



# Innovation Success Stories



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## Finding the ideal complement to one's business

Through Enterprise Europe Network (EEN), the Swiss company Ganser CRS has found an ideal partner from the UK: "Together, we can offer a product that neither of us could produce alone", says Alessandro Ganser, Commercial Operations Director.

The Enterprise Europe Network (EEN) is a network that helps small companies seize the business opportunities of the EU single market. The cooperation between the Swiss company Ganser CRS and the UK-based company R2G2 Controls is one example of how this can work in practice.



**Alessandro Ganser**  
Commercial Operations  
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Ganser CRS

offers was searched by Alessandro Ganser from Ganser CRS; he found the technology request posted by the UK-based company, decided that the two companies would perfectly complement each other, and expressed his interest to get in contact.

Today, the two companies work together to modernize the engines of Diesel locomotives for a customer in the US. The aim is

to reduce the locomotives' fuel consumption

**"In the EEN database we found exactly what we were looking for."**

by 5 to 10 percent. Because fuel costs account for about half of such a company's overall costs, such a reduction significantly reduces operating costs. In addition, not only will the

### ABOUT THE COMPANY

Ganser CRS is a Swiss company that equips Diesel engines with Common Rail injection systems, a technology which reduces fuel consumption and emissions. More specifically, Ganser CRS concentrates on Diesel engine builders and end users in the so-called off-road market. This means that they equip engines for power generation, ships, locomotives and construction machines. The company has considerable experience in the field of Common Rail injection for Diesel engines, is highly flexible and can therefore offer custom-made, fast solutions to its customers.

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engines consume less diesel fuel and therefore emit less CO<sub>2</sub>, but they will also produce less other emissions per liter.

### An efficient way to find partners

Before he started to search the EEN database, Alessandro Ganser was introduced to its aims, benefits and use by Euresearch. Today, he automatically gets e-mail alerts when a new technology request or offer is published matching his search criteria. "So far, I have flicked through maybe about one hundred such profiles. It doesn't take that much time to do this, and we have found exactly what we were looking for. It is an efficient way to find partners", says Alessandro Ganser. EEN and its local contact points (such as Euresearch) promote, maintain and explain the database, establish contacts between companies and get back to them after a while to see how the partnerships evolve.

### COMPANY'S BENEFIT

Thanks to EEN support, Ganser CRS:

- identified a valuable partner to set up a new project
- was able to broaden its network
- is continuously updated with further technology opportunities

### EEN SUPPORT

EEN supported Ganser CRS by:

- presenting a whole set of partner search services matching their needs
- giving access to new technology/business opportunities via the EEN database
- establishing and nurturing contact between the two partners



Swiss guide to European research & innovation

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EEN supports you in finding the right partners for innovation and business across academia and industry in over 50 countries in Europe and beyond. In Switzerland, access to EEN services is provided by Euresearch and Osec.

#### **R&D support**

- Information and advice to access EU research projects.

#### **Innovation support**

- Innovation cooperation opportunities – online database of 5000 technology offers and requests.
- Promotion of your technology profile – proactive search of cooperation partners in 50 countries.
- Partnering events: pre-arranged face2face meetings with potential cooperation partners.

#### **Business support**

- Information on foreign markets & regulations.

network  
enterprise europe

