

Spanish SME specialized in Visible Light Communications (VLC) technology wants to enter new markets with their developer-oriented device based on LED light modulation, through licence/distribution services/joint venture agreements

- **SCHEDA**
- **APPROFONDIMENTI**

Identificativo proposta:BOES20210524001

RICHIEDI MAGGIORI INFORMAZIONI

Spanish company specialized in in Visible Light Communications (VLC) wants to expand in international markets. They are searching for licence/ distribution services / joint venture agreements with enterprises based in Germany, France, Belgium and Netherlands.

The Spanish company, based in Gran Canaria, count with a strong team with more than 20 years of experience in Visible Light Communications (VLC) technology. They have integrated several of the best researchers in LED and Photonics technology over the years improving and developing applications of VLC technology. Formed by a multidisciplinary team with an excellent reputation in the LED sector, they combine expertise in wireless optical communication, coding schemes, VLC and RF applications, sensor networks and enterprise management. The founders of the company stand out for their vision of international B2B relationships and product strategies. They have proved their worth through their developments in R+D technology, having actively taken part in industrial development projects as well as R+D on an international level, which allowed them to greatly expand their knowledge as well as increasing their innovative growth. The company has developed a whole ecosystem with proprietary technology that is already fully integrated in the market as one of the first visible light access, identification and communication validation systems. They want to offer their first developer-oriented market solution based on the LED light modulation of most mobile devices, through an SDK (software development kit). It is a set for users and developers, hardware board plus management system (which includes from a web environment with its application APP to an SDK and API to integrate with other systems). It uses the modulation of light through the screen of mobile devices (mobile, tablet, ipad) to send an identifier (ID) and the board is able to process that light ID and send it by serial protocol or a digital actuator to the connected device. In this way, they can offer a wide range of user validation/identification applications on smartphones securely and wirelessly, even in offline areas such as underground car parks, or in crowded places such as large events, by establishing unique links between each device and the decoder unit. These would be integrated into PC readers, smart locks or small mobile units used for capacity control, admission to events, etc. The decoder is connected and managed through the API with the Server, located in the Cloud, and allows the online management of as many users as desired. The company operates in national and international markets and seeks to expand its activity and enter new markets, preferably in Germany, France, Belgium and Netherlands, through financial/license/distribution services/joint venture agreements. Joint Venture project proposal: sale of units to the car sharing sector (carsharing, motorbike sharing, rent a car, vehicle fleets) where the target company is already in the market with fleet management software or similar, wants to expand its business to a recurring model and expand its market by accessing new sectors. License agreement: looking for companies where they license their product to manufacturers or corporations interested in access and mobility solutions. Service agreement: offer customised developments with VLC solutions.

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