测试能治疗胃肠道疾病的植物混合物。混合物中的活性成分将被纯化达到均质(Homogeneity)，以开发有专利权并被批准生产的药物。**Curileum** 创始人 **Jeff Moore** 博士，在其创建的第一个公司中，通过对他发现和纯化的植物蛋白进行提取、申请专利并进行后期临床前研发，以减少癌症治疗毒性对骨髓和肠道的影响。

通过兰卡斯特中国企业催化项目，**Curileum** 希望接触从事制药的合作伙伴，在兰卡斯特大学技术团队的帮助下，通过中药现代化开发新颖和有销路的产品，来解决全球存在的严重胃肠道疾病问题。

合作伙伴:

Curileum 的目标是开发新药，并与以下机构达成合作:

1. 传统中药和/或西药的制药公司。
2. 私人或国有投资机构

DanTech UK Ltd www.dantechuk.com

Main Activity

Manufacturing and supplying high quality innovative equipment to the food industry, particularly in the meat and dairy sectors.

Company Overview

DanTech UK Ltd is a privately owned business founded in 1999 and manufactures equipment for the food industry, particularly for the meat industry and more recently in the dairy sector. During the period 2015-2016, their growth has been in excess of 82%, and approximately 80% is attributable to exports. DanTech employs 17 staff on to sites in the UK and this is forecast to grow to 25 by January 2017. Their main export markets have been the USA and South Africa. In 2015 they supplied 4 special hygiene machines to China, indirectly as part of a large project, and in 2016 they secured the first major order directly with Henan Shuanghui Group.

Innovation and Partnership

China depends upon vast meat imports. DanTech equipment is especially beneficial to Just-in-time (JIT) meat production, hygienic production and yields. DanTech equipment will bring huge benefits mainly to the pork processing industry:

- Their meat forming press will form a new profile on products such as bacon and beef to increase slicing yield.
- DanTech microwave tempering systems can raise frozen blocks of meat and fish from -20°C to -3°C, which will save valuable protein liquor being thawed from frozen meat blocks, and bring in potential yield improvements of between 6-10% and JIT product with big advantages. Doing this naturally takes 48 hours and causes high loss of protein liquor.

Their sales have been located in Henan so far and have had interest from Tianjin. As China is so vast DanTech has to work closely with the current partners based in Henan and aims to reach further opportunities in South China through the Lancaster China Catalyst Programme.

Type of Potential Chinese Partners

To further grow their business in China, DanTech would like to meet with meat processors, those who are looking for production of added value products such as bacon, pork which may be frozen meat product.

主营业务:

向食品制造业提供高质量的创新设备，特别是肉类和奶制品行业。

公司简介:

DanTech 公司是一家私营企业，成立于 1999 年，为食品生产行业供应设备，特别是肉类加工业和近期涉足的乳制品行业。2015-2016 年间，业务增长超过 82%，大约 80%是与出口相关。该公司雇用了 17 名员工分布在英国各地，员工数预计在 2017 年 1 月增长到 25 人。他们的主要出口市场是美国和南非。2015 他们供应了 4 套特殊卫

生设备到中国，间接地参与了一个大项目。2016 他们获得了第一个大订单，直接与河南双汇集团合作。

创新合作需求：

中国依赖于大量的肉类进口。该公司的设备特别利于“实时管理”（Just-In-Time）的肉类生产，提升产品的卫生程度和产量。该公司的设备对猪肉加工行业带来巨大的好处：

- 他们的肉类成型机能在不同的肉类，如培根和牛肉上形成一个新的剖面，以提高切片产量。
- 该公司的微波回温系统可以使冷冻的肉类和鱼块从零下 20° C 上升至零下 3° C，这将防止宝贵的蛋白质在自然解冻过程中流失，收益增加 6-10%，实现实时性生产的巨大优势。常规的解冻方法需要 48 小时，并导致蛋白质的损失。

到目前为止，他们的销售仅在河南，也有天津的企业有意与他们合作。中国市场巨大，该公司已在河南省有合作关系，旨在通过兰卡斯特中国企业催化项目拓展中国南方市场。

合作伙伴：

为了进一步增长在中国的业务，该公司想与肉类加工商，特别是和有意拓展附加值产品如培根、冷冻猪肉类产品的企业合作。

Gobotix www.gobotix.co.uk

Main Activity

Robotic systems in rail industry

Company Overview

Gobotix's main areas of activity are in the arena of robotic systems research and development in support of the rail and metro industry as well as autonomous non-rail vehicles such as autonomous vehicle technology. We are developing radical new products to support rail navigation and automatic vehicle inspection and anomaly detection.

