

## SLOVENIAN MANUFACTURER OF HANDHELD INSTRUMENT FOR MEASURING GAMMA-RAY RADIATION SEEKS DISTRIBUTORS

### Fields of use

Analyses/Test Facilities and Methods, Radiation Protection, Remediation of Contaminated Sites, Radioactive Waste, Nuclear, Other pollution and recycling related, Process control and logistics

### Current state of technology

Already on the market

### Type of cooperation

Distribution services agreement

### Intellectual property

Copyright, Exclusive Rights, Patents granted, Secret Know-how

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### Summary

A Slovenian manufacturer of innovative gamma-ray instruments is looking for a well-established distributor. Partners with an established network and sales channels in the radiation detector market are sought.

### Description of the invention

A Slovenian start-up company is manufacturing and selling an innovative instrument for gamma-ray measurements.

The company's main product is the world's first handheld real-time instrument showing the direction towards a gamma-ray source. This unique feature enables immediate hotspot localization with dose rate assessment in regular maintenance or emergency situations.

The instrument is being evaluated and used by nuclear power plants, at nuclear institutes, civil protection units, airports and other institutions dealing with sources of gamma ray radiation.

The instrument proved to be a very efficient tool – the time to find the hotspot was reduced by orders of magnitude as opposed to the use of other gamma ray detection devices on the market. The device is especially suited for usage in areas with several hotspots of different activities. The targeted users are the following:

- Customs and ports (for source position and ID), fast and detailed inspection of people, goods, traffic, cargo – both bulk goods and containers.
- Fire brigades, for fast surveillance and elimination of danger in emergencies (flood, fire, earthquake...).
- Military and navy for reliable elimination of gamma radiation hazard, dirty bomb recognition.
- First responders for effective and fast search for lost (orphaned) or unknown sources in emergencies.
- Nuclear facilities for surveillance for regular checking of buildings, installations, waste, stored sources, or use in emergency cases.
- Nuclear medicine for routine checks of gamma ray emitters used in medicine, materials and waste.
- Steel industry for control of radioactive sources used in steel production.

The company is selling the instrument in Slovenia. The company recognized a great opportunity to distribute the instrument in wider European market. Therefore, they would like to establish collaboration with well-established and experienced distributors with access to above mentioned target groups of customers.

In case the distributor is highly specialized in specific markets, the Slovenian company is considering the cooperation under exclusive agreement.

### Main Advantages

The main advantage of the innovative instrument as opposed to other handheld realtime gamma-ray measurement instruments is the possibility to show the direction towards the source of radiation.

Keeps the operator always on safe side. Allows the fastest and most precise gamma source localization possible. High sensitivity – the direction to the source is indicated already when its radiation level (at instrument location) reaches twice the normal background level.

Gamma radiation spectra acquisition and radionuclide identification.

Available also with neutron detection.

The device can be remotely controlled and can act as a fixed monitor – the connection to a smart device either Bluetooth or wired.

### Partner Sought

The company is seeking partners through distribution agreements. The partners should have experience in selling measurement devices.

The partner should have well-established sales channels with customers in customs, ports, fire brigades, military and navy, first responders, nuclear facilities, nuclear medicine and environmental agencies.

Distributors should be able to provide promotion, sales and delivery, and customer service such as warranty work. A partner with a broad knowledge in the field of radiation equipment and existing sales channels would be ideal. In case the potential partner's activities meet the Slovenian company's expectation, an exclusive agreement for specific markets may be considered.