

Luxembourgish consulting company is looking for commercial partnerships to help solutions and industrial products for the real estate and construction sectors to enter the EU francophone market

Summary

Profile type	Company's country	POD reference
Business request	Luxembourg	BRLU20230413002
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement	• World
Contact Person	Term of validity	Last update
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General Information

Short summary

A Luxembourg based consulting company is active in commercial engineering for the real estate industry. It is looking to increase its portfolio of services, solutions, and industrial products exclusively related to this sector. Under commercial agreement, it wishes to get in touch with partners who would like to enter the francophone markets of the EU, most specifically France, Belgium, and Luxembourg.

Full description

The recently founded Luxembourg consulting company is specialised in providing operational solutions and actions that cover the entire spectrum of business development, exclusively for sectors and economic actors directly related to the real estate and construction industries.

Strong with previous experience in the real estate industry, the founder has followed a professional path in the real estate and promotion/construction industry and proves a consequent professional network, has acquired good market knowledge. It has built a network of partners which are industrialists, digital and technology companies, service companies, or real estate asset holders.

It is seeking new solutions and products which would be interesting in the francophone markets of the European Union: the company can help potential partners to gain access to francophone markets of the EU, specifically

France, Belgium and Luxembourg, under commercial agreement, or joint venture.

Solutions and products could be, but not limited to: digital solutions for the real estate industry, innovative products for new constructions to respect energetic legislations, offsite and modular constructions solutions, etc.

To make partnerships successful, the company has a direct access to specialists in the following areas: Legal, accounting/expertise in business management, IT project development & digital marketing, and technical sales agents. The company is also legally authorized to carry out real estate transactions and development operations.

Advantages and innovations

The Luxembourg consulting company is specialised in commercial engineering in the real estate industry, as well as the generation of business for a varied clientele of industrialists, digital and technology companies, service companies, or real estate asset holders. It has a fully holistic commercial approach, and allows opening new business pipelines, cost reduction and flexibility in implementing an entire strategic and commercial action plan.

It provides all strategic, commercial, feasibility, and pre-market penetration studies. Its field of expertise enables them to offer its partners an ecosystem of transversal and organic business opportunities, fostering competitive, trend, and strategic monitoring. It has access to accounting, legal, marketing, IT, intelligence, and sales skills in order to provide a dimensioned architecture for each business project. It also has a network of partners and clients that generate deals and can assist in creating a dedicated commercial structure from conception to the first deal.

Commercial partnerships can be created with distributors and prescribers, and it can help with the physical establishment of commercial entities and direct marketing to end users.

The company does not trade construction products, but rather engineers a commercial approach to penetrate the real estate industry and markets.

The company is certificated for real estate sales, acquisition and development.

Technical specification or expertise sought

The Luxembourg consulting company is looking to partner with providers of innovative products, services or solutions aiming at the real estate industry (e.g. digital solutions for the real estate industry, innovative or ecological products to be implemented in new buildings, offsite and modular constructions solutions). Ideal partner sought is interested in developing its presence in the EU francophone markets.

Stage of development

Already on the market

IPR Status

Sustainable Development goals

• **Goal 11: Sustainable Cities and Communities**

Partner Sought

Expected role of the partner

Partner sought is a company or any organisation active in the real estate and construction value chain and has developed a product/application for these sectors and is looking for cooperation under commercial agreement in

order to gain access to francophone markets of the EU, specifically France, Belgium and Luxembourg. Joint venture could also be sought.

Possible product or application could be:

- Digital solution to monitor energy in a building,
- Product for water treatment,
- Innovative building materials.
- Buildings and constructions solutions

Partner sought:

- are manufacturers which have a proven track record and know-how.
- have market products that meet the criteria of innovation and durability.
- are real estate project owners looking for business solutions- have developed digital solutions to be promoted to the real estate and construction industry

Ideal partner sought must guarantee production control, have all required certifications and standards for its product or solution, and provide technical after-sales service. It must justify the human, structural, legal, and financial resources allocated to the project.

For real estate sales and acquisitions, in addition to the legal and specific obligations relating to any real estate transaction, ideal partner sought is particularly vigilant regarding the origins of the properties, which must be duly established according to the deed, as well as the perfect compliance with KYC procedures.

Type of partnership

Commercial agreement

Type and size of the partner

- **SME 11-49**
- **SME <=10**
- **Big company**
- **University**
- **R&D Institution**
- **SME 50 - 249**

Dissemination

Technology keywords

Market keywords

- **009007005 - Construction services**
- **009007006 - Other construction and building products related**
- **009007002 - Manufacture of building materials**
- **009007003 - Manufacture of pre-fabricated buildings and systems**

Targeted countries

- **World**

Sector groups involved