Innovation and Partnership

Gobotix have at least three products (GoTRAX, GUARD, and VUE) in development that they believe can make a major contribution to the rails industries of many countries. Gobotix is keen to explore opportunities in the Chinese rail industry supply chain. In addition, variants of their products would be very suitable to assist the development of other autonomous transport methods such as lightweight public transport vehicles, trams and metro systems.

Type of Potential Chinese Partners

Companies who have the capability to forge commercial agreements with suppliers to the China rail market. Secondary would be to find a product manufacturer in China. Other partners will include universities and research institutes specialising in autonomous vehicle technology.

主营业务:

用于铁路/轨道的机器人系统。

公司简介:

Gobotix 主要从事机器人系统的研究与开发，服务的对象是铁路和地铁系统以及自主无轨道运载工具。我们正开发尖端的新产品，可用于火车的导航、车辆自动检测和异常情况检测。

创新合作需求:

Gobotix 至少有三款产品（Gotrax, GUARD 和 Vue）在研发中，我们相信这三款产品可以为许多国家的铁路行业作出贡献。Gobotix 渴望在中国铁路行业的供应链探索机会。此外，其产品的可变性将帮助发展其他的自主运输方法，如轻量公共运输车辆、有轨电车和地铁系统等。

合作伙伴:

在中国铁路市场有能力与供应商达成商业协议的公司；产品的制造商。其它合作伙伴包括有研发自主车辆技术的大学和研究机构。

Hexpol Compounding (UK) Ltd www.hexpolcompounding.com

Main Activity

Rubber compound manufacture

Company Overview

Hexpol Compounding (UK) Ltd is part of the Hexpol Group of companies – the largest rubber compound supplier with worldwide production facilities and Headquarters in Sweden. The UK factory produces a vulcanised rubber sheet designed for the vacuum press industry.

Innovation and Partnership

Hexpol membrane is a sustainable natural rubber based compound which is vulcanised in long rolls. The end market is primarily furniture manufacture – specifically kitchen furniture. Cupboard doors, drawer fronts and work surfaces are often made using low cost wood materials such as MDF or chipboard. The vacuum press process allows a coating of a plastic film to be applied to this material to give a surface with the appearance of wood, marble, artistic designs or plain colours. For further information, please check the following websites:

- www.vacuum-presses.eu - Istra, a manufacturer of membrane presses and also buys their membrane and sells it on.
- www.stanki.lv - A streaming presentation showing the processes that use the membrane material.

Hexpol membrane is regarded as the best quality material available and wherever the product is introduced to a new market, Hexpol wins new business. Compared with membrane rubber manufactured from silicone still used at the higher temperatures up to 230C, Hexpol natural rubber based product has taken a substantial share of the market at the lower temperature range as sustainable rubber is much cheaper than silicone and has better mechanical properties. Hexpol currently shares approximately 20% of the European market and has started to penetrate the Middle East markets.

Type of Potential Chinese Partners

Through China Catalyst, Hexpol Compounding (UK) Ltd seeks to partner with manufacturers of the press machines that fit membranes as original equipment, or convertors / distributors who will buy in bulk and offer a custom service to the end users. As a very approximate estimate, their distributor customers sell on to sub distributors in bulk rolls at 40% mark up and to end users at 100% mark up. This is the first time that Hexpol Compound (UK) Ltd is introducing the product to Far East Market. A potential partner could have sole distributor rights to China, East and South East Asia.

主营业务:

生产橡胶聚合物

公司简介:

Hexpol 聚合物（英国）有限公司是 Hexpol 集团的下属企业。Hexpol 集团是全球最大的橡胶聚合物生产企业，在全球范围都设有生产基地，总部位于瑞典。Hexpol 英国主要生产适用于胶辊行业的硫化橡胶薄膜。

创新合作需求：

Hexpol 薄膜是一款天然环保的橡胶化合薄膜。目前主要服务于英国和欧盟的家具制造企业，特别是厨房家具生产企业。橱柜门、抽屉面板和工作面板通常使用廉价的木质材料，如 MDF 或再生纸板。真空压缩程序可以在板材上覆盖一层塑胶薄膜，使其呈现木材、大理石、单色或其他艺术设计的质感。进一步的信息，可访问以下网址：

