

ONE-STOP SUPPLIER
FOR ALL YOUR
INDUSTRIAL **NEEDS**

A collage of industrial images including robotic arms, factory interiors, and workers, overlaid with a blue and yellow geometric pattern.



"If opportunity doesn't knock, build a door"
Milton Berle

Intech Automazione Srl was established in 1989, as a distributor of industrial automation products operating in the Italian and Swiss markets.

Initially focused on delivering electronic products to end-users, the Company has progressively enriched and diversified its offer, expanding its commercial target to distributors worldwide and extending the product portfolio to several new product sectors, to effectively meet the needs - articulated and constantly evolving - of manufacturers and distributors all over the world. Intech can count on an international sales team, made up of skilled professionals from 20 different countries, able to provide timely support in the major languages of the various business partners allocated in over 80 countries. At the same time, the Company's purchasing office is constantly committed to establishing strong relationships, based on trust and mutual benefits, with the most renowned manufacturers and suppliers of products for the industry, in order to offer a virtually unlimited range of brands and constantly guarantee the most favorable trading conditions thanks to the solid network of partners.

The nefarious contingency of the Covid-19 pandemic period (2019/2021) saw a relaunch of the company - aware that new opportunities can arise from any crisis – with a further expansion of our offer.

The goal has never been survival or maintaining the status quo, as we know that the only sustainable goals in our business are success and continuous improvement. That's why we are constantly exploring new sectors and services, listening carefully to the requests of our stakeholders, and trying to identify unmet needs and areas for improvement. The latest upgrades have been implemented in this sense and are very tangible: we strengthened our logistics organization and warehouse management to include in our offer the bulkiest items and an endless range of cables and wires of all kinds and sizes. Furthermore, we have structured and rationalized the offer of products for specific sectors such as oil & gas and the nautical and marine world.

In 2022 Giuseppe Ceresa, CEO and co-founder of Intech Automazione, stepped down from his operational role, retaining only the management of Intech 2, Intech's Bulgarian firm. The Intech Network is now led by a troika composed of Paolo Pirota as Head of Commercial and Strategy, Eugenio Bonaffini as Chairman of the Board of Directors, and Giuseppe Cetti, the dean of intech sales since the early days, as Head of Logistics.

SERVICES

MULTI-SECTOR

We believe that broadening and diversifying the company's fields of activity is one of the key factors for success. In light of this, we have extended our offer to a series of new areas and product categories to effectively meet our customers' needs and achieve our aspiration: to become a one-stop supplier for industries, able to cope with ALL the requests for products.

MULTI-BRAND

We are constantly committed to providing our customers with the widest possible range of brands: from the most successful manufacturers, featuring a broad, comprehensive, and heterogeneous offer, to the niche excellences, focused on specialty products.

MULTI-NATIONAL

A robust network of stakeholders is crucial to ensure business success in today's globalized business scenario. Since its inception, Intech has built strong relationships with suppliers and clients from all over the world, establishing local branches and official trading partnerships. By doing so, we can guarantee timely product availability and delivery at the best prices.

MULTI-LANGUAGE

We believe in the importance of a clear and effective communication and we give a strong emphasis on the human aspect. That's why we provide our customers and other stakeholders with assistance and support in their own languages.

1989

Giuseppe Ceresa and Paolo Pirola establish Intech Automazione srl

During the early years, the Company is mainly focused on the Italian and Swiss markets.

2006

Intech starts to point at the international market

Combining the selling activity to end-users with a fruitful interaction with other distributors.

The first non-Italian sales agent joins the Intech team

It is the starting point for the ever-growing multilingualism and multiculturalism that marks out Intech's approach.

2014

Birth of Intech Store

An online working space to buy and sell inventories and obsolete products, with a list of the items immediately available.

2015 2016

Intech Brazil, Mexico, Japan and Korea

Intech Brasil, Mexico, Japan and Korea The company establishes business partnerships in Latin America's strategic markets, as well as in two of the most advanced countries of the Asian Far East

2017

Strategic expansion of product portfolio

New sectors and product categories are added to Intech's offer.

