

Business Cooperation Database

Profile Extraction

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General Information

Profile ID	20090720020
Summary	A known Romanian software company developed a family of products regarding e-payment, secure data transmission and messaging solutions. It is searching companies from the ITC domain for distribution (trade intermediary and franchise).
Creation Date	20/07/2009
Last Update	30/09/2009
Expiration Date	30/09/2010

Company Information

Year established	1992
Turnover (in Million Euro)	2 to 10
Number of Employees	50 to 249
Activity Codes (NACE-Code)	Computer programming, consultancy and related activities Computer programming activities Computer consultancy activities Computer facilities management activities Other information technology and computer service activities Data processing, hosting and related activities; web portals Data processing, hosting and related activities Web portals Other information service activities Other information service activities n.e.c.
Company's Products / Activities (main products, services, core activities)	The current products of Romanian ITC company are: -a family of e-payment solutions; -IT security package; -messaging solutions. Other activities: business software services.
Contact Languages	English,
Certification/Quality standard	ISO9000
Already Engaged in International Co-operation	Yes
Percentage of Trans-National Activities	50 or more
Co-operation Proposal Information	
Co-operation Offer	Commercial Co-operation Franchise
Co-operation Request	Commercial Co-operation Trade Intermediary services (agent, representative, distributor)
Target Countries	Austria Belgium Bulgaria Chile Croatia Cyprus Czech Republic Denmark Estonia Finland France

Germany
Greece
Hungary
Iceland
Ireland
Israel
Italy
Latvia
Lithuania
Luxembourg
Malta
Montenegro
Netherlands
Norway
Poland
Portugal
Russian Federation
Slovakia
Slovenia
Spain
Sweden
Switzerland
Turkey
United Kingdom
United States

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

A known Romanian software company developed a family of products regarding e-payment, secure data transmission and messaging solutions.

E-payment family of software products: -An eCommerce solution for electronic software distribution, incorporating an easy to use and secure online payment system. In addition, it offers marketing and sales tools such as an affiliate management system, automated cross selling options, software promotion management, Internet marketing services as well as consultancy on how to increase online software sales. -An ePayment solution for online business which offers an easy to use secure online payment system, both for merchants and buyers. The system supports payments through debit and credit cards, bank transfer, cash on delivery, micro-payments (SMS, DTMF). It also includes virtual shop functionality auditing, online shop testing with real buyers and online shop prototyping. -A partner relationship software management system specifically designed for software sales through Channel Distribution. With this it is possible to manage the partner relationships, build license schemes, add products, initiate and confirm orders, issue invoices, check real time sales reports and much more.

Security data transmission: It is a unique technological package, combining proprietary technology and professional IT security services into a solution meant to offer 24/7 comprehensive security. It comes with several modules designed to scan, analyze and detect vulnerabilities, leverage antivirus and other security applications and provide detailed information about the network. This, in turn, empowers the technical personnel within the client organization to take appropriate decisions regarding the overall IT security and development needs of their IT infrastructure.

Messaging solution: It is a fast, reliable and secure mail server, enabling the System Administrator to have easy management and full control of the email traffic. Providing SMTP/ESMTP, IMAP, POP3 and WEBmail services, it has an on-choice license schemes based on users or domains, free basic technical support and very low maintenance fees which makes it a very attractive solution both for companies and ISPs. The Romanian company is searching for companies from the ITC domain

for distribution (trade intermediary and franchise);
tasks: distribute the software applications,
adaptation to specific local markets, installing,
rendering, training.

Main advantages the company
could offer to a potential partner

The potential partner will work at a highest
international level, with a known company from
ITC domain, distributing brand products very well
appreciated world-wide. The products have
attractive license prices with flexible upgrades, and
includes free software maintenance and technical
support for one year. The Romanian company
could offer training for partners' specialists.

Partner Information

Type of Partners

Company

Field of Activities

Services
Trade (Buying/Selling)

Number of Employees

1 to 9
10 to 49
50 to 249
250 or more

Previous Experience

Preferred

Expected input of the partner

The Romanian company is searching for
companies from the ITC domain for distribution.
Trade intermediary or franchise agreements are
possible. The potential partner have to promote the
product, sel it, install and render, maintenance.