- www.vacuum-presses.eu - Istra 是一家薄膜压机的生产厂家，同时会采购薄膜与他们的产品共同销售
- www.stanki.lv – 在这个网站上可以看到使用 Hexpol 薄膜材料的过程演示

Hexpol 薄膜公认质量最优，在被引入后都大受欢迎。其他类似的硅胶薄膜产品需要在 230 摄氏度的高温下使用，Hexpol 的天然橡胶薄膜的使用温度较低，因为天然橡胶更环保、价格低廉、机械性能更优，从而可以占领相当大的市场份额。Hexpol 目前在欧洲大约占有 20% 的市场份额，并开始进入中东市场。

合作伙伴：

通过催化项目，Hexpol 希望和能适用此款薄膜的压膜机或板材生产供应商合作，或者是具有储货能力并能为家具制造企业提供售后服务的经销商。另外，Hexpol 也希望接触国内家具定制和生产企业，利用自身领先的材料技术及对国际家具市场的了解，共同提升中方企业在国内国际的市场份额。初步估计，他们的总经销商分销到次级经销商约有 40% 的利润，到终端客户的利润可达到 100%。这是 Hexpol 第一次把他们的产品引入到远东市场。合作的经销商可以获得中国、东亚和东南亚地区的独家代理权。

International Pheromone Systems Ltd

www.internationalpheromone.co.uk

Main Activity

Specialist in developing and manufacturing organic insect control systems to promote sustainable integrated pest management (IPM) in agriculture and public health.

Company Overview

International Pheromone Systems Ltd (IPS) is a customer-orientated company with 30 years of experience and expertise in developing, producing and supplying high-quality insect pheromones and trapping systems to a growing international customer base. These IPM strategies are aimed predominantly at agriculture, horticulture, storage, urban and forestry settings with a goal to promote a more effective, economical and sustainable approach to pest management by incorporating IPS formulated pheromones and trapping systems with IPM principles and science. IPS' future strategy is built upon the foundation of its core values and currently focuses on sales growth and innovation of new products and solutions for their growing global customer base.

Innovation and Partnership

Both scientific research and grower experience have shown that pheromones and other semiochemicals are effective tools for monitoring and controlling a wide range of insect pests in a variety of settings. When used properly, pheromone based monitoring systems can prevent the unnecessary use of pesticides, while control strategies such as mass trapping and mating disruption offer direct alternatives to growers.

Through China Catalyst, IPS aims to source products that will complement their position in the market for selling IPM products. This will be looking into the Bio pesticide market and the registration of these products into the European market, as well as sourcing plastic traps for the pest control market. In the long run, IPS plans to look for a potential Chinese joint venture partner for establishment of a future manufacturing base in China producing products for the domestic Chinese market, as well as for the global markets.

Type of Potential Chinese Partners

IPS is an expanding company and always interested in finding ways in which they can work together with distributors, agronomists, growers and research institutes to identify non-toxic organic solutions. In particular, they would like to meet with:

- Companies that are interested to help with chemical synthesis of pheromones, co-develop or have biocontrol organic products;
- Producers of specific chemicals or raw materials required for IPS own productions, e.g. Spinosad;
- Plastic manufacturing companies that can help with trap design;
- Research institutes with expertise and interest in developing non-toxic organic solutions for pest management.

主营业务:

擅长开发和生产有机昆虫控制系统，持续发展的综合虫害管理（IPM）可促进农业和公共卫生。

公司简介：

IPS 公司是一家以客户为导向的企业，他们以开发经验和专业知识为基础，30 年来生产和供应高品质的昆虫信息素诱捕系统，并拥有越来越多的国际客户。**IPM** 策略是把 **IPS** 的定制信息素和病虫害综合捕获系统运用在农业、园艺、仓储、城区或林业等领域，以可持续的方式更有效和更经济地防治虫害。**IPS** 的未来战略将建立在其核心价值观的基础上。目前主要的目标是促进销售增长和为不断增长的全球客户群开发新产品和解决方案。

创新合作需求：

科学研究和生产经验都表明，信息素和其他化学信息素是监测和控制多种害虫的有效工具。如能正确使用，基于信息素的监测系统可以减少使用农药。使用大规模诱捕和交配干扰等控制策略，能为种植者提供了传统化学农药的直接的替代手段。

