

Spanish online marketplace company specialized in renting, buy new and second-hand models for furniture, home appliances and deco brands, is looking for international partners.

## Summary

Profile type	Company's country	POD reference
<b>Business request</b>	<b>Spain</b>	<b>BRES20221216018</b>
Profile status	Type of partnership	Targeted countries
<b>PUBLISHED</b>	<b>Outsourcing agreement</b> <b>Supplier agreement</b> <b>Commercial agreement</b>	<b>• World</b>
Contact Person	Term of validity	Last update
<b><u><a href="#">EDUARDO ISLA ZORITA</a></u></b>	<b>16 Dec 2022</b> <b>16 Dec 2023</b>	<b>19 Dec 2022</b>

## General Information

### Short summary

The one-stop-shop model of the company unifies every step of home goods shopping, making the entire process as simple, flexible and sustainable as it can be. The company holds commercial agreements with European manufacturers and designers (furniture, decorative items and household equipment) and mediates with the end-customers interested in purchasing and/or rent-to-own the aforementioned products.

### Full description

The company has developed an end-to-end model for companies in the real estate sector such as Real Estate Investment Trusts (REIT), colivings, vacation rentals, coworkings or student residences that are looking for more sustainable options and who prefer to delegate the complete furnishing service to a third party that can oversee everything: from the interior design proposals to the delivery and assembly of the items.

The mission of the company is to make the entire process of furnishing a home as flexible, simple and sustainable as possible by offering the widest variety of items from the best brands at the most competitive prices, prioritizing the customer satisfaction.

The company holds a technological platform of a high added value (a leading online marketplace in Europe), publicly accessible and specifically designed for the intermediation between manufacturers/designers and end-customers

interested in renting and buying furniture, decoration items, household appliances and textiles.

#### Advantages and innovations

The company offers sustainable options to companies in the real estate, such as investment companies, co-living spaces, vacation rentals, co-working spaces or student apartments, providing a complete equipment service, from the interior design to the delivery and assembly of the items.

The renting model allows these kind of companies to avoid decapitalization moving from CAPEX to OPEX (the shift from investing in assets to operating expenses) making it easier for them to expand into new markets without a large initial outlay.

#### Technical specification or expertise sought

The company is looking for partners such as furniture, decorative items and household equipment manufacturers and/or designers, as well as other online marketplaces and companies in real estate looking to furnish end-to-end projects.

#### Stage of development

**Already on the market**

#### IPR Status

#### Sustainable Development goals

- **Goal 11: Sustainable Cities and Communities**
- **Goal 12: Responsible Consumption and Production**

## Partner Sought

#### Expected role of the partner

Companies interested in signing commercial, supplier or outsourcing agreements based on the model of the Spanish company.

#### Type of partnership

**Outsourcing agreement**

**Supplier agreement**

**Commercial agreement**

#### Type and size of the partner

- **University**
- **SME <=10**
- **Big company**
- **SME 11-49**
- **SME 50 - 249**
- **Other**

## Dissemination

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### Technology keywords

### Targeted countries

- **World**

### Market keywords

- **07004003 - Home furnishing and housewares**
- **07004005 - Furnishing and Furniture**
- **09003003 - Leasing (not elsewhere classified)**
- **09002002 - Real estate**

### Sector groups involved