A Czech SME providing software solutions is looking for service providers which would use its solution on external markets.

Summary

Profile type	Company's country	POD reference
Business Offer	**Czechia**	**BOCZ20241206009**

Profile status	Type of partnership	Targeted countries
PUBLISHED	**Commercial agreement** **Supplier agreement**	**• World**

Contact Person	Term of validity	Last update
Noriko MITA	**4 Jun 2025** **4 Jun 2026**	**4 Jun 2025**

General Information

Short summary

A Czech software solution provider has been a global leader in the world of energy savings for over 30 years, the vendor of the cutting edge, on the shelf digitalization software platform, a state-of-the-art application of information technology, which allows real-time monitoring, archiving, modeling and forecasting. The vendor is looking for service providers, which would use its solution on external markets. They are offering potential partners a licensing, or SaaS agreement.

Full description

DSP is designed for MSPs and large enterprises with in-house IT specialists as a tool for creating, implementing and operating software applications for end-clients who require digitalization of their business processes with a focus on maximum efficiency, cost&energy&environmental savings, profit maximization, ISO 50001 certification and ESG reporting.

Software solution powered by DSP all client's business processes are digitalized and their digital models created, KPIs established and their development monitored. The arrangements, which are made based on such IT solution then bring immediate savings, reduction of emissions and improvement of production efficiency.

Data-driven management continuously improves the productivity and efficiency of the company. Simply, software

solution powered by DSP helps businesses that want to live in digital world 4.0.

With the DSP, almost any IT solution can be created between the Direct Control System level and the ERP solution. Business partners are not dealing with technology, they are not dealing with programming, they are just describing a real process. DSP is available as a service via most global Clouds such as AWS or Azure. However, DSP also has its own Cloud Services optimized for energy management. Some of DSP services are stand-alone functions, for example real-time data acquisition, which is working world-wide and across the globe. The individual IT solutions powered by DSP can be linked to any structure, share or exchange data, control access to data and functions. Installed it solutions powered by DSP can co-operate, can be hierarchically connected and/or work as an artificial intelligence.

Despite its long existence on the market, DSP incorporates the most modern information technologies. It is available as a licensing model or Software as a Service. In the 30 years of its existence, whenever some new IT innovation appeared on the market, it was immediately embedded into DSP.

DSP provides a full range of functions from data acquisition, special calculations, optimization models, artificial intelligence, automatic decision making, reporting and communication interfaces. The specific solution is configured via the admin user interface.

Complete transparency and absolute reliability of the information provided was always the key issue. The user interface on the other hand was the area where the clients could implement their ideas. The specific solution is easily assembled from the individual modules, which not only affects the price but also allows for a step-by-step implementation of the digitalization solutions.

For some market sectors, the DSP is complemented by special modules, some of which could be third-party products. Some DSP functions are also available as mobile applications, that can work autonomously. DSP provides tools, which are available for viewing data in graphs or tables, for grouping the displayed values into one report or for analytical evaluation.

IT solutions based on the DSP are used not only by large global players, but also by dozens of smaller and medium-sized enterprises, municipalities and commercial entities. In all digitalization projects, great emphasis is placed on the project economics and the expected benefits are carefully considered. The basic payback parameter for all projects has to be 2 years, for some of them 1 year only.

Quite often the savings are so high that the ROI reaches hundreds of percent.

Advantages and innovations

Welcome to the world of energy savings where a dollar saved is profit earned.

The Czech Solution Provider has been a global leader in the world of energy savings for over 30 years, the vendor of the cutting edge Digitalization Software Platform - DSP, a state-of-the-art application of information technology. DSP is a commercial on the shelf software platform, which allows real-time monitoring of all process data. It can be used especially to forecast, control and optimize energy usage, machines utilization, efficiency improvements, runs continuously and savings are delivered around the clock. It is widely used for professional services such as energy management implementation,

Smart Cities solutions, ISO 50001 and ESG reporting.

Comprehensive care for end customers and independent business partners is granted.

Vendor teams up with successful independent professional service providers around the globe, which deliver their own specific DSP based energy management solutions to their clients from various market sectors.

Clients from industrial, commercial, power generation, utility and government sectors use the same software, each with a customized configuration.

Clients save annually at least 5% of energy cost and investment payback doesn't exceed 2 years. Large and medium-sized enterprises have relied on DSP since 1990 and have pocketed over $2 billion in real savings. High quality of software, professionalism and customer satisfaction are the hallmarks of the DSP vendor.

The share/added value of professional service provider on the implementation project ranges between 10% and 80% depending on the partnership business model.

Technical specification or expertise sought

Stage of development

Already on the market

IPR Status

IPR Notes

Sustainable Development goals

• **Goal 12: Responsible Consumption and Production**

Partner Sought

Expected role of the partner

Prospect business partner has to have some experiences in the target market like Industry sectors (electronic, automotive, chemical, metal, machinery, semiconductor, ...), power generation, utilities, commercial sector and municipal & government sector. Necessary condition is that he must dedicate appropriate human and marketing resources to start up the business powered by DSP.

Potential business partners:

Professional Business Providers
MSPs
System Integrators
Trading Companies
Big enterprises with its own IT services

Type of partnership

Commercial agreement

Supplier agreement

Type and size of the partner

• **Other**

• **SME 50 - 249**

• **Big company**

• **SME 11-49**

• **SME <=10**

Dissemination

Technology keywords

Market keywords

• **02007011 - Manufacturing/industrial software**

• **02007017 - Expert systems**

• **02007006 - Other system software**

• **02007014 - Other industry specific software**

• **02007007 - Applications software**

Targeted countries

• **World**

Sector groups involved