通过催化项目，**IPS** 旨在寻找产品用以补充他们目前销售的 **IPM** 产品线。他们希望了解生物农药的市场状况并将这些产品在欧洲市场注册，以及采购控制虫害的塑料诱捕器。从长远来看，**IPS** 计划在中国寻找一个合作伙伴建立合资企业，生产针对中国国内以及全球市场的产品，

合作伙伴：

IPS 是一个不断扩大的公司，一直在寻找新的方法，使他们能够与经销商、种植者和研究机构一起合作，找到无毒的有机解决方案。他们特别期望会见以下机构：

- 有兴趣协助信息素的化学合成的企业，共同开发或拥生物防治有机产品；
- **IPS** 产品所需特定的化学物质或原材料的生产厂家，如 **Spinosad**；
- 能生产捕捉器的塑料制品生产商；
- 有兴趣研发无毒的虫害控制系统的研究机构

Libralato Ltd www.libralato.co.uk

Main Activities

Libralato Hybrid Engine for new energy vehicles in China

Company Overview

Established in 2008, Libralato is an innovation specialist in low carbon vehicle technologies.

Innovation and Partnership

The Libralato engine is based on a completely new concept of engine geometry and thermodynamic cycle. Never before have two rotors with different axes been combined, to produce asymmetrical compression and expansion volumes, where all the engine phases are completed in each revolution. It is capable of diesel-like efficiency (c.40%), but with 50% lower mass and 30% lower cost, and half of the size and weight than a typical reciprocating engine.

Libralato Engine has proved that its revolutionary 9-phase cycle is effective and is capable of exceptionally high efficiency and low emissions. It has such unique features as:

- No other engine can combine all the advantages of the Libralato engine: efficiency, emissions, power to weight, package, vibration & noise, and cost.
- It helps avoid the problems of the Wankel engine without shallow elongated combustion chamber, thirsty fuel consumption or problems with apex seals.
- It can blend seamlessly with an electric motor because of the compact size and radically reduced speed with direct injection and lean burn combustion.

The Libralato Hybrid Engine is an enabling technology, a game-changer for a new generation of New Energy Vehicles, and can help Chinese new energy vehicle market address the increasing higher CAFE requirements and less subsidy from the Government. The size, weight and cost savings mean that all the hybrid components can be fitted into standard engine bays. Its efficiency combined with full electric drive capability and regenerative braking can reduce average fuel consumption by two thirds, repaying the marginal cost of the hybrid system in 2 years, without government subsidy. Furthermore, Libralato Hybrid Engine will help reduce environment pollution in China.

Type of Potential Chinese Partners

- Those automotive companies and any companies interested in new energy vehicle solutions, particularly BYD Automotive Industry and Guangzhou Automotive Group in Guangdong.
- A Chinese research institute to undertake CFD analysis of the gasoline direct injection in supporting China Catalyst master student projects in China.

主营业务:

可用于中国新能源汽车的 Libralato 混合动力引擎

公司简介:

Libralato 公司成立于 2008 年，专业从事汽车发动机方面的技术研发，是一家在低碳汽车技术和油电混合动力技术方面有独特创新的研发公司。

创新合作需求：

Libralato 引擎是基于全新的几何热动力循环理论基础之上研究开发的。相对于传统的活塞式往复发动机，**Libralato** 引擎能够在减小一半的体积和重量的基础上，使汽油达到 40% 的燃油效率，并节约三分之一的成本。

Libralato 引擎已经实验证实其九循环系统是有效的，并且具有高效率 and 低排放的特点。其独特之处在于：

1. 如今没有任何一款发动机可以兼顾 **Libralato** 引擎的所有优点：高效能，低排量，极高的单位重量马力，较少的组件，低震动，轻噪声，最重要的是成本较低。
2. 相比于同样是转子发动机的 **Wankel** 引擎，**Libralato** 引擎成功避免了 **Wankel** 引擎的诸多问题，而保留下了转子发动机所具有的所有优势。
3. 因为其紧凑的尺寸，**Libralato** 引擎可以和一台电动马达无缝对接，组成专门适用于如今油电混合动力车型的 **Libralato** 混合动力引擎。

Libralato 混合动力引擎是一项全新优异的技术，是新一代新能源汽车领域的“游戏颠覆者”。该技术能够帮助中国的新能源汽车市场由政府导向成功过渡到市场导向，并使中国的车企在政府补贴日渐退出的大背景下，依旧能够满足日益严苛的国家百公里油耗标准，使如今的汽车企业最终扭亏为盈。

