

Business Offer

A Finnish company is searching for agents for innovative manufacturing and design services of optics and fiber optics in Sweden, Norway, Denmark, UK and Germany.

Summary

The Finnish company specialized in design and manufacturing of optical and fiber optical components, modules and devices is looking for agents in Sweden, Norway, Denmark, UK and Germany. The company has been in optics business for over 30 years and their in-house expertise and manufacturing capabilities include: • Drawing of specialty optical fibers • Molded glass optical components • Glass crafting • Thin film coating • CNC machining of precision mechanics • Assembly of optical devices

Creation Date	27 March 2017
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Expiration Date	24 April 2018
Reference	BOFI20170327001

Details

Description

The company is a SME situated in Finland, they are employing almost 50 persons. The company was established 1984.

They are providing customized optical components, modules and assemblies for optical devices to their customers.

They are providing multiple services to their customers:

- Product Development
- Prototyping
- Testing
- Productization
- Serial Production
- Quality Control

Their customers by industry segments are optical device manufacturers for

- Clinical chemistry (medical devices)
- Process industry (in-line, on-line measurements and quality control)
- Environmental measurement devices

- Their most important customers are manufacturers of
- Optical Measurement Sensors, Devices and Analyzers
 - Specialty Lighting Solutions
 - High Power Lasers
 - Optical Cables
 - Other Optical Devices

Currently they are exporting mostly to Sweden, Germany and UK and now they want to strengthen their market position in these countries and in Norway and Denmark by agents.

Advantages and Innovations

The company is a one-stop-shop for innovative photonics solutions. They combine their established optics, fiber optics and optomechanics expertise to develop optimal optics manufacturing and assembly solutions for manufacturers of optical devices. For their customers, they are a trusted and caring partner offering flexible service.

They have 100+ demanding customers every year and all of them recommend them (Customer Survey 2015).

They are ISO9001 and ISO14001 certified and audited regularly by Fortune 500 Customers.

Technical Specification or Expertise Sought

They are looking for an expert / expert company who is specialized in optics and fiber optics.

Stage of Development

Already on the market

IPR Status

Secret Know-how

Keywords

Market

03006	Fibre Optics
05004005	Diagnostic equipment
05007004	Monitoring equipment
08002002	Industrial measurement and sensing equipment
09003001	Engineering services

NACE

C.23.1.2	Shaping and processing of flat glass
C.23.1.9	Manufacture and processing of other glass, including technical glassware
C.26.5.1	Manufacture of instruments and appliances for measuring, testing and navigation
C.26.7.0	Manufacture of optical instruments and photographic equipment

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Dissemination

Restrict Dissemination to Specific Countries

Denmark, Germany, Norway, Sweden, UnitedKingdom,

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

1984

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Client Country

Finland

Partner Sought

Type and Role of Partner Sought

They are looking for agents who would have know-how of optics and fiber optics to be able to market and sell their services. The agent can be component vendor and/ or designer.

Type and Size of Partner Sought

SME <10

Type of Partnership Considered

Commercial agency agreement

Attachments
