

## Business Offer

# Belgian company specialised in distance and e-learning is looking for a partner who is interested in a collaboration on this topic

## Summary

*Belgian company specialized in online learning is looking for partners. They work with the most innovative IT tools in education to offer personalized online learning and virtual classes. They offer their distance teaching services in a services or subcontracting agreement. They are also open to license agreements on their e-learning methodology and pedagogic framework, and to joint venture agreements under which they can exchange knowledge with similar companies.*

Creation Date	03 September 2018
Last Update	19 October 2018
Expiration Date	20 October 2019
Reference	BOBE20180816001
Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/c628dad2-cdb0-4845-951e-6f113ff38084">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/c628dad2-cdb0-4845-951e-6f113ff38084</a>

## Details

### Description

The Belgian company is a young educational enterprise founded in 2012. They offer personalized online learning via virtual classes and experienced online teachers/coaches. They offer both personalized, synchronous and asynchronous online learning. Currently they work with an interdisciplinary team of 40 teammembers: freelance primary school teachers, secondary school teachers, speech therapist, psychologists and pedagogues.

They are a bridge organization between Belgium and abroad. That is how they enable rapid integration into the local or foreign life for families on the move. All that the families need is a webcam, a device and the internet. The Belgian company is currently the only organization that offers complete online distance education in Belgium.

Their customers are expats and impats from young children to adults. They focus on 3 steps for people on the move:

1. Before departure: help with language courses for learning foreign languages;
2. During stay abroad: help to keep in touch with the Dutch language and Flemish-Belgian culture;
3. Return to country: help with tutoring for diverse courses and tailored lessons

They are looking for partners that can use the services as described in this description (learning

languages online, full time distance learning, ...) in a services or subcontracting agreement. They can also give out licenses for their e-learning methodology (instructional design with an interactive component) and pedagogic framework.

Another cooperation they are interested in is a joint venture agreement. For example a technology producer who is looking for a pedagogic expert with experience in developing online services. This can be technology providers, e-learning partners (who are looking to develop their platform and/or technology further), ...

## Advantages and Innovations

The Belgian company started as a novel concept in Belgium with the most innovative IT tools in education such as virtual classes. They offer individual face-to-face learning guidance via a virtual learning environment for primary and secondary school children. They provide a blended learning platform where the combination of personal and online guidance is possible. The offer ranges from short and long coaching sessions to workshops and personal courses.

Experienced and qualified teachers coach students. The company has set up an online training for teachers. In addition to working with experienced education teachers, close contact with the parents and guaranteed progress of the child.

The uniqueness of this concept is the virtual aspect. This 'virtual learning' has demonstrated successful results in Scandinavia, USA and India. The company aims to represent high-quality attractive education tailored to the pupil that conforms to the educational standards of the Flemish government.

## Stage of Development

Already on the market

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## Keywords

### Market

07005004 Education and educational products and materials

### NACE

P.85.1.0	Pre-primary education
P.85.2.0	Primary education
P.85.3.1	General secondary education
P.85.4.2	Tertiary education
P.85.6.0	Educational support activities

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## Network Contact

### Issuing Partner

EU-Japan Centre for Industrial Cooperation

### Contact Person

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**Open for EOI :**   **Yes**

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**Client**

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**Type and Size of Organisation Behind the Profile**

Industry SME <= 10

**Year Established**

2012

**Turnover**

<1M

**Already Engaged in Trans-National Cooperation**

Yes

**Languages Spoken**

English  
Dutch  
French

**Client Country**

Belgium

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**Partner Sought**

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**Type and Role of Partner Sought**

As the Belgian company is open to different types of agreements, they are open to different types of partners.

They offer a services or subcontracting agreement to anyone who might be interested. On the short term this would be aimed at companies who want to prepare the families of the employees that are coming to Belgium. In future this could be expanded to services that are more broad.

A license agreement is also an option and would be on the e-learning methodology and the pedagogic framework that they developed.

For the joint venture agreement, the Belgian company would be interested in finding a partner that is in a similar business as them and where they can learn from, as the partner would be able to learn from the Belgian company. They are thinking about technology providers and partners involved in e-learning. The Belgian company could assist in further developing their platform, for example, and generally adding pedagogic value to the project.

A concrete example of a joint venture agreement the Belgian company would be interested in is helping to set up a platform for training online teachers. This type of platform can also be used for other sectors, for example HR/trainings in companies. They could offer their online pedagogies and structurize the development of trainings.

**Type and Size of Partner Sought**

SME 11-50, SME <10, >500 MNE, 251-500, SME 51-250

**Type of Partnership Considered**

Services agreement  
License agreement  
Subcontracting  
Joint venture agreement