

A Bulgarian IT company is looking for new partnership opportunities through signing a commercial agency agreement

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

Identificativo proposta: BOBG20211101001

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The Bulgarian SME is specialized in developing end-to-end utility management software and digital products for utility, broadband, telephony, TV and energy services supply. It is offering a comprehensive business management solutions for complete customer lifecycle management in utilities. The company is seeking to expand its partnering network through signing a commercial agency agreement, joint venture agreement, outsourcing agreement and/or subcontracting agreement.

This entity is founded in 2010 in Sofia, Bulgaria, where its main R&D facility is located. The company provides software development, software and digital products for utility, broadband, telephony, TV and energy services supply. The flexibility of the platform the company developed allows product bundling for the utility and home services to help companies drive revenues and achieve services portfolio growth. The areas of expertise of the Bulgarian SME include: • Development, integration and deployment of corporate solutions - ERP systems, including Billing, CRM, Enterprise Asset Management, Business Intelligence, and more; • Development of own products, as well as information systems and solutions for end customers; • Business analysis, automation and optimization of business processes, process modelling, IT audits; • IT consulting

The entity's signature software solution covers all stages of the sales activities: acquisition, management, billing and retention and is designed for companies of all sizes, operating in B2B and B2C segments (commercial, industrial and residential customers). Core modules: • Billing • Customer Relationship Management (CRM) • BI & Reporting • Market Messaging Data flows • Business Process Management • Enterprise Asset Management Front-end Products • Customer Switching Portal • Sales & Broker Portal • Customer Self-Service Portal • Customer Support Portal

The IT company from Bulgaria is looking for new partnership opportunities through an agent who could represent their products and services by signing a commercial agency agreement. Furthermore this SME is ready to discuss the establishment of a new joint venture in order to realize the full potential of the company. Last but not least the Bulgarian company would like to develop further their international projects portfolio and are offering their capabilities for long-term collaborations based on outsourcing or/and subcontracting agreements.

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Paese: Bulgaria

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