



Partech thrives following Environment & Water Technologies business mission



For over 53 years, [Partech](#) [1] has been at the forefront of creating online and portable water quality measuring equipment. Thanks to its highly qualified team, innovative and environmentally friendly solutions and remarkable standards in customer support, the British company has established a **worldwide client base**.

In order to create new business liaisons in South East Asia, Partech took part in the [Environment & Water Technologies business mission in Singapore and Vietnam](#) [2], in 2016.

South East Asia wasn't the first EU Gateway | Business Avenues mission Partech was selected for. The company had had a previous successful experience in Korea during the previous edition of the programme, which led it to continue its exploration of the Asian region.

In South East Asia, the company's innovative solutions were met with an acute interest.

As part of the mission, the company was present at the [Singapore International Water Week](#) [3], where it had the opportunity to **showcase its latest products** and explore local business opportunities.



"I couldn't recommend EU Gateway | Business Avenues enough!" – David Wilson, Sales Manager, Partech (UK)

During the mission days, Mr. David Wilson, Sales Manager at Partech, met **new potential key clients** and also reinforced existing partnerships.



"EU Gateway | Business Avenues is well organized, and targeted." – David Wilson, Sales Manager, Partech (UK)

Local businesses were interested in the entire Partech product range, but one of the most popular items was the Colour and Turbidity system for drinking water treatment.

The mission proved fruitful for the British company and the sales figures speak for themselves. In **Singapore**, Partech met prospects that were interested in using their sensors and equipment. At the moment, new business agreements are still being discussed.

In **Vietnam**, Partech initiated **two distribution agreements** with [TVA Online Solutions](#) [4] and [Vucico Vietnam](#) [5]. Since 2016, the company has returned twice to Vietnam to **reinforce these business collaborations**. Before the mission, the company had done a small amount of business in Vietnam, but thanks to this EU-funded initiative **its turnover on the market increased five fold**.



“EU Gateway | Business Avenues allows small companies to have a presence at large events, and pre-arranges one to one business meetings with key decision makers.” – David Wilson, Sales Manager, Partech (UK)

Partech plans to continue looking for new partners in Singapore and Vietnam to increase its turnover, and in the future, the company is likely to apply to other EU Gateway | Business Avenues missions, particularly in Japan, Indonesia and Malaysia.

EU Gateway | Business Avenues offers numerous opportunities **for Environment and Water Technologies companies from Europe**.

Interested in upcoming missions for your sector? [Check our calendar](#) [6] for application details and deadlines.



More info on [eu-gateway.eu](https://www.eu-gateway.eu)

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Links

[1] <https://www.partech.co.uk/>

[2] <https://www.eu-gateway.eu/news/environment-water-technologies-singapore>

[3] <https://www.siww.com.sg/>

[4] <http://www.tva-onlinesolution.com/>

[5] <http://www.vucico.com/>

[6] <https://www.eu-gateway.eu/business-missions/missions-calendar>