

A Belgian company is seeking electrical specialists partners in cable tray in a workshop and connection of busway electrical cabinet in Eastern Europe, Benelux and Germany.

## Summary

Profile type

**Business request**

Company's country

**Belgium**

POD reference

**BRBE20260209001**

Profile status

**PUBLISHED**

Type of partnership

**Outsourcing agreement**

Targeted countries

- **Latvia**
- **Czechia**
- **Luxembourg**
- **Slovenia**
- **Slovakia**
- **Hungary**
- **Romania**
- **Bulgaria**
- **Germany**
- **Netherlands**
- **Croatia**
- **Estonia**
- **Malta**
- **Montenegro**
- **Cyprus**
- **Poland**
- **Greece**

Contact Person

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Term of validity

**9 Feb 2026**

**9 Feb 2027**

Last update

**9 Feb 2026**

## General Information

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### Short summary

A Belgian company specialized in integrating engineering, construction, and maintenance solutions is looking for qualified and experienced partners in Eastern Europe, Benelux and Germany in the fields of cable tray installation in workshops and busway connection to electrical cabinets.

### Full description

The Belgian company is an industrial turnkey company and a regional leader with over 45 years of experience, located across four sites in Belgium and Northern France. The company is committed to promoting sustainable and responsible practices, aligned with international standards.

Committed to the sustainable reindustrialization of Europe, the company is currently seeking business partners in Eastern Europe, specifically in Romania, Lithuania, Hungary, Bulgaria, Czech Republic, Slovakia, Serbia, Montenegro, Bosnia, Croatia, Ukraine, and Poland.

The company aims to establish fruitful collaborations in the field of industrial electrical installations, particularly in:

Installation of cable trays in workshops,

Connection and integration of busway systems to electrical cabinets.

The company is therefore interested in qualified and experienced electrical professionals to meet its growing needs. It firmly believes in the value of strong and long-term partnerships and is open to discussing collaboration terms. The company values the specialized skills and technical expertise of its partners, ensuring high standards of quality and safety.

By collaborating with the company, partners will have access to ambitious and innovative projects, fostering mutual growth. The company offers continuous support and training opportunities to ensure partners remain at the forefront of technological advancements and best practices.

Being part of the company's network allows partners to benefit from extensive connections and resources, opening the door to new business opportunities.

## Advantages and innovations

### Technical specification or expertise sought

The company is looking for partners able to demonstrate technical expertise in:

- Installation of cable trays in industrial workshops,
- Connection of busway systems to electrical cabinets,
- Industrial electrical installations and commissioning.

VCA certification is required.

### Stage of development

**Already on the market**

### IPR Status

**No IPR applied**

### IPR Notes

### Sustainable Development goals

**• Goal 9: Industry, Innovation and Infrastructure**

## Partner Sought

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### Expected role of the partner

**Provide Specialized Services:**

Offer professional services in cable tray installation and busway-to-cabinet connections.

**Participate in Innovative Projects:**

Collaborate with the company on ambitious and innovative industrial projects.

**Maintain High Standards:**

Ensure all work meets the company's quality, safety, and regulatory standards.

### Type of partnership

### Type and size of the partner

**Outsourcing agreement**

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

## Dissemination

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## Technology keywords

## Market keywords

- **09008001 - Electric companies**

## Targeted countries

## Sector groups involved

- **Latvia**
- **Czechia**
- **Luxembourg**
- **Slovenia**
- **Slovakia**
- **Hungary**
- **Romania**
- **Bulgaria**
- **Germany**
- **Netherlands**
- **Croatia**
- **Estonia**
- **Malta**
- **Montenegro**
- **Cyprus**
- **Poland**
- **Greece**

- **Electronics**
- **Construction**