

Partnering Opportunity

Profile status : Published

Business Offer

Industrial automation services are offered by Polish company under subcontracting, outsourcing and services agreement

Summary

The company from Poland specialises in the designing and implementation of control systems & industrial automation. The company offers: automation systems (comprehensive implementation of projects), modernisation of already existing systems, programming PLC (Programmable Logic Controllers) and HMI visualisation (Human Machine Interface), system maintenance and emergency services. The company is looking forward long-term cooperation under subcontracting, outsourcing and services agreement.

Creation Date 26 February 2019

Last Update 29 March 2019

Expiration Date 29 March 2020

Reference BOPL20190222001

Public Link <https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/5be4fc12-0310-4611-a5b0-5ed4c1247a23>

Details

Description

The company from South-East of Poland specialises in the implementation of control systems and industrial automation.

The company's goal is to implement the latest technologies in the field of automation in every sector of the industry allowing the clients to increase process reliability and increase productivity.

The company particularly enjoys working in the whole project cycle: from project designing to its implementation.

That rule applies to both: new projects (start-ups) and to the modification of the already existing systems.

The scope of work includes for example: designing the whole new system or auditing the system already in-place, moving the equipment and other necessary materials to the proper order, prefabricate switchgears and control cabinets based on the provided project or designed by the company, carrying out modernization, selecting security, optimizing the process, advising on security and ultimately providing the necessary documentation, testing the system.

To optimize the process or add functionality, the company selects a PLC (Programable Logic Controllers). The company is experienced in programming the majority of drivers available on the market. HMI (Human Machine Interface) panel is programmed for better human-machine communication. The interface created by the company is designed in order to ensure intuitive operation and functionality for its users.

The company is looking for all size companies, preferably with the experience in international cooperation.

Types of cooperation:

1. Under subcontracting agreement – the company is offering to become a subcontractor and provide service for another company concerning designing and implementation of control systems & industrial automation.
2. Under outsourcing - the Polish company would like to become service provider within the frame of an outsourcing contract in the scope of company's activities
3. Under services agreement - Polish company offers designing and implementation of control systems & industrial automation's services

Advantages and innovations

- Tailor-made systems
- Complex services offered: design and implementation
- Modernisation services allowing 'second-life' of the machinery park of the companies
- Strong impact on security of the systems
- Guarantee and technical desk service
- Visualisation of the system ensuring intuitive operation and functionality for its users.

Stage of development

Already on the market

Keywords

Technology

01003001

Advanced Systems Architecture

Market

08002003

Process control equipment and systems

Network Contact

Issuing Partner

STAROPOLSKA IZBA PRZEMYSLOWO-HANDLOWA

Contact Person

Lasocka Dorota

Phone number

+48-41 3680278

Email

d_lasocka@siph.com.pl

Open for EOI: **Yes**

Dissemination

Restrict dissemination to specific countries

Austria, Belgium, Bulgaria, Croatia, Cyprus, Czechia, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Malta, Netherlands, Norway, Portugal, Romania, Slovakia, Slovenia, Sweden, Switzerland

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2015

Turnover

<1M

Already Engaged in Trans-National Cooperation

No

Languages Spoken

English

Client Country

Poland

Partner Sought

Type and Role of Partner Sought

Ideal partner should be experienced in the industry control system services and automation and committed to a long-term cooperation.

Role of the partner:

1. Under subcontracting agreement – partner is expected to assign a part of a contract to Polish partner concerning designing and implementation of control systems & industrial automation.
2. Under outsourcing – partner is expected to outsource part of the business process to the Polish company
3. Under services agreement – partner is expected to propose service agreement to a Polish company

Type and Size of Partner Sought

SME 11-50,SME <10,SME 51-250

Type of Partnership Considered

Services agreement
Subcontracting
Outsourcing agreement

Attachments
