

Sales partner for European technology in Latin America.

European technology companies appoint us as their sales partner in the Latin American market. What we do runs from the first approach to a buyer, through public tenders, to delivery, customs and handover to the end client.

33

COUNTRIES WITH MARKET ACCESS

USD 25m

CONTRACT VALUE REALISED

USD 100m

ACTIVE BACKLOG

15 years

ACTIVE IN THE REGION

— PARTIES

Who we work with

European technology companies

Harpy is the commercial arm of European technology companies on the ground, and opens up the Latin American market for them.

Latin American agents

Harpy gives agents in Latin America access to European technology, and draws on their contacts and market knowledge to reach the right decision-makers at end customers.

Latin American end customers

Harpy matches end customers in Latin America with the European technology that fits, and knows from experience which solutions work where.

— MANDATE

What we do

Different clients want different things. Every mandate is therefore put together case by case.

Closing contracts with the end client

We take the contract between the company we represent and the end client from technical clarification through to signature. A pilot project can be the first step. We only earn our commission when the contract closes.

Taking part in tenders

We track public and private tenders across a range of jurisdictions. As a locally registered and licensed company, we can bid on the client's behalf wherever a procedure fits.

Qualified conversations with decision-makers

Sometimes the first step is simply opening the right door. We make the introduction and bring both sides to the table.

Market access before the purchase

Goods with long procurement cycles need relationships built long before anything is bought. We build them with buyers and operators, and stay close to the opportunity on the ground once a real requirement takes shape.

Purchase and resale

Not every deal lends itself to brokering. In certain cases we can buy a product ourselves and sell it on in the market. The seller then has a buyer in the region and a contract with us.

After the closing

Once a contract with an end client is signed, we see the next steps through. These differ from case to case: supplier registration, import licences, customs clearance, overseeing the installation, or whatever else the case calls for.

— ORIGIN

How we came about

Harpy grew out of representing a German aircraft manufacturer in Latin America. That partnership has been running in the region for some fifteen years and continues to this day.

Over those years, the enquiries that reached us went far beyond aviation. The experience they built spans industries, jurisdictions and contract types, and we now make it available to other European technology companies as well.

— RECOGNITION

EIC Service Catalogue

We are listed as a partner in the EIC Service Catalogue, the curated service-provider network of the European Innovation Council under Horizon Europe, managed by EISMEA. That is how we come to work with a number of companies funded through EIC Accelerator and EIC Transition. An EIC affiliation, however, is not a requirement for working with us, and counts neither for nor against.

Partner profile at EISMEA

— SECTORS

Industries we serve

- Aerospace and defence
- Maritime security and border protection
- Energy and critical infrastructure
- Mining and natural resources
- Agriculture and food technology
- Industrial manufacturing
- Telecommunications and networks
- Transport and logistics

— CONTACT

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— REGISTER

COMPANY

Harpy Enterprise Inc. is a brand of H3 Grob Aircraft Latin America Corporation.

LEGAL FORM

Sociedad Anónima, Republic of Panama

COMMERCIAL REGISTER

Registro Público de Panamá, Sección Mercantil, Folio 155738741

Publicly searchable through the registry lookup at www.rp.gob.pa

RUC (LOCAL TAX NUMBER)

155738741-2-2023 DV 14

REPRESENTED BY

Leonardo Schulze Wierling, Chief Executive Officer

REGISTERED OFFICE

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