

# Business Cooperation Database

## Profile Extraction

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### General Information

Profile ID	20100315050
Summary	French company is looking for IT distributors throughout Europe in order to develop local partnership distribution of it products : permanent protective cases and transport briefcases for IT devices as laptop PC, handheld devices, GPS devices ... and a range of accessories as security locks and peripherals.
Creation Date	15/03/2010
Last Update	19/04/2010
Expiration Date	19/04/2011

## Company Information

Year established	2001
Turnover (in Million Euro)	10 to 50
Number of Employees	50 to 249
Activity Codes (NACE-Code)	Activities of holding companies
Company's Products / Activities (main products, services, core activities)	Permanent protective cases for IT devices, transport briefcases (cases, briefcases, backpacks, pilot rollers), peripherals (security locks, universal batteries, car chargers)
Contact Languages	English,
Certification/Quality standard	Other : IK Norm Motorola Validated Plus
Already Engaged in International Co-operation	Yes
Percentage of Trans-National Activities	10% to 49%

## Co-operation Proposal Information

Co-operation Offer	Technical & Production Reciprocal production
Co-operation Request	Commercial Co-operation Trade Intermediary services (agent, representative, distributor)
Target Countries	Technical & Production Reciprocal production Austria Belgium Bulgaria Czech Republic Denmark Estonia Finland Germany Hungary Latvia Lithuania Luxembourg Netherlands Poland Romania Slovakia Slovenia

Sweden  
United Kingdom

Full Description : (Specification of co-operation request / offer)

French company is looking for IT distributors throughout Europe in order to develop local partnership distribution of its products : permanent protective cases and transport briefcases for IT devices as laptop PC, handheld devices, GPS devices ... and a range of accessories as security locks and peripherals. Non exclusive distribution agreement. Possibility of offering time-limited exclusivity to launch the brand according to distributor skills.

Main advantages the company could offer to a potential partner

New products : exclusive range of IT briefcases including international patents Good profitability Marketing and pre-sales support

**Partner Information**

Type of Partners

Company

Field of Activities

Trade (Buying/Selling)

Number of Employees

50 to 249  
250 or more

Previous Experience

No Preference

Expected input of the partner

IT distributor with strong connection in retail and/or B to B markets (corporate resellers)  
Experience in IT accessories and peripherals distribution Own sales force integrated

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