

# Netherlands Economic Mission to Iran

10 - 13 April 2016





## The Netherlands

Introduction Vice Minister Marten van den Berg	4
Map of the Netherlands	9
Introducing the Netherlands	10

## Company Profiles

3xbriljant	14	Netherlands Water Partnership	30
4HealthyBody	15	Nouveau Transport & Leasing	31
Abshin international	16	Oostwoud International	32
Adverio Waste Systems / Senro	17	Pielkenrood Group	33
Amsteland International	18	Ragiso	34
Bussman Medical & Research	19	Royal IHC	35
Clinical Science Systems	20	Royal Philips	36
Dutch Health Architects	21	Task Force Health Care	37
Elektor International Media	22	TRINCO Healthcare, Projects, Advisory, Training	38
FME Association	23	UNESCO-IHE	39
Forbo Flooring	24	Vlentec International	40
FORU-solution	25	Wageningen University and Research	41
Hospitainer	26	Witteveen+Bos	42
Hubrecht Organoid Technology (HUB)	27	Xidoor	43
Imotec	28		
Inter Act	29		

## Official Delegations

Official Delegation	46
Contact details Embassy	48

# Introduction



It is a privilege for me to lead this economic mission to the Islamic Republic of Iran and to present a Dutch delegation made up of more than 30 participating companies, knowledge institutes and universities from the health care, water management and energy sectors.

One year ago few people could have imagined that we would be here today in Tehran with a Dutch SME business delegation. The nuclear agreement and subsequent Implementation Day that resulted in the suspension of many sanctions have paved the way for the strengthening of our political and economic relationship. Following my visit, Minister of Economic Affairs Henk Kamp will visit Iran next month and Minister of Infrastructure and Environment Melanie Schultz van Haegen plans to visit Iran in October. While we send delegations and missions to Iran to explore new avenues for cooperation, we are keen to receive Iranian delegations in the Netherlands.

I am hopeful that the Islamic Republic of Iran and the Netherlands can continue to deepen and broaden their economic relationship in the near future. The fact that our bilateral ties date back almost 400 years (to 17 November 1623) provides a solid foundation upon which to develop new connections. Historically the economic relationship between Iran and the Netherlands was focused on the oil and gas sector, transport and agriculture. In the future we hope to diversify our relationship to extend cooperation in other areas, including health care and water management.

I believe that Dutch companies are in a prime position to assist the Islamic Republic of Iran in its efforts to modernize and diversify their economy. The Dutch economy is the fifth most competitive economy in the world and has the 17th largest economy globally. In addition, Dutch industries excel in the areas of innovation and research and development. Collaboration between the government, private sector and knowledge institutes is central to this success as it helps us to develop new niches and synergies.

New niches and synergies are also what we hope to achieve during this visit. We believe Iran is in a prime position to become a modern energy supplier for the region and beyond. Iran's location also provides opportunities to become a regional economic hub. Ambitious Iranian plans aimed at modernizing and diversifying the economy provide numerous opportunities for bilateral connections and partnerships.

As we move forward in 2016 – or 1395 depending on the calendar – it is my sincere hope that it will usher in a new chapter in our bilateral relationship. The Dutch government and the companies and knowledge institutes present during this mission are ready to jointly tackle challenges and to develop durable economic and personal ties that will bind our nations together and will contribute to the prosperity of our peoples.

I want to thank you again for your presence and I wish you a productive and enjoyable visit in Tehran.

**Marten van den Berg**

*Vice Minister for Foreign Trade*





# The Netherlands





# The Netherlands



## Locations

1. Amsterdam (and Airport Schiphol) | 2. Arnhem |  
3. Eindhoven | 4. Enschede | 5. Flushing | 6. Groningen |  
7. The Hague | 8. 's Hertogenbosch | 9. Leeuwarden |  
10. Maastricht | 11. Rotterdam | 12. Utrecht | 13. Zwolle

# Introducing the Netherlands

Joining forces to create sustainable solutions for the most liveable world, now and in the future.

## How do the Dutch make a difference?

Through their interactive approach to finding innovative solutions to the big challenges facing the world today. The Dutch way of thinking and working has been shaped by centuries of living in the low-lying delta of the Netherlands. Through the ages, the Dutch have joined forces to find ingenious ways to tackle challenges like water, urbanisation, energy, food, health and security. By being inventive,

pragmatic and open to new challenges, the Dutch have created a flourishing and resilient land. The Netherlands is a constantly evolving ecosystem of cities, industry, agriculture and nature, all integrated through smart infrastructure. It is a source of knowledge and experience that the Dutch are keen to share with others. Learning from the past to create a better future. Together, seeking sustainable solutions for the most liveable world.



