

## Search for a Spanish Partner for a Bilateral R&D Project

Organization	
Date of Request:	12/10/2023
Company name:	Falcon Technologies International LLC
Contact person and title/ designation:	Anish Mehta Senior Manager – Strategy & Business Diversification
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SECTION 1: Entity launching the partner search	
<i>(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.)</i>	
Sector	<ol style="list-style-type: none"> <li>1. Consumable Electronics Manufacturing</li> <li>2. Precision Moulding (Plastics)</li> <li>3. Polymer &amp; Metal 3D Printing (Additive Manufacturing)</li> <li>4. Medical Consumables, Disposables &amp; Devices</li> </ol>
Entity mission or core functions	To become a Manufacturing Leader in the Tech / Hi-Tech / Precision Engineering, Industry 4.0 and Healthcare domains in the Middle East, supplying to customers locally and globally.
Date of establishment	2005
Ownership (if public and traded, add stock exchange and ticker symbol)	Owned by the Investment Development Office of the Government of Ras Al Khaimah
Total number of employees	250+
Number of employees in R&D	< 20
Key products sold or services provided	<ul style="list-style-type: none"> <li>• Optical Media (CDs &amp; DVDs)</li> <li>• 3D printed components in Polymer &amp; Metal</li> <li>• Prepared Culture Media Plates</li> <li>• Petri Dishes</li> </ul>
Entity core technical competences	<ul style="list-style-type: none"> <li>• Precision Manufacturing</li> <li>• Plasma Sputtering</li> </ul>

	<ul style="list-style-type: none"> <li>• Manufacturing Excellence</li> <li>• Operating &amp; maintaining a cleanroom in the desert</li> <li>• Maintaining International quality standards – More than 95% of our products are exported to developed economies like EU, USA &amp; Japan</li> </ul>
Key R&D programs and activities	Development of Mini-Discs, Colored Discs, Gold & Platinum Discs, DL-2P & DL-IS Discs
Examples of accomplishments	<ul style="list-style-type: none"> <li>• Only company manufacturing DL-2P discs</li> <li>• Only company manufacturing Gold &amp; Platinum Discs for archival, which are approved by Japan based Archive Disc Test Center</li> </ul>
Company strategic orientation	Manufacture high value added (IP driven) products in the UAE and export them globally

## SECTION 2: Spanish Company Profile

*(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	<p>The partner organization should be driven by R&amp;D, developing Intellectual Property that can be commercialized into a product or range of products.</p> <p>The partner should have the expertise in doing Technology Transfer for enabling commercial manufacturing of the product(s).</p>
Core technological competencies and expertise	<ul style="list-style-type: none"> <li>• Metal 3D Printing</li> <li>• Technology driven products (for example IoT devices, energy harvesters, EV ecosystem components, photonic devices, smart products for any industry, industrial automation &amp; robotics, etc.)*</li> <li>• Medical Devices / Consumables / Disposables Manufacturing (for example smart patches, advanced wound care, smart injectors, needleless injectables, blood collection devices, other smart devices, other value-added disposables &amp; consumables etc.)*</li> </ul> <p>*NOTE: This is just an indicative list, and is not at all exhaustive</p>

Other essential qualifications (e.g.: ownership, track records etc.)	<p>No specific ownership requirements.</p> <p>It will be ideal to partner with an organization that has a track record of developing technology/products that have been commercially manufactured &amp; successful. However, this is not a mandatory requirement.</p>
If you have a list of companies with whom you are in contact or interested in contacting, please provide contact details	None
If you are interested in collaboration: please specify details and other important information you want to share with a potential company	<p>We want to collaborate with an organization that is R&amp;D focused and has IP-driven products which can be the right fit for our capabilities &amp; expertise, and can be manufactured and commercialized by us not only in the Middle East markets, but globally.</p>
Interested areas of collaboration	<ul style="list-style-type: none"> <li>• Metal 3D Printing, OR</li> <li>• Tech / Hi-Tech / Precision Manufacturing, OR</li> <li>• Medical Devices / Consumables / Disposables Manufacturing</li> </ul> <p>Partner can bring the machine(s) and technology, while we can do the manufacturing and Business Development.</p>
Specific R&D contribution you are seeking/offering	Nothing specific



Signature

Name: Anish Mehta

Date: 12/10/2023

