

Romanian high tech software company offering software solutions for field workforce automation seeks IT solutions integrators under subcontracting agreements

Summary

Profile type	Company's country	POD reference
Business Offer	Romania	BORO20220628005
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement Supplier agreement Outsourcing agreement	• World
Contact Person	Term of validity	Last update
<u>Mircea MARINACHE</u>	28/06/2022 28/06/2023	28/06/2022

General Information

Short summary

An innovative Romanian software company is operating in the field of digital transformation for Industrial sectors, delivering highly reliable software solutions by integrating barcode engines, RFID (Radio-Frequency Identification) or NFC (Near Field Communication) across all business sectors. The company is looking for long term partnership and is offering its products and services on a basis of commercial agency or subcontracting agreements.

Full description

The Romanian software company, founded in 2012 and specialised in providing software solutions for digitising business processes in the naval, oil and gas, logistics or production industries, plans to scale the business in other markets as well.

In 2015 launched the first global demonstration of the NFC technology applied in the oil & gas sector. It was implemented subsequently, for the first time, within a Romanian subsidiary of a multinational refinery.

The business purpose is to increase productivity for the companies from industrial sector by delivering tools for process automation. There are three main verticals that are targeted:

1. A Tool for Manufacturing:

The Tool for Manufacturing gives the real-time control over the production planning, production follow-up or documents and optimises the flows and stocks of raw materials, semi-finished and finished goods through different stages of production. It intelligently combining mobility, digital labelling and full functionality from MES (Manufacturing Execution System), MRP (Material Resource Planner) and production-oriented WMS (warehouse management systems).

Implementing this tool allows transparent tracking of production and warehousing operations and supervises in real time the actual usage of personnel, equipment and materials.

2. A Tool for Field Service:

The Tool for Field Service uses mobility and Industry 4.0 techniques to streamline live maintenance and repair operations, independently or using integration with company ERPs (Enterprise Resource Planning), offering the real-time visibility and tracking of actual work orders, operations and associated activities.

Implementing this tool allows to factually make sure that maintenance happens as scheduled, on the right assets, with the right materials and by the proper technicians. It documents all stages of activity, impediments, blockers and results for further review.

3. A Tool for Logistics:

Logistics are an important part of the supply chain for goods from their trip of their supplier to the actual beneficiary. Nowadays, market disruption is the norm and the efficiency and low costs are a must-have, businesses are looking for ways to keep their assets, tools and warehouses readily available and under control.

The Tool for Logistics offers real-time access to updated inventory of fixed assets or tools and their movements by quickly identify them through scanning the attached labels (NFC, RFID, QR, barcode).

Tracking features based on inventory, receivings, transfer, asset grouping, location mapping and bulk asset updates. Asset profiles support uploading images, documents or other specific files. Allows smartphones to scan barcodes or NFC tags to pull up important asset information for assets logged in the system such as repair history, warranties, images and more. Any transaction is done in real-time and each user is notified when an asset goes in or out from his inventory. Real-time bookings of equipment or machineries can be done directly on-site using the Mobile application. Alerts are automatically generated for the equipments whose inspection needs to be renewed.

The innovative Romanian company has received wide acknowledgement from both domestic and international market and is now looking for a commercial agency agreement for their products - tools for process automation. The company is seeking commercial agency agreements with partners, ideally with experience of reselling software products, willing to represent the company and resell the tools to their market.

The company would also consider requests for subcontracting agreements with partners who are looking for a quality one-stop software production partner.

The company is interested in all possible cooperation types with IT solutions integrators for the development of effective solutions and prototypes in different industries to extend its market network and reach new customers/users.

Advantages and innovations

The company is based on Ploiesti one of the most important industrial city in Romania which concentrates 70% of the national oil & gas industry. The strategic location of the company and the partnerships with biggest O&G operators in the area allows the company to develop and integrate its business flows with the O&G industry maintenance flows and deliver successful software products for environments with explosion risk (refineries & gas stations). It is worth mentioning that the company has successfully performed a pilot field trial of the CMMS (Comp Maintenance Sys) tool in the facilities of the largest refinery in Ploiesti, which was also world's first application of NFC technology in an oil refinery.

The company has been working closely with companies in several Industrial sectors for the last five years, developing innovative solutions to solve operational problems and increase efficiency. The company's track record for successful software product development is evident from more than 7 internationally marketed products that use the company's proprietary technologies for the following market sectors: energy, O&G, manufacturing, retail, logistics.

The high-quality and excellence guaranteed by the company through its services is recognised by ISO 9001 and ISO 27001 certifications.

The presented project won Seal of Excellence for innovation in a well-known Eu programme called Horizon 2020, being the first Romanian company that received this certification for the Phase 2 of the programme. The company successfully digitalised 7 manufacturing factories with more than 500 employees each. NFC is currently rated in top 5 digital market trends for its application in digital payments ("mobile wallets") but hardly exploited for its potential in the industrial sectors. The company concluded the 2015 feasibility study that B2B users intend to experience the benefits provided by the NFC technology (accuracy, speed, affordability) in tracking assets management.

Stage of development

Already on the market

Sustainable Development goals

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

IPR Status

No IPR applied

Partner Sought

Expected role of the partner

The Romanian high tech software company is looking for IT Solutions Integrators in relation with targeted verticals: manufacturing, oil & gas, aviation, naval and logistics.

The company is offering its IT innovative products and services in above mentioned fields to foreign partners interested in reselling advanced software products - tools for process automation under a commercial agency

agreement or looking for software development partners under subcontracting agreement to extend its market network and reach new customers/users.

Type of partnership

Commercial agreement

Supplier agreement

Outsourcing agreement

Type and size of the partner

• **R&D Institution**

• **Big company**

• **SME 11-49**

• **SME <=10**

• **Other**

• **University**

• **SME 50 - 249**

Dissemination

Technology keywords

- **01004011 - Maintenance Management System**
- **01003020 - Building Automation Software**
- **01003003 - Artificial Intelligence (AI)**
- **01001001 - Automation, Robotics Control Systems**
- **01003025 - Internet of Things**

Targeted countries

- **World**

Market keywords

- **02007001 - Systems software**
- **02007011 - Manufacturing/industrial software**
- **02007003 - Operating systems and utilities**
- **08002003 - Process control equipment and systems**
- **02007024 - Programming services/systems engineering**

Sector groups involved

Media

Images



[keep-it-mobile-nfc-technology.jpg](#)

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[Manufacturing Execution MES](#)

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[Tool for Field Services](#)

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[Tool for logistics](#)

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[Tool for Manufacturing](#)

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[Production Planning MRP](#)

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[Warehouse Management WMS](#)

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