

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

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

Remember that the eligible consortium for ESITIP programme requires one Spanish company and one Egyptian industrial partner. 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>                           | 02 March 2026   |
| <b>Company name:</b>                              | Qurtuba Talks Global  |
| <b>Contact person and title/<br/>designation:</b> | Eng. Mostafa Saeed – Founder & Enterprise Transformation Director |
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| <b>Website:</b>                                   | www.qurtubataalks.com   |

### **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>                   | Digital Transformation, Industry 4.0, Smart Manufacturing, Artificial Intelligence, Enterprise Systems Integration (ERP), and Industrial ICT Platforms.   |
| <b>Company mission or core functions</b> | <p>Qurtuba Talks Global is a system integrator and digital transformation firm focused on enabling industrial and public sector organizations to transition into intelligent, AI-enabled enterprises.</p> <p>The company combines ERP modernization, smart manufacturing architecture, AI-driven analytics, and digital governance frameworks to deliver scalable Industry 4.0 transformation programs.</p> <p>In addition to integration services, the company is developing proprietary ICT platforms to accelerate industrial digitalization and optimize smart factory solution design.</p> |
| <b>Date of establishment</b>             | 2024  |

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| Ownership (if public and traded, add stock exchange and ticker symbol) | Privately owned company.   |
| Total number of employees  | 2 core senior team members. / 1 Sales Consultant   |
| Number of employees in R&D   | 1+ dedicated R&D resource focused on AI algorithms, industrial digital platforms, and smart factory innovation. The company also leverages strategic technical partnerships for expanded R&D collaboration.  |
| Key products sold or services provided                                 | <ul style="list-style-type: none"> <li>• Industry 4.0 Transformation &amp; Road mapping</li> <li>• Smart Industry Readiness Index (SIRI) Assessment</li> <li>• AI Maturity Readiness Index (AIMRI) Assessment</li> <li>• Smart Factory Architecture Design</li> <li>• MES &amp; ERP Integration</li> <li>• AI-driven Predictive Maintenance</li> <li>• Industrial Data Intelligence Platforms</li> <li>• Digital Governance &amp; Transformation Strategy</li> </ul>   |
| Company core technical competences                                     | <ul style="list-style-type: none"> <li>• Enterprise Architecture (IT/OT convergence)</li> <li>• Industrial IoT Integration</li> <li>• AI/ML Applications for Industrial Optimization</li> <li>• Cloud-native ICT platform design</li> <li>• Data modeling &amp; advanced analytics</li> <li>• Smart manufacturing ecosystem integration</li> </ul>   |
| Key R&D programs and activities  | <ol style="list-style-type: none"> <li><b>1</b> Development of an AI-powered Industry 4.0 Digital Matching Platform connecting vendors, architects, and industrial customers.</li> <li><b>2</b> Design of Smart Factory Architecture Automation Engine to recommend optimized integrated solution stacks.</li> <li><b>3</b> AI-driven Predictive Maintenance Framework for industrial asset optimization.</li> <li><b>4</b> SAP Smart Support &amp; Governance Platform for intelligent ERP lifecycle management.</li> </ol> |
| Examples of accomplishments  | - Consulting Services  |
| Company strategic orientation  | To position Qurtuba Talks Global as a regional leader in AI-driven industrial digital platforms and smart manufacturing system integration, expanding through EU–Egypt collaborative R&D initiatives and commercialization into GCC and EU markets.  |

**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  | <p>A Spanish ICT company with strong expertise in:</p> <ul style="list-style-type: none"> <li>• Artificial Intelligence and Machine Learning</li> <li>• Cloud-based platform engineering</li> <li>• Big Data &amp; analytics</li> <li>• Industrial IoT integration</li> <li>• Digital twin technologies</li> </ul> <p>Experience in EU R&amp;D collaboration programs is highly desirable.</p> |
| Core technological competencies and expertise  | <ul style="list-style-type: none"> <li>• AI algorithm development (matching engines &amp; optimization models)</li> <li>• Scalable cloud-native platform architecture</li> <li>• Advanced data modeling and analytics</li> <li>• Secure API &amp; interoperability design</li> <li>• Industrial systems integration</li> </ul>   |
| Other essential qualifications (e.g.: ownership, track records etc.)   | <ul style="list-style-type: none"> <li>• Proven industrial deployment track record</li> <li>• Experience in EU-funded projects</li> <li>• Strong R&amp;D documentation capability</li> <li>• Willingness to co-develop intellectual property</li> <li>• Commercialization readiness</li> </ul>   |
| If you have a list of companies with whom you are in contact or interested in contacting, please provide contact details |  |
| Other details or important information   |  |
| Interested areas of collaboration  | <ul style="list-style-type: none"> <li>• AI-driven Industry 4.0 marketplace platform</li> <li>• Smart factory architecture automation</li> <li>• Industrial data intelligence systems</li> <li>• ERP–IoT–AI integration frameworks</li> <li>• Cross-border digital industrial ecosystems</li> </ul>  |
| Specific R&D contribution sought   | <ul style="list-style-type: none"> <li>• AI matching engine development</li> <li>• Optimization algorithms for smart factory design</li> <li>• Cloud infrastructure and cybersecurity architecture</li> <li>• Platform scalability and performance optimization</li> <li>• Joint pilot deployment in industrial environment</li> </ul>   |

**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)*

**Proposed Project Title**

AI-Enabled Industry 4.0 Digital Ecosystem & Smart Factory Architecture Platform

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**Project Objective**

To develop an intelligent digital platform that connects industrial customers, technology vendors, and system integrators using AI-driven matching algorithms and automated smart factory architecture design tools.

The platform will:

- Assess industrial digital maturity
- Analyze operational requirements
- Recommend optimized solution stacks
- Generate ROI-based transformation roadmaps
- Support commercialization across EU and MENA markets

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**Technological Area**

- Artificial Intelligence
- Industrial IoT
- Data Analytics & Decision Intelligence
- Cloud ICT Platforms
- Smart Manufacturing Systems

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**Current TRL**

TRL 3–4 (Concept validation and framework development completed).

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**Target TRL**

TRL 7–8 (Pilot validation in operational industrial environment with commercialization readiness).

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**Expected Impact**

- Reduced transformation risk for industrial SMEs
- Accelerated Industry 4.0 adoption
- Strengthened EU–Egypt R&D collaboration
- Creation of scalable digital industrial platform for international markets

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**Name:****Date:****Signature:****Seal:**