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

Summary

Profile type
Business Offer

Company's country
Japan

POD reference
BOJP20250520003

Profile status
PUBLISHED

Type of partnership
Commercial agreement

Targeted countries
- **Germany**
- **Hungary**
- **Italy**
- **Estonia**
- **Spain**
- **Finland**
- **Luxembourg**
- **Greece**
- **Romania**
- **Denmark**
- **Croatia**
- **Ireland**
- **Austria**
- **Bulgaria**
- **Sweden**
- **Netherlands**
- **France**
- **Belgium**
- **Slovenia**
- **Portugal**

Contact Person
Alessandro PERNA

Term of validity
20 May 2025
20 May 2027

Last update
8 May 2026

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 the EU market. 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 determine 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. Their products have unitized various components to allow for easier repair work, eliminating the need to dispatch engineers to the site.

After establishing a strong presence locally, the company is now approaching target EU markets and is looking for local partners in their internationalization process.

The Japanese company is aiming for a commercial distributor agreement.
They are looking for distributor dealing with test equipment that has a strong connection and/or good relationship with the company’s target customer, e.g., university (department of materials science & engineering, research centre etc.), inspection institutes, corporate R&D, and quality assurance departments.

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□ and has a wide range of fixed forced applied (load) from 0.5μN 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 data on the hardness of the material to be obtained with high 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 ±0.1 degree C inside of the tester.
2)High precision stage control technology (0.1□ step in positioning).
3)Active vibration isolation mechanism.

In addition, the user-friendly software to operate their equipment supports effective data collection of the end user.

Technical specification or expertise sought

Stage of development

Sustainable Development goals

• Goal 9: Industry, Innovation and Infrastructure

IPR Status

IPR Notes

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 partner should have experience with handling or be knowledgeable about scientific and analytical instruments.
The partner should have a strong connection and/or good relationship with their target customer such as university (department of materials science & engineering, research centre etc..), inspection institutes, corporate R&D, and quality assurance departments.

Type of partnership

Commercial agreement

Type and size of the partner

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

Dissemination

Technology keywords

Market keywords

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

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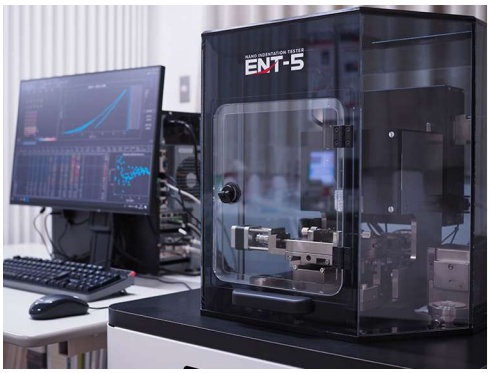
Sector groups involved

Media

Images



nano indentation tester