Intech 2 starts its business

Headquartered in Sofia, Bulgaria's capital city, Intech 2 is the first independent company to join Intech Automazione network



2018

Introducing Intech 3 and Intech 4

Intech network keeps expanding, with the establishment of two new companies, based in Singapore and the United Arab Emirates

Introducing a new working tool: Fastprice

Intech develops a new online platform aimed to ease and speed the procedures for requests and purchases

2019

Intech 5 born in the USA

The latest company enriching Intech Automazione's network is based in New Jersey and started its business at the very beginning of the year

2020

Growing despite Corona

In the midst of the Global pandemic and 90% of the staff working remote – nevertheless Intech achieves record annual sales and expands its offerings to new sectors and product categories

Launch of new website

intech-net.com bringing together all the resources that make up the Intech Network.

2021

So far, so good

The long wave of the pandemic has had a significant impact on the supply of raw materials, slowing down the market globally. Intech keeps the course, with strategic agreements with suppliers and manufacturers and a renewed commitment on the Italian market, on dual-channel purchases & sales.

2022

Reorganization at the top

CEO Giuseppe Ceresa stepped down from his operational role. The company's management now sees Paolo Pirota as Head of Sales and Strategy, assisted by associates Eugenio Bonaffini, chairman of the board and CEO, and Giuseppe Cetti, Head of Logistics. Giuseppe Ceresa retains the role of Head of Intech 2.

***OUR
OFFER***

PRODUCTS



ELECTRONICS



HYDRAULICS



PNEUMATICS



INSTRUMENTATION



LABORATORY



MECHANICS



TOOLS



ENERGY



ROBOTICS



CABLES



HEALTH & SANITIZATION



OIL & GAS



MARINE





ELECTRONICS

The distribution of electronic products and components for industrial automation has been Intech's core business since the Company's very beginning.

In more than 30 years, we have built solid relationships with the world's leaders in this field, developing a comprehensive offer that encompasses more than 300 brands and a complete range of products at the best available price.



PLCs/HMIs



SENSORS



ENCODERS



ENCLOSURES



ELECTROMECHANICAL COMPONENTS



GENERAL AND SAFETY



DRIVES



INSTRUMENTATION

HYDRAULICS



Hydraulics uses incompressible liquids and the advantages of these products are related to the fact they are heavy duty, in order to endure high pressure, and have high power density.



PUMPS



FILTERS



VALVES



MOTORS



GAUGES



ACTUATORS



PNEUMATICS

Pneumatics uses compressible gases and the advantages of these products are related to their simplicity of control, their extended operating life and the little need for maintenance, as well as their safety.



ACTUATORS



VALVES



FILTERS



GAUGES



VACUUM
TECHNOLOGIES



MOTORS



For Instrumentation we mean measuring instruments – usually portable – intended for industrial use. Measuring instruments are devices designed to measure physical quantities – e.g., time, mass, temperature. Across the industrial sector, a vast range of instruments is used to perform the measurements.

The categories of measuring instruments we deal the most are testers and instrumentation for electrical, acoustic, environmental and optical measurement.





LABORATORY

Laboratories are facilities in which research and experiments are conducted under controlled conditions.

In the industrial sector, laboratories are the places in which R&D activities are performed and they usually represent the most scientifically advanced areas of each plant.

Lab activities usually require a number of specific and reliable tools and instruments - in our business we focus on tools for metrology, chemical analysis, lab inspections and monitoring.



Mechanical engineering is a branch of engineering that uses physics and materials science to design, produce and maintain mechanical systems.

It's a broad field that pertains to every kind of manufacturing industry and encompasses different kind of tools – basic components as well as advanced devices.

In this area, we focus on bearings, linear guides, transmission elements, jacks and lubricants.





TOOLS

The basic instrumentation for any manual activity, not only at industrial level: building, engineering, assembly, reparation, maintenance...