Libralato 引擎的小尺寸、轻重量和低成本意味着所有的混合动力组件都可以合体并置于标准的汽车底盘中。**Libralato** 混合动力引擎可以高效结合发动机系统与电动马达系统，通过全电力驱动与电力回收的方式，进一步减少三分之二的平均油耗。对于厂家来说，该混合动力系统可以在没有政府补贴的情况下，两年之内收回成本。另外，**Libralato** 混合动力引擎将会帮助中国减轻空气污染。

合作伙伴：

- 汽车公司和任何对新能源汽车解决方案感兴趣的公司，例如比亚迪汽车和广汽集团。
- 可进行汽油直喷 CFD 分析的中国研究所，以支持催化项目硕士生在中国期间的实习。

ProteinLogic Ltd www.proteinlogic.com

Main Activity

Healthcare innovation in medical devices

Company Overview

ProteinLogic Ltd. is a biomarker discovery and exploitation company. The current focus, aided by 2 EU Horizon 2020 grants for €3.6m and €3.0m respectively, is on addressing key unmet medical needs in tuberculosis and also 2 cancers (colon and breast). The lead product candidate, an ImmiPrint® signature for tuberculosis (TB), is being developed as a point-of care test using the point-of care platform of our collaboration partner Biosensia with the aim of obtaining regulatory approval to go to market in Europe, India, China and South Africa by late 2018.

Innovation and Partnership

The aim of the engagement with China is as follows:-

- Identify Clinical Key Opinion Leaders in the field of Tuberculosis (TB).
- Identify a Collaboration Partner who will assist with the conduct of a Clinical Trial of the POC TB test.
- Get regulatory approval for the novel TB test in China
- Identify suitable academic and clinical partners to further develop the test, improve the biomarker panel, improve the diagnostic algorithm & software and overcome any problems associated with the performance of the point of care platform.
- Identify potential distribution partner in China.
- Identify potential investors in the Company.

Technical challenges to be addressed include:

The design & implementation of a Clinical Study to satisfy Regulatory requirements in China. To develop/improve the performance of the test to provide the required level of accuracy to meet the clinical unmet needs.

Type of Potential Chinese Partners

- Academic partners – TB specialists/collaborators specialised in this field with good links to Govt/regulatory bodies.
- Clinical partners – access to patients in the field, able to set up/conduct clinical trials.
- Industry/commercial partners: potentially a manufacturer of medical diagnostic devices for TB testing that can make a platform to deliver their Point Of Care TB blood testing system.

主营业务:

医疗设备的创新

公司简介:

Proteinlogic 公司从事生物标记的发现和开发。他们得到欧盟“地平线 2020 计划”两次分别为 360 万欧元和 300 万欧元的资助（地平线 2020 计划是欧盟新的研究与创新框架计划，于 2013 年 12 月 11 日正式启动，为期 7 年，预算总额为 770 亿欧元。其宗旨是帮助科研人员实现科研设想，获得科研上新的发现、突破和创新；促进新技术从实验室到市场的转化），重点解决结核病和两种癌症（结肠癌、乳腺癌）方面的医疗难题。他们的一款领先产品，**Immiprint®** 结核病（TB）标记产品使用其合作伙伴 **Biosensia** 的即时护理平台，正发展为一种即时检测手段。他们争取获得监管部门批准在 2018 年进入欧洲、印度、中国和南非市场。

创新合作需求:

与中国的合作意向是:

1. 寻找结核病领域的临床专家;
2. 寻找合作伙伴协助进行结核病 POC 测试产品的临床试验;
3. 获得中国政府对结核病检测产品的批准;
4. 确定合适的学术和临床合作伙伴，以进一步开发测试，提高生物标记面板，提高诊断算法和软件，克服任何与医疗服务平台的性能相关的问题;
5. 寻找潜在的经销商;
6. 寻找潜在的投资商。

要解决的技术挑战包括：为满足中国的法规要求，设计和实施临床研究。通过开发/提高测试的性能，提高精确度，以满足临床的需求。

合作伙伴:

1. 学术合作伙伴 - 在这个领域与政府及监管机构有良好关系的结核病专家;
2. 临床合作伙伴-在该领域拥有患者，能够建立及进行临床试验;
3. 商业合作伙伴：结核病测试设备的制造商，可以提供运行结核病血液测试系统所需的平台

Site Computers Ltd www.site-eye.co.uk

Main Activity

Leading provider of long term time-lapse and site monitoring services

Company Overview

Site Computers Ltd (Trading as Site-Eye) is the leading provider of long term time-lapse and site monitoring services in the UK. They have filmed most of the landmark projects over the last 15 years, including The Shard, Crossrail, The 2012 Olympics and hundreds of other projects in the construction and media fields.

