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Analysing a Case Study: S.C. TEO SOLAR ELECTRIC S.R.L.

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Abstract: *This case study presents an in-depth analysis of S.C. TEO SOLAR ELECTRIC S.R.L., a company specializing in electrical installations (IEEE, 2023), photovoltaic systems, and related services. Founded in 2012, the company has successfully positioned itself in a competitive market by focusing on customer satisfaction, high-quality standards, and efficient project execution. This study explores the company's evolution, service offerings, and commitment to excellence, highlighting its role as a trusted partner in the electrical industry. Key aspects such as turnover growth, workforce development, and the quality of services provided are examined to understand the company's success and future potential.*

Keywords: *electrical installations; photovoltaic systems; industrial connections; automation; LED lighting; customer satisfaction; electrical materials; company growth; service quality; market competitiveness.*

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1. Introduction

S.C. TEO SOLAR ELECTRIC S.R.L. has established itself as a key player in the electrical installation sector since its foundation in 2012 (TEO SOLAR ELECTRIC, 2025). Operating under CAEN Code 4321, the company has built a strong reputation through its comprehensive range of services, including photovoltaic system installation, which aligns with studies on the impact of photovoltaic systems on energy efficiency, industrial and residential electrical connections, and architectural lighting (European Commission, 2020; Smith & Liu, 2019). The company's focus on LED lighting solutions is consistent with research on energy-efficient lighting solutions (Johnson & Reed, 2018). This case study aims to analyse the company's growth trajectory, business model, and service portfolio while emphasising the factors contributing to its success (Ghosh et al., 2021). By examining financial performance, customer relationships, supported by research on customer satisfaction in the electrical services industry, and technological advancements, drawing insights from technological advancements in automation and electrical engineering, this study offers insights into how TEO SOLAR ELECTRIC S.R.L. remains competitive in a rapidly evolving industry (Chen & Zhao, 2020).

2. Presentation of the company TEO SOLAR ELECTRIC S.R.L.

Founded in 2012, S.C. TEO SOLAR ELECTRIC S.R.L. has successfully built a strong reputation in the field of electrical installations and other services it provides. The foundation of its success lies in its respect for customers and commitment to high-quality standards.

The company has the following details:

- Unique Identification Code RO30784988
- Trade Register Number J35/2518/2012
- CAEN Code: 4321
- Type of activity: Electrical installation works.

These details provide a clear picture of the company's situation and field of activity, making it easier to identify and assess within the business environment.

Additionally, Figure 1 below illustrates the evolution of the turnover, while Figure 3.2 shows the evolution of the number of employees.

