

Ref: AKN

The client

We are working with an established **leader in the HVAC-R sector (Heating, Ventilation, Air-conditioning and Refrigeration) designing, manufacturing and distributing products to the retail, industrial and public sectors (including transportation)**. The company currently supplies a range of innovative and cost-effective products to these non-domestic sectors and is now focused on both expanding its international reach and the range of products it offers.

The search

The company is therefore interested in all types of strategic collaboration with complementary technology-based businesses, including: - licensing agreements; distribution; joint ventures, etc. The company also has a particular interest in the **potential acquisition of profitable SMEs looking for an exit plan in the future**. They are cognisant that this may come after a period of close collaboration and is interested in opening conversations where appropriate.

Our client has a range of products to improve, control and deliver the quality and cost of air in an environment, and is seeking synergistic products in the following areas, both for new markets and to expand their offering to existing customers: -

- Heating and cooling – e.g. air curtains, chillers, coolers, refrigeration
- Air management and quality - filtration, separation, purification, destratification, dehumidification
- Energy efficiency and cost saving - smart building, monitoring, control and automation solutions
- Packaged and modular solutions for individual control within a building
- Heat recovery solutions for existing products and renewables
- Products/services used for facilities management (relating to HVAC) and assisting the end-user
- Serving niche/specialist market sectors – e.g. cold storage, clean room, agricultural or renewable

Whilst the company will consider collaborations worldwide, they are focused on **working with companies based in the UK, Europe (particularly Eastern Europe and Scandinavia), and North America**.

The client is **not interested in companies with purely installation capabilities** but where they form part of the wider company capabilities, such as design and manufacturing. Equally, they are focused only on potential relationships with established companies that have the potential for future growth, i.e. not start-ups or 'turn around' situations.

What the client can offer

The company is known in the marketplace for its established brands, excellent reputation and service levels. It is able to access various sales channels, including: - Architects & Specifiers; Installers & Contractors; Distributors and End-users and the After-sale market, with worldwide sales offices or representation, therefore providing an excellent route to market for companies looking to expand their product penetration. It benefits from a geographically diverse manufacturing base with established suppliers, allowing it to maintain profitability despite fluctuating global markets and rising material costs. Furthermore, this private company is committed to long term growth, and is ready and able to invest in further development and expansion.

Please send any preliminary information on any potential partner to: -
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