**Building with nature**  
An innovative method for coastal protection

## Worldwide ranking

- 1st** Best performing European healthcare system (2013, Euro Health Consumer Index)
- 1st** Production and auctioning of cut flowers and flower bulbs
- 2nd** Number of broadband connections per 100 inhabitants (39.4%)
- 2nd** Density of road network
- 2nd** Export of agricultural products (103.3 billion US Dollar)
- 2nd** Quality of Water Transportation (9.04)
- 2nd** Logistics performance Index (4.05)
- 4th** Largest seaport in the world (Port of Rotterdam), largest in Europe
- 6th** Exporter of goods (555 billion US Dollar)
- 7th** Foreign direct investment in the Netherlands (From Europe)
- 8th** Import of commercial services (119 billion US Dollar)
- 9th** Dutch investments abroad (976 billion US Dollar)
- 9th** Importer of goods (501 billion US Dollar)
- 9th** Export of commercial services (134 billion US Dollar)

## Facts & Figures 2016

- **Official name** Kingdom of the Netherlands
- **Form of government** Constitutional monarchy, parliamentary democracy
- **Head of State** His Majesty King Willem-Alexander, King of the Netherlands, Prince of Orange-Nassau
- **Capital** Amsterdam
- **Seat of government** The Hague
- **Administrative structure** Twelve provinces and the overseas territories of Aruba, Curacao and St. Martin. The overseas island of Bonaire, Saba and St. Eustatius, all three of which are situated in the Caribbean, are 'special municipalities of the Netherlands'
- **Surface area** 33.800 km<sup>2</sup>
- **Location** Western Europe, by the North Sea, bordering Belgium and Germany
- **Number of inhabitants** 16.915.195 (April 2015)
- **Number of inhabitants per km<sup>2</sup>** 500 (April 2015)
- **Monetary unit** Euro
- **Languages** Dutch, Frisian

Sources: Holland Compared, CBS, DNB, World Bank, IMF, OECD, WTO, UNCTAD, EIU, IMD Business School





# Company Profiles



**Farzaneh Nijhuis-Moazzeni**

Owner/director

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## 3xbriljant

My name is Farzaneh Nijhuis-Moazzeni and I am the director/owner of 3XBriljant a small company specialized in healthcare programs and projects. I am also director of FIVES, a fund for food and health care. I am a university trained health scientist and have been living for more than 30 years in the Netherlands. As a former program secretary of the Netherlands Organization for Health Research and Development and director of a health care institute, I have a very large network in ministries, universities, local and national health care organizations and health insurance companies.

With the help of my husband, a professor at the University of Amsterdam who descends from family of medicine and health sciences professors, I was able to create a large academic network in the Netherlands and beyond.

Networking and bringing together potential partners in the world of health care is the core activity of 3XBriljant, e.g. between health insurance companies, universities and business.

Being fluent in both Farsi and Dutch I want to help Iranian companies and institutes who want to do business in the Netherlands to find reliable partners. Of course I am also in the search for Iranian partners for Dutch enterprises and organizations who want to do business with Iran. I can guarantee that I always succeed in finding the perfect match. If I can't find it, it doesn't exist!



**Frits Touw**  
Managing Director



**Wilbert Kroes**  
Managing Director

#### **4HealthyBody**

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## 4HealthyBody

4HealthyBody B.V. is a trade firm for non-medical healthcare products. 4HealthyBody represents high quality European foodsupplement brands in the Middle East market like Bloem (Bloem.net), Greenleaves (Greenleaves-vitamins.de) and NaturePower (NaturPower.de). We have a wide range of finished product, both high-end as well as mainstream. With these products we address the professional and the consumer market. Products that we bring to the market consist of natural ingredients.

Our partner MondialPack (MondialPack.nl) can formulate, package and produce foodsupplements which gives us a lot of flexibility to meet country or customer specific requirements.

4HealthyBody is in the process of establishing an entity in Iran (operational May 2016) together with Iranian business partners because we believe in the market and we want to invest in the market. We operate with a longer term view. We intend to address the market through partners that have access to drugstores, pharmacies and/or medical doctors. Initially we want to be in the shops. We don't rule out the option to work through e-commerce but this is a longer term objective.



**Massoud Samiy**  
Account manager

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### Abshin international

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## Abshin international

Abshin International bv operates both from the Netherlands and Iran by connecting companies in the Netherlands with the right partners in Iran to start a long term relationship. In addition, it supports Dutch companies in setting up a subsidiary, and/or exporting and importing products including transports and a license for import or export.

Abshin International bv has recently expanded its business in Iran and has therefore set up an office in Tehran. The Abshin team continuously travels between the Netherlands and Iran. We have a team in the Netherlands and a team in Iran with a broad range of contacts and network in different businesses and support Dutch companies to enter the Iranian market.

The objective of Abshin is to extend its contacts and network both in the Netherlands and Iran in the building material, agricultural, and energy sector.





**Klaas Hofstra**  
Commercial Director/Owner



**Thomas D. Hofstra**  
Advisor

### Adverio Waste Systems

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### Senro

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## Adverio Waste Systems / Senro

**Adverio Waste Systems BV** is a company that offers global solutions for the (re) use and use of waste for recycling of raw materials and renewable energy generation. Sustainable solutions are tested and are based on the search for the highest application of raw materials used in (re) use and for biofuels. We guarantee to develop solutions based on the latest technological developments.

Over the past 10 years AWS has been gained a lot of knowledge and experience in the development and realization of waste treatment and renewable energy projects.

Fertilizer with our SHA Composting process (Prof. Dr. H. Haschemi). Our composting process has a shorter throughput time than conventional systems, so the installation can be smaller dimensioned, requiring lower investment and hence, a shorter ROI. In addition, the SHA process has a good fertilizer as end product.

