

Electric vehicle charging infrastructure, energy efficient and smart electrical solutions for industrial and residential usage, photovoltaic related products and management systems are requested under commercial or supplier agreements.

Summary

Profile type	Company's country	POD reference
Business request	Bulgaria	BRBG20240201029
Profile status	Type of partnership	Targeted countries
PUBLISHED	Supplier agreement Commercial agreement Outsourcing agreement	• World
Contact Person	Term of validity	Last update
Alice MOROSINI	1 Feb 2024 31 Jan 2025	1 Feb 2024

General Information

Short summary

Bulgarian company active in the field of electric vehicle (EV) charging infrastructure and other innovative energy products is looking for foreign partners who would like to expand in the Balkan region and/or can supply it with EV charging components, products, management software, photovoltaic related products and management systems, energy efficient solutions and smart electrical solutions for industrial and residential usage under commercial, supplier and outsourcing agreements.

Full description

The Bulgarian company is operating in the sector of innovative energy products, and in particular – is specialized in the electric vehicle (EV) charging infrastructure. It provides its residential and business customers a holistic approach - from the design of the project, the supply of materials, the installation and commissioning to the maintenance of the systems and equipment as well. The company has already been engaged in trans-national cooperation - import, distribution, and market penetration of products on different geographical locations, as well as business development for new products, designed in house, to external partners. It has experienced technical personnel specialized in the automotive and energy sectors.

The company is looking for partners who can supply and are looking towards a growth in the Balkan region in the domains of:

- EV charging components, products, management software,
- Energy efficient solutions for industrial and residential usage,
- Photovoltaic (PV) related products and management systems,
- Smart electrical solutions for industrial and residential usage.

The company is interested in commercial agreement possibilities including product/services connected to the core business on different stages of development – in order to act as an agent or distributor of the partner. The company is looking for partners who are willing to cooperate and provide additional products or services which can enrich the portfolio and provide better value to the end customer. This can be possible on different levels of the supply chain but preferably partnering with suppliers/inventors/innovative technical solutions providers will be deemed as plausible. The company is looking for producers of specific electrical components and ready products and is willing to invest in additional R&D, marketing, and warehousing of such.

The company is interested in agreements with suppliers for renewable energy sources producers; EV charging infrastructure producers and software management systems for similar solutions.

The company is also interested in outsourcing agreements with partners to whom to outsource part of its business processes, incl. manufacturing of part of its products, and in supplier agreements with partners – to commission them the provision of products, necessary for its activity.

Advantages and innovations

Technical specification or expertise sought

Market ready or last stage development of products and services close to core business – renewable energy solutions/ EV charging infrastructure/. Management systems.
The company will require CE certifications or similar applicable certification of the products or services. Formal agreements, followed by open communication and common goals and values are needed for providing the best possible outcomes.

Stage of development

Sustainable Development goals

- **Goal 7: Affordable and Clean Energy**
- **Goal 13: Climate Action**
- **Goal 9: Industry, Innovation and Infrastructure**
- **Goal 17: Partnerships to achieve the Goal**

IPR Status

Partner Sought

Expected role of the partner

The company is interested in commercial agreement with the purpose that its partner gives it the right to:

- represent its products/services on specific market/s;
- distribute its products on specific market/s.

The company is also interested in outsourcing agreements with the purpose that its partner would perform a part of its business process, incl. manufacturing of part of its products, and in supplier agreement - with the purpose that its partner would provide it the products, necessary for its business.

Type of partnership

Supplier agreement

Commercial agreement

Outsourcing agreement

Type and size of the partner

• **SME 11-49**

• **SME 50 - 249**

• **SME <=10**

Dissemination

Technology keywords

Market keywords

• **06003001 - Solar/thermal energy**

• **06003002 - Photovoltaics**

• **06011 - Energy for Transport**

Targeted countries

• **World**

Sector groups involved