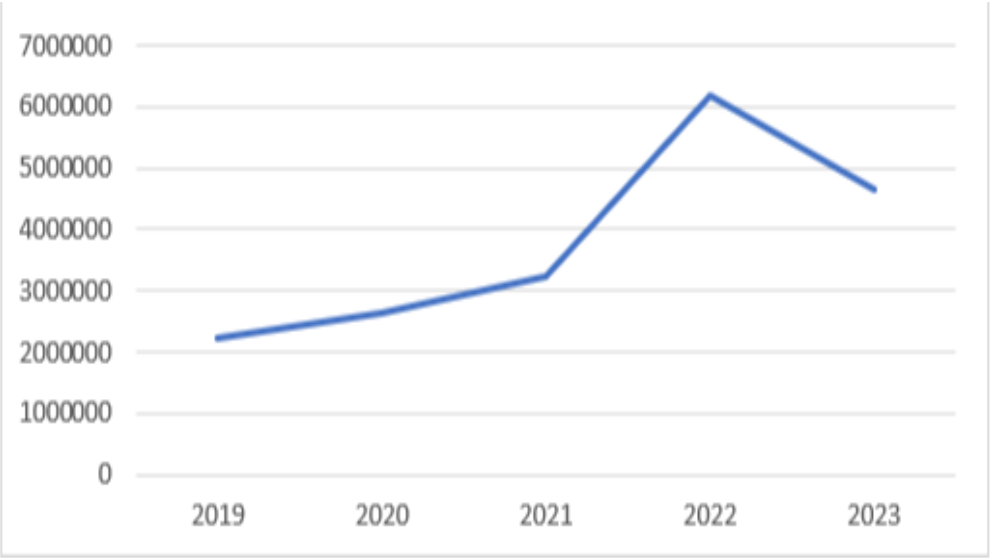

Figure 1. Evolution of turnover

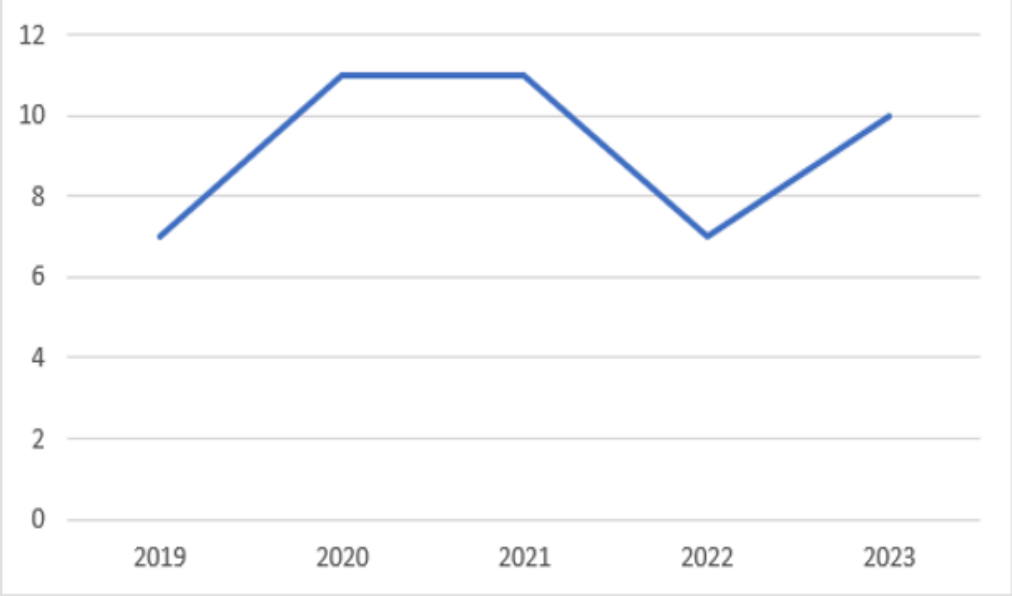

Figure 2. Evolution of the number of employees

The services provided by S.C. TEO SOLAR ELECTRIC S.R.L. include:

• Installation, maintenance, and sale of photovoltaic systems (activity illustrated in Figure 3).

Figure 3. Photovoltaic Panel Installation

• Residential and industrial installations, connections, and ventilation (activity illustrated in Figure 4).

Figure 4. Connection Installation

• Design and implementation of electrical installations and automation (activity illustrated in Figure 5).

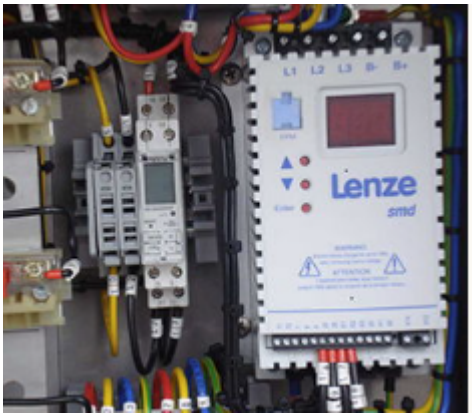

Figure 5. Electrical Panel Installation

• Sales of electrical materials, cables, electrical conductors, and lighting fixtures, including LED lighting solutions (activity illustrated in Figure 6).

Figure 6. Electrical Materials

• Inspection and installation of grounding outlets and lightning rods (activity illustrated in Figure 7).

Figure 7. Grounding Measurement

• Installation of video surveillance systems and alarms (activity illustrated in Figure 8).

Figure 8. Video Camera Installation

• Architectural lighting (activity illustrated in Figure 9).

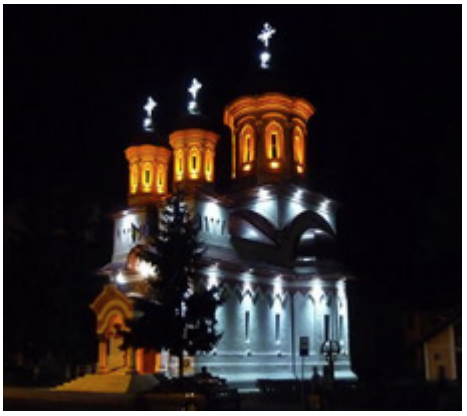

Figure 9. Church Lighting

As a service provider in the field of electrical installations, the company has proven its efficiency in a highly competitive market, where quality and price are crucial factors for success. Thus, S.C. TEO SOLAR ELECTRIC S.R.L. has quickly become a trusted name in this sector, offering solutions tailored to its clients' needs.

One of the defining characteristics of the company is its customer-oriented approach. This is reflected in the attention given to the individual needs of each client and in the provision of customised solutions that ensure their complete satisfaction. Consequently, the trust-based relationship built with clients is one of the pillars supporting the continued success of S.C. TEO SOLAR ELECTRIC S.R.L.

Quality of Services Provided. S.C. TEO SOLAR ELECTRIC S.R.L. places a strong emphasis on ensuring superior quality in its work by using state-of-the-art materials and technologies. As a result, each project is approached with care and professionalism, and the outcomes consistently meet the highest standards.

The company stands out for its ability to deliver fast and efficient results. In a dynamic market where promptness and effectiveness are often decisive, S.C. TEO SOLAR ELECTRIC S.R.L. has proven to be a reliable partner for its clients, successfully completing projects within the agreed deadlines without compromising on quality.

S.C. TEO SOLAR ELECTRIC S.R.L. is not just a service provider but a trusted partner for its clients, offering efficient, high-quality solutions tailored to individual needs. Over the years, the

company has strengthened its position in the market, demonstrating its continuous commitment to excellence and customer satisfaction.

In Figure 10 below, the company's logo can be seen. Additionally, in Figure 11, the TEO SOLAR ELECTRIC team can be observed performing their actual work.

Figure 10. TEO SOLAR ELECTRIC S.R.L. Logo

Figure 11. Installation of Panel Supports for a Photovoltaic Park in the City of Deta

3. Conclusion

S.C. TEO SOLAR ELECTRIC S.R.L. has demonstrated significant growth and success in the electrical installation market by prioritising quality, efficiency, and customer satisfaction. The company's diverse service offerings, commitment to using advanced materials and technologies, and customer-oriented approach have positioned it as a reliable partner for both residential and industrial clients. The analysis of its financial performance and workforce development highlights the company's continuous improvement and adaptability. Moving forward, maintaining innovation and expanding its service capabilities will be crucial for sustaining long-term success in a dynamic industry.

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