**Senro** is a company with 2 locations, based in the Netherlands. The head office in Hengelo and an extra production facility in Haaksbergen. At these locations our products are designed and manufactured for worldwide applications.

We manufacture our products with the latest design and production techniques. Our products are thereby designed in a 3D CAD environment. Senro also has the necessary expertise to design and build equipment according to specific Worldwide Directives. Senro has its own service that provides technical support and on-site maintenance.

- Sorting of metals
- Sorting of MSW , C&D and C&I
- Gasification and Pyrolysis
- Digesting & composting



**Ronald van der Burg**  
General Manager

## Amsteland International

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## Amsteland International

Amsteland International is dedicated to delivering water management technology and technical expertise based on the highest standards and latest innovations. To consistently deliver excellence we partner with production and engineering businesses who are leaders in their field. Being a Netherlands based business we make use of the availability of globally leading expertise in water management engineering to offer our clients the best technology. From our office in Teheran and through our exclusive partners in Iran we bring our solutions to you.

In water engineering our focus is on (waste) water treatment and recycling. For municipal wastewater we can offer waste water treatment plants serving small communities or large cities. For industrial use we provide both pre- and post process water treatment solutions for medium to large scale facilities. In all our solutions we focus on quality, the use of innovative technology and low cost of ownership.

### Amsteland offers:

- Turn-key solutions
- Design and planning
- Project coordination and direction
- Upgrades
- Maintenance
- Consultancy services and training
- Partial solutions such as machinery and software



**Arjan de Rijke**  
CEO



**Mark de Vries**  
Director MENA

### **Bussman Medical & Research**

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## **Bussman Medical & Research**

Bussman's flexible healthcare facilities offer high-quality modular buildings. From temporary to semi-permanent or permanent healthcare facilities. Whatever form you choose, Bussman's modular building concept meets the highest demands and conditions. Even in a constantly changing care market where you have to comply with specific medical applications. With space for people and space for technology.

Its business range goes from a small MRI extension building, up to, a full fledged modular hospital of 200 beds. Bussman is capable in providing all your demands with regards to your future healthcare facilit.



**Paul Koster**  
CEO

## Clinical Science Systems

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## Clinical Science Systems

CSS develops clinical software for use in ICU and OR, which focuses on EEG monitoring. We provide novel and innovative EEG analysis, easy to interpret and act upon, even by non-neurologists. We complement our software by providing state-of-the-art amplifiers and mobile setups, to easily integrate in the ICU.

Our flagship product for monitoring critical patients in the ICU, NeuroCenter EEG makes it easy for both neurologists and ICU doctors to interpret and act upon changes in the EEG. Thanks to novel analyses to handle the difficult to understand EEG signal, ICU staff are able to monitor and respond quickly. Easy classification and prognostic markers wrapped in a robust and intuitive interface are key features of the product.

MDOrganizer is your work-flow management solution for the neurological department and interfaces with the HIS and the department specific devices and analysis equipment. It presents all neurological data in an easy to use work-flow, independent of manufacturer specific solutions. It inter-operates with the NeuroCenter EEG system.

The EEG.services Cloud Platform provides secure and convenient access to all your EEG related data and gives you the possibility to analyze your EEG's using the latest analysis tools. Using an Android or iOS app, you can easily analyze data in the cloud and share EEG's with other experts.

We are looking for technically skilled and commercially oriented distribution partners with focus on ICU and neurology and who wish to sell, support and maintain our products in the field.



**Roelof Gortemaker**

Architect and Member of the Board



**Roemer Pierik**

Architect and Member of the Board

## Dutch Health Architects

Dutch Health Architects (DHA) is a joint venture of the two leading architectural firms in the Netherlands specialized in healthcare architecture, De Jong Gortemaker Algra architects and engineers and EGM architects. Both boasting on more than 50 years of experience.

DHA takes a multidisciplinary and integrated approach, strongly focused on sustainability and with knowledge and experience in Planetree and Healing Environment philosophies. Their wide view on new concepts makes them a valuable partner to discuss work flow efficiencies, patient logistics and processes.

Although DHA focuses on healthcare, stretching from general and university hospitals to homes for the elderly and nursing homes, they are also experienced in urban planning, governmental buildings, housing and offices.

DHA provides their clients, for instance hospital management, university medical facilities, government representatives and investors, with the possibility to discuss the demands of their organizations with a partner who has a vision on healthcare and knowledge of innovative Dutch healthcare concepts.

## Dutch Health Architects

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**Don Akkermans**  
Managing Director

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## Elektor International Media

EIM is the world's leading source of essential technical information and electronics products for pro engineers, electronics designers, home-labs, startups, and the companies seeking to engage them. Each day, our international team develops and delivers high-quality content, relating to embedded systems, electronic design and DIY electronics.

EIM publishes electronics magazines, books, videos, and digital content. We also offer world-class electronics products, some of which our partners develop while others are designed in our in-house lab.

Elektor Labs is EIM's design and development department, with electronics labs in the Netherlands, India, and Germany. Our team creates and sells electronics kits, modules, and systems that excite and educate electronics enthusiasts, home-labs, startups, teachers, and students around the world. Our extensive expert network comprises professional engineers with proven real-world design, prototyping, and testing abilities. We also partner with leading electronics companies to deliver.

