

A Polish SME, well-known smart vending and automated retail sector is looking for manufacturers of popular snacks compatible for vending machines

Summary

Profile type

Business request

Company's country

Poland

POD reference

BRPL20251023006

Profile status

PUBLISHED

Type of partnership

Commercial agreement

Targeted countries

• World

Contact Person

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Term of validity

23 Oct 2025
23 Oct 2026

Last update

23 Oct 2025

General Information

Short summary

A Polish company operating in the smart vending and automated retail sector, providing comprehensive self-service solutions combining vending technology, cashless payment systems, and flexible B2B cooperation models is looking for manufacturers of popular snacks compatible for vending machines. They manage the full implementation process including installation and service.

Full description

A modern Polish company operating in the smart vending and automated retail sector, providing a comprehensive range of self-service and micro-market solutions that combine advanced vending technology, digital management systems, and flexible B2B cooperation models is looking for manufacturers of popular snacks compatible for vending machines.

The company integrates touchscreen vending machines, cashless payment systems, and real-time monitoring technologies to deliver seamless user experiences and efficient operations. Their vending units accept multiple payment methods, including card, mobile, and prepaid options, through leading technology partners.

They manage the entire vending process chain, covering installation, logistics, restocking, and technical servicing -

both for its own machines and those owned by partner organizations. The company's service infrastructure includes a dedicated logistics fleet, a modern service centre, and an experienced technical team ensuring continuous device uptime and product freshness.

With over seven years of experience in the Polish vending market, the SME serves a wide client base that includes public institutions, universities, hospitals, factories, and office buildings. The company's mission is to make everyday access to snacks, drinks, and essentials fast, modern, and cashless, reflecting today's shift toward automated convenience and smart urban infrastructure.

Vendigo actively expands its network of vending locations and continuously invests in digital transformation and automation of logistics processes. Through predictive maintenance, smart supply planning, and integration with ERP systems, the company reduces environmental impact and optimizes daily operations.

Future development areas include international cooperation with snack and beverage suppliers, participation in vending trade fairs across Europe, and the introduction of eco-friendly vending models promoting sustainable packaging and healthy food options.

Their approach, based on partnership, innovation, and flexibility positions them as a leader of the Polish smart vending industry and an attractive partner for cross-border cooperation.

Advantages and innovations

The SME combines technological innovation, service integration, and operational flexibility, making it one of the most dynamic smart vending providers in Poland. The company's strongest advantage lies in the full-service automation approach – they manage every stage of the process, from installation and technical servicing to logistics, restocking, and payment processing for both its own and partner vending networks. The company belongs to Vending Poland Association (18 members in total).

Another innovative aspect is the flexible B2B cooperation model, which includes rental, servicing, and revenue-sharing options for institutions such as universities, hospitals, factories, and public offices.

Technical specification or expertise sought

Its machines are equipped with touchscreen interfaces, cashless and contactless payment systems, and real-time monitoring tools that allow for predictive maintenance and continuous inventory control. This integration of hardware, software, and logistics ensures a high level of reliability, reduced downtime, and optimized delivery routes.

The company's smart infrastructure enables remote management, digital reporting, and automation of supply processes, improving cost efficiency and transparency. By applying AI-supported monitoring systems, the company can adjust its product assortment according to data-driven insights about consumption trends.

The SME also invests in eco-friendly vending concepts – offering sustainable packaging and healthy snacks – in response to growing market demand for environmentally responsible solutions.

The company's strong focus on digital transformation, predictive logistics, and international networking positions the SME as a smart vending pioneer capable of transferring its innovative model to international markets through strategic partnerships

Stage of development

Already on the market

Sustainable Development goals

• **Goal 9: Industry, Innovation and Infrastructure**

IPR Status

No IPR applied

IPR Notes

Partner Sought

Expected role of the partner

The expected partner should be able to develop stable sourcing channels for snacks that will:

- Increase product diversity across its vending machine network in Poland and Central Europe,
- Strengthen cooperation with European manufacturers,
- Support the company's ongoing international expansion strategy.

Type of partnership

Commercial agreement

Type and size of the partner

- **SME 50 - 249**
- **SME <=10**

Dissemination

Technology keywords

- **08001001 - Drink Technology**
- **08001005 - Food Technology**
- **08001002 - Food Additives/Ingredients/Functional Food**

Targeted countries

- **World**

Market keywords

- **07003003 - Soft drinks and bottling plants**
- **07003001 - Wine and liquors**
- **07003002 - Health food**
- **07005006 - Other consumer services (including photo processing)**

Sector groups involved

- **Retail**
- **Agri-Food**