

## Business Request

---

### Serbian consulting company offering intermediary services in water and waste water industry

---

#### Summary

---

*The Serbian consulting company is a provider of services and project management in water and waste water industry. The company is offering to be a intermediary (commercial agent) for projects in the regions where it is active: Serbia, north Africa, Russia, and West Balkan. Company's recent references include project documentation preparation for central waste water treatment plant for two cities, and preliminary and final design for parts of larger water distribution system.*

<b>Creation Date</b>	16 March 2017
<b>Last Update</b>	13 September 2017
<b>Expiration Date</b>	07 September 2018
<b>Reference</b>	BRRS20161218001

---

#### Details

---

##### Description

A Serbian company which is well established both on the local market and markets of north Africa, former Soviet Union and former Yugoslavia (Bosnia -Herzegovina, Macedonia, Montenegro, and Croatia). The company is offering to be an intermediary (commercial agent): (1) The company is interested in representing the partners with particularly innovative technologies for water and waste-water treatment systems. The companies with complementary activities (construction, urban planning) could also be potential clients for commercial agency services. (2) The company is also looking for partners which are dealing with larger water management projects and need support to enter new market.

The company has already acted as a commercial agent in larger projects related to its area of expertise (design and management in water and waste water treatment system construction) both in Serbia and on international projects, for example, waste water management on bridges and highways. The company is a small and at same time very versatile and active (with practical experience in waste-water across multiple industries).

##### Advantages and Innovations

The company has designed and managed projects both for enterprises, government, and EU financed projects. Already realized projects in these countries/regions could serve as reference/guideline to potential partner in planning phase. The company has technical knowledge and a network of local contacts important for planning and organization of new projects. The company is established in 2000 and organized as a team of professionals offering comprehensive services in water and waste water engineering and planning.

##### Technical Specification or Expertise Sought

The Serbian company is looking for a partner interested to enter in new water development projects.

Ref: BRRS20161218001

## Stage of Development

Already on the market

## Comments Regarding Stage of Development

The company has provided design and management for 8 water/waste-water treatment facility construction projects in last 5 years in Serbia, Bosnia and Herzegovina, Russia, Nigeria, and Libya.

## Profile Origin

Private (in-house) research

---

## Keywords

---

### Technology

10004001	Industrial Water Treatment
10004002	Municipal Water Treatment
10004003	Wastewater Recycling
10004004	Drinking Water

### Market

09008002	Water, sewerage, chemical and solid waste treatment plants
----------	--

### NACE

E.36.0	Water collection, treatment and supply
E.37.0	Sewerage

---

**Open for EOI :**    **Yes**

---

## Dissemination

---

### Send to Sector Group

Bio Chem Tech

---

## Client

---

### Type and Size of Organisation Behind the Profile

Industry SME 11-49

**Year Established**

2000

**Turnover**

1 - 10M

**Already Engaged in Trans-National Cooperation**

Yes

**Experience Comments**

The company is offering to be a intermediary (commercial agent) for water industry and waste water industry projects in the regions where it is active. Percentage of Trans-National Activity (defined as approximate of turnover) : 10-49%

**Languages Spoken**

English  
Serbian

**Client Country**

Serbia

---

**Partner Sought**

---

**Type and Role of Partner Sought**

The company is looking for partners looking forward to entering market's of north Africa, former Soviet Union and former Yugoslavia (Bosnia -Herzegovina, Macedonia, Montenegro, and Croatia) where it has established position.

The potential partners should be active in one of following activities: water distribution, waste water collection and treatment facilities, storm water drainage and treatment, and irrigation systems.

**Type and Size of Partner Sought**

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

**Type of Partnership Considered**

Commercial agency agreement

---

**Attachments**

---

trnovce\_4.jpg



sabac\_1.jpg



novisad\_10.jpg





leskovac-3.jpg



leskovac-1.jpg



leskovac-2.jpg



sabac\_24.jpg



