

AUSTRIAN TRADE BULLETIN

ΕΜΠΟΡΙΚΑ ΝΕΑ



Dear Reader,

First of all, I would like to express my best wishes for a healthy, successful and prosperous 2013!

As we all know, the year 2012 was very challenging with immense difficulties to overcome. There are still difficult times ahead but the reforms taking place in Greece and Cyprus are promising, and a new beginning presents an excellent starting point to embark upon 2013 with a positive attitude, full of eagerness, hope and vision.

Although our exports continued to decline we kept our market share in the Greek and Cypriot market compared to our European competitors. So far Austrian exporters are supporting their Greek partners as much as they can and will continue to do so as long as possible. I would like to assure you that my office understands very well the situation of the Greek and Cypriot importers and we try to convince our credit insurance companies to keep the credit line towards Greece open.

The autumn of 2012 was marked by two international exhibitions. Advantage Austria participated in October in the "Building Green 2012" exhibition at M.E.C. Expo Center, Athens as well as in November in the exhibition "Energy-Photovoltaic 2012" at Metropolitan Expo, Athens. These exhibitions were successful meeting points for field experts, manufacturers, suppliers and users, who had the chance to exchange ideas, introduce or discover new products as well as innovative trends.

We would all like to thank you again for your trust in Austrian products and your continuous support, especially during such difficult times. I would also like to invite you to let me know in which way we might be able to assist you.

Best wishes

Bruno Freytag
Austrian Commercial Counsellor for Greece and Cyprus

AUSTRIAN COMPANIES ARE LOOKING FOR BUSINESS PARTNERS:

- [SOFTWARE SOLUTIONS](#)
 - [ARCHITECTURE AS WELL AS SUSTAINABLE BUILDING TECHNIQUES](#)
 - [INNOVATION MANAGEMENT FOR SMALL ENTERPRISES](#)
 - [CONSULTING WITHOUT THE PREFABRICATED SOLUTIONS AND CONCEPTS](#)
 - [KNOWLEDGE MANAGEMENT IN HOTELS, HOTEL CHAINS, INVESTORS FOR ESTABLISHMENTS IN TOURISM](#)
 - [MULTILATERAL DEVELOPMENT BANKS MAKE THE BEST OF THEM](#)
 - [CONSULTING – INTERNATIONAL BUSINESS & TALENT DEVELOPMENT](#)
 - [ENVIRONMENTAL TECHNOLOGY AND RENEWABLE ENERGY AND INFRASTRUCTURE](#)
 - [CONSULTING, ENGINEERING, PROJECT MANAGEMENT](#)
 - [SUNKID SKI LIFT CONVEYOR TECHNOLOGY](#)
-

USEFUL INFORMATION

- [USEFUL](#)
- [TRADE FAIRS IN AUSTRIA: JANUARY – APRIL 2013](#)

Austrian companies looking for partners

In this section we present to you a number of Austrian companies, which are looking for trade representatives, importers, buyers or co-operation partners in Cyprus and/or Greece. If you are interested in a co-operation, feel free to contact them directly! All company information is also available in German on www.advantageaustria.org/gr under "Business Opportunities".



AHCS ADVANCED HEALTH CARE SOLUTIONS AG

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AHCS Advanced Health Care Solutions AG

Wanted: Co-operation Partners

Software solutions (MEDFRAMES) for the healthcare sector

Contacts with decision makers at hospitals, retirement homes and nursing homes and for the distribution and/or implementation of expert systems in the following areas:



- Medicine (fever chart, medication, diagnostic findings and documents, etc.),
- Care (anamnesis and planning, care unit overview, reports and scales, NANDA, AIR, NIC/NOC, LEP, etc.) and
- Wound documentation (wound data, wound assessment, wound therapy, reports, documents etc. "ZMW®" – Kammerlander WFI).

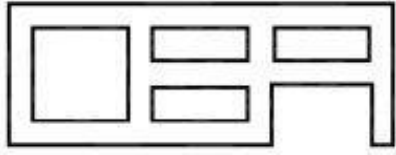


AHCS and its partners are a group of internationally established companies that develop innovative software solutions (MEDFRAMES) for the healthcare sector. Decades of healthcare sector know-how and development partnerships with prestigious institutions and operators ensure a continuous process of new and further development.



