

Business Request

Commercial agency agreements for green innovations and technologies for residential, non-residential and industrial sectors

Summary

A Belgian company is looking for environmental European technologies in order to supply these products to distributors in Latin America. The company provides this service in Belgium, France, the Netherlands, Germany and the Grand Duchy of Luxembourg.

Creation Date	23 January 2015
Last Update	11 February 2015
Expiration Date	11 February 2016
Reference	BRBE20150106002

Details

Description

Belgian company offers European companies to act as a commercial agent to represent their innovative green technologies in Latin America. They offer a full package to assist them to starting business there in record time :

- Setting up reliable sales channels taking into account local business culture ;
- Cross-checking the current business strategy, confronting it with actual business cases in the continent ;
- Speeding up time to market ;
- Having offices in Europe (Belgium) and Latin America (Chile).

Successful references available upon request.

The product range can target either residential/non-residential or industrial sectors like mining for instance. It could include :

- Micro renewable energy generation ;
- Energy saving bulbs ;
- Energy efficient boilers ;
- Rainwater harvesting tanks ;
- Combined heat & power units ;
- Home automation ;
- Etc.

Advantages and Innovations

The company has an in-depth knowledge of the South American market and culture. So, they can assist European firms to develop and grow their own sales network in Latin America.

Technical Specification or Expertise Sought

The company is specialized in high added value products with some degree of innovation. Therefore, they are looking for products launched, approximately, 5-10 years ago in Europe.

Stage of Development

Already on the market

Keywords

Technology

001002020	Building Automation Software
004002013	Micro-generation and grid connection
004006008	Energy management
004008	Energy efficiency
010002004	Environmental Engineering / Technology

Market

006005010	Other alternative energy
006008001	Metering and monitoring
006008003	Heat recovery
006012001	Energy for private/domestic housing
006014	Energy Storage

NACE

G.46.1.3	Agents involved in the sale of timber and building materials
G.46.1.8	Agents specialised in the sale of other particular products

Dissemination

Send to Sector Group

Environment

Restrict Dissemination to Specific Countries

Belgium, France, Germany, Luxembourg, Netherlands,

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2011

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Dutch

French

Portuguese

Spanish

Client Country

Belgium

Partner Sought

Type and Role of Partner Sought

Type : Conceptualiser, manufacturer

Sector : Green/eco friendly technologies

Role : The partner should be interested in selling its products in Latin America

Type of Partnership Considered

Commercial agency agreement