

A Slovak industrial automation integrator is seeking a partner with know-how in MIG/MAG/TIG and robotic welding for the development of welding cells and smaller semi-automated workstations.

Summary

Profile type

Business request

Company's country

Slovakia

POD reference

BRSK20260924004

Profile status

PUBLISHED

Type of partnership

Supplier agreement**Commercial agreement**

Targeted countries

- **Czechia**
- **Hungary**
- **Poland**
- **Italy**
- **Austria**
- **Germany**

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Term of validity

24 Sep 2026**24 Sep 2027**

Last update

24 Sep 2026

General Information

Short summary

A Slovak company with experience in industrial automation and the manufacture of special-purpose machines is seeking a technology partner with strong know-how in MIG/MAG/TIG technologies and robotic welding. The aim is to jointly develop and deliver automated welding cells for mechanical engineering, construction, food, aerospace, pharmaceutical and shipbuilding industries.

Full description

The requesting company is a Slovak engineering and manufacturing company active since 2007 in industrial automation, robotics and special-purpose machinery. It provides mechanical and electrical design, manufacturing, programming, integration, assembly and commissioning of automated workstations.

The company plans to expand its portfolio with automated and robotic welding cells using mainly MIG/MAG and TIG processes. The envisaged cooperation should combine the company's competencies in automation and system integration with the partner's in-depth welding and process know-how.

The Integrator can provide cell design, robotic integration, safety systems, part handling, fixtures, PLC/HMI, electrical engineering, manufacturing, assembly and commissioning. The partner is expected to support welding-process design and optimisation, WPS/WPQR, weld quality, personnel training and the resolution of process-related issues.

Target applications include mechanical engineering production and steel structures, precision welded parts for the aerospace industry, and components for logistics and material-handling systems, e.g. frames, conveyors and trolleys. For the food and pharmaceutical industries: manufacture of stainless-steel tanks and piping with high cleanliness requirements. For shipbuilding: welding of thick ship plates and structures.

The objective is the joint development of a pilot welding cell, followed by customer projects and a long-term partnership in which the Integrator acts as the manufacturer and system integrator while the partner provides specialised welding know-how.

Advantages and innovations

The main advantage of the proposed cooperation is the combination of the company's existing competence in industrial automation, robotics and equipment manufacturing with the in-depth welding know-how of a specialised partner. The result should be the capability to deliver complete turnkey welding workstations – from technological process design through mechanical and electrical design to robotisation, safety, commissioning and process qualification.

The solutions will be designed modularly according to the product, material, cycle time, and required quality and standards. Emphasis will be placed on process stability, weld repeatability, suitable positioning and fixtures, easy production changeover, monitoring of process parameters, and the possibility of extending the solution with machine vision, weld-seam tracking, data collection and traceability.

The added value lies in transferring know-how between industrial technologies and creating a flexible welding-cell platform ranging from simple MIG/MAG applications to more precise TIG and robotic processes. The cooperation will also enable the systematic development of in-house welding competence and give the partner a strong integrator and manufacturing partner for projects in Central Europe.

Technical specification or expertise sought

The company is seeking a specialised partner with proven expertise in industrial and robotic welding, particularly MIG/MAG and TIG processes.

The partner should provide know-how in:

welding process design and optimisation;
WPS/WPQR and welding procedure qualification;
weld quality, process stability and troubleshooting;
robotic welding applications and parameter optimisation;
training of welding operators and technical staff;
relevant welding standards and quality requirements.

Experience with steel and stainless-steel applications, mechanical engineering, logistics equipment, tanks and piping, or shipbuilding is an advantage.

The aim is to jointly develop a pilot automated welding cell, combining the partner's welding expertise with the Slovak company's capabilities in robotics, automation, engineering, manufacturing and system integration.

Stage of development

Under development

IPR Status

No IPR applied

Sustainable Development goals

- **Goal 17: Partnerships to achieve the Goal**
- **Goal 12: Responsible Consumption and Production**
- **Goal 8: Decent Work and Economic Growth**
- **Goal 9: Industry, Innovation and Infrastructure**

IPR Notes

Partner Sought

Expected role of the partner

The company is seeking an international industrial or research-and-technology partner with strong practical experience in welding and welding automation. The partner should complement and expand the company's capabilities with welding-process expertise for robotics, automation and equipment manufacturing.

The partner is expected in particular to provide:

- practical experience with MIG/MAG and TIG processes, ideally in both manual and robotic applications;
- design and optimisation of parameters, selection of filler materials, shielding gases and suitable technology according to the material and part geometry;
- support in preparing, verifying and qualifying WPS/WPQR welding procedures and in defining process-quality requirements;

Additional advantageous partner competencies:

- experience in welding carbon and stainless steels, and preferably aluminium and other light alloys;
- know-how in robotic welding, welding fixtures, distortion, weld quality, testing and process stabilisation;
- qualified welding personnel (e.g. IWE/IWT or equivalent), experience with ISO 3834 and the ability to train and develop Integrator personnel;

The Integrator brings to the cooperation:

- mechanical and electrical equipment design, own manufacturing and assembly capacities;
- robotic integration, PLC/HMI, machinery safety and electrical integration;
- design of part handling, fixtures, work-cycle automation and commissioning;
- cooperation on a pilot welding cell and subsequent joint customer projects;
- long-term business model: joint offers, joint solution development and, depending on the project, a supplier or subcontractor relationship;
- target segments: mechanical engineering, food, shipbuilding, aerospace and pharmaceutical industries.

Type of partnership

Supplier agreement

Commercial agreement

Type and size of the partner

- **SME <=10**
- **Big company**
- **SME 50 - 249**
- **SME 11-49**
- **R&D Institution**
- **University**

Dissemination

Technology keywords

- **02003006 - Prototypes, trials and pilot schemes**
- **01001001 - Automation, Robotics Control Systems**
- **02002008 - Jointing (soldering, welding, sticking)**
- **02003001 - Process automation**
- **02003003 - Component integration**

Targeted countries

- **Czechia**
- **Hungary**
- **Poland**
- **Italy**
- **Austria**
- **Germany**

Market keywords

- **08002007 - Other industrial automation**
- **08006001 - Process control and logistics**
- **08002004 - Robotics**
- **08002003 - Process control equipment and systems**
- **02003 - Specialised Turnkey Systems**

Sector groups involved