We are highly regarded in the international market as a provider of HIS-independent expert systems for:

- Medicine (fever chart, medication, diagnostic findings and documents, etc.),
- Care (anamnesis and planning, care unit overview, reports and scales, NANDA, AIR, NIC/NOC, LEP, etc.) and
- Wound documentation (wound data, wound assessment, wound therapy, reports, documents etc. "ZMW®" – Kammerlander WFI).



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Oliver Sonnlichler Architekten - ZT GmbH

Offered: Services and Know-how

Architecture as well as sustainable building techniques Planning Services

OS Architekten is looking for international projects, also joined projects in developments, masterplanning & urban masterplanning, architecture, housing as well as office, retail and industrial buildings with a high priority in sustainable energy management and alternative energy solutions



The focal point of our activities is providing our clients with an uncompromising level of customer-oriented service. Precise analysis of requirements, integrated planning measures, permanent monitoring and seamless documentation form the basis of our working relationship with the project principal.

The diversification of know-how from the classic remit of an architectural practice to encompass furniture, town planning, project management and facilities management is a logical progression.

Corporate clients
Urban residential buildings
Commercial buildings
Industrial buildings

Planning services:

- General planning
- Architecture
- Town planning
- HVAC, water, drainage and plumbing, electrical engineering & building services





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BCI Baumgartner Consulting International

Offered: Services and Know-how

From the Idea to the Success on Market Innovation-Management for Small Enterprises

The BCI-Innovationprocess provides SE's (Small Enterprises) with a structured development of their ideas and further the "go on market" with these products or services.

We are looking forward to Consulting Companies, specialized on Innovation-Management or on the way to specializing, that are interested the new Portfolio "BCI-Innovation-Process" implementing within their customers.



Since about 15 years BCI - Baumgartner Consulting International supports SME's within the divisions Business and Marketing Strategies, Management of Innovations and Going International. The proprietary development of the BCI-Innovationprocess provides SE's (Small Enterprises) a structured development of their ideas and further the "go on market" with these products or services.

Our Consulting is an individual Coaching within the focus on the economic interests and goals of our customers. Knowhow in Business Administration is the basic, structured Consulting Processes are our tools, and the focus on the whole issue is our USP.



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Pillwax Industrial Solutions Consulting

Offered: Services and Know-How

**Consulting without the prefabricated solutions and concepts
Different thinking leads to different results**

As Consultant we have the capacity to combine Organization and Technology, in consultancy processes that enable the development of our clients without the prefabricated concepts. And our Network of Experts provides detailed competence in Technology and Industry.

We seek companies that are interested in us with them actively building their own future.



We are strengthening corporations in their solution competence.

The capacity to innovate and adjust is becoming a key success factor. Today's and tomorrow's companies must be able to identify changing environments and conditions and adapt to them.

It is important to quickly and repeatedly challenge and reassess products and services as well as entire business models, technologies, processes and strategies. The capacity to handle complexity and meshing is becoming a key qualification for consulting and leadership.

We will show you how your company can succeed in developing into that direction and building the own future today.



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JM Consulting e.U., Inh. Josef Meringer

Offered: Services and Know-How

Knowledge management in hotels, hotel chains, investors for establishments in tourism

Product and work surroundings: Qualification at the working station, training on the spot for the job

To establish the use of the symbiosis of hardware (technics) and software (expert know-how) for the export market development; taking care for the frictionless know-how transfer in the two way communication, from inside to outside, from outside to inside.

Establishment of this complex process with the export partner in the market place and support during the transition.

Delegation of the responsibility step by step to qualified employees (managers).



Enterprise consultancy, best performance coaching, special services for hospitality business, knowledge transfer and technique application consultancy in theory and practice, customer satisfaction and frequency guided by NUVOS 360°, creation of value and sustainability, to concept development, training of manager and employees.

Support of export oriented companies, senior advise in the establishment of strategy and conception, successful exhibition performance/execution by professional script, market research, market development, training export partner and their manager and employees, competitor overview, information to/from stakeholder, use of my global networks and cooperations.





