

# A Bulgarian company, specialized in the distribution of satellite equipment, seeks manufacturers of satellite hardware and components

## Summary

Profile type

**Business request**

Company's country

**Bulgaria**

POD reference

**BRBG20221130008**

Profile status

**PUBLISHED**

Type of partnership

**Commercial agreement**

Targeted countries

**• World**

Contact Person

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Term of validity

**30 Nov 2022****29 Nov 2024**

Last update

**22 Mar 2024**

## General Information

### Short summary

Distribution of professional satellite equipment

### Full description

The company offers a wide range of professional satellite solutions, delivering reliable and secure Internet and Voice services along with the needed satellite equipment to the end-users. The company is based in Sofia, Bulgaria. The company offers global satellite connectivity and voice services in L, C, Ku, and Ka frequency bands and has a product portfolio with more than 4,000 items such as satellite fixed and maritime antennas, up and downconverters, bias tees, amplifiers, RF matrixes, satellite routers and hubs, modulators, demodulators, encoders, decoders, waveguides, combiners, redundant switches, supporting mount structures for antennas, network management solutions, spectrum analyzers, satellite phones and more.

The company seeks for manufacturers of satellite hardware and components. The equipment shall be manufactured in Europe. The hardware is planned to be integrated into whole satellite ground infrastructure networks.

The partner shall be interested in distributing those satellite equipment within Europe and the US.

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### Advantages and innovations

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### Technical specification or expertise sought

The satellite equipment shall provide RoHS certification, warranty, and after-sales technical support. It should be manufactured in Europe and the partner should be able to provide a better resale pricing than Manufacturer suggested retail price and list price for distributors.

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### Stage of development

### Sustainable Development goals

- **Goal 4: Quality Education**
- **Goal 17: Partnerships to achieve the Goal**
- **Goal 12: Responsible Consumption and Production**
- **Goal 8: Decent Work and Economic Growth**
- **Goal 7: Affordable and Clean Energy**
- **Goal 11: Sustainable Cities and Communities**
- **Goal 9: Industry, Innovation and Infrastructure**

### IPR Status

### IPR Notes

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## Partner Sought

### Expected role of the partner

The partner should have great expertise in satellite hardware manufacturing with minimum 5 years of market presence. All types of Commercial Agreement are sought, incl. distribution, franchising, subcontracting, licensing.

### Type of partnership

### Type and size of the partner

**Commercial agreement**

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

## Dissemination

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## Technology keywords

## Market keywords

- **01005002 - Satellite ground (and others) equipment**
- **01005001 - Satellite services/carriers/operators**
- **01005005 - Other satellite/microwave**
- **01005004 - Microwave and satellite components**

## Targeted countries

- **World**

## Sector groups involved