

## Business Request

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# Singapore digital communication service provider seeks European suppliers of radio and wireless solutions and services via commercial agency agreement

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### Summary

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*This Singapore company specializes in distribution and integrating wireless and radio systems and providing support services for the public safety, mining, renewable energy, transportation, marine, onshore and offshore oil and gas industries. This company wants to widen its product and service portfolio and is seeking European suppliers or manufacturers that are offering radio and wireless solutions or products through a commercial agency agreement.*

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|------------------------|---|
| <b>Creation Date</b>   | 26 February 2018  |
| <b>Last Update</b>     | 09 March 2018   |
| <b>Expiration Date</b> | 10 March 2019   |
| <b>Reference</b>       | BRS20180217001  |
| <b>Public Link</b>     | <a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/9725126e-7907-4a31-9197-ce6bf348cf54">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/9725126e-7907-4a31-9197-ce6bf348cf54</a> |

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### Details

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#### Description

The Singapore company was established in 2014 by 4 Radio Frequency (RF) engineers who has over 40 years of combined experience in designing and system integration in radio communication such as Very High Frequency (VHF) and Ultra High Frequency (UHF) and solution provider in Supervisory Control and Data Acquisition (SCADA) systems, WIFI Mesh solutions, microwave to various Multi-National Coperations (MNCs), and industries such as oil and gas, marine, onshore and offshore business around South East Asia (SEA).

Product and services:

1. Digital radio communications
2. Industrial wireless data communications
3. Integrated marine and navigation systems
4. Satellite communications
5. Point-to-Point and Point-to-Multipoint data communications
6. Integrated radio console and dispatchers

Besides being a product supplier, this company also provides value added services for different customize integration, various interface to different system and wireless solutions according to customer's technical project requirements.

For business expansion, this young and dynamic company is looking for the similar/ related products, systems and solutions to widen the company portfolio in order to strengthen the

current market share and also to explore different markets such as transportation, energy and utilities, public safety, and industrial in this region.

This company is looking for partners from EU through a commercial agency agreement for their products or services in this region.

The Singapore company can assist European companies to market, promote and establish local share with local support/ services. This company believes in long term and steady business relationship by willing to collaborate with the partners for a mutual business benefit through a commercial agency agreement.

## Advantages and Innovations

- This company's team consist of engineers, industry experts who are well trained to deliver value added services and technical support including test and commissioning for digital, radio, navigation, satellite communication systems around South East Asia region.
- Experienced in the following technical services:
  - Radio coverage study
  - Radio link budget calculation
  - Front-end engineering design (FEED) and detail engineering design
  - System integration - interfacing / racking / wiring
  - Testing and commissioning
  - Field services such as: site survey/ inspection/trouble shooting/ maintenance
- This company's management team has more than 10 years' experience in this industry serving both MNCs and governmental agencies.
- This company has a team of dedicated technicians for after sales support and commissioning support.

## Technical Specification or Expertise Sought

The sought partner should have established already a good reputation in design, development from the digital, radio, navigation, satellite communication systems solutions and can be serving from any industries.

This European partner can be also a manufacturer of such products or services.

## Stage of Development

Already on the market

## Keywords

### Technology

|          |   |
|----------|---|
| 01006002 | Broadband Technologies                                |
| 01006003 | Mobile Communications                                 |
| 01006008 | Satellite Technology/Positioning/Communication in GPS |
| 01006013 | Communications Protocols, Interoperability            |
| 01006015 | VoIP telephony, remote access                         |

### Market

|          |  |
|----------|--|
| 01004002 | Data communication components                |
| 01004003 | Communications processors/network management |
| 01004006 | Other data communication components          |

01004007

Network test, monitoring and support equipment

## NACE

J.61.2.0

Wireless telecommunications activities

J.61.9.0

Other telecommunications activities

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## Network Contact

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### Issuing Partner

ZACHODNIOPOMORSKI UNIWERSYTET TECHNOLOGICZNY W SZCZECINIE

### Contact Person

Hubert Dyba

### Phone Number

48 91 449 43 90

### Email

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**Open for EOI :**   **Yes**

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## Client

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### Type and Size of Organisation Behind the Profile

Industry SME 11-49

### Year Established

2014

### Turnover

<1M

### Already Engaged in Trans-National Cooperation

Yes

### Languages Spoken

English

### Client Country

Singapore

Ref: BRSG20180217001

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## Partner Sought

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### Type and Role of Partner Sought

This company is looking at a commercial agency agreement. With such agreement, the Singapore company can assist European companies to market, promote and establish local customers with local support/ services.

This company can represent European companies in this region for their products, solutions and systems.

The company believes in long term and steady business relationship by willing to collaborate with the partners for a mutual business benefit.

### Type and Size of Partner Sought

SME 11-50, Inventor, R&D Institution, SME <10, 251-500, SME 51-250

### Type of Partnership Considered

Commercial agency agreement

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## Attachments

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