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BUSINESS OPPORTUNITIES FROM ISRAEL

March 2023

Greetings from the Federation of Israeli Chambers of Commerce!

As part of our efforts to promote business matchmaking for Israeli companies, we give you this monthly edition of our members' business offers. All are looking for new business partners, distributors, representation or suppliers.

Offer No.	Interested in	Subject
139634	<i>Export</i>	<i>Hardware and Software of Autonomous Inspection and Monitoring (AIM) Solutions for Oil & Gas and Power Companies</i>
139636	<i>Export</i>	<i>Professional Aesthetic Devices, Professional Cosmetics for Aesthetic Clinics</i>
139637	<i>Import-Export</i>	<i>Purchase of surplus chemical inventory from manufacturing industries and matching it with relevant buyers</i>
139638	<i>Import</i>	<i>Dry Food</i>
139639	<i>Import</i>	<i>Spare Parts of Heavy Machinery for the Industrial, Logistical and Agricultural Sectors</i>
139640	<i>Import</i>	<i>Premium Frozen and Fresh Perishable Air Cargo Food Products</i>
139641	<i>Services</i>	<i>International BD Consultant - Technology & Innovation</i>
139642	<i>Services</i>	<i>International E-commerce Delivery Services</i>

EXPORT

Company Name	Percepto (63931)
Contact Person	Initial contact to be made via the Federation of Israeli Chambers of Commerce: International Relations Division
Website	www.percepto.co
Year of Establishment	2014
No. of Employees	187
<i>Offer No.</i>	<i>139634</i>
<i>Interested in</i>	<i>Export</i>
Summary of offer	<i>Hardware and Software of Autonomous Inspection and Monitoring (AIM) Solutions for Oil, Gas and Power Companies</i>
<p><u>Description of Offer</u></p> <p>The company is the leading Autonomous Inspection and Monitoring (AIM) solutions provider, revolutionizing the monitoring and inspection of industrial sites as to their critical infrastructure and assets.</p> <p>Listed in the TIME magazine's 100 Best Inventions of 2021, our AIM platform fully automates visual data workflows end-to-end, from capture to insight.</p> <p>Our AIM leverages the air product: drone-in-a-box portfolio alongside other robots and visual sensors. With AIM, industrial companies improve productivity, safety, and sustainability.</p> <p>Our solution consists of 2 parts:</p> <ol style="list-style-type: none"> 1. The drone-in-a-box system that can operate throughout day and night under all weather conditions, including both visual and thermal capabilities as well as an OGI (optical gas imaging) camera for emissions monitoring. 2. The AIM platform, a SAAS-based solution for automation and data management that allows companies to: <ul style="list-style-type: none"> • Collect data: by enabling you to perform autonomous or manual drone inspections to monitor your assets (tanks, chimneys, solar panels, etc.). • Manage data: images, videos, reports, and data that are collected per asset and automatically organized and sorted on the platform. 	

<ul style="list-style-type: none"> Analyze the data: the collected data collected from the drone is used for analyzing and tracing issues such as oil and gas leaks, damages, overheating, pressure drops, insulation problems, and more. <p>Overall, the solution enables an efficient approach to inspections and monitoring that increases safety, reduces loss of product, and helps you find issues earlier on before they escalate.</p>	
Other Information	<p>Fortune 500 customers on six continents trust our solutions. Among our customers are: Koch Industries, Delek US, and Siemens Energy, Florida Power and Light, Enel, Siemens Energy, leading oil & gas companies, renewable energy companies, and others.</p> <p>The company is also the recipient of multiple prestigious awards, including the AUVSI XCELLENCE Award, the Edison Gold Award, and the Frost & Sullivan Global Enabling Technology Leadership Award.</p>
Potential Partners	Oil and gas companies.
Target Countries	Italy, Spain, UK, Japan, Germany.

Company Name	D.B SkinTech Innovation (71524)
Contact Person	Initial contact to be made via the Federation of Israeli Chambers of Commerce: International Relations Division
Website	www.dbsti.com
Year of Establishment	2011
No. of Employees	10-20
Offer No.	139636
Summary of offer	Export: Professional Aesthetic Devices, Professional Cosmetics for Aesthetic Clinics
<p><u>Description of Offer</u></p> <p>The company specializes in developing and distributing professional aesthetic devices for aesthetic clinics.</p> <p>The company develops its devices in collaboration with a Korean business partner and distributes them - combining Israeli innovation and cutting-edge Korean technology. The devices are made in Korea and distributed through local distributors, mainly in Europe.</p>	

Hundreds of clinics in multiple European countries already use these super-effective aesthetic devices. They deliver impressive anti-aging results, as well as relief solutions for a wide range of skin conditions.

