

□ 수요희망 국가 : 그리스

□ Ref NO. BRGR20180525001

기술 & 시장 분야

기술 키워드 : 건물 자동화 소프트웨어, 스마트 가전제품, 사물인터넷, VoIP 전화통신, 원격접속, 정보, 미디어

예상 적용 제품/공정(관련시장) : 전자제품, 소비자 가전

세부 내용

IT 하드웨어 및 소프트웨어 솔루션 공급을 전문으로 하고 있는 한 그리스 IT 기업은 와이파이 네트워크 설치, 확장, 서비스 관련 사업을 다양하게 하고 있음. 이에 동 기업은 신규 와이파이 제품 또는 서비스를 가지고 그리스 시장에 진출하고자 함.

공급받기를 희망하는 제품 또는 서비스는 경쟁이 심한 시장에서 유리한 시장지위를 가질 수 있을 만한 장점이 있어야 하고 설치가 용이하며 고객의 니즈를 충족시켜야 함. 찾고 있는 제품군은 Wi-Fi 카메라, 라우터, 컨트롤러, 홈네트워크 키트, 엔터테인먼트 솔루션, booster, repeater, 스마트홈 솔루션 또는 스마트하고 경쟁력 있는 모든 종류의 와이파이 기반의 제품을 고려하고 있음..

요청 사항

- 협력방식
 - 유통서비스 계약
 - 생산 및 가격 경쟁력을 위한 전체 시스템 최적화

Business Request

Greek IT company looking for wi-fi products or services with competitive advantages for representing them in the Greek market

Summary

A small Greek IT company is interested to enter the commercial market of the country with Wi-fi products or services. These should have competitive advantages. The company is open to examine proposals from abroad for various types of products or services as long as these would have high market prospects, customers acceptance and extending the client's needs. The partnership sought is distribution services agreement.

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Details

Description

A small yet very active Greek IT company is working with the provision of IT hardware and software solutions. The company is dealing a lot with the installation, expansion and servicing of Wi-Fi networks. The company has decided to enter now the Greek commercial market with new Wi-fi products or services. The proposed products or services should have advantages that could position them easily in the competitive market.

The company is interested to examine solutions with high market prospects. The products or services should be easy to install and expand the consumer needs. The Greek company is expecting to examine products like Wi-Fi camera, router, controller, home network kit, entertainment solution, booster, repeater, smart home solution or anything else working with Wi-Fi and being smart and competitive.

The company is looking for a distributions services agreement with providers of products or services. The company could become the distributor for the product or service to the Greek market.

Technical Specification or Expertise Sought

The Greek company is open to check Wi-fi products or services that will cover present or future needs of customers. At the same time, the offered products or services should be easy in installation and operation.

The proposals to the Greek company could include several products or services as long as those could have a clear competitive advantage in the market.

Stage of Development

Already on the market

Keywords

Technology

01003020	Building Automation Software
01003022	Smart Appliances
01003025	Internet of Things
01006015	VoIP telephony, remote access
11003	Information and media, society

Market

03004003	Other electronics related equipment
07004008	Other consumer products
07006	Other Consumer Related (not elsewhere classified)

Network Contact

Issuing Partner

ED Research Co. Ltd.

Contact Person

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Open for EOI : **Yes**

Dissemination

Send to Sector Group

ICT Industry and Services

Ref: BRGR20180525001

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2011

Turnover

<1M

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English
Greek

Client Country

Greece

Partner Sought

Type and Role of Partner Sought

The Greek company is looking for products or services of other companies for a distribution services agreement. The Greek company will distribute the product or service to the Greek market.

Type and Size of Partner Sought

SME 11-50,SME <10,251-500,SME 51-250

Type of Partnership Considered

Distribution services agreement

Attachments
