Dear decision-makers and business partners,

We are reaching out to introduce **Domat Control System s.r.o.** – a Czech leader in open, vendor-independent building automation, HVAC control, and energy management, founded 2004, delivered 3,000+ installations across 36 countries, empowered by 100+ team members, a part of ČEZ ESCO (ČEZ group).

Domat is a manufacturer specializing in **building automation and control systems** that solve critical pain points faced by system integrators, distributors, and facility managers. Domat is **ISO 9001**, **14001**, **27001 certified** (quality, environmental, and cybersecurity norms guaranteed), driven by **open standards philosophy** (BACnet, Modbus, MQTT, M-Bus, …). Aside the EU manufacturing hardware quality, Domat offers **license-free software**, and, thanks to **secure supply chain**, also **rapid deployment** (2–3-week lead times vs. industry standard 6-8 weeks). Domat's products have been field-proven in projects such as V-Tower & Main Point in Prague, Doha Metro in Qatar, Hilton Hotel Rijeka in Croatia, and retail chains across the Europe.

Domat partners with **system integrators** to help them tackle the most common industry challenges: premium suppliers often represent 80–90% of component costs, creating risky vendor dependency and constant margin pressure, long lead times disrupt project schedules and undermine customer satisfaction, proprietary ecosystems drain budgets and limit flexibility, cloud services are either limited or overpriced, complicating energy management and IoT integration, and mixed-vendor environments frequently require complex integration bridges and time-consuming workarounds.

For **building owners and facility managers**, the biggest challenges often stem from a lack of flexibility to switch suppliers or technologies, leaving them locked into single-vendor ecosystems, a high total cost of ownership driven by licensing fees, maintenance contracts, and vendor lock-in premiums, legacy systems that fail to integrate with modern IoT platforms, apps, or energy-analytics tools, and increasing cybersecurity requirements under NIS2, GDPR, and the CRA, which demand continuous attention and costly upgrades.

Domat addresses these challenges through a complete and modular ecosystem, a true partnership model, and proven reliability. We deliver up to 30% cost reduction compared to premium brands without compromising reliability, delivery times that keep projects on schedule, and full openness through BACnet/IP, Modbus, and MQTT so you control your architecture rather than a vendor.

Our ecosystem is built specifically for BMS needs and includes:

 〉 **mark-series PLCs** — Linux-based controllers with up to 88 I/O points and web HMI,
 〉 compact **WALL controllers** for distributed or space-constrained applications,
 〉 wide family of **I/O modules** with uniform Modbus RTU over galvanically isolated RS485,
 〉 **IRC room controllers** combining temperature, humidity, CO_2, occupancy sensing and local HMI,
 〉 and **converters** for bridging technologies such as Sauter, Belimo, DALI, DMX512, M-Bus, and more.

On the software side:

 〉 **Domat IDE** provides a complete engineering environment for PLC logic and HMI, free of charge,
 〉 **Domat Visual** enables control and monitoring via mobile app, PC, and touchscreen terminals,
 〉 the **OPC server**, another free software, ensures standard industrial data connectivity,
 〉 through our partnering **SCADA platforms**, we deliver monitoring, analytics, and alarm management.

Unlike traditional vendors, Domat operates as a strategic **technology partner** with **zero software licensing fees**, **direct engineer support** including rapid WhatsApp assistance, structured **training programs**, and **joint market-development activities** from co-marketing to pilot financing.

Our solutions are field-proven across **offices**, **retail**, **hospitality**, and **industrial sites** throughout the EU, built on a **cybersecurity-first approach**, and offer **multi-protocol integration** with systems from Siemens, Belimo, Honeywell, GIRA, and Schneider, all while **scaling** from single-building deployments to multi-site platforms.

We are reaching out to Bulgarian integrators and distributors now because the market is hitting a critical inflection point. Regulatory momentum driven by **EPBD 2024** and **cybersecurity requirements** is accelerating the need for modernization, **ongoing market consolidation**, with larger European players acquiring smaller Bulgarian firms, is raising the bar for competitive differentiation, **supply-chain resilience** has become a strategic priority as companies seek to balance existing vendor dependency with smarter diversification, **end customers now expect advanced features** as energy analytics, mobile control, and cloud connectivity as standard rather than premium functionality, and **increasing margin pressure** is commoditizing traditional resale models, making flexible, value-driven offerings essential for long-term profitability.

Domat enables partners to strengthen their position in this shifting market by improving project margins by 17–23 percentage points through cost-efficient, high-reliability components, increasing bid-win rates with significantly faster delivery times and a fully featured product portfolio, building defensible intellectual property through cloud-platform partnerships and white-label options, and reducing long-term vendor risk thanks to open standards and a flexible multi-vendor architecture.

As a next step, we suggest a 30–50-minute conversation to explore your challenges, whether they relate to vendor lock-in, margin pressure, technology limitations, or anything else, understand your customer base and the verticals, review the technical landscape and dominant protocols in your projects, discuss your strategic direction, and identify a suitable pilot where Domat could deliver immediate value. Following the call, Domat will provide a full technical and commercial product overview, references from comparable integrators in similar markets, optionally loan hardware samples along with free access to all software tools (IDE, Visual, OPC) and training, as well as pricing and long-term partnership framework proposal.

We look forward to learning more about your business and discussing how Domat can help you achieve your strategic goals.

With best regards,

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