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IT specialist company seeks potential buyers of the customized software or partners who want to invest in the company in order to grow in international markets.

Summary

Profile type	Company's country	POD reference
Business request	**Portugal**	**BRPT20220705009**

Profile status	Type of partnership	Targeted countries
PUBLISHED	**Commercial agreement**	• **France**
	Investment agreement	• **Poland**
		• **Sweden**
		• **Ukraine**
		• **Italy**
		• **Spain**
		• **Switzerland**
		• **Czechia**
		• **Hungary**
		• **Belgium**
		• **Slovenia**
		• **Lithuania**
		• **Turkey**
		• **United Kingdom**
		• **Ireland**
		• **Austria**
		• **Greece**
		• **Luxembourg**
		• **Romania**
		• **Germany**
		• **Norway**
		• **Croatia**

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- **Netherlands**
- **Denmark**
- **Finland**

Contact Person	Term of validity	Last update
Edite Norberto	**5/7/2022** **5/7/2023**	**07/05/2022**

General Information

Short summary

The Portuguese company, founded in 2019, is specialized in software development, web or mobile applications, functionality challenges, proofs of concept, management software programs or platforms for smart cities. It works based on Agile methodology and Scrum framework. It has developed a Web and Mobile platform that aggregates CRM, ERP and SCM tools that are totally customizable to each business area.

Full description

The company was founded in 2019, based in Setúbal. IT specializes in software development, web or mobile applications, functionality challenges, proofs of concept, management software programmes or platforms for smart cities. It works on the basis of Agile methodology and Scrum framework. It has developed a Web and Mobile platform that aggregates CRM, ERP and SCM tools. The product is 100% customisable to the client's environment and needs, thanks to customized developments. It also has among other functions the sending of alerts, double factor authentication, geolocation of users and integration with Power BI, communication by Chat, calculation of Routes for geographic events, standards for ERP workflows, CRM workflows and full integration with the financial system and Front End of the site.

The extensible platform organizes sales, marketing and customer service, automates customer relationship management and synchronizes customer data. The platform collects and protects documents and data in an intelligent way - extracting, organizing and sharing content with employees, systems and business processes.
The customer can manage large volumes of information, including contacts, opportunities, accounts and activities. An open flow of communication provides easy access to this data across disparate departments. The CRM user can increase sales, provide valuable insights, streamline processes and make their sales organization more efficient. It complies with standards and integrates with the client's entire infrastructure.

The company would like to grow and become a reference in its area of expertise. The company is looking for companies who want to acquire the software, or partners who want to invest in the company and the product and acquire shares. The partner could become part of the company and help in the growth and expansion in both national and international markets.

Advantages and innovations

Stage of development

Already on the market

Sustainable Development goals

• **Goal 4: Quality Education**

IPR Status

No IPR applied

Partner Sought

Expected role of the partner

The potential partner has to be a company active in managing the relationship with the customer. The ideal partner works with an "aged" product that needs a new product to work with and/or a complementary product. The company could then join the group to become a partner in the commercialization of the product.
The partner would be looking for investment and would be interested in transferring shares to the company. The partner could become part of a young company, which aims to grow both on the national and international market and to be a reference on the technology market.

Type of partnership

Commercial agreement

Investment agreement

Type and size of the partner

• **SME 11-49**

• **SME 50 - 249**

Dissemination

Technology keywords

• **01003006 - Computer Software**

Market keywords

• **02007008 - Business and office software**

Profile BRPT20220705009

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Targeted countries

Sector groups involved

- **France**
- **Poland**
- **Sweden**
- **Ukraine**
- **Italy**
- **Spain**
- **Switzerland**
- **Czechia**
- **Hungary**
- **Belgium**
- **Slovenia**
- **Lithuania**
- **Turkey**
- **United Kingdom**
- **Ireland**
- **Austria**
- **Greece**
- **Luxembourg**
- **Romania**
- **Germany**
- **Norway**
- **Croatia**
- **Netherlands**
- **Denmark**
- **Finland**

Media

Images

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