

A French company is looking for partners to install and/or maintain displaying multimedia equipment under services agreement

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*Identificativo proposta:*BRFR20190923001 **RICHIEDI MAGGIORI INFORMAZIONI**

A French company is looking for partners in Europe to install or maintain multimedia equipment like digital signage, kiosks, video conference, video projection, audio, cabling. Services agreements are offered to partners especially in European countries.

A French 16-years company installs and maintains multimedia equipment of major French enterprises recognized in the multimedia market. This multiservices company offers a solid and quick service to their clients for their needs in payment and checkout system, IT and multimedia equipment. They have a strong position on their domestic market, with 30 highly skilled technicians and a network of 500 technical partners over France. The company does 3000 equipment installations and 12 000 maintenance tasks per year. The company can answer to an entire project for a shop for instance: IT equipment, payment system, network, cabling, security and visit control, wifi, digital signage (screens, interactive terminals, tablets...), sound systems (speakers, amplifiers). They can: - install during day or night, - install in height (up to 10m), - perform maintenance and troubleshooting, - ensure audit on sites for future customer installations. The company's clients include major French brands in car industry, perfume sector, supermarket, banks with subsidiaries all over Europe, for which the potential partner could work in his country. The SME is installing also computer cables or electrical cables for their clients which can be airports, hospitals, private banks... There is an increasing demand on the market for services to install and maintain equipment like kiosk, digital signage, led wall, connected objects, etc. That is the reason why the company is actively looking for a partner to install and/or maintain multimedia equipment. The aim is to establish partnerships with professionals with same business activities, in various European countries, in order to install or offer maintenance services to their own customers. The SME wishes to follow their clients and extend their business abroad. The company will do the link between the partner and the client. This cooperation will give the opportunity to the European partners to increase their services in their own countries and the possibility for the French company to extend their services in Europe. The partnership sought is a services agreement.

Riferimento Esterno: BRFR20190923001

Tipo: Business Request

Paese: France

Presentazione: 26/09/2019

Ultimo aggiornamento: 28/01/2020

Scadenza: 02/10/2020