Innovation and Partnership

Site Computers Ltd is seeking to expand the business overseas and see China as an important market. They would also like to develop hardware to enable them to provide time-lapse services to a large number of smaller projects who would not currently be able to afford their services due to the complexity of the current systems. The work would include:

- Design time-lapse controller system
- Design time-lapse consumer appliance
- Manufacture units

Type of Potential Chinese Partners

The company needs to create a device which is both affordable and yet still maintain a very high image quality and reliability. They are looking for two potential partners as follows:-

- A manufacturer with the skills to make the hardware, collaboration in developing more affordable time-lapse system.
- A local Chinese production company or CCTV company who would be interested in acting as agents for their time-lapse and site monitoring systems.

主营业务:

长期延时拍摄和现场监测服务的领先的供应商。

公司简介:

Site Computers Ltd (注册名 Site-Eye) 是英国本土长期延时拍摄和现场监测服务的领先的供应商。在过去的 15 年里, 他们拍摄了大部分具有里程碑意义的项目, 包括 The Shard, Crossrail 以及 2012 届伦敦奥运会等百余个建筑和媒体领域的项目。

创新合作需求:

Site Computers 企业期望扩充海外市场并认为中国是很重要的一个组成部分。目前, 该企业的系统比较复杂, 使用成本也比较昂贵, 因此, 他们希望开发一套硬件系统, 让他们可以以更低廉的价格向更大量的微小项目提供延时拍摄服务。具体工作包括:

- 设计延时拍摄控制系统
- 设计延时拍摄用户终端
- 生产制造零部件

合作伙伴:

该公司需要研发一个经济实惠但仍然保持高图像质量和可靠性的设备。潜在的合作伙
伴如下:

- 延时拍摄系统的硬件制造商，合作研发性价比更高的新型延时拍摄系统;
- 有意向代理延时拍摄和现场监测系统产品的企业或视频监控公司。

Tookie Ltd www.tookie.co

Main Activity

Healthcare innovation in medical devices.

Company Overview

Tookie Limited has a number of innovative healthcare ideas which are being taken from concept design through prototyping to market. They are currently underway with the first product called the Tookie Vest for Cancer, a wearable device that supports the management of Catheter Central Lines (CVC) to reduce the risk of inadvertent fall-out. Their current Tookie Vest is designed to not only maintain the integrity of the CVC, but also provides patient comfort, well-being and practicality of use at the core of this product by enabling a level of normality of movement and action for the patient, along with peace of mind for those caring for those. For the healthcare industry this will result in fewer additional operations and prolonged hospital re-admittance leading to cost improvement.

Many new worldwide applications of the vest are planned to support patients with conditions other than cancer such as TPN and Renal. The Tookie Vest and its applications are recognised in the UK by the NHS NIHR cooperative Devices for Dignity (D4D), Academic Health Science Networks (AHSN) and its' sister organisation Technology and Innovation Transforming Child Health (TITCH).

Innovation and Partnership

The potential research projects could be supported by Lancaster postgraduates in the areas of:

- market research to determine vest applications and market demand for each application in major markets
- Economic Health Analysis to compare the costs and benefits
- Garment design

Type of Potential Chinese Partners

Tookie Limited looks to establish collaborations with the following organisations to develop many potential applications of their vests which require product design, development and health evaluations. Ideally, Tookie Limited is seeking a single point of entry into China with a Healthcare Manufacturing Company which can not only provide manufacturing but also product distribution and sales such as:

- Chinese healthcare organisations
- University textile design technology faculties
- Garment manufacturers
- Logistics and supply chain partners

主营业务:

医疗保健设备创新

公司介绍:

Tookie 有限公司拥有从概念到设计的创新医疗理念，目前正开发第一个产品 Tookie，一款专门针对癌症患者的背心，可以支持“中心静脉导管”以防止导管掉出的可穿戴

