

A Maltese company is seeking companies that service governments with hardware and software that help with road design, road management and policy

Summary

Profile type

Business request

Company's country

Malta

POD reference

BRMT20260504027

Profile status

PUBLISHED

Type of partnership

Supplier agreement
Commercial agreement
Outsourcing agreement

Targeted countries

• **All countries**

Contact Person

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Term of validity

4 May 2026
4 May 2027

Last update

4 May 2026

General Information

Short summary

Maltese company seeking B2G Camera or VMS installers or software providers

Full description

A Maltese company is looking for companies across Europe who offer either of the following:

- camera installers
- variable message screen installers
- control room software providers
- software integrators of intelligent traffic solutions who use cellular or connected vehicle data

and are interested in adopting a solution that transforms traffic cameras into mobility intelligence in their technology stack or product offering.

The solution equips cities, road operators, and traffic engineers with the data-driven insights needed to optimise mobility, enhance safety, and plan for the future of smart cities. The solution is composed of:

- Computer vision system that gathers real-time data from internet-connected cameras, pre-recorded videos, or footage captured by drones, to identify the transport modes, speed, and trajectories of road users.
- Easy to use dashboard that lays out mobility data in graphs, heat maps, and downloadable spreadsheets for urban planners and authorities to interpret data and take data-driven decisions.

The solution does not require smart cameras or special equipment. It can instantly convert any video feed/file to smart city infrastructure. It is GDPR-compliant. The client remains the data controller; We can offer this solution as a fully serviced system on our cloud infrastructure or host it in-house at the clients' premises.

Advantages and innovations

Technical specification or expertise sought

Hardware or software companies who service municipalities cities or governments across Europe

Stage of development

Already on the market

Sustainable Development goals

• Goal 11: Sustainable Cities and Communities

IPR Status

IPR Notes

IPR Notes

Partner Sought

Expected role of the partner

The partner should offer a solution that transforms traffic cameras into mobility intelligence in their technology stack or product offering. The role of the partner will be mainly commercial involving, customer relationship management, sales, marketing, customer outreach and local support.

Type of partnership

Supplier agreement

Commercial agreement

Outsourcing agreement

Type and size of the partner

• **Big company**

Dissemination

Technology keywords

- **02008005 - Road Transport**
- **02010001 - Planning and security**
- **02010003 - System and transportation**
- **02008006 - Traffic Engineering / Control Systems**

Targeted countries

- **All countries**

Market keywords

- **08002002 - Industrial measurement and sensing equipment**
- **01004001 - Local area networks**
- **02007002 - Database and file management**
- **01004003 - Communications processors/network management**
- **02007015 - Integrated software**

Sector groups involved