

Spanish smart secure parking solutions for urban micro-mobility seeking distributors

Summary

Profile type	Company's country	POD reference
Business Offer	Spain	BOES20250403003
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement	• World
Contact Person	Term of validity	Last update
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General Information

Short summary

Andalusian company has developed a system of secure, smart, and connected parking stations with individual lockers for bicycles and scooters that address the new forms of mobility. The company seeks commercial distributors to expand its presence in European cities, helping to address the growing demand for sustainable urban transportation infrastructure. Distributor partners for commercial agreements are needed.

Full description

The innovative company based in the south of Spain, is specialized in the design and manufacturing of secure, smart, and connected parking stations for urban micro-mobility vehicles.

With years of experience in developing intelligent parking systems, they offer a wide range of solutions for mobility such as: surface, hybrid, underground parking systems, and scooter-specific options (the only underground in the market, as the elevation is electric). These systems are designed to be compact, durable, and user-friendly, integrating the latest technologies for secure storage and easy access.

Operating within the urban mobility sector, they are committed to enhancing sustainable transportation by providing tailored, eco-friendly infrastructure for cities worldwide.

The company is seeking international partnerships to expand their reach and implement their solutions in European

urban areas.

They are particularly looking for distributors and/or commercial agents:

1. with connections to municipalities and urban planners,
2. experienced in selling urban furniture solutions.

Key partnership objectives include:

- Introducing smart parking solutions to new European markets
- Escalating a solid business model based on the unmatched product
- Contributing to sustainable urban mobility infrastructure

Partners will benefit from:

- Cutting-edge micro-mobility parking technology
 - Comprehensive technical support
 - Business opportunities in the growing urban mobility sector
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Advantages and innovations

The designs of the mobility solutions emphasize robustness, durability, space optimization, and a carefully considered aesthetic with extensive customization possibilities. Visual impact and urban integration are key elements of their proposals. That is why they offer coverings made from materials like HPL or Krypton, used in cutting-edge architecture. These materials are highly resistant to weather and other forms of damage, graffiti-proof, and avoid rust problems as they are non-metallic.

User convenience is another highlight, as the parking spaces are managed through their own App, where users can check real-time availability, make advance reservations (something not possible in collective lockers), and manage payments through a virtual POS. Moreover, the user can perform the insertion/extraction manoeuvre without bending down or using a lock. There is also a charging point and space to leave the helmet or other personal items.

Their high level of technology and quality is showcased by their frames, which incorporate Schneider industrial PLCs. This has earned them the Fiware-Ready certification issued by the FIWARE Foundation.

What makes their model more than just a bicycle parking system is the inclusion of lockers at the back for various uses, turning it into a MULTIMODAL HUB with endless possibilities for cities. The lockers can be used for recycling (clean points), last-mile delivery packages, or luggage for tourists, among others, providing multiple services to citizens in a single hub, thus saving space and money by centralizing them.

Additionally, they incorporate various technological elements, such as digital information or advertising screens, environmental sensors, Wi-Fi points, people counters, etc., making it more than just a secure and intelligent parking system.

The company could also develop custom solutions tailored to any proposals and needs of their clients, thanks to their powerful engineering department.

Technical specification or expertise sought

Stage of development

Already on the market

IPR Status

Sustainable Development goals

- **Goal 9: Industry, Innovation and Infrastructure**
- **Goal 11: Sustainable Cities and Communities**
- **Goal 3: Good Health and Well-being**
- **Goal 13: Climate Action**

IPR Notes

Partner Sought

Expected role of the partner

The company is looking for international partners with expertise in urban infrastructure and/or sustainable mobility to expand the implementation of its secure parking solutions for bicycles and electric scooters.

Ideal Partner Profile:

- Distributors in urban mobility and infrastructure sectors
- Commercial agents with strong municipal connections
- Experience in smart city technologies

Key Requirements:

- Knowledge of local urban mobility regulations
- Proven track record in infrastructure projects
- Relationships with city planners and decision-makers

Target Markets:

- European cities with 200,000+ population
- University campuses and large corporate facilities

Expected Partner Contributions:

- Establish a network in urban infrastructure/mobility solutions to promote and distribute the parking systems in the local markets
- Setting up and managing regional operations under established model.

Competencies:

- Experience in representing technical products
- Capacity to provide basic installation
- Capacity to provide after-sales support
- Knowledge of the local mobility market
- Capability to scale operations

The ideal partner will share a commitment to sustainable urban mobility and have the capacity to drive innovative infrastructure solutions in their local market.

Type of partnership

Type and size of the partner

Commercial agreement

- **Big company**
- **SME 50 - 249**

Dissemination

Technology keywords

Market keywords

Targeted countries

- **World**

Sector groups involved

- **Mobility - Transport - Automotive**