



Co-operation profile details from Enterprise Europe SEIMED

BOUK20130930003 - Commercial LED lighting products Business partnering opportunity

Abstract

The UK company specialises in the distribution of commercial LED lighting product for warehouses, distribution centres, factories, offices, sports halls, car parks and other industrial buildings. They are looking to partner with other distributors, in particular electrical companies that have links to facilities managers.

Description

This UK company originally specialises in marine lighting but have recently acquired a new commercial division which purpose is to distribute commercial LED lighting products suitable for large buildings and industrial complexes.

Working from their main European warehouse facility on the South Coast of the United Kingdom, their lighting specialists are available to create bespoke lighting solutions for factories, workshops, distribution centres, offices, retail outlets and car parks offering up to 70% electrical savings whilst improving lighting conditions.

The UK company also offers a free lighting upgrade design service to ensure that the conversion to energy efficient lighting is straightforward, effective, reliable and the return on investment makes financial sense.

Their range of products comprises:

- LED Lightsource-R High Bay Lighting: designed specifically to replace conventional metal halide or induction lighting used in indoor and outdoor industrial applications. It is ideally suited to high bay lighting in factories, cold stores and warehouses, including hazardous areas.
- LED Lightsource-R Low Bay Lighting: designed specifically to replace conventional metal halide, fluorescent or induction lighting used in indoor and outdoor applications. It is ideally suited to low bay lighting in factories, car parks, shops, cafés and other commercial buildings, including hazardous areas. Typically for installation below 4m.
- LED Recessed Downlight: provides performance levels that were previously unavailable in an LED package. Directly replacing a conventional 50W halogen lamp, this fitting will last 100,000 hrs, giving rise to significant power savings.

The UK company is looking for partners to identify suitable companies to distribute the above range.

Target partner expertise sought:

- Type of partner sought:
- Specific area of activity of the partner: Partners will be distributors, in particular electrical companies that have links to Facilities Managers who look after the lighting needs of large buildings and industrial complexes. Their role will be to identify potential clients and distribute the products within their territory.

Key information:

Country of origin: UNITED KINGDOM

Listed under: Manufactura Industrial \ Construcción \ Otras Tecnologías Industriales \ Industria

Profile created on: 30/09/2013

Last updated: 10/10/2013

Closing date: 10/10/2014

Si desea más información sobre este perfil por favor remítanos una expresión de interés vía web. Para ello deberá acceder al perfil de su interés y al final del mismo encontrará un recuadro sombreado en gris cuyas preguntas deberá contestar. Si le surgen dudas puede llamar a cualquiera de las organizaciones miembros de SEIMED y preguntar por el personal a cargo del proyecto.