

The company, which specializes in industrial energy efficiency and environmental technologies, is looking for production and distribution agreements with companies seeking to enter the Turkish market.

Summary

Profile type	Company's country	POD reference
Business request	Turkey	BRTR20230907011
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement	• World
Contact Person	Term of validity	Last update
<u>Alice MOROSINI</u>	7 Sep 2023 6 Sep 2024	15 Sep 2023

General Information

Short summary

The company, specializing in industrial energy efficiency and environmental technologies in Turkey, wishes to establish production and distribution agreements with companies seeking to enter the Turkish and neighboring markets. The company manufactures turnkey waste heat recovery systems, heat exchangers, flue gas scrubbers, dust collection systems, natural ventilation systems, and water recovery systems.

Full description

The company, which has been operating in an industrial zone with 30 employees for 15 years, is a medium-sized firm with impressive credentials, particularly in the automotive, ceramics, cement, and casting sectors. They excel in the production and implementation of waste heat recovery systems. Additionally, they offer outsourced production services for custom-made stainless steel or steel material exchangers for various clients. Their expertise extends to the manufacturing and installation of wet/dry flue gas scrubbing systems, dust collection systems and components, natural ventilation systems, and water recovery systems.

The company is interested in forming distributorship partnerships with companies involved in industrial energy



efficiency and environmental technologies, aiming to target the Turkish and neighboring markets.

Advantages and innovations

The company's products offer innovative gains to its customers in terms of techno-economic and environmental aspects. Some of these include natural gas savings in thermodynamic processes, reduction of environmentally impactful dust and emissions, water recovery in drying processes, and more.

Technical specification or expertise sought

The specific technical specifications or expertise we are seeking are as follows:

- 1-Expertise in industrial energy efficiency solutions and technologies.
- 2-Knowledge and experience in environmental technologies relevant to our industry.
- 3- Innovative solutions for enhancing the efficiency and performance of machinery equipment in our industry.
- 4- Those who want to enter the Turkish and Middle Eastern markets with the products they manufacture

Stage of development

Sustainable Development goals

- **Goal 17: Partnerships to achieve the Goal**

IPR Status

Partner Sought

Expected role of the partner

They are looking for mutually beneficial partners who are focused on a win-win approach, including business development associates, manufacturing partners, and technical collaborators.

Also, a contract will be made within the scope of the distributorship agreement.

Type of partnership

Type and size of the partner



Commercial agreement

- Other
- R&D Institution
- SME 11-49
- SME 50 - 249
- SME <=10
- University

Dissemination

Technology keywords

Market keywords

- **006005007 - Other alternative energy (including nuclear energy)**
- **06003006 - Combined heat and power (co-generation)**
- **06006001 - Thermal insulation**
- **06006003 - Heat recovery**
- **08003007 - Other industrial equipment and machinery**

Targeted countries

Sector groups involved

- **World**