

Romanian company is looking for manufacturers of 3D printers for long term distribution or commercial agreements

Country of Origin: Romania

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Summary

This Romanian company is located in Cluj-Napoca, Transylvania. It has started its activity in 2018 and has 5 employees. Its fields of activity include distribution of 3D printers, design and printing of 3D models. The Romanian company is looking for long term distribution agreements or commercial agency agreements with manufacturers of 3D printers.

Description

The Romanian company's main current activity is 3D printing, building a three-dimensional object from a computer-aided design (CAD) model through a process that deposits a binder material onto a powder bed with inkjet printer heads layer by layer. The 3D printing technology is based on the properties of the materials (PLA - Polylactic Acid, ABS -acrylonitrile butadiene styrene etc.) that can be extruded at low temperatures (230-250 ° C). Following the extrusion process, a wire with a diameter between 0.2-0.8 mm is obtained, using which the 3D model is layer by layer.

Due to the increasing quality standards, the **need for equipment capable of allowing extrusion to diameters below 0.1 mm and higher working speeds** to reduce production times was identified in the market.

Although the company has as main activity the production of 3D models, it wants to expand its business area in the field of cutting-edge technology marketing in the field of 3D printing.

The Romanian company wants to find equipment manufacturers, which use the technology of 3D printing, able to meet the above mentioned technical requirements.

Manufacturers of printers FDM (Fused Deposition Modeling) and SLS (Selective Laser Sintering) 3D printers are this company's potential suppliers. They are willing to collaborate under a distribution agreement or a commercial agency agreement, due to the fact that Romanian market is just beginning to acquire/use these type of printers and there is still a lot more market ground to be covered.

Advantages and Innovations

The company is offering long-term contracts for the expansion into the Romanian market.

Distribution and market advantage:

- very experienced, well qualified and highly trained personnel
- established business contacts,
- up-to-date marketing and advertising strategy analytics in the field,
- widely linked with the scientific community (medicine, physics, IT)

Expertise sought

- Ability to manufacture FDM (Fused Deposition Modeling) and SLS(Selective Laser Sintering) 3D printers
- Adherence to delivery dates

- Compliance of quality requirements and delivery promises
- Compliance of European standards and norms.

Stage Of Development

Already on the market

Stage Of Development Comment

On the market since 2018.

Requested partner

The company is looking for manufacturers of FDM (Fused Deposition Modeling) and SLS(Selective Laser Sintering) 3D printers.

These potential collaborators should be willing to expand their market in Romania, partnering up with this company in distribution services agreement or commercial agreement.

The company is only interested in partners that are able to:

- deliver the products on time
- manufacture reliable and good quality products
- offer product warranty
- provides user manual
- ensure post warranty services, spare parts etc.