The company is looking for experienced European distributors with established customer base of aesthetic clinics to extend sales to additional markets.

Company distributors enjoy comprehensive clinical training and ongoing clinical support, and a rich and diverse marketing toolkit, as well as very attentive customer service and technical support.

Potential Partners	Experienced distributors of professional aesthetic devices with an established customer base of dermatology/aesthetic clinics.
Target Countries	European Countries

IMPORT-EXPORT

Company Name	Surplus International Ltd. (73997)
Contact Person	Initial contact to be made via the Federation of Israeli Chambers of Commerce: International Relations Division
Website	www.surplus-inter.com
Year of Establishment	2017
No. of Employees	1-10
<i>Offer No.</i>	<i>139637</i>
<i>Interested in</i>	<i>Import and Export</i>
Summary of offer	<i>Buying surplus chemical inventory from manufacturing industries and matching it with relevant buyers</i>
<p><u>Description of Offer</u></p> <p>Our company specializes in recycling and repurposing surplus inventory.</p> <p>We buy chemicals from companies with surplus inventory resulting from formulation changes, end-of-line productions, mergers, out-of-date inventory, off-specification materials, and other products from manufacturing industries, matching it with relevant buyers.</p>	

By procuring surplus chemical inventory and matching it with relevant buyers, we provide high quality and cost-effective inventory solutions.

We will easily, quickly, and safely identify a new owner for your unused materials from our extensive worldwide network.

All procedures will be taken care by us, making sure the whole process is seamless, safe, confidential, and professional every step of the way.

Among our satisfied customers- are TEVA, ICL, AGAN, GALAM, and more.

We work with the following industries:

Pharmaceutical

Agriculture

Solvents

Cosmetics

Pigments & Dyes

Food & Additive

Vitamins

Adhesives

Polymers

Resins and more

We are looking for material and petrochemical leaders, consumer brands, automotive OEMs, logistics, retail, and construction industries to have all turned to our material to close the loop between their ecosystem of material and the global ecosystem of waste for circularity and positive climate impact.

Potential Partners	Chemical, pharmaceutical, agricultural, solvents, cosmetics, pigments & dyes, food & additive, vitamins, adhesives, polymers, and resins manufactures.
Target Countries	USA, Canada, England, France, Germany, Switzerland, Spain.

IMPORT

Company Name	G. Kaminsky & Co. Ltd. (14552)
Contact Person	Initial contact to be made via the Federation of Israeli Chambers of Commerce: International Relations Division
Website	www.gkaminsky.com
Year of Establishment	1993

No. of Employees	15
Offer No.	139638
Interested in	Import
Summary of offer	Dry Food
<p><u>Description of Offer</u></p> <p>The company is a representative of food factories from all over the world.</p> <p>The company has connected food production factories with importers in the Israeli and Palestinian markets for more than 30 years. It also tends to private labeling, kosher supervising, logistics, etc.</p> <p>Among the company's customers are retailers, importers, and distributors.</p> <p>Products include rice, canned fruit/vegetables/tuna, quinoa, pasta, peanut butter, baby food fruit pouches/jars, etc.</p> <p>The company is looking for producers/suppliers that do not currently work with the Israeli market and have kosher certificates.</p>	
Other Information	Looking for dry foods that do not require refrigeration.
Potential Partners	Producers and suppliers not yet working with Israel
Target Countries	Worldwide

Company Name	David Czapnik & Sons Ltd. (13940)
Contact Person	Initial contact to be made via the Federation of Israeli Chambers of Commerce: International Relations Division
Website	www.czapnik.co.il/english/#about
Year of Establishment	1973
No. of Employees	98
Offer No.	139639
Interested in	Import
Summary of offer	Spare Parts of Heavy Machinery for the Industrial, Logistical and Agricultural Sectors

Description of Offer

The company is a leading one in Israel for marketing and servicing heavy machinery for the industrial, logistical and agricultural sectors.

The company delivers world class-brands and maintains excellence for its products and services.

