

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

## Summary

Profile type	Company's country	POD reference
<b>Business request</b>	<b>France</b>	<b>BRFR20230411010</b>
Profile status	Type of partnership	Targeted countries
<b>PUBLISHED</b>	<b>Commercial agreement</b>	<b>• World</b>
Contact Person	Term of validity	Last update
<a href="#">Alice MOROSINI</a>	<b>11 Apr 2023</b> <b>10 Apr 2024</b>	<b>11 Apr 2023</b>

## 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**

#### Sustainable Development goals

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

#### IPR Status

## 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

#### Type and size of the partner

**Commercial agreement**

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

## Dissemination

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## 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