

**Search for a local Partner for a  
Bilateral R&D Project**

<b>Programme</b>	ESITIP joint call for R&D proposals in ICT
<b>Search launched by</b>	<input type="checkbox"/> Spanish company <input checked="" type="checkbox"/> Egyptian industrial partner <input type="checkbox"/> Spanish academic partner (University/Tech. center) <input type="checkbox"/> Egyptian academic partner

Remember that the minimum eligible consortium for ESITIP programme requires one Spanish company, one Egyptian industrial partner and one Egyptian academic partners. Only in PDP<sup>1</sup> projects, the Egyptian academic institution can be optional given certain circumstances (to be checked in the text of the call). Spanish academic institutions are welcome to participate as self-funded or subcontracted by the Spanish company if an agreement is achieved.

<b>Organization (launching this search)</b>	
<b>Date of Request:</b>	14/02/2024
<b>Company name:</b>	Quality Standards for Information Technology
<b>Contact person and title/designation:</b>	Dalia Elsherbini- Bidding Manager
<b>E-mail:</b>	Dalia.elsherbini@qsitint.com
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**SECTION 1: Description of the institution launching this search**

*(Please give brief / to the point explanations. For more explanation on any point below, you may add a short paragraph as an annexure, with this document.)*

<b>Business Sector</b>	GIS and Information Technology
<b>Company mission or core functions</b>	<ul style="list-style-type: none"> <li>Enabling the business goals by implementing comprehensive and fully integrated IT solutions with accuracy and best quality in the region and worldwide.</li> <li>The core function is focusing on Geospatial Solutions &amp; BIM Services.</li> </ul>
<b>Date of establishment</b>	1994
<b>Ownership (if public and traded, add stock exchange and ticker symbol)</b>	Private Business- Shareholding Company- Main Owner is Eng. Khaled Nosair
<b>Total number of</b>	410

<sup>1</sup> Product Development Projects.

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employees	
Number of employees in R&D	NA
Key products sold or services provided	<ul style="list-style-type: none"> <li>- Data Services</li> <li>- Remote Sensing Services</li> <li>- Autodesk Solution Based Services (CAD/BIM)</li> <li>- Utilities Network</li> <li>- Solution Development- ESRI Based Solution</li> <li>- Training Service</li> <li>- GEO AI / ML / DL</li> <li>- AR / VR</li> </ul>
Company core technical competences	<ul style="list-style-type: none"> <li>- Geospatial Expertise</li> <li>- IT and Systems Integration</li> <li>- Industry Knowledge and Adaptability</li> <li>- Services &amp; Products Quality Management</li> <li>- Training &amp; Support</li> </ul>
Key R&D programs and activities	NA
Examples of accomplishments	<p>The company has its own products based on the GIS technology such as:</p> <ul style="list-style-type: none"> <li>- GSS</li> <li>- Permitting</li> <li>- Supply &amp; Demand Optimizer</li> <li>- Project Monitoring</li> <li>- Administrative Solution Tool</li> <li>- Report Builder Tool</li> </ul>
Company strategic orientation	Collaborate with innovative technology companies in the USA, Canada, and Europe to develop cutting-edge solutions and jointly deliver our services and products to unlock new market opportunities.

### SECTION 2: Partner of Interest

*(Please provide a brief summary of the prospective partner company or organization. This summary may address some or all of the points below)*

Profile of ideal technology partner	Looking for sustainable partners with complementary technological strengths, like expertise in Satellite images, drone and aircraft data, Solutions Integration, ...etc.
Core technological competencies and expertise	<ul style="list-style-type: none"> <li>- Understanding of geospatial technologies.</li> <li>- Expertise in data acquisition and processing</li> <li>- Ability to leverage cloud technologies</li> <li>- Expertise in multiple domains and industry</li> <li>- Partners with strong presence and understanding of the targeted markets in USA, Canada, and Europe, including the cultural and regulations.</li> <li>- Strong English communication skills.</li> </ul>
Other essential	<ul style="list-style-type: none"> <li>- Financial stability</li> </ul>

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qualifications (e.g.: ownership, track records etc.)	<ul style="list-style-type: none"> <li>- Clear ownership structure</li> <li>- Proven track record of success</li> </ul>
If you have a list of companies with whom you are in contact or interested in contacting, please provide contact details	<p>No specific list, but we are interested to collaborate with Spanish companies working in the following areas:</p> <ul style="list-style-type: none"> <li>- GIS.</li> <li>- Remote Sensing and Satellite Imagery.</li> <li>- Artificial Intelligence and Machine Learning.</li> <li>- Agricultural Technology.</li> </ul>
Other details or important information	NA
Interested areas of collaboration	<p>Collaborate to:</p> <ul style="list-style-type: none"> <li>- Reach new markets in USA, Canada, and Europe, leveraging partner networks and industry expertise.</li> <li>- Provide integrated solutions.</li> <li>- Enhance our product algorithm.</li> <li>- Jointly bid on tenders that require the combined expertise of our two companies.</li> <li>- Complement our expertise in GIS, AI/ML, Agriculture Technology, Remote Sensing and Satellite Images.</li> </ul>
Specific R&D contribution sought	NA

**SECTION 3: Additional information about the possible collaboration**

*(Please feel free to share any information you want about the possible project/s in which you would like to collaborate with an institution in the other country. I.e: possible projects, main objectives, technological area, TRL to be achieved)*

Product Name: Crop Detection Using ML Technology

Objectives: Identify in high accuracy the types and sizes of certain crops using the remote sensing and AI technology without the human interaction. This reduces the time and costs while supporting decision-makers in managing their annual food storage and addressing challenges within the agriculture sector.

<p><b>Name:</b> <u>Tamer Abdelnueen</u></p> <p><b>Date:</b> <u>5/3/2024</u></p> <p><b>Signature:</b> <u>[Signature]</u></p>	<p><b>Seal:</b></p>
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