

A Cypriot company in the maritime industry, offering a wide range of services for ships, is looking for partners on the basis of an outsourcing agreement in Egypt, Israel, Canada, USA, South Korea, Japan, India, Taiwan, UK, Brazil and Chile.

Summary

Profile type

Business Offer

Company's country

Cyprus

POD reference

BOCY20230510007

Profile status

PUBLISHED

Type of partnership

Outsourcing agreement

Targeted countries

- **Egypt**
- **Taiwan**
- **China**
- **South Korea**
- **Japan**
- **United States**
- **Canada**
- **United Kingdom**
- **Israel**
- **India**
- **Brazil**
- **Chile**

Contact Person

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Term of validity

10 May 2023

9 May 2024

Last update

22 May 2023

General Information

Short summary

A Cypriot company in the maritime industry provides a wide range of services for ships that cover maintenance, drydock, repair and mechanical support, communication support, propulsion, security, navigation, equipment, and spare parts, UTM, electric engineering etc. The company is interested in providing potential partners from countries with big ports with these services in the framework of an outsourcing contract.

Full description

The company was founded in 2007 in response to the increasingly stringent regulatory environment in the world of shipping. Since then, the company has been a leader in the local shipping market, offering a wide range of services on a global scale and serving clients 24/7.

It is worth mentioning that the company has been successfully representing more than 50 reputable principals from all over the world and has a robust network of engineers within its embrace, which may be deployed across 250 ports worldwide.

The company specializes in 4 domains:

- Automation
- Engineering
- Technical, Mechanical, Security, Propulsion and Navigation Services
- Drydocks and repairs.

At the moment, the company maintains physical stations in significant ports, such as Piraeus, Rotterdam, Monaco, Riga and Odessa.

The client is interested in providing the above mentioned services in the framework of an outsourcing contract. Potential partners preferably from countries with big ports such as Japan, Korea, Taiwan, USA, Canada, India, Israel, UK and Egypt, operating in the same/similar industry.

Advantages and innovations

- Customer-centred approach
- Offering services 24/7
- Competitive costs
- Delivery of service in a timely manner
- Key geo-location
- Modern equipment, spare part and components for Marine navigation and communication

Technical specification or expertise sought

Stage of development

Already on the market

IPR Status

No IPR applied

Sustainable Development goals

- **Goal 3: Good Health and Well-being**
- **Goal 5: Gender Equality**

Partner Sought

Expected role of the partner

The ideal partner should be in the maritime or related industry, meaning that their business activities should not be the same as the Cypriot's company but completing each other. Therefore, through the partner, our client will be able to serve prospective clients separately/individually.

Type of partnership

Outsourcing agreement

Type and size of the partner

- **SME 50 - 249**
- **SME 11-49**
- **SME <=10**
- **Big company**

Dissemination

Technology keywords

- **02009022 - Security systems**
- **02009013 - Body and main parts**
- **02009017 - Electrical supply system**
- **02009008 - Navigation and embedded systems**

Market keywords

- **08002002 - Industrial measurement and sensing equipment**
- **08002007 - Other industrial automation**
- **08002003 - Process control equipment and systems**
- **08003007 - Other industrial equipment and machinery**
- **08003001 - Machine tools, other metal working equipment (excl. numeric control)**

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Sector groups involved