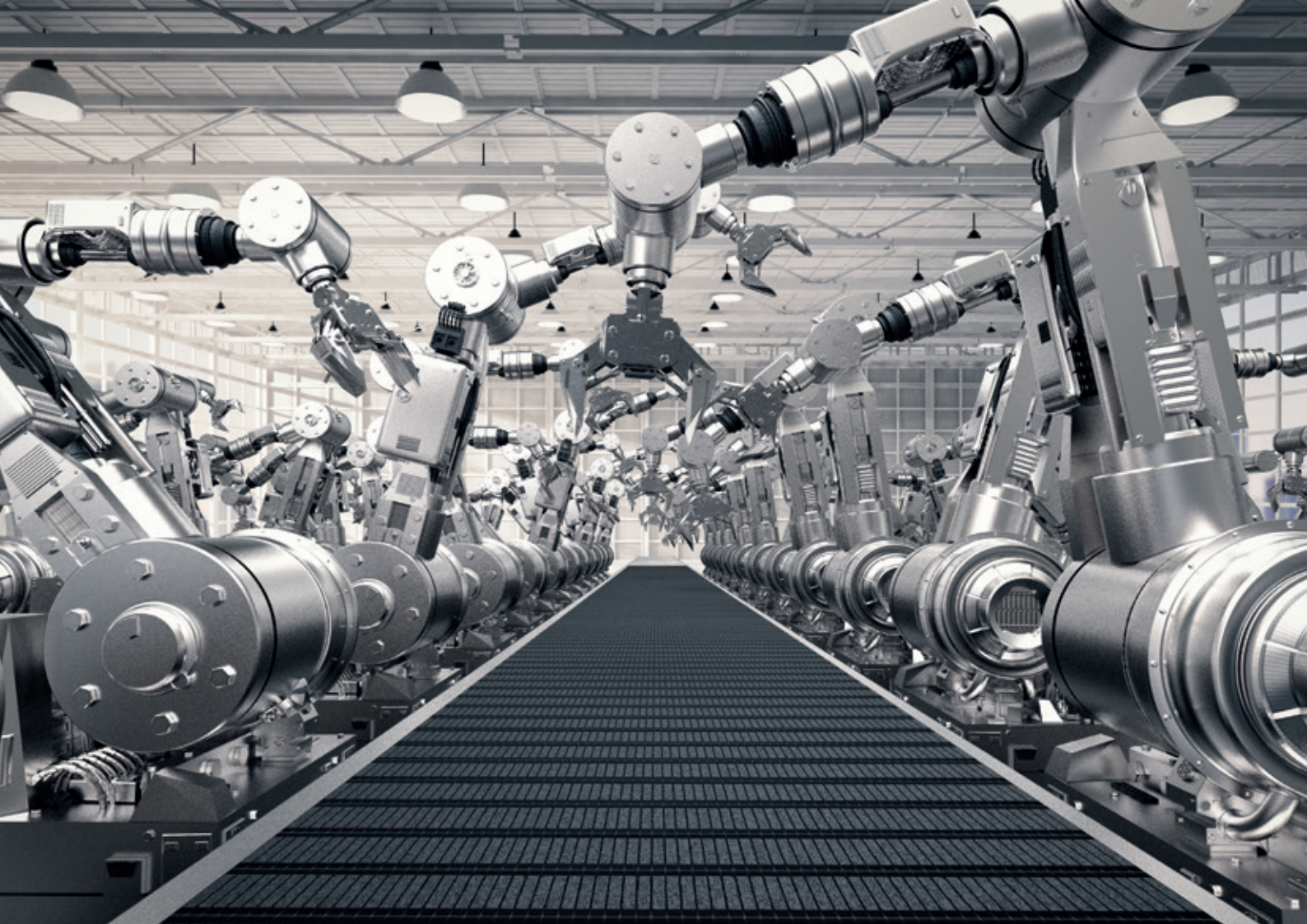
We sell any kind of hand and power tool for industrial, mechanical and electrical applications.



Since the XIX century onwards, electricity has been essential for any industrial activity. As the years went by and power consumption has become more and more massive, electricity cost and management have become crucial aspects, making it necessary to find new sources of energy and stimulating the use of alternative resources. Therefore, the industrial sector, as well as civil society, began to focus on renewable sources – such as wind, water, sun and soil – and more effective devices for feeding production systems.

