

French company seeks cutting-edge peripheral and robotic solutions under distribution services agreements

Summary

Profile type

Business request

Company's country

France

POD reference

BRFR20230411010

Profile status

PUBLISHED

Type of partnership

Commercial agreement

Targeted countries

• World

Contact Person

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Term of validity

11 Apr 2023

10 Apr 2024

Last update

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General Information

Short summary

Short summary *

A French company is expert in the distribution of advanced solutions for industry, agri-food, security, construction and retail sectors. The SME has IT expertise to ensure the changes in IT systems, optimise performance and interoperability. The SME is looking for manufacturing partners of the latest generation industrial peripheral or robotic solutions in order to expand their product portfolio within the framework of commercial agreements.

Full description

The French company focused on technological solutions for transformation and digitisation of industrial processes and companies with particular reference to the retail and warehouse logistics. Currently the company seeks partners offering cutting-edge solutions for industry, agri-food, security, construction, retail sectors in order to enlarge their range, such as:

- Peripheral robotic (components, grippers etc...)
- Robotic applications (palletisation)
- Industrial robotic
- Robotic collaborative
- Mobile robotic
- Robots
- Autonomous mobile robotics for specific applications

The SME offers its IT expertise to ensure the evolution of IT systems, optimise performance and interoperability.

The company is looking for new solutions in order to expand its products portfolio to be distributed on the French market, Belgium, Switzerland, Luxembourg, Canada and North Africa. Partnerships are sought with manufacturers under distribution services agreements.

Advantages and innovations

-Knowledge and sales expertise of robotic, cobotic or AMR products
-In-depth knowledge of Industrial/Agri-food customers and factory users in France, with an effective and established commercial network.

Technical specification or expertise sought

Technical Specification or Expertise Sought * -The products must be innovative and ready to be distributed.
-The price range can start from 500€ up to millions of euros.
-The products must relate to the sectors of Industry, Agri-food, Security, Construction, Retails and IT applications.

Stage of development

Already on the market

IPR Status

Sustainable Development goals

- **Goal 12: Responsible Consumption and Production**
- **Goal 9: Industry, Innovation and Infrastructure**

Partner Sought

Expected role of the partner

The partner must be a manufacturer of peripheral or robotic solutions for sectors of Industry, Agri-food, Security, Construction, Retails, Digital.

The partner should provide the French company with:

- access to fair exhibitions
- marketing/commercial/technical documentation
- technical training for handling the products.

Type of partnership

Commercial agreement

Type and size of the partner

- **SME 50 - 249**
- **Big company**
- **SME 11-49**

Dissemination

Technology keywords

- **02003001 - Process automation**
- **01003003 - Artificial Intelligence (AI)**
- **01001001 - Automation, Robotics Control Systems**

Targeted countries

- **World**

Market keywords

- **09004008 - Other manufacturing (not elsewhere classified)**
- **08002006 - Numeric and computerised control of machine tools**
- **08002004 - Robotics**
- **08002005 - Machine vision software and systems**
- **08002003 - Process control equipment and systems**

Sector groups involved