What sets EIM apart, is that it houses the world's first and leading virtual and interactive lab for electronic engineers. Thanks to our network and reputation, Elektor opens markets and can mobilize prospects in 7 languages and all continents.

During this trade mission, EIM hopes to get in contact with the technical or electronics faculties of universities and directors or chairmen of industry associations and leading electronics companies.



**Micha van Lin**

Manager International Business

### **FME Association**

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## **FME Association**

### **FME Association**

We mobilise and connect the technology industry in order to meet every challenge and answer every question set by the world of today and tomorrow. We do this to boost the earning capacity of both our individual members and the industry as a whole.

FME is the number one employers' organisation in the technology industry. The 2,200 affiliated companies employ a total of 220,000 people and are active in the fields of manufacturing, trade, automation and maintenance in the metal, electronics, electrotechnology and plastics sectors. The combined turnover of all FME members is € 70 billion, their collective added value amounts to over € 20 billion, and their exports total € 37 billion. FME members therefore account for one-sixth of all Dutch exports.

### **FME Exportplatform: Dutch Energy Solutions**

Dutch Energy Solutions is a collaboration of Oil & Gas suppliers, R&D companies, associations and governmental bodies. The objective of the cluster is to establish on-going exchange of information, knowledge and business contacts with partners in the Middle East region. Changing quality, efficiency demand and development of the supply chain in the gulf region ask for international collaboration and innovative solutions. Dutch industry draws considerable attention in the implementation of remarkable projects worldwide. In all this work, quality and innovation continue to be key principles. Dutch Energy Solutions is founded by Association FME, Association IRO and the Ministry of Economic Affairs. [www.dutch-energysolutions.nl](http://www.dutch-energysolutions.nl)



**Willem Burmanje**

Director Strategic Marketing &  
Marketing Communication



**Jérôme Gautho**

Head of Sales – Middle-East / India

### Forbo Flooring

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### Forbo Flooring System

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## Forbo Flooring

Forbo Flooring Systems offers a full range of floor covering products for both the commercial and residential market segments. The company, established in 1928 is a leading global player that manufactures natural linoleum, project vinyl and textile floor coverings as well as building and construction adhesives, for applications in health care and education facilities, commercial offices, hospitality and leisure locations, transport and retail establishments.

Forbo Flooring Systems is known for its sustainable offer of high quality products that combine aesthetics with functionality. The company offers total flooring solutions for any environment, from basement to board room, from patient ward to class-room, from kindergarten to aged care centre. Forbo Flooring Systems is recognised for its environmental profile and endeavour and is a founding member of the Green Building Council in many markets.

Forbo Flooring Systems is part of the Forbo Group and owns fifteen manufacturing plants and branches in 24 countries worldwide





**Bert Smit Sibinga**  
Managing director



**Koos Tamminga**  
Technical director

### FORU-solution

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### FORU-solution

Foru-Solution is a company in the north of The Netherlands in Harlingen, main port of the Waddenzee. Our dream is to keep our backyard beautiful and hand it over without pollution to future generations. The Waddenzee is an Unesco sensitive aerea in The Netherlands, were tourism an industry is combined and risks of oil spills should be avoided. The FORU system fortunately is already been deployed in de Waddenzee by BDS-Harlingen a salvage company and sub contractor of the dutch coast guard. Abroad in Colombia several ports and oil companies has shown interest in the FORU concept as a safety net solution for their environment. At this moment FORU is going to be deployed by the salvage operation of the Flinterstar, a shipwreck before the coast of Belgium.

FORU-Solution develops, produces and sells the FORU (floating oil recovery unit) as a full service concept. The FORU product is an oil recovery unit based on the down draught principle. In the market of salvage products it is one of the best skimming systems, highest capacity 340 m<sup>3</sup>/h, works on waves up to 2,5 meters, high oil recovery rate >70% oil. The FORU is easy to clean and easy to handle, it weighs only 850 kg. We also provide training.

The team of FORU solution works with the US Coast Guard to make the skimming system fit for their fleet of salvage vessels. The system can be used as a stationary and a dynamic skimmer towed throught the oil slick. The team of FORU-Solution is looking forward to provide a safetynet solution for the Iranian people.



**Rolof Mulder**  
CEO

## Hospitainer

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## Hospitainer

We supply mobile hospitals based on shipping containers. On wheels, water and on the ground. Our modular system ranges from surgery, X-ray, lab, maternal care to ophthalmic, dental and more. We provide turnkey with equipment, instruments, medicine, consumables, (solar) energy, water treatment, trucks, (air) tents, constructions and everything needed to jump start a hospital. We have stock in our warehouse and can deliver quickly in any configuration. We also arrange transport, installation and instruction.

We can deliver one container, but also 10 - 50 - 100 bed (or more) hospitals.

We would like to see if there is interest for our products in Iran, especially for emergencies, conflicts and rural area's.

