

Swedish SaaS-enterprise seeks agents for expansion of their digital efficiency tool within construction

Summary

Profile type

Business Offer

Company's country

Sweden

POD reference

BOSE20240124007

Profile status

UNDER_VALIDATION

Type of partnership

Commercial agreement

Targeted countries

- **Netherlands**
- **Luxembourg**
- **Belgium**

Contact Person

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Term of validity

24 Jan 2024
23 Jan 2025

Last update

7 Feb 2024

General Information

Short summary

The Swedish company offers an Innovative Digital Service for Construction Mass Management which has a modernized approach to managing excavated masses at construction sites, covering various project types such as tunnels, road construction, and building sites. Developed in Sweden to meet the specific needs of Swedish authorities, the service is currently employed by several prominent international construction companies. They are now looking to expand into further markets starting with BeNeLux.

Full description

By incorporating the companies digital service, construction companies can benefit from a digitized process, cost savings in administration and transport, and a notable reduction in CO2 emissions.

The company has a strong financial owner, Volvo Construction Equipment, which is a long-term player both when it comes to business relationship and continuous product development.

The company was started as a customer request from a major construction company to solve their needs in terms of efficiency and to fulfill authority demands for one of the biggest infrastructure projects in Sweden.

The HQ is situated in Lund, one of the most prominent university sites in Sweden.

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construction companies.

Advantages and innovations

By incorporating the companies digital service, construction companies can benefit from a digitized process, cost savings in administration and transport, and a notable reduction in CO2 emissions.

Key features:

- Digitized Process: The digital service simplifies the management of loading receipts, effectively reducing manual administrative tasks, which results in significant time and cost savings.
- User-Friendly Interface: The service offers a user-friendly environment to enhance the user experience, making it more accessible and efficient for construction professionals.
- Real-time Monitoring and Transparency: The service provides real-time tracking, ensuring transparency in material management, facilitating better decision-making, project management, and forecasting.
- Optimized Truck Loading: The ability to optimize truck loading, reducing the number of transports needed, and subsequently mitigating CO2 emissions and traffic congestion.
- Cost Savings: The reduction in administrative and transport costs translates into savings for construction companies, simplifying reporting processes between different stakeholders and regulatory authorities.
- Extended Support: Comprehensive support to ensure a smooth implementation and provide continuous assistance throughout the project duration.

The company has many proven international construction companies that have leveraged the innovative solution to enhance their construction projects while minimizing their environmental impact

Technical specification or expertise sought

Stage of development

Already on the market

IPR Status

Sustainable Development goals

- **Goal 11: Sustainable Cities and Communities**
- **Goal 13: Climate Action**
- **Goal 9: Industry, Innovation and Infrastructure**

Partner Sought

Expected role of the partner

Key Responsibilities:

- Promote and sell the companies innovative construction mass management solution to potential clients within the construction industry.
- Leverage the existing network to identify and secure new business opportunities.
- Cultivate and maintain strong relationships with key stakeholders, including construction firms, authorities, and municipalities.
- Provide product demonstrations and presentations to showcase the advantages of our digital service.
- Collaborate with the Swedish team to develop and implement sales strategies.

Qualifications:

- Proven experience as a commercial agent with a focus on the construction industry.
- A pre-existing client base in the construction sector and familiarity with the decision-makers within construction companies.
- Strong communication and presentation skills.
- Self-motivated and results-oriented.
- Ability to work independently and meet sales targets.

Type of partnership

Commercial agreement

Type and size of the partner

- **SME 11-49**
- **SME <=10**
- **SME 50 - 249**

Dissemination

Technology keywords

Market keywords

- **02007022 - Software services**
- **02007008 - Business and office software**
- **02007011 - Manufacturing/industrial software**

Targeted countries

Sector groups involved

- **Netherlands**
- **Luxembourg**
- **Belgium**