

## Business Offer

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### UK manufacturer of solar thermal and photovoltaic panels request distribution partners

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#### Summary

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*UK company who manufacture solar thermal and photovoltaic panels are looking for independent sales agents and distributors in European countries. The UK company's solar panels are primarily designed for roof integration and provide the best possible aesthetic design solution. The main markets are buildings with tiled or slate roofs. (residential, public buildings, etc)*

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<b>Last Update</b>	26 September 2013
<b>Expiration Date</b>	26 September 2014
<b>Reference</b>	20120423057 BO

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#### Details

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##### Description

UK company who manufacture solar thermal and photovoltaic products and systems is looking to work with professionally managed and technically competent companies in Europe to bring the benefits of solar products to a wider market. (distributors, dealers, independent sales agents and installers). Companies or individuals involved in the residential construction sector or roofing industry are of particular interest. This is the UK company's main market.

##### Advantages and Innovations

High quality manufactured products with 10 year warranty. Only company in the world to Manufacture aesthetically matching Solar Thermal & Photovoltaic modules both available in 3 sizes, 500W Photovoltaic module - One of the largest in the world, Designed for Roof Integration into tiles or slate roofs. Many other differentiated features over mainstream products, including: Superior aesthetics, ease and speed of installation, high levels of customer support and technical knowledge. Opportunity to partner with a true industry innovator, new product developments constantly in the pipeline with many of the products designs having patent protection. The ability to match solar thermal with solar PV in the same low profile installation - unmatched in the Industry!

##### Technical Specification or Expertise Sought

UK company are looking for professionally managed, technically competent businesses that can provide local representation in their specific territory or region. The ability to sell the brand and provide varying levels of technical support 'in-market', Installation capability or to have access to a network of potential installers is essential. For Master Distributors they would be looking for larger companies that can also offer marketing support to promote the products, technical support, and ability to train an installer network. UK company is very keen to partner with such companies and can provide high levels of support and training to enable such companies to be

self-sufficient. Master Distributors would automatically be able to sell to and support the smaller regional distributors.

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## Keywords

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### Market

009007001 Construction

### NACE

C.27.9 Manufacture of other electrical equipment

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## Network Contact

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### Issuing Partner

Exemplas Holdings Limited

### Contact Person

Mark Hofman

### Phone Number

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## Dissemination

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### Restrict Dissemination to Specific Countries

Austria, Belgium, Bulgaria, Cyprus, CzechRepublic, Denmark, Estonia,  
Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia,  
Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal,  
Romania, Slovakia, Slovenia, Spain, Sweden, Turkey, UnitedKingdom,

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## Client

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### Type and Size of Organisation Behind the Profile

Industry SME 11-49

### Year Established

2007

**Turnover**

20 - 50M

**Already Engaged in Trans-National Cooperation**

Yes

**Experience Comments**

UK manufacturer of solar thermal and solar photovoltaic panels and systems. Roof integrated, on-roof mounted and flat roof mounting solutions. Percentage of Trans-National Activity (defined as approximate of turnover) : 0-9%

**Certification Standards****Langages Spoken**

English

**Client Country**

United Kingdom

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**Partner Sought**

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**Type and Role of Partner Sought**

Field of activities: Manufacturing, Services, Trade (Buying/Selling) Type of partner: Company  
Trans-National Co-Operation: Preferred

**Type and Size of Partner Sought**

SME 51-250

**Type of Partnership Considered**

Distribution services agreement  
Commercial agency agreement  
Joint venture agreement