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MDB-Consulting KG

Offered: Services and Know-How

Multilateral Development Banks make the best of them

World Bank Group, Asian Development Bank (ADB), Interamerican Development Bank (IDB), African Development Bank (AfDB), European Bank for Reconstruction and Development (EBRD)

We are looking for clients interested in outsourcing the systematic observation and analyses of project and financial plans of the MDBs well in advance of any tendering procedures to free the client's capacities for other pressing tasks

mdb-consulting is there to help all those companies interested in business relations with developing countries in translation and the activities of the Multilateral Development Banks (MDB) in these countries.

The activities of mdb-consulting are covering research and analyses for pre-defined sectors, training of employees in the working procedures of the MDBs, networking with the task managers of the MDBs as well as the assistance in the project development in cooperation with the MDBs.



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AAADS Life Science International e.U.

Offered: Services and Know-how

Consulting - International Business & Talent Development
Experienced Partner in Business Building - Life Science/Health Care/Consumer Goods

We are looking for people and organizations who want to

- start, improve, expand international business
- in the areas life sciences, consumer health and related fields
- prefer to work with fast, focused, flexible experts

We provide tailored solutions for organizations like

- Pharma, Med Tech, Biotechnology Companies
- Communication & PR Agencies, Media
- Organizations concerned with Public Health Issues



AAADS Life Science International is an international knowledge-intensive service boutique for international Consulting, Business & People Development, Management Services in Life Science, Pharma, Consumer Health & Hygiene and Medical Technology.

AAADS provides national and international services and expertise in

- International Business Development including Export, Import
- Management Consulting
- Task/Project/Interim Management
- Talent (People) Development

AAADS can help to start, improve, expand international business. Extensive on site international experience, experienced Partners on all continents.



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EnTri Consulting GmbH

OFFERED: SERVICES AND KNOW-HOW

Sectors:

Environmental Technology and Renewable Energy and Infrastructure

. EnTri Consulting GmbH is seeking

- Cooperation opportunities with consultants
 - Collaboration opportunities in third countries
 - Technical partners for complex contracts
 - Committed investors
 - Partners to share expansion-related risks and costs
- in the environmental technology, renewable energy and infrastructure sectors.

Regional focus: Central & Eastern Europe, Turkey & the Middle East, North Africa



EnTri Consulting GmbH provides consulting services in the environmental technology, renewable energy and infrastructure sectors, in particular

a) Financing

- Assistance in finding investors
- Organisation of financial resources
- Help with risk protection measures.

b) Market entry and business development

- Market entry concepts
- Market entry assistance
- Creating collaboration partner networks

c) PPP projects and contract support

- Help with PPP projects
- Draft contracts
- Negotiation support





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TECHCON Planungs und Handels GmbH

OFFERED: SERVICES AND KNOW-HOW

Engineering firm for all aspects of Building Services Engineering
Consulting, engineering, project management

We are a one-stop provider of a complete range of services relating to Building Services Engineering. In particular our fields of competence include the following areas:

- Heating technology
- Refrigeration engineering
- Air conditioning and ventilation technology
- Plumbing
- Electrical engineering
- Security technology
- Energy technology
- Special plants
- Control technology
- Materials handling technology
- Natural resources
- New technologies
- Renewable energy technologies



TECHCON is a leading Austrian consulting firm in the field of Building Services Engineering in Central and Eastern Europe.

We can provide you with a full range of consultancy services relating to all aspects of Building Services Engineering - from advice and planning to project management. Our technical know-how, in-house planning instruments and individually-tailored advice enable us to optimise construction and operating costs in all project phases. As an innovative and environmentally-aware company we focus on sustainable technologies that are economical in their use of resources.



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SUNKID Skilift- Fördertechnik GmbH

WANTED: DIRECT CUSTOMERS

SunKid ski lift conveyor technology - wonder carpet, conveyor belt, climbing aid, lift: flexible applications
Promotion in tourism, mountain and ski regions

We are seeking ski resorts and leisure facilities who wish to use an innovative climbing aid for numerous applications in winter and summer tourism.



The many possible applications range from ski school classes, ski kindergartens and logistics solutions to fun parks, snowboard parks, events and climbing aids for tubing activities or leisure parks.

Our SunKid-SUMMER-WORLD product line provides adventure attractions and play equipment and we are seeking leisure, amusement and outdoor parks as well as mountain railways, hotels, golf courses, municipalities and destinations who would like to extend their activity in this field.