Our clients and partners are:

- Governments
- NGO's
- UN
- Companies
- Military

We partner in consortia with the UN, other companies and NGO's



**Robert Vries**  
Managing Director

**Hubrecht Organoid  
Technology (HUB)**

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## Hubrecht Organoid Technology (HUB)

Organoids, a disease and patient specific in vitro model system

Hubrecht Organoid Technology (HUB) has developed technology to establish and expand human tissue. Healthy or diseased tissue, such as cancer, of all patients can efficiently be grown in the lab to be used to determine effective personalized treatments or as a model system for drug development.

The technology follows from our (Prof H Clevers) identification of adults stem cells in many human tissues such as liver, pancreas, breast, and lung. With the identification of these stem cells we were able to develop the culture system that allowed for the virtually unlimited, genetically and phenotypically stable expansion of the cells from several animal models including human.

The organoids are a very power model of Cancer, Cystic Fibrosis and Inflammatory Bowel Disease. The models represent previously unavailable in vitro models and patient specific samples for drug development, patient stratification and diagnostics. This makes the organoid a unique new platform for drug development, for precision medication for patients in the clinic, and a possible new source for cell therapy.

The HUB is collaborating with and licensing the technology to the Pharmaceutical and Biotech industry. In addition, in collaboration with health insurance companies and Hospitals it is performing clinical trials to establish the technology as a predictive tool for treatment outcome.



**Jan Peters**  
Managing Director

## Imotec

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## Imotec

Imotec develops intelligent automation for maritime applications to increase production, availability and safety. On many ships of major ship owners in the Netherlands and also worldwide Imotec's automation is installed with great satisfaction to the owners. Imotec has worked with university and industry partners in many research projects.

The high-end dredge automation software named Intelligent Dredging Assistant (IDA) delivers monitoring as well as control of the dredging process. IDA combines the strength of practical dredging experience and high-tech systems technology. This innovative dredge automation is based on state-of-the-art software with a track record in high-tech machines and exploits Artificial Intelligence methods as developed together with the University of Twente. Imotec delivers not only automation software and hardware, but also necessary sensors.

Imotec developed an electro-mechanical sensor for measuring the density of (dredging) slurries. Imotec has patented this innovative solution: the Newtonian Density Meter (NDM). It has proven to be an excellent alternative for radioactive density gauges without safety issues. It also has technical advantages that make it more attractive than a radioactive device.

Imotec wants to work with government, dredging companies, inland water and port authorities and shipyards to build or upgrade dredging vessels for Iran. With her extensive network Imotec can support from design to commissioning to make dredgers for Iran together.



**Reza Sharafat**  
Managing Director

### Inter Act

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### Inter Act smart solutions Limited

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## Inter Act

Inter Act smart is a total solution partner providing innovative and intelligent end-to-end solutions for smart monitoring, real-time control and rule-based decision support in the area's of:

- Smart Cities
- Smart Environment
- Smart Water Management
- Industrial Internet of Things
- Knowledge-based Decision Support
- Big Data Processing and Analysis
- Modeling and Forecasting.

Inter Act has been active in the field of automation and system integration since 1989. Our headquarters is based in the Netherlands with regional offices in Germany and United Arab Emirates. As a total solution partner, equipped with knowledge and more than three decades of experience, Inter Act helps its customers facing their challenges. Using our 'Off-The-Shelf' products and solutions, including a high-tech and secured Software as a Service (SaaS) facility, customers are able to configure and implement the right solutions fast and cost efficient. With the available building blocks, users are able to implement most innovative solutions based on proven technologies.

#### Product Categories:

- Asset management of water infrastructure,
- Automation of water processes,
- Distribution modeling,
- Field water quality monitoring,
- Integrated architecture and water functionality,
- Remote sensing (online water quality sensing),
- Smart irrigation,
- Smart water and energy use in industrial processes.



NETHERLANDS  
WATER PARTNERSHIP



**Lennart Silvis**  
Managing Director

## Netherlands Water Partnership

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## Netherlands Water Partnership

Netherlands Water Partnership: Uniting Dutch Water Expertise

The Netherlands Water Partnership (NWP) is a comprehensive network that unites Dutch water expertise. The partnership, consisting of 200 members from private companies, government, knowledge institutes and NGOs, acts as a centre of information on water expertise, policy developments and market opportunities. But NWP is more than an information source; the organization also initiates, coordinates and executes projects for its members, such as trade missions, exhibitions and conferences.

By putting our heads together as a network, we can achieve more in solving global water related challenges. A united voice is stronger than 200 individual voices. Moreover, by entering markets in clusters, offering expertise as a one-stop-shop, Dutch companies increase their world market share considerably. In the Netherlands as well as abroad, the NWP is the gateway to all you need to know about the Dutch Water Sector and its solutions to global water related challenges.

There is great potential and momentum for cooperation between the Iranian and the Dutch water sector. As Iran is facing enormous water challenges, the Dutch water sector has many to offer, based on hundred years of experience. Potential fields of cooperation - both in the public and private domain - are 1) Integrated water resources management, 2) Water for food and agriculture, 3) (Waste)water treatment and 4) Ports and maritime infrastructure.

Let's work together!



**Jamie Weda**  
Managing Director

## Nouveau Transport & Leasing

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## Nouveau Transport & Leasing

Nouveau Transport is an international logistics service company, has been AEO-certified and was founded in 1987.

