

A Japanese company offers a nano indentation tester under a commercial agreement.

Summary

Profile type	Company's country	POD reference
Business Offer	Japan	BOJP20230511001
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement	<ul style="list-style-type: none">• Netherlands• France• Spain• Italy• Czechia
Contact Person	Term of validity	Last update
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General Information

Short summary

A Japanese manufacturer of nano indentation testers able to measure non-liquid material of less than 1 micrometre is looking for distributors to approach target Member States: the Netherlands, France, Italy, Spain, Czech Republic. The advanced technical qualities of their products, that surpass conventional hardness testers, allowed the company to become a market leader in Japan. A commercial agreement is expected with relevant EU partners.

Full description

Their nano indentation tester is a hardness tester which can measure non-liquid material of less than 1 micrometre. The main users of the product are university laboratories, inspection institutes, corporate R&D, and quality assurance departments that need to find out the hardness of micro-sized materials.

The Japanese company has been developing, selling, and providing maintenance services of systems and devices with applied technologies of electron beam, ion beam, optics and x-rays. Technology based on the electron beam lithography system makes it possible for the nano indentation tester to measure target points accurately.

The company has a proven track record of sales as the sole Japanese manufacturer in Japan, and the market leader for the Japanese market. Recently they released a new model which has unitized various components to make

calibration and repair work easier, eliminating the need to dispatch their engineers to the site.

Rich of their successful local experience, the company is now approaching target EU markets: the Netherlands, France, Italy, Spain and the Czech Republic, and is looking for local partners in their internationalization process.

They are looking for distributor dealing with test equipment that has a strong connection and/or good relationship with their target customer, e.g., university laboratories, inspection institutes, corporate R&D, and quality assurance departments. The Japanese company is aiming for a commercial distributor agreement.

Advantages and innovations

The Japanese company's nano indentation tester can measure hardness of thin films and extreme surface layers, which was impossible with conventional hardness testers.

The equipment can obtain hardness data of every kind of material less than 1 μm and has a wide range of fixed forced applied (load) from 0.5 μN to 2N(2,000mN), which covers part of the Vickers hardness test. The measurable material is metal, coating (such as DLC), ultra-thin film, ceramic, electronic components, synthetic fibre, micro particle, and other non-liquid state materials.

The following 3 features enable hardness data to be obtained with high data reproducibility by suppressing disturbances from vibration and temperature change, regardless of the time, place, or operator during the measurement.

- 1)Temperature control mechanism which keeps 30 degree C \pm 0.1 degree C inside of the tester.
- 2)High precision stage control technology (0.1 μm step in positioning).
- 3)Active vibration isolation mechanism.

Calibration and repair work is made easier as well through unitization of various components in the product. This minimizes downtime of the equipment for the end-user and is easier to manage for the distributor.

Technical specification or expertise sought

Stage of development

Sustainable Development goals

- **Goal 9: Industry, Innovation and Infrastructure**

IPR Status

Partner Sought

Expected role of the partner

The company is looking for partner distributors who can provide installation/commissioning and after sales service support of the products.
The partners should have experience with handling or be knowledgeable about scientific and analytical instruments. The partners should have a strong connection and/or good relationship with their target customer such as university laboratories, inspection institutes, corporate R&D, and quality assurance departments.

Type of partnership

Commercial agreement

Type and size of the partner

- **Big company**
- **SME <=10**
- **SME 11-49**
- **SME 50 - 249**

Dissemination

Technology keywords

Market keywords

- **03007002 - Other measuring devices**
- **08002002 - Industrial measurement and sensing equipment**

Targeted countries

Sector groups involved

- **Netherlands**
- **France**
- **Spain**
- **Italy**
- **Czechia**

Media

Images



[nano indentation tester](#)