

Profile View

Details

Title: A Turkish company specialized in energy management systems seeks distributors and commercial agents.

POD Reference: BOTR20210628001

Summary: The Turkish company is specialized in IoT (internet of things) sensors and smart energy management solutions for all sorts such as utilities, renewables, industry and end-users by using advanced analytics, big data architecture, artificial intelligence. The company which provides real time monitoring solutions for businesses and home-owners seeks commercial agents and distributors in foreign countries to increase its market share.

Description:

Founded in 2012 with the aim of making life more sustainable for everyone through intelligently monitoring, managing, and saving energy, the Turkish company is specialized in R&D and delivering smart energy management solutions for energy systems of all scales i.e. utilities, renewables, industry and end-users. More precisely, the company is involved in renewable energy, intelligent buildings and energy monitoring systems through big data architecture, advanced analytics, and artificial intelligence. The company has a product group composed of energy management systems for homeowners, all scales of businesses, renewables and utilities. Additionally, the company is also specialized in IoT (internet of things) sensors.

The company focuses on IT and OT (information technologies and operational technologies), leveraging seamless harmony between hardware and software in utility, renewables, commercial and residential markets. Its deep understanding of electricity distribution operations places the company in a unique position with a perspective of understanding the intricacies of integration of distributed energy resources including production, storage, and consumption. The company serves several distribution system operators (DSOs) for power quality monitoring, SCADA (supervisory control and data acquisition), distribution management and outage management systems with its full-suite solution. It is the market leader in utilities, with more than twenty distribution customers, a 1.3 GW + renewable portfolio with a strong determination to increase the number of happy customers by the power of relentless innovation and invention. Additionally, the company's suite has been used nationwide for the performance monitoring of PV systems. Furthermore, two new products have been introduced by the company namely, one being on energy management for behind the meter applications and the other on local and centralized smart energy management system with battery storage and renewable energy to provide cost effective solutions to increase efficiency and the resiliency.

The company provides real-time monitoring solutions for home owners and businesses who want to reduce their energy usage. Operating in many fields ranging from renewable power plants to intelligent building and energy monitoring systems, the company possesses two sales offices located in Australia and India. The company has been involved in EU funded (H2020) R&D projects and international collaborations with several companies across Europe. In order to increase its market share abroad, the company seeks distributors and commercial agents.

Advantages and Innovations:

- Being adaptive (flexible and customized solutions) , agile (result oriented, quick solution and response) and innovative.
- Having SCADA (supervisory control and data acquisition), DMS (Distributed Energy Management System), and OMS (Outage Management System) are all together.
- Advanced real-time integrations, Geographical Information System (GIS), Customer Information System (CIS), Workforce Management System (WFM), and more.
- Having a unique design that makes integration easier. The system is fully integrated with a single database and network model including advanced applications.
- Easy integration to other systems.
- ISO/IEC 27001:2013 certified.

Stage of Development: Already on the market
 IPR status:: Trade Marks
 Profile Origin: COSME

Keywords

Technology 04007001 Energy management
 Keywords: 04007003 Process optimisation, waste heat utilisation
 Market Keywords: 06008 Energy Storage
 06009 Energy Distribution
 NACE Keywords: J.62.0.1 Computer programming activities

Partner Sought

Type and Role of Partner Sought:

The company specialized in energy management solutions and IoT (internet of things) sensors aims to establish reliable long-term business partnership via distribution services and commercial agency agreements. The distributors will be responsible for promoting the company's energy management systems and IoT (internet of things) sensors and will act as the official distributor of the Turkish company in his/her country. Distributors shall have an extensive network to businesses, homes, utilities, renewables, industries. The commercial agents will promote the company's products in local markets and establish the link between the end-users and the Turkish company. The aim of the company is to increase its market share abroad through long-term business partnerships

Type and Size of Partner Sought:

>500

>500 MNE

251-500

R&D Institution

SME <10

SME 11-50

SME 51-250

University

Type of Partnership Considered:

Commercial agency agreement

Distribution services agreement

Client**Type and Size of Client:**

Industry SME 50-249

Year Established: 2012

Turnover (euro): 20 - 50M

Already Engaged in Trans-National Yes

Cooperation:**Certification****Standards:**

ISO 27001

Languages

English

Spoken:

Turkish

Client Country:

Turkey

Dissemination

Relevant Sector
Groups: Intelligent Energy