From the main headquarters, close to the Port of Rotterdam, Nouveau Transport carries out all freight forwarding activities. Our logistical services are: ocean freight, air freight, road transport, barge transport railway, customs formalities, storage and distribution.

Nouveau Transport offers ocean freight options and has know-how in shipping 'less container loads (LCL)', 'full container loads (FCL)' and break bulk shipments.

In co-operation with an IATA-partner, established in Amsterdam at Schiphol Airport, Nouveau Transport offers reliable and competitive airfreight services to and from Amsterdam Airport.

We supply daily road services within and outside the EU for groupage shipments and full trailers. As well, regional destinations via central hubs with warehouse facilities for storage and distribution.

Nouveau Transport is a strong partner in a global logistic networks of strategic alliances on all continents, in particular the Middle and Far East. Short transit times, direct sailings to and from Rotterdam and reliable handling of your goods is the force of Nouveau Transport.

As we are a specialist in the handling of ocean freight to and from the Middle East Nouveau Transport is interested to meet companies that export goods to and import goods from Iran. We would like to meet companies that are active in the following sectors: general, manufacturing, construction, oil and gas, chemical etc.



**Hendrik Jonkers**  
Algemeen directeur

## **Oostwoud International**

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## **Oostwoud International**

A commercial organization established in The Netherlands in 1868, consisting of several product market combinations. Oostwoud Medical: Oostwoud is a total supplier of high-quality contemporary beds for the pediatric and medical furniture for the public health sector. Comfort for the user, practical for nurses and internal transport are of vital importance. Oostwoud is the brand that inspires confidence with the professional as well as the user.

Oostwoud Cloakrooms: Oostwoud furnishes open and closed cloakroom systems for the health sector, industry, schools and the sports and recreation sector.

Oostwoud has a wide range of medical furniture for the healthcare industry; specially for the care of children, from infants to young adults. For example the Infant Cradle: the very best in comfort for the newborn, the Infant Crib: to create flexibility and usercomfort for the smallest patients and our Children's Bed: a child-friendly, innovative and safe bed, that allows parents to sit close to their child.

A comprehensive range of excellent, modern manufacturing techniques combined with an established standard of high quality and over a century of experience make Oostwoud hospital furniture the best of its kind. Well-designed hospital furniture. The target is to increase the sales to establish enduring relationships with the market relations and dealers. Therefore we would like to meet potential partners in sales in the Health sector and Industry.





**Sander Pielkenrood**  
General director

### **Pielkenrood Group**

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## **Pielkenrood Group**

Pielkenrood Group BV is your reliable partner for upstream and downstream oil/water separation and water treatment solutions for the oil & gas industry, petrochemical industry, private industries and municipalities.

Whether you are looking for a concise or in-depth feasibility study, tender document preparation, conceptual design, basic and detailed engineering or a partner that can contract and build a complete plant on a turn-key basis, Pielkenrood Group BV has the capability and experience to meet your requirements in a cost competitive and efficient manner.

In order to achieve the best possible solution from a technical as well as a commercial point of view, we use a range of different technologies, such as enhanced gravity separation, physical chemical treatment, dissolved air/gas flotation, multimedia filtration, air/gas stripping, activated carbon filtration and advanced aerobic biological water treatment. By using and further developing these well-known principles, we have established our own unique treatment systems.

Our portfolio consists of:

- CPI separators (TPI, CFI and IPI type), atmospheric or pressurised;
- Physical-chemical treatment units, including chemical dosing skids;
- Dissolved Air/Gas Flotation units, atmospheric or pressurised;
- Nutshell filters;
- Multimedia filtration plants;
- Neutralisation units;
- SBR and MSBR biological treatment plants;
- Stripping columns;
- Activated carbon filters;
- Drinking water treatment plants;
- Sand catchers.



**Bob (Babak) Pezhouman**  
CEO

## Ragiso

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## Ragiso

### **RAGISO Trusty Partner**

Ragiso is a dynamic, international supportive & trading company based in Haarlem/The Netherlands. We optimize several segments of the business including Oli & Gas, Health & Beauty and sale of industrial-grade electronic components and systems for control/automation engineering, Delivery of sensors, encoders, measuring instruments and components for automated image-processing:1- Saia-pcd 2-Baumer Groep

### **Our Goal**

Our main goal in this mission is to get in touch directly with manufacturers in Iran who has a huge demand for improving their old industries as well as raw materials. We sure that we can help them to optimize and renovate their manufacturers with our expertises and products. We know that Industries in Iran are mostly old and out of date with a very low output, where can be a high potential market for Netherlands' industries and merchandize.

In the field of industrial automation:

- 1-Water installation
- 2-Electrical power installation
- 3-Communications installation
- 4-Gas and oil installation
- 5-Infrastructure
- 6-Buildings

### **Our Experience**

Due to motherlands connection, Iran is a country we had so many experiences with so many industries there. Since last year, when negotiations started, Ragiso Co. monitored the news and found that soon the embargo will be vanished, so we started to renovate our old connections again and now so many meeting are waiting to start businesses.



**Amin Ezzeddin**  
Area manager middle east

### Royal IHC

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## Royal IHC

Royal IHC (IHC) is focussed on the continuous development of design and construction activities for the specialist maritime sector. It is the global market leader for efficient dredging and mining vessels and equipment – with vast experience accumulated over decades – and a reliable supplier of innovative ships and supplies for offshore construction.

