

German CRA compliance software provider seeks sales and distribution partners under commercial agreements in Europe and Asia (with a focus on Japan)

Summary

Profile type

Business Offer

Company's country

Germany

POD reference

BODE20260826004

Profile status

PUBLISHED

Type of partnership

Commercial agreement

Targeted countries

- Poland
- Ireland
- Spain
- Portugal
- Switzerland
- Belgium
- Austria
- Slovakia
- Sweden
- Netherlands
- Slovenia
- Italy
- Luxembourg
- Denmark
- Czechia
- Hungary
- Malta
- Bulgaria
- Latvia
- Finland
- Croatia
- Romania
- Lithuania

- Cyprus
- Estonia
- Japan
- South Korea

Contact Person

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Term of validity

26 Aug 2026

26 Aug 2027

Last update

3 Sep 2026

General Information

Short summary

A German software company from Stuttgart offers a B2B SaaS platform for compliance with the EU Cyber Resilience Act (CRA). The software covers SBOM management, continuous vulnerability monitoring, Art. 14 reporting to ENISA and technical documentation through to the EU Declaration of Conformity. The company seeks cybersecurity consultancies, system integrators and resellers as sales and distribution partners under commercial agreements.

Full description

A German technology company specialised in platform engineering, cybersecurity and regulatory compliance has developed a SaaS platform that supports manufacturers of hardware and software products with digital elements in achieving compliance with the EU Cyber Resilience Act (CRA). The solution covers the entire compliance lifecycle, including SBOM management, vulnerability monitoring, incident reporting, threat modelling, CRA documentation and preparation of the EU Declaration of Conformity.

With CRA reporting obligations approaching, the company seeks commercial partners with access to manufacturing companies in their local markets. Potential partners may act as resellers or referral partners, support market development, and complement the platform with their own consulting, gap assessment or implementation services. The company offers product training, sales support, regulatory expertise and second-level technical assistance.

Advantages and innovations

The product combines deep regulatory expertise with a practical, market-ready compliance platform for the EU Cyber Resilience Act (CRA). Developed by a team actively involved in CRA industry working groups and regulatory exchanges, the solution is continuously aligned with evolving regulatory requirements and guidance.

Unlike generic compliance tools, the platform enables requirement mapping at both product and product-variant level, making it particularly suitable for manufacturers managing complex product portfolios. It supports the complete compliance process, from SBOM management and vulnerability monitoring to the generation of an audit-ready technical documentation package and the EU Declaration of Conformity.

The solution has already been validated in the market through deployments with industrial customers. In addition, commercial partners benefit from a strong, deadline-driven market opportunity created by upcoming CRA obligations, while also being able to generate additional revenue through complementary consulting, assessment and implementation services built around the platform.

Technical specification or expertise sought

Stage of development

Already on the market

IPR Status

Secret know-how

IPR Notes

Sustainable Development goals

• Goal 9: Industry, Innovation and Infrastructure

Partner Sought

Expected role of the partner

The partner acts as a sales and distribution partner under a commercial agreement: identifying and qualifying leads among manufacturers of products with digital elements, co-selling the platform together with the German company, optionally providing local first-line contact in its market and language, and optionally delivering CRA consulting, gap assessments or implementation services based on the platform. Suitable partners are cybersecurity or compliance consultancies, system integrators and software resellers with an existing manufacturer client base.

Type of partnership

Type and size of the partner

Commercial agreement

- **Big company**
- **SME 50 - 249**
- **SME ≤10**
- **SME 11-49**

Dissemination

Technology keywords

Market keywords

- **02007001 - Systems software**
- **02007003 - Operating systems and utilities**
- **02007008 - Business and office software**
- **02007002 - Database and file management**

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Sector groups involved