

Romanian company is looking for manufacturers of solar / photovoltaic products (inverters, photovoltaic panels, photovoltaic panel assembly structure, solar / PV cable, photovoltaic system connectors and accessories) based on commercial agreement

## Summary

Profile type	Company's country	POD reference
<b>Business request</b>	<b>Romania</b>	<b>BRRO20230221009</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="#"><u>Alice MOROSINI</u></a>	<b>21 Feb 2023</b> <b>21 Feb 2024</b>	<b>21 Feb 2023</b>

## General Information

### Short summary

Romanian company acting as unique representative of several companies on construction sector is looking for manufacturers/distributor of solar / photovoltaic products (inverters, photovoltaic panels, photovoltaic panel assembly structure, solar / PV cable, photovoltaic system connectors and accessories) to enter Romanian market, based on commercial agreement.

### Full description

Established 17 years ago as a family business, the company is located in North-Eastern part of Romania. Although initially the profile of the company included consulting & management activities, nowadays, the company is involved in different business sectors, acting as unique representative for different building construction materials and PV / solar products of several manufacturing companies from Italy, Spain, Portugal, Poland, Turkey, China and India.

Over the years, due to an integrated corporate management and other logistical developments that have been implemented, the company had a dynamic expansion. The management of different projects became part of company's activity portfolio, mainly consisting in sales of bath/bathroom equipment, articles and laminate flooring and

solar products. The company would like to expand its representation activities and establish more projects in Romania.

The company is willing to be a commercial agent of manufacturers of solar / photovoltaic products (inverters, photovoltaic panels, photovoltaic panel assembly structure, solar / PV cable, photovoltaic system connectors and accessories).

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#### Advantages and innovations

Strengths: high professional experience, high quality standards and knowledge.

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#### Technical specification or expertise sought

- The company is looking for SMEs or large companies who have own product design and/or product development;
- The partner company should produce good quality products;

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#### Stage of development

**Already on the market**

#### Sustainable Development goals

- **Goal 7: Affordable and Clean Energy**

#### IPR Status

**IPR granted**

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## Partner Sought

#### Expected role of the partner

The Romanian company would like to expand its representation activities and product range by establishing new projects in Romania. That is the reason, they are looking for manufacturers/distributor of solar / photovoltaic products (inverters, photovoltaic panels, photovoltaic panel assembly structure, solar / PV cable, photovoltaic system connectors and accessories) to enter Romanian market, based on commercial agreement.

#### Other conditions:

- It is necessary to have service background.
- Clear expectations for the distributor.
- Guarantee high product quality.
- The foreign manufacturer would like to establish long-term contracts with the Romanian partner.
- The foreign partner is interested in locating its products in Romania and reach new customers with the support of the Romanian company.

#### Type of partnership

#### Type and size of the partner

**Commercial agreement**

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

## Dissemination

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## Technology keywords

- **04005005 - Solar/Thermal energy**
- **04005008 - Wind energy**

## Targeted countries

- **World**

## Market keywords

- **006005001 - Solar energy**
- **06003002 - Photovoltaics**
- **006005002 - Photovoltaic solar**
- **006005003 - Other solar**

## Sector groups involved