UK-based energy management company seeks distributors for remote asset monitoring and control software platform in the CCTV tower, sump/pump and welfare cabin markets.

Summary

Profile type	Company's country	POD reference
Business Offer	**United Kingdom**	**BOGB20250401014**

Profile status	Type of partnership	Targeted countries
PUBLISHED	**Commercial agreement**	**• World**

Contact Person	Term of validity	Last update
Enrico FRANZIN	**2 Apr 2025** **2 Apr 2026**	**2 Apr 2025**

General Information

Short summary

The UK-based company specialising in energy management solutions, is seeking distributors and technology resellers for its live data monitoring platform. Designed for CCTV, sump/pump management and welfare cabins, it enables businesses to monitor, manage and control energy assets remotely, with its AI chatbot providing data insights. The company seeks partners with industry expertise to promote, sell and support the platform through commercial and supplier agreements across European markets.

Full description

The UK-based SME specialises in AI-driven energy management for businesses. With a strong focus on sustainability and efficiency, the company has developed live data monitoring, a cloud-based software platform that enables businesses to monitor, manage, and optimise their energy usage in real time. By leveraging AI, machine learning, and IoT integration, it provides predictive insights, automated control, and enhanced visibility into power consumption patterns.

The platform is particularly well-suited for CCTV, sump/pump management, and welfare cabins, where businesses

require reliable, efficient, and automated energy management solutions. The system helps users reduce operational costs, extend equipment lifespan, and lower carbon emissions.

Key features of the Real-time monitoring & control system include:

Real-time monitoring & control – Users can track energy consumption, identify inefficiencies, and take corrective action remotely.

AI-driven optimisation – The system dynamically adjusts power settings based on usage patterns and external conditions (e.g., weather, location-based factors).

Predictive maintenance – By analysing historical data, Real-time monitoring & control provides early warnings for potential system failures, reducing downtime.

Automated reporting & compliance – Helps businesses meet sustainability targets and regulatory requirements with detailed energy reports.

The company is looking for distribution partners who can bring its system to businesses across Europe. The ideal partners will have established networks in CCTV, sump/pump, and welfare cabin industries, as well as the capability to provide technical sales, customer support, and training. The UK company aims to build long-term partnerships where distributors can leverage our cutting-edge platform to create value for their clients while expanding their product portfolio.

Advantages and innovations

Remote monitoring, management & control allows businesses to track energy usage and control their assets remotely, improving operational efficiency and reducing unnecessary energy consumption.

Industry-specific customisation: Unlike generic energy management platforms, 3MS is designed to meet the specific needs of CCTV, sump/pump systems, and welfare cabins, ensuring reliable power management in environments with variable energy demands.

Automated alerts & system insights: Users receive real-time notifications on system status, enabling proactive decision-making and reducing the risk of downtime.

Scalability & flexibility: the live data monitoring system can be easily integrated with existing infrastructure and scaled to manage multiple assets across different locations.

Proven market performance: Successfully deployed in the UK, the live data monitoring system has helped businesses reduce energy waste, streamline asset management, and improve overall efficiency.

Advantages and Innovations:
   AI-driven optimisation: the live data monitoring system uses machine learning and IoT data to optimise energy consumption, reducing waste and operational costs.
   Industry-specific customisation: Tailored solutions for CCTV, sumps/pumps, and welfare cabins, addressing unique energy challenges in these sectors.
   Remote monitoring & automation: Users gain full visibility and control over energy assets through a cloud-based dashboard.
   Sustainability-focused: Helps businesses meet carbon reduction targets and improve sustainability credentials.
   Proven track record: Successfully deployed in the UK market with strong industry endorsements.

Technical specification or expertise sought

Stage of development

Already on the market

Sustainable Development goals

• Goal 7: Affordable and Clean Energy

• Goal 11: Sustainable Cities and Communities

• Goal 12: Responsible Consumption and Production

• Goal 13: Climate Action

IPR Status

IPR Notes

Partner Sought

Expected role of the partner

The company is seeking experienced distributors and technology resellers with an established presence in the CCTV, sump/pump management, and welfare cabin sectors. The ideal partners will have a strong technical background and the capability to promote, sell, and support an advanced energy management platform within their existing network.

Type of partner sought:

Distributors and resellers with expertise in energy management solutions.
Technology integrators who can incorporate Real-time monitoring & control into their existing product offerings.
Commercial agreement: Seeking distributors or resellers to market and sell the live data monitoring system in their respective territories.
Supplier agreement: Open to partnerships with technology integrators who can bundle the live data monitoring system with complementary solutions
Service providers with established sales and technical support teams.

Type of Partner & Expected Role:

Type of partner sought: Distributors, technology resellers, and industry-specific service providers.
Target sector: CCTV, sumps/pumps, welfare cabins, energy management, and industrial automation.
Role of the partner: The distributor will be responsible for marketing and selling the live data monitoring system in their region, providing first-line customer support, and working closely with UK company for ongoing product updates and training.

Target sector:

CCTV & security – Partners supporting off-grid and mobile surveillance solutions.
Sump & pump management – Companies specialising in temporary power and water management solutions.
Welfare cabins & remote site infrastructure – Distributors serving the construction, event, and temporary site industries.

Role/tasks to be performed by the partner:

Sales & market development – Distribute the Real-time monitoring & control system within their target industry, leveraging their existing customer base to drive adoption.
Technical support & customer onboarding – Provide first-line technical support, training, and onboarding for end-users to ensure seamless integration of Real-time monitoring & control into their operations.
Collaboration on product feedback – Work closely with the UK company to share industry insights, customer feedback, and opportunities for further development.
Potential bundling opportunities – Integrate Real-time monitoring & control with complementary solutions such as off-grid power systems, IoT sensors, or remote monitoring equipment to enhance its market appeal.

The company is committed to supporting its distribution partners with comprehensive training, sales enablement materials, and ongoing technical assistance to ensure mutual success. It aims to build long-term partnerships with businesses that can effectively position real-time monitoring & control system as a value-added solution within their sector.

Type of partnership	Type and size of the partner
Commercial agreement	• **SME 11-49**
	• **Big company**
	• **SME <=10**
	• **SME 50 - 249**
	• **Other**

Dissemination

Technology keywords	Market keywords
	• **03007002 - Other measuring devices**
	• **03008004 - Other electronics related (including alarm systems)**
	• **02003 - Specialised Turnkey Systems**

Targeted countries	Sector groups involved
• **World**	• **Digital**
	• **Renewable Energy**