IHC has in-house expertise for engineering and manufacturing integrated standard and custom-built vessels, advanced equipment and also providing life-cycle support. This integrated systematic approach has helped to develop optimum product performance and long-term business partnerships.

The company's broad customer base includes dredging operators, oil and gas corporations, offshore contractors and government authorities.

IHC has over 3,000 employees based at various locations in The Netherlands, Brazil, China, Croatia, France, India, Malaysia, the Middle East, Nigeria, Singapore, Slovakia, South Africa, the United Kingdom and the United States.

Technological innovation will remain the company's underlying strength through its continuous investment in research and development. Moreover, it helps to safeguard a sustainable environment.



**Nariman Askarieh**

General Manager Philips Iran



**Michel Bassant**

Export Sales Manager Philips,  
Middle East and Turkey

## Royal Philips

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## Royal Philips

Royal Philips is a leading health technology company focused on improving people's health and enabling better outcomes across the health continuum from healthy living and prevention, to diagnosis, treatment and home care. Philips leverages advanced technology and deep clinical and consumer insights to deliver integrated solutions. The company is a leader in diagnostic imaging, image-guided therapy, patient monitoring and health informatics, as well as in consumer health and home care. Philips' wholly owned subsidiary Philips Lighting is the global leader in lighting products, systems and services. Headquartered in the Netherlands, Philips posted 2015 sales of EUR 24.2 billion and employs approximately 104,000 employees with sales and services in more than 100 countries.



**Peter Post**  
Director

### Task Force Health Care

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## Task Force Health Care

The Task Force Health Care (TFHC) is a not-for-profit platform which stimulates cooperation among organisations within the Dutch life sciences & health sector and promotes sustainability in healthcare internationally. The partners in the platform are Dutch knowledge-institutes, NGOs, the government and companies active in the healthcare sector.

The TFHC facilitates its partners in exposing their innovative and sustainable healthcare solutions to the rest of the world and to create awareness on the latest developments and solutions in healthcare.

The TFHC organises numerous activities on a weekly basis such as economic (trade) missions, Holland Pavilions at medical exhibitions, seminars and conferences, visitor programmes in The Netherlands and so forth. Next to these we act as a portal towards the Dutch life sciences & health sector, a knowledge centre for our partners and a neutral discussion partner for Dutch and foreign governments.n.



**Pepijn van den Hoogenband**

MD / Partner Consultant

### **TRINCO Healthcare, Projects, Advisory, Training**

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## **TRINCO Healthcare, Projects, Advisory, Training**

We deliver Development & implementation Solutions for Authorities, Insurers, Suppliers, Professional & Other stakeholders in Healthcare & related areas. We do so in various roles: programs, projects, interim, expertise, advisory & training. Relevant TRINCO experience & solution area's:

Health Sector, System & Community solutions: Healthcare System Policy, Finance & Transformation | Quality, Cost, Reimbursement & Procurement | Public health promotion & Disease man. | Community development Solutions | Big data & E – health technology Solutions.

Business & Organisation solutions: Strategy, Business Development, New Concepts, Alliances & Market Access | Integrative Set up & running of Hospital Clinics & Facilities | Process Optimization, Organisational & ICT Transformations | Leadership & Knowledge Development, Training & Capacity building.

USP's: the combination of: client & country customization | integrative-visionary-hands on | solutions from different healthsystems | over 15 years line/board - management & expert experience| concept-strategy-execution | stakeholder & incentive structure | cross sectoral | letting people learn it | modular & agile | 5 principles of TRINCO.

Markets: Health authorities (regulatory, finance, quality), insurance (& takaful), PPP's, (emergency) hospitals & specialty clinics, (elderly, mental) care clinics, (chains of) community care practices (GP, dental, nursing, fysio, maternal etc), suppliers & investors in telemed., med.tech & equipment, pharma & biogenetics, labs, construction.



**UNESCO-IHE**  
Institute for Water Education



**Ali Dastgheib**

Deputy Head of Water Science and  
Engineering Dept.

## UNESCO-IHE

UNESCO-IHE is the largest international postgraduate water education facility in the world. It is established as a UNESCO 'Category I' institute operating under direct responsibility of UNESCO.

### **Core Activities:**

Education, Training and Research for water sector professionals, engineers, scientists, consultants and decision makers working in the water, environment and infrastructure sectors.

Water Sector Capacity Development for water sector ministries and departments, municipalities, water boards and water utilities, universities, training and research institutes, industries, non-governmental and private sector organisations, particularly in developing countries

Partnership Building and Networking for knowledge centres, public and private sector organisations worldwide.

Global Policy Forum on Water and Environment involving UNESCO Member States, National Committees of the International Hydrological Programme, World Water Council and many other stakeholders.

Standard Setting for Education and Training for water-related academies, universities, and other education and training agencies.

UNESCO-IHE centers its education, research and capacity development programmes around 6 themes: Safe Drinking Water & Sanitation; Water-Related Hazards & Climate Change; Water & Ecosystems Quality, Water Management & Governance; Water, Food & Energy Security; Information & Knowledge Systems. Through each of these themes, the Institute addresses the major issues and challenges faced by many developing countries and countries in transition.

