

Business Offer

A manufacturer of LED lighting products is looking for distributors in Germany

Summary

A French SME manufacturing LED lighting equipment is looking for distributors for its products. The company is developing LED lights, luminaires and specific lights in accordance with the needs of its clients. They seek partners in Germany with experience and knowledge in lighting sector for long term distribution services agreements.

Expiration Date 27 August 2016
Reference BOFR20150204002

Details

Description

A French company is manufacturing LED lights.

Ledtubes: the product guarantees maximum brightness without any harmful infrared or ultraviolet emissions. It last 5 times longer than traditional fluorescent tubes so customers make genuine savings on replacements and maintenance.

Specific LED lighting solutions and luminaires for different application areas are also developed, as for cold store, visual inspection, specific batten.

A strong R&D in LED technology allows the company to propose and develop specific lights according to customer needs.

The French company manufactures and markets these LED lighting products, and provides trainings in LED technology.

It is a quality management company certified by the standard ISO 9001.

The SME wishes to develop the sales of these equipments on the German market.

The lighting products are dedicated to parking, GMS, laboratories, industrial sites, storage facilities, warehouses, workshops.

The SME is seeking distributors in Germany with a long term distribution services agreement.

Advantages and Innovations

- Ledtubes are warrantied 6 years.
- Over 55% of energy saving by using these ledtubes
- Customer support in energy efficiency studies, ROI calculation, lighting study, test area
- Dedicated products in different application areas as: laboratories, offices, industries, outlets, public places and parking
- Strong R&D expertise: use to develop new products
- Flexible to different project needs - developing new luminaires with specific requirements

Stage of Development

Already on the market

Keywords

Technology

01002010	Printed circuits and integrated circuits
03004004	Electrical Engineering/ Electrical Equipment
04005012	Waste to energy - other
04007002	Lighting, illumination

Market

03004003	Other electronics related equipment
06010003	Energy for Industry
08003007	Other industrial equipment and machinery
09003004	Distributors, imports and wholesalers

NACE

C.27.4.0	Manufacture of electric lighting equipment
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Network Contact

Issuing Partner

BERLIN PARTNER FUER WIRTSCHAFT UND TECHNOLOGIE GMBH

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Open for EOI : Yes

Dissemination

Restrict Dissemination to Specific Countries

Germany

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

2006

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Certification Standards

ISO 9001

Languages Spoken

English

German

French

Client Country

France

Partner Sought

Type and Role of Partner Sought

The German partner sought should have experience and knowledge in lighting sector and must be involved in energy saving.

Moreover, partner should have a quality and service oriented and strong technical and commercial presence in the lighting sector / energy efficiency sector.

The partner could be:

- LED lighting distributors
- Installers, electricians
- Energy efficiency prescribers

- Integrators

Potential distributors should be established businesses with proven experience in their respective German region.

Type and Size of Partner Sought

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

Type of Partnership Considered

Distribution services agreement

Attachments

visuel.jpg



support-etanche-03b.jpg



ledtube.jpg

