

A Greek startup is looking for manufacturers, distributors, and suppliers of drone parts for the development of a drone and IoT assembly pilot hub

Summary

Profile type

Business request

Company's country

Greece

POD reference

BRGR20251002006

Profile status

PUBLISHED

Type of partnership

Supplier agreement

Targeted countries

• World

Contact Person

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Term of validity

3 Oct 2025**3 Oct 2026**

Last update

3 Oct 2025

General Information

Short summary

A Greek startup, is planning to set up a small-scale drone and IoT assembly hub (pilot line) in Thessaloniki, Greece. The company is seeking manufacturers, suppliers, or distributors of drone parts (i.e, sensors, cameras, propellers, batteries, arms, etc) to collaborate on assembly through a pilot facility, intending to obtain CE certification and distribute final products across the EU, Balkans, and Mediterranean regions.

Full description

The company is an innovative IT startup headquartered in Thessaloniki. It specializes in providing software solutions tailored to various industries, including retail, e-commerce, smart agriculture, and healthcare. Their services encompass software development, data analytics, cloud computing, artificial intelligence, and computer vision. They aim to assist businesses in enhancing performance, optimizing workflows, and achieving superior outcomes through innovative technology solutions. Their expertise is in Enterprise Resource Planning (ERP) and Warehouse Management System (WMS) integration, IoT platforms, and data analytics, also providing IT services for major industrial clients. The company's goal is to become a strategic hub for unmanned aerial vehicle (UAV) and IoT hardware in Southeast Europe. With secured public funding in a 2-year funding program, the company now aims to expand into drone and IoT sensor assembly through a pilot facility. The planned hub will focus on the Assembly of UAVs and IoT devices for

various applications, EU certification and compliance, such as CE marking, Radio Equipment Directive (RED), Electromagnetic Compatibility (EMC), Unmanned Aircraft System (UAS) class marking, after-sales services and maintenance for European customers, and integration with IoT/AI platforms for real-time data monitoring. The vision of the company is not just to assemble drones and IoT devices, but to create a regional ecosystem where advanced technology, compliance, and innovation converge. The pilot facility in Southeast Europe will act as a testing ground and production line for UAVs and IoT systems, enabling the transition from prototypes to market-ready solutions. By embedding EU certification processes into its core operations, the company ensures that each product is delivered with international credibility and reliability. This initiative also builds capacity for long-term support, offering European clients tailored maintenance, training, and upgrades that extend the lifecycle of their technology. Beyond manufacturing, the company aims to position the hub as a collaborative platform, connecting AI developers, data scientists, and hardware engineers to co-create solutions that go beyond surveillance or monitoring, such as predictive infrastructure maintenance, disaster response systems, and smart environmental management. Currently, they consider partners under supplier agreements that include technical assistance, with the potential for extended collaboration beyond the pilot phase.

Advantages and innovations

Among the advantages is that the company already has 50% co-funding secured for this project, reducing investment risk. They have a strategic EU location (Greece as a gateway to the Balkans, Middle East and North Africa-MENA, and Europe), and there are lower operational costs compared to Western Europe. They also have expertise in integration and compliance (ERP, IoT, CE certification) and a scalable business model, from pilot assembly to larger manufacturing and R&D.

Technical specification or expertise sought

The company is seeking expertise and collaboration in the fields of drone and IoT technology, targeting Original Equipment Manufacturers (OEMs) of complete drones, drone components (i.e. sensors, cameras, propellers, batteries, arms, etc), and related equipment. It is looking for partners with strong capabilities in artificial intelligence, IoT integration, and advanced analytics to support the development of intelligent and connected drone systems. Additionally, the company requires distribution partners for drones and components to support production and deployment from their pilot assembly hub.

Stage of development

Under development

IPR Status

IPR Notes

Sustainable Development goals

- **Goal 9: Industry, Innovation and Infrastructure**
- **Goal 17: Partnerships to achieve the Goal**

Partner Sought

Expected role of the partner

The company seeks Original Equipment Manufacturer (OEMs) of whole drones, parts and equipment of drones and IoT. Moreover, they look for distributors of drones and drone parts, in order to build their series of drones for their pilot hub, with the potential to collaborate further in the after-pilot period.

Type of partnership

Supplier agreement

Type and size of the partner

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

Dissemination

Technology keywords

Market keywords

- **08002004 - Robotics**
- **08002005 - Machine vision software and systems**
- **03001009 - Other electronics related (including keyboards)**

Targeted countries

- **World**

Sector groups involved