

Manufacturing partners sought for industrial pre-cleaning machines in the Baltic region

Summary

Profile type

Business request

Company's country

Finland

POD reference

BRFI20260522004

Profile status

PUBLISHED

Type of partnership

Outsourcing agreement

Targeted countries

- **Estonia**
- **Lithuania**
- **Latvia**

Contact Person

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Term of validity

22 May 2026
22 May 2027

Last update

22 May 2026

General Information

Short summary

A Finnish company is looking for a reliable manufacturing and subcontracting partner for industrial pre-cleaning machines in the Baltic region. The cooperation may start with selected subcontracting tasks, such as metal fabrication, painting or surface treatment, component sourcing and assembly. If the partner, quality, cost level and IPR terms are suitable, the long-term goal could be complete machine manufacturing and direct deliveries to European customers.

Full description

The Finnish company manufactures pre-cleaning machines for industrial and agricultural material handling. The company is now looking for an outsourcing agreement with a reliable manufacturing partner in the Baltic region, to support the production for the European market.

The initial cooperation should cover the production stages metal fabrication, welding, machining and the pre-treatment for painting. The ideal partner has also capabilities for painting or other surface treatment, component sourcing, mechanical assembly, electrical assembly, testing, packaging and logistics. Because, if the cooperation proves technically, commercially and legally suitable, the partnership could later include complete machine manufacturing from start to finish and direct delivery to customers in Europe.

The aim is to build a long-term, practical and quality-focused manufacturing partnership. Transporting machines back to Finland for intermediate production stages is not ideal, so we are especially interested in partners who can handle several stages of the production chain in one coordinated process.

Technical details, drawings and product-specific manufacturing information will be shared only after suitable confidentiality and IPR agreements are in place. The product concept, brand and intellectual property rights remain with the company.

Advantages and innovations

Technical specification or expertise sought

The company is looking for a partner with experience in manufacturing mechanical equipment or industrial machinery according to agreed specifications and quality requirements.

Relevant capabilities may include:

- * metal fabrication, welding and machining
- * painting, powder coating or other surface treatment
- * sourcing of standard components and subcontracted parts
- * mechanical assembly
- * electrical assembly or cooperation with electrical subcontractors
- * final testing and quality control
- * packaging and logistics for direct European deliveries

The partner should be able to work under confidentiality and clear IPR terms. Experience with small or medium production series, practical problem solving and cooperation with a foreign product owner would be valuable.

Stage of development

Already on the market

Sustainable Development goals

- **Goal 12: Responsible Consumption and Production**
- **Goal 13: Climate Action**
- **Goal 9: Industry, Innovation and Infrastructure**
- **Goal 8: Decent Work and Economic Growth**

IPR Status

Secret know-how

IPR Notes

Partner Sought

Expected role of the partner

The company is seeking a reliable manufacturing and subcontracting partner for a long-term cooperation. The ideal

partner is an established manufacturing company or subcontractor with practical experience in mechanical equipment, industrial machinery or similar technical products.

The partner should be able to take responsibility for the first production stages, such as metal fabrication, welding, machining, surface treatment. The ideal partner has capabilities for painting, component sourcing, mechanical and electrical assembly, testing, packaging or logistics as well. A partner who can coordinate several stages of the production chain would be especially valuable.

In the first phase, the cooperation may focus on selected manufacturing or subcontracting tasks. If the cooperation proves suitable in terms of quality, cost level, delivery capability, confidentiality and IPR terms, the long-term goal may be broader manufacturing cooperation, including complete machine production and direct deliveries to European customers.

The partner must be willing to work under confidentiality and clear IPR arrangements. Product ownership, brand, product concept and intellectual property rights remain with the company.

Type of partnership

Outsourcing agreement

Type and size of the partner

• **SME 11-49**

Dissemination

Technology keywords

Market keywords

• **08003007 - Other industrial equipment and machinery**

Targeted countries

- **Estonia**
- **Lithuania**
- **Latvia**

Sector groups involved

- **Health**

Media

Images



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