

Automation Portuguese company is interested in establishing distribution services agreement

Summary

Profile type	Company's country	POD reference
Business Offer	Portugal	BOPT20231006012
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement	• World
Contact Person	Term of validity	Last update
Andrii KUTS	6 Oct 2023 5 Oct 2024	6 Oct 2023

General Information

Short summary

This Portuguese automation company, established in 1982, specializes primarily in equipment, systems, and solutions for industrial automation. The company produces a wide range of products, mainly focusing on wireless sensors that measure temperature and other variables such as humidity, vibration, barometric pressure, and CO2, offering solutions across different industries. The company is currently seeking foreign partners to establish distribution services agreements.

Full description

This company initiated its activities in 1982, focusing on the distribution of equipment and systems for industrial automation. Over the years, Bresimar Automação has leveraged its knowledge, providing high-quality products and automation solutions and representing several esteemed brands. Their specialized teams and dedicated professionals deliver services in numerous fields of industrial automation and engineering projects, embracing every challenge with ambition, transforming them into opportunities to innovate and envision the future. The commitment to innovation, quality, and the continuous training of their human resources has solidified their position and facilitated the expansion of their business area: Tekon Electronics. The company develops and manufactures wireless solutions for measurement and monitoring applications, concentrating on current trends such as the Internet of Things and Industry 4.0. A proficient R&D team and a systematic manufacturing process form the backbone of their comprehensive product development strategy. This brand is officially registered and strategically

positioned to predominantly commercialize the developed solutions in international markets. The solutions include wireless systems (transmitters and sensors), wired transmitters and probes. The company operates across various business sectors including agro-industry, food industry, retail, cold chain, data centers, and building automation, among others. The brand has achieved global recognition, exporting to all continents. Their solutions are available in countries such as Canada, Mexico, Colombia, Spain, Germany, Poland, the Netherlands, Latvia, Italy, the UK, Greece, Turkey, Morocco, Cameroon, Japan, Taiwan, Indonesia, Cambodia, Thailand, Papua New Guinea, and Australia. They provide sales support with minimal response time and ongoing technical assistance, conducted by skilled professionals, ensuring the development of solutions tailored to the client's needs. The company is now concentrating on international expansion through the signing of distribution services agreements.

Advantages and innovations

Boasting 40 years of experience and bolstered by a team of qualified professionals, this company is always prepared to address and meet the diverse needs of its customers continuously. The enterprise pledges prompt responses, groundbreaking technical solutions, and unwavering pre and post-sales technical support. They are incessantly augmenting their technical and manufacturing capacities, accruing industry expertise, and fortifying relationships with customers and partners, all while broadening their global footprint.

The company is deeply committed to societal and environmental well-being. Their mission articulates a vision to leverage technological advancement in serving customers and partners, harmoniously aligned with social and environmental stewardship. The certifications from NP EN ISO 9001:2015 and NP 4457 substantiate the premium quality of the products and services they render.

Technical specification or expertise sought

Stage of development

Already on the market

IPR Status

Sustainable Development goals

• Goal 12: Responsible Consumption and Production

Partner Sought

Expected role of the partner

To foster international growth, this Portuguese company seeks to initiate distribution services agreements with overseas partners. The prospective collaborator ideally should operate within the realms of industrial automation or the cold chain industry and be capable of representing and advocating the company's products/services in burgeoning markets. The partner should possess the requisite experience to articulate the superior quality and myriad benefits of the proffered solutions efficiently.

The goal is to have a partner who can accurately convey the high-quality solutions the company offers and help penetrate new markets, ensuring the clients understand the distinctive advantages of the available solutions.

Type of partnership

Commercial agreement

Type and size of the partner

• SME 11-49

Dissemination

Technology keywords

• 01002001 - Micro and Nanotechnology related to Electronics and Microelectronics

Targeted countries

• World

Market keywords

• 02002007 - Other computer graphics

• 03001009 - Other electronics related (including keyboards)

Sector groups involved