

A Norwegian company seeks partners in Europe interested in operating online sales channels (B2C and/or B2B) for sustainable concrete surface treatment products.

Summary

Profile type

Business Offer

Company's country

Norway

POD reference

BONO20250710017

Profile status

PUBLISHED

Type of partnership

Commercial agreement**Outsourcing agreement**

Targeted countries

- **Latvia**
- **Slovakia**
- **Sweden**
- **France**
- **Croatia**
- **Italy**
- **Czechia**
- **Finland**
- **Slovenia**
- **Portugal**
- **Austria**
- **Romania**
- **Greece**
- **Hungary**
- **Denmark**
- **Lithuania**
- **Poland**
- **Germany**
- **Bulgaria**

Contact Person

[Enrico FRANZIN](#)

Term of validity

10 Jul 2025**10 Jul 2026**

Last update

10 Jul 2025

General Information

Short summary

The company offers eco-friendly concrete surface treatment products and is looking for European partners to run local online sales channels (B2C and/or B2B). Partners will manage customer relations, marketing, and distribution independently.

Full description

The Norwegian company develops and produces innovative, environmentally-friendly solutions for waterproofing and surface concrete treatment, aimed at extending the lifespan of structures while reducing maintenance needs. They currently seek reliable partners across Europe to manage local online sales (webshops and digital sales platforms). Partners will independently handle customer relations, local marketing, and distribution. Good potential profit.

Advantages and innovations

- Proven and approved environmentally sustainable solutions according to international standards
- Strong sustainability profile suitable for markets prioritizing green building and infrastructure
- Comprehensive product training and marketing support provided
- Established products with demonstrated market success

Technical specification or expertise sought

- Experience with e-commerce platforms and online sales
- Familiarity with construction products, building maintenance, or industrial solutions
- Capability to offer technical customer support and guidance (basic training will be provided)

Stage of development

Already on the market

IPR Status

IPR Notes

Sustainable Development goals

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

Partner Sought

Expected role of the partner

The partner will independently manage online sales activities including digital marketing, webshop management, customer service, logistics, and local distribution. The partner should be proactive in market expansion and capable of providing basic technical support to customers.

Type of partnership

Commercial agreement

Outsourcing agreement

Type and size of the partner

• **SME 50 - 249**

• **Big company**

• **SME 11-49**

• **SME <=10**

Dissemination

Technology keywords

- **02006002 - Construction methods and equipment**
- **02006007 - Management of construction process & life**
- **02006003 - Fire Resistance/Safety**
- **02006001 - Materials, components and systems for construction**
- **02006005 - Construction maintenance and monitoring methods & equipment**

Market keywords

- **09007003 - Distribution of building products and systems**
- **09007001 - Construction companies**
- **09007005 - Facility management companies**
- **09007002 - Manufacture of construction materials, components and systems**
- **09007004 - Engineering and consulting services related to construction**

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Sector groups involved