设备。Tookie 背心可以维护中心静脉导管的完整性，保证它的安全，大大减少感染的风险。使用者的舒适度和实用性是该产品研发的宗旨，穿戴 Tookie 背心后使用者可以有一定程度的水平运动和身体活动，无需担心导管掉出。这些特性能够帮助降低感染的可能性，减少再次手术的机率，缩短住院时间。

全球范围内还可应用此款背心帮助除癌症患者外的其他病患，如全胃肠外营养（TPN）和肾脏疾病的患者。Tookie 背心及其应用在英国被多家官方及科研机构，如 NHS NIHR Cooperative, Devices for Dignity (D4D), Academic Health Science Networks (AHSN) 以及她的姊妹机构 Technology and Innovation Transforming Child Health (TITCH)所认可。

创新合作需求：

在兰卡斯特大学研究生团队的协助下，Tookie 将进行：

- 市场研究，以确定在中国市场该款背心的应用模式和市场需求
- 经济健康分析比较成本和效益
- 背心设计

合作伙伴：

Tookie 有限公司愿与以下机构建立合作以研发更多的适应于该款背心的应用模式，研发方向包括产品设计、研发与健康评估。Tookie 公司最理想的合作伙伴是具有集在中国生产、配送与销售于一体的一站式服务能力的医疗用品生产商。

- 中国的医疗机构
- 大学的纺织设计技术学院
- 服装生产商
- 物流与供应商

The REACH Centre www.thereachcentre.com

Main Activity

Provision of regulatory, scientific and training services in chemicals management.

Company Overview

The REACH Centre (TRC) is one of the leading global providers of regulatory compliance services and on-line chemicals management systems with offices and representation in UK, Italy, Japan, China and USA. The organisation is active in major sectors notably chemical manufacture, automotive, aerospace and retail. Their extensive chemistry, toxicology and scientific knowledge is underpinned by excellent regulatory and legal expertise. TRC's range of developing on-line software applications, most notably 'Chemtrac®', provides regulatory reference and management tools for industry and their respective supply chains.

Innovation and Partnership

One of the key objectives for TRC is to continue to expand internationally, especially into the Asian and North American market by partnership building. As one of the principle economies, greater exposure in China is essential, and TRC wishes to secure further collaborative partnerships in this region.

Through Lancaster China Catalyst Programme, TRC aims to secure robust commercial services to industry relating to the management and compliance of global chemicals 'notification' systems.

The overall aim is to build a chemicals management consultancy business based in Asia Pacific to supply services to the Asian market to support exports and also to provide specialist expertise on Asia Pacific regulations and legislations to European and North American clients.

TRC needs postgraduate resources with skills and knowledge in toxicology, ecotoxicology, software engineering, marketing and intellectual property to: -

- Increase capacity of scientific expertise
- Design and build software solutions for supply chain management
- Develop strategy for effective provision of on-line solutions in Asia
- Protect IP in China and more broadly Asia Pacific

Type of Potential Chinese Partners

TRC is seeking a Chinese-based hosting provider to collaboratively develop a workable strategy to deliver a version of the on-line Chemtrac® solution to the Chinese domestic market. Pivotal to a successful solution will be robust IP protection, remote management of the server, workable system speeds for the users in China, and excellent data protection and security measures.

主营业务:

提供化学品管理的监管、科研及培训服务

公司介绍:

THE REACH Centre (TRC) 是一个世界领先的合规监管服务和在线化学品管理系统的供应商，在英国、意大利、日本、中国和美国设有办事处。主要服务的行业是化工制造、汽车，航空和零售业。他们广泛的化学、毒理学和科学知识保证了他们在政策和法律知识的专业性。TRC 开发的在线应用软件，最著名的是 chemtrac®，为行业和各自的供应链提供管理参考和管理工具。

创新合作需求：

TRC 的目标之一是继续扩大国际市场，尤其是在亚洲和北美市场的建立合作伙伴关系。中国作为一个主导经济体，TRC 需要在中国有更高的知名度，并希望在这个地区寻找更多的合作伙伴。