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Sales Director

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## Vlentec International

Vlentec designs and manufactures vacuum lifting equipment in Emmen, the Netherlands.

Our core products are vacuum pipe lifting equipment that can be attached to an excavator, crane or any other lifting device. However we use our broad experience in vacuum lifter to design and manufacture custom made vacuum lifting equipment for any heavy duty requirements.

When using our vacuum pipe lifting equipment on pipeline construction projects, the pipe handling time can be reduced by a factor of 10 compared to conventional handling methods (hooks, chains and slings). Pipe handling becomes a one man job with a vacuum lifter. Site safety is also drastically improved since no one is required climb on pipes and trucks or even be near the pipe.

The vacuum pipe lifter will never damage the pipe or coating because the only contact with the pipe is a soft rubber seal.

Vacuum pipe lifters are mainly used on pipeline construction sites, pipe yards/stockpiles, pipe mills and ports.





**Stijn Reinhard**  
Senior water economist

## Wageningen University and Research

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## Wageningen University and Research

The mission of Wageningen UR (University & Research centre) is 'To explore the potential of nature to improve the quality of life'. Within Wageningen UR, nine specialised research institutes of the DLO Foundation have joined forces with Wageningen University to help answer the most important questions in the domain of healthy food and living environment. With approximately 30 locations, 6,000 members of staff and 9,000 students, Wageningen UR is the only specialized research organisation in agriculture and food in the Netherlands and one of the leading organisations in its domain worldwide. The integral approach to problems and the cooperation between the various disciplines are at the heart of the unique Wageningen Approach.

In general we can differentiate three kinds of activities:

- 1). Contract Research. Innovation that is focused on the balance between the earth's capacity and human actions, for example on improving the value chain of agriculture products, flowers or food, or technical studies on safe reuse of waste water in agriculture,
- 2). Consultancy, Wageningen UR and especially the applied research institutes have an outstanding track record in working with private sector companies. For example advising companies on international market developments in agro and food,
- 3). Capacity building, for example specialist training courses for professionals in integrated water resource management, high tech protected horticulture, or academic training (MSc/PhD/post-doc).



**Wouter Bijman**  
Director Middle East

### Witteveen+Bos

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## Witteveen+Bos

Witteveen+Bos is a design and consultancy company from the Netherlands. We offer our clients value-added consultancy and top-quality designs for water, infrastructure, environment and construction projects. We use our high-end expertise to resolve complex issues and are a committed partner for our clients.

Witteveen+Bos is active in the entire project chain from concept, to hand-over and asset management. We provide amongst other the following services:

- masterplanning, including conception and project definition
- design of public space and urban infrastructure
- environmental impact assessments and feasibility studies
- water management and protection
- water resources management and fresh water supply
- water quality improvement and management
- wastewater treatment design
- design of industrial water supply
- water recycling
- coastal and river hydraulic engineering
- port development, port structures and nautical safety
- design of roads, tunnels and railways

Witteveen+Bos is active in the Gulf region and around the Caspian for many years. We have offices in Kazakhstan, Azerbaijan and in Dubai. We have resumed working in Iran in 2015 and are now looking to further expand our activities in the water sector. For this, we are expanding our network in Iran and are searching for potential clients and partners, both in the public and private sector such as water authorities, oil and gas companies, steel industry, food processing industry, contractors and consultancies.

# XI DO OR



**Rick Boeijen**

International Business Director

## Xidoor

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## Xidoor

Xidoor - interior doors & frames

Xidoor is a leading European door manufacturer producing 1,2 million units per year with six brands, each specialized in a different and specific sector or type of building; covering the whole construction industry.

Our brand Berkvens was established in 1933 and has grown into a leading manufacturer of interior doors, interior door frames and sliding door systems for healthcare, healthcure, hospitality and education throughout Europe, encompassing 350 employees. The extensive assortment of technical high performance doors, frames and sliding door systems make Berkvens a versatile and attractive partner for the international health care construction sector.

Berkvens has a vast track record in the delivering health care solutions in Europe and the Middle East, including Iran.

Our products are designed to comply with European and British standards and meet specific demands for sustainable products and anti-bacterial environments. Timber is sourced from sustainable forests (FSC) and production is certified ISO 9001 and 14001.

We would like to get in touch with (interior) architects, specialists and professional users who are engaged in defining the new standards for healthcare (building) environments of today.



# Official Delegations

## Official Delegation

### Ministry of Foreign Affairs

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### Ministry of Economic Affairs

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### Ministry of Finance | Financial Markets Directorate

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### Ministry of Economic Affairs | Netherlands Enterprise Agency

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**Susanna Terstal**

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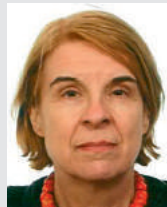
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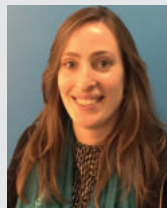


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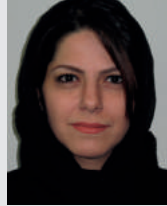
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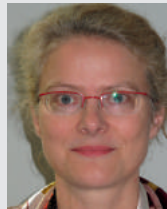
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## Notes

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