

A Greek manufacturer of double-glazing with enhanced energy efficiency for buildings/exhibitions seeks collaborators in Europe through a manufacturing / franchise agency agreement.

Summary

Profile type	Company's country	POD reference
Business Offer	Greece	BOGR20220628009
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement	• World
Contact Person	Term of validity	Last update
Marios Roidis	28/06/2022 28/06/2023	28/06/2022

General Information

Short summary

A Greek company with 40 years' experience in the field of processing, manufacturing and setting up aluminium/steel double-glazed frames (doors, windows, pergolas, etc.) offers double-glazing with greater energy efficiency and luxurious showrooms through a manufacturing or franchise agency agreement.

Full description

The Greek company was founded in 1977 as a family business, aiming to cover the needs of the wider Piraeus area. In 2007, after many years of experience on the field, the next generation of the family took over. Since then they have invested in modern technological equipment and continuous technical training in order to meet the growing demands of small- and large-scale projects in the Greek market. They cooperate with some of the largest aluminium extrusion companies in Greece which, combined with professional consistency and reliability, allows them to deliver any project assigned, with guarantees and high standards of maintenance and operation.

The company produces doors and windows of any kind (cold, thermo, hybrid less frame etc.) made from aluminium or steel, plus metal skin facades or pergolas. The daily production capability varies according to customer's needs. The company's experience allows them to provide solutions for any special project assigned. The company has been nominated for an award regarding the use of aluminium in architecture for its innovative shading solution in a luxurious building.

They seek foreign partners anywhere in Europe in order to expand their business at an international level through

manufacturing agreements. In the framework of this type of agreement, the company is willing to cooperate with potential collaborators who need to produce doors, windows or any other product depending on their clients' requirements (B2B or B2C). Franchise agency agreements are also considered.

Advantages and innovations

The company is fully automated and equipped with, among other things, a double metre saw and CnC (Computer Numerical Control) and has a highly-skilled group of employees. Based on the successful operation of the company, they have designed and launched a small-scale (20-30m²) convenience showroom (the first is already operational) where the customer, unlike common showrooms, can see and feel the final product, with the emphasis on the final product's appearance (multiple colours, design, accessories etc.). The basic advantage of the project is that it will operate with minimum costs (-70% compared to typical showrooms). Marketing is fully digitalized.

Stage of development

Already on the market

IPR Status

No IPR applied

Sustainable Development goals

- **Goal 11: Sustainable Cities and Communities**
- **Goal 9: Industry, Innovation and Infrastructure**

Partner Sought

Expected role of the partner

The company seeks to close manufacturing agreements with potential partners for whom the company can produce doors, windows or other products from the company's portfolio, according to the partner's clients' requirements. The company can manufacture according to customer specifications, and is eager to make long term relationships through a manufacturing agreement or a franchise agency agreement.

Type of partnership

Commercial agreement

Type and size of the partner

- **SME 11-49**
- **SME 50 - 249**
- **SME <=10**

Dissemination

Technology keywords

- **002006001 - Building Materials, Components and Methods**
- **02006001 - Materials, components and systems for construction**
- **004006004 - Thermal insulation, energy efficiency in buildings**
- **02006004 - Installations related to construction (energy, lighting, ...)**

Targeted countries

- **World**

Market keywords

- **09004008 - Other manufacturing (not elsewhere classified)**
- **009007006 - Other construction and building products related**
- **09007001 - Construction companies**
- **09007002 - Manufacture of construction materials, components and systems**

Sector groups involved

- **Retail**