

Business Request

Bulgarian engineering company is looking for distribution services agreements with German and Austrian manufacturers/suppliers of engineering solutions for industrial automation and electrical systems

Summary

Bulgarian company, well established on the national market, specialized in provision of complex engineering solutions for industrial automation, electrical systems, and machine building is planning to expand its portfolio by establishing strong partnerships with new German and Austrian manufacturers/suppliers under distribution services agreements. The company is already official representative and distributor of European manufacturers which are world leaders in the supply of the above products.

Creation Date	20 December 2015
Last Update	21 January 2016
Expiration Date	21 January 2017
Reference	BRBG20151220001

Details

Description

The Bulgarian company is specialized in provision of complex engineering solutions for industrial automation, electrical systems, and machine building. It is official representative, distributor, and partner of European manufacturers which are world leaders in the supply of machines and materials for producing of sealings; electrical equipment; and components for industrial automation systems. Even established in 2014 the company is well established on the National market and plans to expand its portfolio of products offered by establishing strong partnerships with new suppliers.

Its current products list covers a wide range of precise, multifunctional measuring sensors, controllers, and switches used in the fields of heating, air conditioning, ventilation, refrigeration equipment, PIR (passive infrared sensor), switchgear, metering devices, contactors and motor protection, lighting arresters, building installations, components for data networks, lighting systems for indoor, and outdoor lighting, emergency evacuation lighting, LED (light-emitting diode), lamps and accessories, photovoltaic systems, etc. Furthermore, the company offers CNC (computer numerical control) machines.

The company provides complex services to industrial clients in planning, designing, developing,

and building of automated and/or electrical systems. It provides customized consultations, presentations, and demonstrations of the products to current clients of prospects. It also sells particular elements to individual client. The company is regular exhibitor on national and European technical fairs.

The managerial, technical, and marketing staff is very skilled with over 20 years of experience in its field.

The company is looking for long-term partnership with German and Austrian manufacturers/suppliers of complex engineering solutions and/or particular elements for industrial automation and electrical systems such as: measuring sensors, controllers, switches, switchgears, and metering devices. It would like to act as distributor on the Bulgarian and its neighbouring countries' markets under distribution service agreements.

Advantages and Innovations

- The company builds stable relations of mutual trust and long-term partnership with both its partners and its customers. Proof for this are the long-term relations with world leaders
- In its development, the company relies on performing complex service from one supplier. This concept allows quick, and easy supply, high quality, and accuracy
- High skilled experts with over 20 years of experience in a real production environment
- Professional marketing and promotional strategy

Technical Specification or Expertise Sought

Advantages are relevant certifications in accordance with international standards in the engineering field - for example certificate of quality Made in Germany.

Desirable products:

- measuring sensors
- controllers
- switches
- switchgears
- metering devices

Stage of Development

Already on the market

Keywords

Technology

01001001 Automation, Robotics Control Systems

Market

08002002 Industrial measurement and sensing equipment

08002003 Process control equipment and systems

08002007 Other industrial automation

NACE

M.71.1.2 Engineering activities and related technical consultancy

Open for EOI : **Yes**

Dissemination

Restrict Dissemination to Specific Countries

Austria, Germany,

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2014

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

German

Client Country

Bulgaria

Partner Sought

Type and Role of Partner Sought

The preferred potential partners are German and Austrian manufacturers/suppliers of complex engineering solutions and/or particular elements for industrial automation and electrical systems, such as: measuring sensors, controllers, switches, switchgears, and metering devices in order to supply the company with its products under a distribution services agreement.

Type and Size of Partner Sought

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

Type of Partnership Considered

Distribution services agreement
