

# A Romanian engineering topography company seeks international franchisees to enter new markets

## Summary

Profile type	Company's country	POD reference
<b>Business Offer</b>	<b>Romania</b>	<b>BORO20220809002</b>
Profile status	Type of partnership	Targeted countries
<b>PUBLISHED</b>	<b>Commercial agreement</b>	<b>• World</b>
Contact Person	Term of validity	Last update
<a href="#">Claudiu Vrinceanu</a>	<b>9/8/2022</b> <b>9/8/2023</b>	<b>08/09/2022</b>

## General Information

### Short summary

Graphein, an entrepreneurial company, targets professionals in engineering surveying projects, topographic assistance for infrastructure, cadastre and tabulation, 3D scanning, BOMA measurements and for tracking the behavior of constructions over time. The company is looking to internationalize through franchises in more European countries.

### Full description

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The partner we are looking for should have the following skills:

Whether they are small topography companies who want to take it to the next level, have gained experience in surveying, passionate surveyors who feel that the sales side is not their area of expertise or construction firms who want to internalize their competence or have predictability and a high standard in the surveying department.

or

Partner involved in sales, business development in construction or construction-related fields (project management), does not need to have experience in topography, his role is to manage the sales process in the assigned area.

#### Advantages and innovations

Graphein owns Autodesk business division in Romania. The agreement provides for the transfer to Graphein of all the activity related to the relationship with American technology seller Autodesk, ongoing contracts with clients, relevant certifications, including the Autodesk Gold Partner status, as well as the know-how.

#### Stage of development

**Already on the market**

#### IPR Status

**No IPR applied**

#### Sustainable Development goals

- **Goal 9: Industry, Innovation and Infrastructure**
- **Goal 7: Affordable and Clean Energy**

## Partner Sought

#### Expected role of the partner

The partner will operate under the umbrella of a brand recognized in the industry, exponent of a new generation and a new standard in surveying

The partner will have access to Graphein's flagship projects (domestic and international)

He/she will be able to rent equipment [ex. 3D scanner] within the network

He/she will receive initial and ongoing training and a dedicated head office person to support him and give him ongoing support

Access to a group-wide negotiated purchase price for equipment and services

#### Type of partnership

**Commercial agreement**

#### Type and size of the partner

- **SME <=10**

## Dissemination

#### Technology keywords

#### Market keywords

- **009007005 - Construction services**

#### Targeted countries

- **World**

#### Sector groups involved