

Business Request

Bulgarian company is looking for smart home appliances to distribute on the Bulgarian market

Summary

A Bulgarian company specializing in installation and support of smart home wireless and wired appliances and devices is looking for new suppliers of Z-wave devices and controller boards. The main focus of the company are smart scales and mirrors as well as smart security devices. The company is looking for distribution agreements.

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Details

Description

The Bulgarian company has been on the electrical supplies market for over 20 years. Mainly supplying the industry with LV ABC (low voltage aerial bundled conductor) accessories and electrical panels has branched out to smart home installations support and development. In the last few years, the branch of smart appliances has been growing and the company is constantly looking for new products to add to their portfolio.

Many installations have already been done and the company is offering in-house technical support staff.

The company is now looking for suppliers of wireless appliances and devices (operating on the Z-wave transmission standard) along with controllers and software.

There is a huge interest by the company in personal health measuring devices and appliances like smart scales and smart mirrors.

The company is looking to sign a distribution agreement.

Suppliers from the EU and EEA are preferred but the company will consider any proposal and it is open to discussions.

Advantages and Innovations

Access to the quickly expanding local market of smart home installations, applications, devices and appliances.

Existing network of clients.

Long market experience and in-house technicians to install and service any network or individual appliance.

Technical Specification or Expertise Sought

Z-wave operating devices and appliances, controller boards, software and technical knowledge of system building, integrating and upgrading sought.
Experienced manufacturers of smart home devices and networks.

Stage of Development

Already on the market

Keywords

Technology

01002013	Smart cards and access systems
01003014	Internet Technologies/Communication (Wireless, Bluetooth)
01003022	Smart Appliances
01003025	Internet of Things
04002013	Smart grids

Market

01002002	Telephone interconnect and other equipment
02005002	Intelligent terminals
02007015	Integrated software

Network Contact

Issuing Partner

ZACHODNIOPOMORSKI UNIWERSYTET TECHNOLOGICZNY W SZCZECINIE

Contact Person

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Open for EOI : **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

1993

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English
Bulgarian

Client Country

Bulgaria

Partner Sought

Type and Role of Partner Sought

Supplier of smart home appliances and devices, consoles and software operating on Z-wave transmission standards.

Looking to sign a distribution agreement.

Type of Partnership Considered

Distribution services agreement

Attachments