The **SunKid Wonder Carpet** moving walkway is an innovative climbing aid with countless applications in winter and summer.

Options range from ski instruction sessions, solutions for up and down transport, shuttle services, logistic solutions, fun parks, snowboard parks, events, or for support in getting up a tubing track.

SunKid Wonder Carpet has also been applied in special solutions, such as a snow conveyor belt for efficient snow clearing on flat roofs.

As a complete provider of innovative logistics solutions, SunKid also offers a comprehensive selection of small ski lifts and offers unique possibilities for increasing the attractiveness of Alpine tourist destinations during the summer as well.

Well-known distribution and service partners enable SunKid to realize its projects successfully worldwide.





Useful information

Have a look and enjoy our internet portal www.advantageaustria.org/gr for the Austrian economy.

OUR WORLDWIDE NETWORK, YOUR ADVANTAGE

ADVANTAGE AUSTRIA, with its more than 110 offices in over 70 countries, provides a broad range of intelligence and business development services for both Austrian companies and their international business partners. Our 750 employees and 40 consultants around the world can assist you in locating Austrian suppliers and business partners. We organize more than 1,000 events every year to bring business contacts together. Other services provided by ADVANTAGE AUSTRIA offices range from introductions to Austrian companies looking for importers, distributors or agents to providing in-depth information on Austria as a business location and assistance in entering the Austrian market.

Trade Fairs in Austria January – April 2013 (Selection)

<i>Name/Further Information</i>	<i>Type of Fair</i>	<i>Venue & Date</i>
Ferien-Messe Wien: http://www.ferien-messe.at/en/	International fair for holidays, travel and leisure parallel with Vienna Autoshow, Cook & Look	Vienna, 10.-13.1.
AutoZum Salzburg: Messezentrum Salzburg http://www.autozum.at/en/	International trade fair for car workshop- and petrolstation equipment, motor vehicle spare parts and accessories, chemical products, environmental technology	Salzburg, 16.-19.1.
Ferienmesse Linz: http://www.ferien-linz.at/en/	The event for holidays, travel and leisure	Linz, 25.-27.1.
Bauen+Wohnen Salzburg: Messezentrum Salzburg http://www.bauen-wohnen.co.at/en/	International fair for building interior, design and ener- gy saving	Salzburg, 7.-10.2.
Die Hohe Jagd & Fischerei: Reed Exhibition Salzburg http://www.hohejagd.at/en/	International fair for hunting and fishing coincide with absolut allrad	Salzburg, 21.-24.2.
Creative Salzburg: Messezentrum Salzburg http://www.fj.creativsalzburg.at/en/	Intern. trade fair for gifts, home accessories, design- and lifestyle articles, paper, stationery goods, floristry, handicraft supplies, art products, souvenirs, glass, porcelain and ceramics, trendy products, plush articles, toys, fashion accessories	Salzburg, 1.-3.3.



Tracht & Country spring: Messezentrum Salzburg http://www.fj.creativsalzburg.at/en/	International trade for alpine lifestyle	Salzburg, 1.-3.3.
Wohnen und Interieur: Messe Wien http://www.wohnen-interieur.at/en/	Austria's largest fair for dream interiors, design, accessories, home entertainment and garden. Featuring international interior design and garden trends.	Vienna, 9.-17.3.
Jaspowa & fishing: Messe Wien http://www.jaspowa.at/en/	International fair for hunting and fishing plus special theme section 'absolut allrad'	Vienna, 5.-7.4.
BWS: Messezentrum Salzburg http://www.bwsmesse.at/en/	33rd International trade fair for manufacturing needs, woodworking processing, metal goods, tools, DIY supplies, locks and fittings	Salzburg, 10.-13.4.
Green Expo Europe: Messe Wien http://www.greenexpo.com/	International Environmental, Technology, and Green Lifestyle Trade	Vienna, 19.-21.4.

The Austrian Trade Commission for Greece and Cyprus

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We are looking forward to your comments and suggestions on this bulletin and are at your disposal for any information you may need. If you would like to be removed from the distribution list of the bulletin, please let us know!

Οι ίδιες πληροφορίες στα γερμανικά θα τις βρείτε στην ιστοσελίδα μας
www.advantageaustria.org/gr στο Geschäftschancen

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