

Partnering Opportunity

Profile Status: Published

Business Offer

Polish SME offering electric services for the maritime industry offers subcontracting and outsourcing agreements

Summary

An experienced Polish company, offering both cable supplies and electrical and locksmith works for the maritime industry, is looking for cooperation possibilities with shipyards and maritime outfitters under outsourcing and subcontracting agreements.

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Details

Description

The company was founded in 2007 in West Pomerania and since then has been a supplier of technical equipment for the marine industry.

In 2012 the company opened the biggest cable warehouse in Poland. They currently have more than 100 km of various types and diameters cables in stock, therefore they guarantee prompt and complete delivery.

Diversely stocked warehouse is equipped with cable winder and cable cutter which allows quick preparation and marking of ordered goods.

The company's offer comprises also specialistic certified cables for electrical switchboards designed for maritime market. Their cables have DNV (Det Norske Veritas), GL (Germanischer Lloyd), ABS (American Bureau of Shipping), BV (Bureau Veritas), LR (Lloyd's Register of Shipping) and PRS (Polish Ships Register) recognition.

The company also offers maintenance services. They have a group of qualified designers, electricians and locksmiths who provide electrical and locksmith works for shipbuilding, ship

conversion and ship repairs.

The company develops detailed technical documentation and prefabricates distribution boards. The Polish SME already operates internationally, however they would like to enter new markets and offer their services to a wider group of partners. They are interested in working with installations on large shipping vessels, on behalf of shipyards and outfitters in the maritime industry, under subcontracting or outsourcing agreements.

Advantages and Innovations

The company cooperates with the largest Polish shipyards.

There are companies that provide ship building and ship repair services among their clients. Cooperation with the biggest producers in Europe gives them the guarantee they provide their customers with high quality products. They are official sales representative of biggest shipbuilding companies and represent cutting-edge technologies and technical expertise currently used on the market.

The company has all adequate technical and design background which helps in the selection of suitable products according to customers' requirements.

They have TÜV certificate for welding, Polish Ship Register approval for electrical works on ships and ISO 9001 quality management system certified by DNV.

Keywords

Technology

01002003	Electronic engineering
02009017	Electrical supply system
02009021	Switches and wiring

Market

03004003	Other electronics related equipment
08002001	Energy management
08003006	Power transmission equipment (including generators & motors)
09003001	Engineering services

NACE

C.27.3.2	Manufacture of other electronic and electric wires and cables
C.27.3.3	Manufacture of wiring devices
C.33.2.0	Installation of industrial machinery and equipment

Network Contact

Issuing Partner

WEST POMERANIA ECONOMIC DEVELOPMENT ASSOCIATION - SZCZECIN BUSINESS
CENTRE STOWARZYSZENIE

Contact Person

Anna Lotocka

Phone Number

+48 91 433 02 20

Email

a.lotocka@zsrg.szczecin.pl

Open for EOI : **Yes**

Dissemination

Relevant Sector Groups

Maritime Industry and Services

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

2007

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Experience Comments

PRS Certificate, TUV 111, DNV Certificate

Certification Standards

ISO 9001
ISO 9000

Languages Spoken

English
Polish

Client Country

Poland

Partner Sought

Type and Role of Partner Sought

The company is ready to cooperate both with shipyards and smaller entities in demand of electrical works.

The potential partner should operate in the maritime sector, especially in shipbuilding or ship repairs and be either looking for companies to which they could outsource part of their business process or to whom they could assign a part of a specific electrical works contract.

Type and Size of Partner Sought

SME 11-50,R&D Institution,SME <10,>500 MNE,251-500,SME 51-250,>500

Type of Partnership Considered

Subcontracting
Outsourcing agreement

Attachments



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