The company is looking for opportunities to import spare parts, including but not limited to:

- Filters
- Valves
- Brake systems/pads
- Original & O.E.M spare parts
- Original & O.E.M spare engine parts
- Bearings
- Seals & oil seals

Potential Partners	Distributors of industrial and automotive parts.
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Target Countries	Worldwide
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Company Name	Umshlanga Ltd. (75982)
Contact Person	Initial contact to be made via the Federation of Israeli Chambers of Commerce: International Relations Division
Website	www.umshlanga.com (under upgrade)
Year of Establishment	2013
No. of Employees	3
Offer No.	139640
Interested in	Import
Summary of offer	Premium Frozen and Fresh Perishable Air Cargo Food Products

Description of Offer

The company is committed to imports of premium frozen and fresh perishable air-cargo food produced in the highest quality and sustainability levels from leading worldwide manufacturers.

The company promotes a healthy and high-quality basket of products with sustainable manufacturing footprints.

Our company's mission is to engage with original manufacturers that meet this standard and will join our highest-level original manufacture suppliers, including Sea Harvest Corporation South Africa and Del Monte fresh, Kenya.

Our strategic vision is to collaborate with this selected group of high-level manufacturer community to create long-term sustainable supply arrangements.

Our goal is to continue to develop the food market in Israel - reaching every home in the country with our boutique products.

Potential Partners	Suppliers
Target Countries	Portugal, UAE and Netherlands

SERVICES

Company Name	Idan Naor - Enlighten Your Path to Success (76880)
Contact Person	Initial contact to be made via the Federation of Israeli Chambers of Commerce: International Relations Division
Website	-
Year of Establishment	2022
No. of Employees	1-10
<i>Offer No.</i>	<i>139641</i>
<i>Interested in</i>	<i>Services/Cooperation/Joint Venture</i>
Summary of offer	<i>International BD Consultant - Technology & Innovation</i>

Description of Offer

A visionary, strategic and enthusiastic business development professional with 17-year experience and a passion for technology, innovation, and people in cross-border and cross-cultural settings.

As an international BD consultant managing B2B projects, I use my network in Europe, Israel and Morocco to provide innovative high-end solutions, developed by brilliant startups and SMEs to my clients in different sectors, such as healthcare, hospitality, agriculture, logistics and more.

Among my solutions are autonomous devices, special applications and SAAS software.

If you are looking for a unique solution for your company or looking for customers for your innovative technology, I am your go-to person.

Potential Partners	Manufacturers, Startups.
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Target Countries	Worldwide
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Company Name	Cheetah Group (17364)
Contact Person	Initial contact to be made via the Federation of Israeli Chambers of Commerce: International Relations Division
Website	www.chitadelivery.co.il
Year of Establishment	1997
No. of Employees	550
<i>Offer No.</i>	<i>139642</i>
<i>Interested in</i>	<i>Services</i>
Summary of offer	<i>International E-commerce Delivery Services</i>
<u>Description of Offer</u>	
<p>The company, founded in 1997, is one of the oldest and largest companies in Israel in the field of package distribution, employing about 400 couriers and another 150 administrative employees.</p> <p>The company has nine branches located in strategic locations in Israel; ensuring quick and efficient arrival to any place in the country, one business day on average.</p> <p>The company has a state-of-the-art fleet of hundreds of vehicles of various sizes and types. All vehicles are equipped with advanced satellite navigation systems for service optimization.</p> <p>This is the only company in Israel that provides a comprehensive solution for all types of shipments under one roof:</p> <ol style="list-style-type: none"> 1. International and domestic e-commerce shipments and their distribution to customers' homes or PUDDO. The company also takes full responsibility for all supply chains in Israel: "From Custom Clearance to the Last Mile". 2. Distribution of parcels to recipients' homes by prior arrangement with the recipient through advanced technological means and coordination of distribution at the most convenient time to the final recipient and delivery of large and heavy parcels to business partners. 	

3. The company works with 1,300 third party PUDO points scattered throughout Israel. This is the largest PUDO network in Israel, which offers customers convenient and advanced collection options near their homes.
4. It is the only company in Israel that has opened, this year alone, 25 company-owned self-service PUDOs in Israel's major cities. These PUDO points are willing to handle more than 1,500 parcels per PUDO with an unprecedented service level in Israel. By next year, the self-service network is expected to increase to 100 PUDO stores.

Potential Partners	Retail companies, courier companies.
Target Countries	Europe, China, USA.