通过兰卡斯特中国企业催化项目，TRC 希望在全球化学品管理和通报系统方面向中国的企业提供全面的服务。

总体目标是在亚太地区推广化学品管理的咨询业务，为亚洲市场提供服务，协助企业扩大出口，也为欧洲和北美的客户提供亚太地区的法规和立法方面的专业知识。

TRC 需要来自研究生团队在毒理学、生态毒理学、软件工程、市场营销和知识产权方面的资源、技能和知识：

1. 提高科研技术能力；
2. 设计和构建供应链管理的软件解决方案；
3. 针对在线解决方案，在亚洲市场制定有效的策略；
4. 在中国和更广泛的亚太地区的知识产权保护。

合作伙伴：

公司期望在中国寻找托管服务提供商，共同合作开发并提供适合中国市场的 chemtrac®在线版本。一个成功的解决方案包括要有强大的知识产权保护，远程管理的服务器，中国用户能接受的操作系统速度，以及良好的数据保护和安全措施。

X-Force UK Ltd kwww.3-1-5.co.uk and www.x-force.se

Main Activity

X-force UK (Ltd) provides fitness and health products and services to consumers

Company Overview

X-Force UK Ltd, is a multi-faceted organisation comprising:

1. An established company trading in private health and fitness clubs under the **3-1-5 Health Club** brand and having directly managed facilities in Lancaster. The company is run by Mr. Sean Thornton an experienced Lancaster based operator/entrepreneur in the fitness/health arena.
2. **X-Force**, an established company supplying fitness machines from its base in Stockholm, Sweden. These machines are completely new to market and represent a total breakthrough in 'resistance' training.
3. **Fitnexus**, an Engaging Technology App which guides users through their own personal Health and Fitness Journey, which has been developed exclusively by the 3-1-5 team in the UK and which is being used across the UK as a fitness and health platform for gyms and health/fitness clubs

Innovation and Partnership

The company aims to partner with Guangdong companies to help support three main areas of activity:

1. **Develop a highly differentiated health and fitness solutions/ brand in Guangdong** with investors/developer/operational partner specialising in, or with an interest in, sports, health and leisure/ fitness - that 315 can provide expertise, know-how and IP in order to set up, develop and/or run fitness studio(s) in Guangdong, or co-found and run a new health/fitness studio (or chain) with Chinese partner(s).
2. **Developing more 'intelligent', smaller more compact fitness machines** – by finding a manufacturing partner to investigate the option to develop adaptations of their current X-force machines using IoT technology and new materials and manufacturing techniques.
3. **Localise fitness/health technology platform for local Chinese market** – find a Tech/mobile/ICT partner to localise their new platform/ app FitNexus, currently used by 3000 leisure centres across the UK.

Type of Potential Chinese Partners

Potential partners should:

- Be able to develop local fitness/health centres and co-develop a brand
- Be IT/App developers for fitness and related machines
- Be niche/specialist high-tech fitness equipment

主营业务:

X-Force 向消费者提供健身和健康产品的服务。

公司简介:

X-Force 公司是一个多元化的机构, 包括:

1. 以 3-1-5 健康俱乐部命名的一间有独立经营权的健身俱乐部, 在兰卡斯特有直接经营的设备。公司由具有兰卡斯特基础运营商、健身领域企业家及健康领域资格的 **Sean Thornton** 先生经营。
2. **X-Force**, 供应瑞典斯德哥尔摩总部研发的健身机。这些健身机是全新的产品, 在阻力训练方面有巨大的创新。
3. **Fitnexus**, 一个专门的移动应用 APP, 由 3-1-5 团队专门研发, 在用户的健康和健身过程中提供指导, 在英国已被健身房和健身俱乐部广泛运用。

创新合作需求:

本公司的目标是与广东的企业在以下三个领域进行合作:

1. 在广东市场建立一个高度差异化的健身解决方案及品牌, 合作者可以是投资者、/开发商或运营商, 专注于体育和健康或对此领域有浓厚兴趣。本公司能提供专业知识, 在广东建立、开发和运行健身工作室, 或共同创建并运行一个新的健身室连锁。
2. 发展更智能化更小更紧凑的健身机。寻找生产厂家, 研究利用物联网和新材料新工艺技术, 开发基于 **X-Force** 健身器的新一代产品。
3. 健身平台的中国本土化。期望寻找一个移动应用的合作伙伴, 针对目前已在英国 3000 家休闲中心使用的 **FitNexus** 移动应用进行汉化和本地移植。

合作伙伴:

潜在合作伙伴能够:

1. 发展本地的健身/健康中心并共同开发一个品牌, 或
2. 为健身和相关器械开发应用程序, 或
3. 针对分众市场生产专业的高科技健身器材