Austrian company is looking for independent resellers. They are offering smart and sustainable charging solutions for traction batteries of electrified industrial trucks used in intralogistics.

Summary

Profile type
Business Offer

Company's country
Austria

POD reference
BOAT20231211016

Profile status
PUBLISHED

Type of partnership
Commercial agreement

Targeted countries
- **Romania**
- **South Korea**
- **Japan**
- **Greece**
- **Sweden**
- **Lithuania**
- **Bulgaria**
- **Finland**
- **Estonia**
- **Egypt**
- **Hungary**
- **Norway**
- **Latvia**
- **Singapore**
- **Vietnam**
- **Taiwan**
- **United States**
- **New Zealand**

Contact Person
Noriko MITA

Term of validity
11 Dec 2023
10 Dec 2024

Last update
12 Dec 2023

General Information

Short summary

An Upper Austrian MNE developing high quality charging solutions for traction batteries of electrified industrial trucks used in intralogistics. The comprehensive portfolio consisting of a broad range of chargers can be used to charge a variety of lead-acid & lithium-ion batteries. While focusing on sustainability, the company implements smart solutions to enable an efficient charging process and make energy management easy.

Full description

The company creates charging solutions for traction batteries of electrified industrial trucks used in intralogistics. These chargers can be used to charge a broad range of lead-acid and lithium-ion batteries. With over 75 years of experience in charging solutions the company has profound knowhow and expertise in the field of charging technology. When charging electrified industrial trucks used in intralogistics efficient and reliable charging processes are crucial. Therefore, the company offers a comprehensive range of chargers which fulfil different market requirements and make the usage of the chargers as convenient as possible. With a focus on efficiency and sustainability the company implemented different functions and digital solutions to optimize the charging experience and provide easy energy management. Especially in intralogistics not only the availability of industrial trucks & traction batteries, but also an efficient charging process is important to save time and costs. The company's unique software solution connects directly to your charging infrastructure and provides live data of the charging process. This gives the operator the needed transparency and control over their battery pool and charging infrastructure. Various analysis functions help to identify application errors at an early stage and derive actions to optimize operations, reduce costs and improve overall performance. Considering the market requirements, the company designed a charging device with the highest possible reliability and a lot of functions which help to optimize the charging process, enhance battery health & prolong the batteries lifetime. The durability of the companies charging devices is also shown by their outstanding life expectancy of more than 20 years.

Advantages and innovations

The company developed its own charging process. This specific characteristic adapts to the requirements of the battery and ensures a device efficiency of 93%, a cooler battery during charging and therefore extends the battery life by up to 15%. Moreover, it reduces the energy consumption by up to 30%.

- Unique charging characteristic for highest energy efficiency
- Digitalization of the charging process for optimized usage
- Product warranty up to 5 years
- Highly sustainable as it reduces energy consumption
- Load management to reduce peak loads
- Prolonged battery life
- Reactivation of sulphated or deep discharged batteries
- Temperature controlled charging for extreme environmental conditions (heat / cold)
- Tailored charging times provide additional optimization potential
- One charger for multiple voltages (downwards compatible) using automatic voltage detection

Technical specification or expertise sought

The chargers have been developed for traction batteries, mainly used for electrified industrial trucks. The maximum output current delivered by the chargers is 375A. Also, the mains voltage starts at 230V reaches up to 400V (220V North & South America). Further on, they can deal with grid fluctuations. The single-phase chargers can handle +15/-15% and the three-phase chargers +30/-15%. Chargers for different types of battery technologies (lead-acid, lithium-ion, CSM, ….) are available from 1kW to 30kW. Which makes it possible to charge batteries starting at 12V up to 120V with a capacity range from 52-2500Ah.

Stage of development

Already on the market

Sustainable Development goals

- **Goal 17: Partnerships to achieve the Goal**
- **Goal 7: Affordable and Clean Energy**
- **Goal 12: Responsible Consumption and Production**
- **Goal 9: Industry, Innovation and Infrastructure**
- **Goal 8: Decent Work and Economic Growth**

IPR Status

Partner Sought

Expected role of the partner

They are looking for independent resellers, specialized in intralogistics applications and the sale and service of industrial trucks and/or batteries and chargers. Depending on the reseller’s engagement and commitment to the company’s solution portfolio the suppliers are separated in Sales & Service Partners and Dealers.

Type of partnership

Commercial agreement

Type and size of the partner

- **Big company**
- **SME 11-49**
- **Other**
- **SME 50 - 249**
- **SME <=10**

Dissemination

Technology keywords

- **04001003 - Storage of electricity, batteries**
- **004006001 - Energy management**
- **04001004 - Transmission of electricity**

Market keywords

- **03004003 - Other electronics related equipment**
- **06010003 - Energy for Industry**
- **03003 - Power Supplies**
- **03002 - Batteries**

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Sector groups involved