A Serbian industrial automation company seeks to join a partner, which has a specific technological project (TRL4-9) in the field of water/wastewater, energy, manufacturing, and infrastructure through investment agreement.

Summary

Profile type	Company's country	POD reference
Technology request	**Serbia**	**TRRS20260112005**
Profile status	Type of partnership	Targeted countries
PUBLISHED	**Investment agreement**	**• World**
Contact Person	Term of validity	Last update
Enrico FRANZIN	**12 Jan 2026** **12 Jan 2027**	**12 Jan 2026**

General Information

Short summary

A Serbian industrial software company with 15+ years of experience in automation and IIoT has own developed and commercialized a vertical SaaS solution for remote industrial monitoring in oil & gas sector. The company now seeks through investment agreement partners with new technologies from other industrial sectors: water/wastewater, energy, manufacturing, and infrastructure, in order to invest its financial, proven IIoT platform, and experts' resources.

Full description

The Serbian company has been active in the field of IT and industrial automation for 15 years with over 50 delivered international projects, supporting digital transformation in manufacturing, energy, utilities, and smart infrastructure in Italy, Portugal, Germany, Austria, Bosnia and Herzegovina, Croatia, Russia, Norway, North Macedonia, USA, Mexico, and Ghana.

The company is interesting in entering new markets with new technologies, from the water/wastewater, energy, manufacturing, and infrastructure domains. Therefore, the company seeks novel technologies from TRL4 to TRL 9, which have developed hardware and/or software and require finalization and further development:
- Industrial IoT and edge computing
- SCADA / MES / EMS systems
- AI and advanced analytics for industrial processes
- Energy management and optimization
- Predictive maintenance and asset management
- Digital twins
- Smart infrastructure monitoring
- Industrial communications & connectivity
- Industrial cybersecurity / OT security

The company is ready to invest, through investment agreement, providing capital, a development team, and its own platform. Together, both parties define the product, develop MVP, test with real customers, and scale. Revenue or equity is shared based on contribution. The company offers:
- Faster time-to-market: Instead of years of development, partners can leverage a mature IIoT platform already proven in commercial use (Oilfield-Monitor), reducing time-to-market to months.
- Reduced risk: Partners contribute domain expertise while the company assumes technology development risk and cost. Proven delivery framework minimizes project failure risk.
- Monetized experts: Partners with domain knowledge or technology gain access to a full software development team and proven IIoT platform to transform their ideas into commercial SaaS products - without building their own IT capacity.
- Shared investment, shared returns: The company provides financial co-investment and development resources, offering partners equity or revenue-sharing models in the jointly created product.
- EU market access: Established commercial presence and project track record in EU markets, enabling faster go-to-market for jointly developed solutions.

Advantages and innovations

- Proven industry expertise – 15+ years in industrial IT and automation, with deployments across manufacturing, energy, and utilities
- R&D strength – ability to co-develop tailored features with partners and rapidly adapt to new market demands
- Reference list – extensive international project experience with more than 50 successfully delivered projects in Italy, Portugal, Germany, Austria, Bosnia and Herzegovina, Croatia, Russia, Norway, North Macedonia, USA, Mexico, and Ghana, demonstrating openness to joint commercialization partnerships

Technical specification or expertise sought

The partner should have:
- Novel technologies (TRL4-9) n the field of water/wastewater, energy, manufacturing, and infrastructure, with hardware and/or software to be finalised, in following areas: industrial IoT and edge computing; SCADA / MES / EMS systems; AI and advanced analytics for industrial processes; energy management and optimization; predictive maintenance and asset management; digital twins; smart infrastructure monitoring; industrial communications & connectivity; and/or industrial cybersecurity / OT security
- Operational knowledge: understanding of how industrial assets behave, fail, or underperform
- Process expertise: insight into workflows, compliance requirements, or industry-specific standards
- Algorithms or methods: predictive models, optimization logic, or analytics approaches validated in real environments
- Identified problems: specific, validated pain points where digital solutions would create measurable value.

Stage of development

Sustainable Development goals

- **Goal 12: Responsible Consumption and Production**
- **Goal 9: Industry, Innovation and Infrastructure**
- **Goal 7: Affordable and Clean Energy**
- **Goal 11: Sustainable Cities and Communities**

IPR Status

IPR Notes

Partner Sought

Expected role of the partner

Types: industrial and academia partners with technologies TRL4-9:
- Industrial operators or asset owners seeking to digitize their operations
- Consultants or engineers with deep sector knowledge and customer access

- Research institutions with applied technologies ready for commercialization
- Startups with domain expertise but limited development capacity

Partnership models:
- Joint venture for new SaaS product development
- Revenue-sharing based on contribution (expertise vs. development)
- Equity partnership in a new spin-off company
- Licensing of partner's IP or algorithms with commercial deployment by the company

Partner's role:
- Define the problem. Validate the solution. Open doors to customers. The company handles everything else.

Type of partnership

Investment agreement

Type and size of the partner

- **SME 11-49**
- **SME 50 - 249**
- **Big company**
- **R&D Institution**
- **University**

Dissemination

Technology keywords

- **01003003 - Artificial Intelligence (AI)**
- **01003024 - Cloud Technologies**
- **01001001 - Automation, Robotics Control Systems**
- **02003001 - Process automation**
- **01003025 - Internet of Things**

Market keywords

- **02007022 - Software services**
- **02007011 - Manufacturing/industrial software**
- **08002003 - Process control equipment and systems**
- **09003001 - Engineering services**
- **02007016 - Artificial intelligence related software**

Targeted countries

- **World**

Sector groups involved