



A Czech manufacturer of sales stands is looking for partners that will provide installation and servicing activities under outsourcing agreement



Summary

Profile type

Business request

Company's country

Czechia

POD reference

BRCZ20230808012

Profile status

PUBLISHED

Type of partnership

Outsourcing agreement

Targeted countries

- **Poland**
- **Denmark**
- **Estonia**
- **Serbia**
- **Belgium**
- **Greece**
- **Lithuania**
- **Bulgaria**
- **Finland**
- **Sweden**
- **Albania**
- **Slovenia**
- **Romania**
- **Bosnia and Herzegovina**
- **Netherlands**
- **Croatia**
- **Montenegro**
- **Portugal**
- **Latvia**
- **Hungary**

Contact Person

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Term of validity

9 Aug 2023**8 Aug 2024**

Last update

9 Aug 2023

General Information

Short summary

The company is one of the leading European manufacturers of sales promotion products. The company's main portfolio consists of sales stands (so-called POP / POS products – displays and stands). It is looking for cooperation with the partner that will be able to secure the installation of companies products /various stands/ and secure the servicing activities within the whole country.

Full description

The Czech company, is one of the leading European manufacturers of sales promotion products. The company's main portfolio consists of sales stands (so-called POP / POS products – displays and stands). It has many customers across Europe including some retail international customers, which are active in many European countries – their shops are there. The products can be seen all over Europe by number of retail chains, cigarette manufacturers and many other wellknown products manufacturers. The stands are used in following segments: storage lockers/ food/ non-food/ tobacco/ POP-POS/ petrol solutions/ security cabinets/ accessories.

With one of its prominent customer, it is currently in the proposal stage for one of companies products, where installation and service support are required, in customer shops in selected countries.

Given that specific customer and product details are not essential now, because the company is looking to extend these services to other internationally active customers as well.

The company is looking for cooperation with partner that will secure the installation and servicing collaboration and confirm the necessary capacities. The partner should be able to secure the installation of companies products /various stands/ and secure the servicing activities within the whole country.

The company would like to find partner across Europe - the target countries are mentioned below.

The Czech company will secure all necessary technical training and storage of spare parts to the partner.

The potential service partners can be focused on multiple brands, for example in servicing of:

- Air conditioning and refrigeration
- Dispensing stands and vending machines
- Security and fire systems
- Cash register systems (cash zone)
- Scales and weighing systems

As can be seen, most of these options are found in standard business units – retail shops. These are geographically distributed within the given area.

However, these companies may also provide their services to banks, offices, or households, for example. It is important that these services are provided throughout the entire territory of the given country.

Advantages and innovations

Long-term presence on European market.

Cooperation with biggest European retail chain customers.

The company has its design, development, production and service (service support not in all EU countries – this is a final goal of this form).

Technical specification or expertise sought

Technical background of service staff, planned training and documentation in English or German.

Stage of development

Already on the market

Sustainable Development goals

- **Goal 3: Good Health and Well-being**
- **Goal 5: Gender Equality**
- **Goal 8: Decent Work and Economic Growth**
- **Goal 17: Partnerships to achieve the Goal**
- **Goal 9: Industry, Innovation and Infrastructure**

IPR Status

Partner Sought

Expected role of the partner

The partner - service organisation with coverage the whole country area, min. one state, if more states, better.

Requested activities - installation of companies products /various stands/ and securing of the servicing activitie.

Type of partnership

Outsourcing agreement

Type and size of the partner

- **SME <=10**
- **SME 50 - 249**
- **SME 11-49**

Dissemination

Technology keywords

Market keywords

- **07006 - Other Consumer Related (not elsewhere classified)**

Targeted countries

Sector groups involved

- **Poland**
- **Denmark**
- **Estonia**
- **Serbia**
- **Belgium**
- **Greece**
- **Lithuania**
- **Bulgaria**
- **Finland**
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Media

Images



[Sample of products](#)



[Sample of products](#)