



enterprise europe

## SUCCESS STORIES 2014

### Impetux Optics S.L.



## OPTICAL TWEEZERS TO CONQUER THE WORLD

### Reaching Japan thanks to an appropriate guidance and relevant information

Impetux Optics S.L. is a company based in Barcelona whose main activity is in the design, manufacture and marketing of optical force measurement systems for Optical Tweezers. Impetux team is composed by a balanced mix of experienced scientists and entrepreneurs, with a clear commitment to convert scientific advances into cutting-edge commercial technologies.

In order to boost their business expansion, the enterprise was interested in obtaining certifications in several countries in 4 different continents in order to sell and distribute its Optical tweezers. ACCIÓ, the Catalan node of the EEN, and through the Technology Transfer department, provided to Impetux Optics guidance and information.

As result of the advice received the business was able to provide a more focused and targeted information to sell its products, for instance in Japan.

“We are grateful for the quick response we got from the moment we exposed our doubts and the answers that were provided by ACCIÓ’s EEN staff. We cleared out several doubts related with international sales of products and in some cases we received direct answers to our questions or were directed to other specialists who were able to clarify our doubts.” says Ms. Elisabet Romeu, from Impetux Optics General Management department.

### CATCIM- EUROPEAN ENTERPRISE NETWORK CATALONIA

ACCIÓ- Catalan Agency for Business Competitiveness.

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