

# network

enterprise europe

## success stories

### **Italian company provides electronic ballast to Greek SME for desalination systems, with EU and Arab markets in mind**

BRENTAS LTD is a dynamic Greek SME with over 10 years of experience in producing various types of specialised equipment, including water treatment and firefighting systems. Recently, the company's co-owner, Mr. Dinos Megkos, has been personally involved in the development of a new series of desalination systems. In order to complete this new product he was looking for a particular device called electronic ballast, which was intended to limit the amount of current from the electric circuit to the device.

As Mr. Megkos himself admitted: "We are a small company trying to develop innovative products and are constantly looking for new technologies to implement. Without the dedicated support of the Enterprise Europe Network office of the Federation of Industries of Northern Greece (FING), it would have been, if not impossible, at least very time-consuming for us, to identify the right suppliers, approach them and negotiate with them. We value the advice of the Network office of FING, since they guided us to the right Brokerage Events and Fairs and helped us through the whole participation procedure, as well as with the follow-up process until an agreement was achieved".



There is a continuous need to develop new products and expand to new markets, as Mr. Megkos told FING staff. With this new line of products, the company expects to increase its profit and thus maintain existing jobs, and hopefully even to hire more personnel. The Network office of FING has supported the company to boost its competitiveness and sustainability, since it is now capable of introducing a new and innovative product on the European and hopefully Arab markets. FING has also assisted the company to improve

the quality of its products because the device is designed to help reduce energy consumption, and to better meet customer demands.

Contact person: Katerina Tzitzinou (Federation of Industries of Northern Greece - FING)

E-mail: [k.tzitzinou@sbbe.gr](mailto:k.tzitzinou@sbbe.gr)



Business Support at Your Doorstep