Within the energy sector, our Company deals with products such as photovoltaic modules, engines-generators, UPS and industrial batteries.





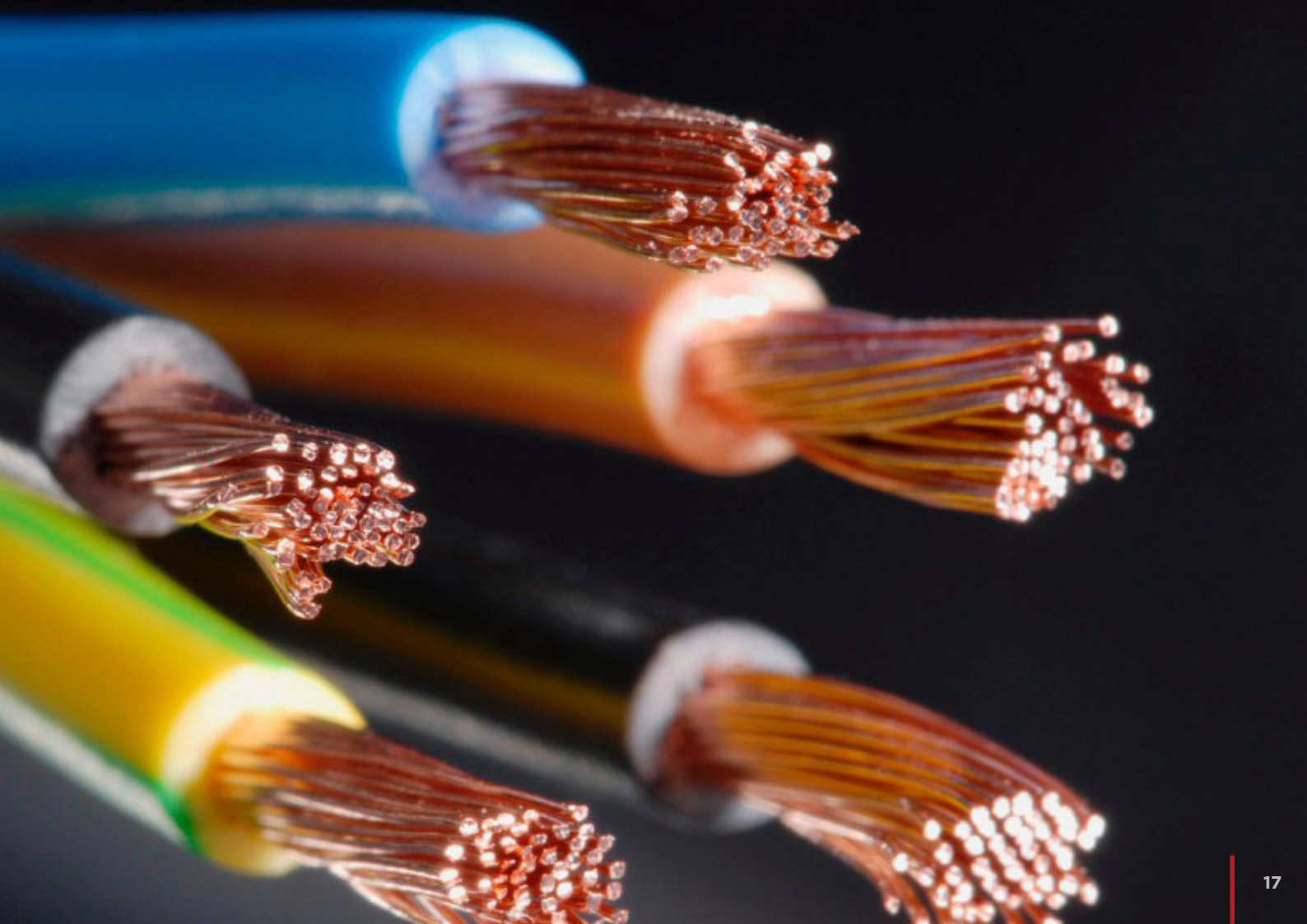
ROBOTICS

Robotics is a branch of engineering focused on the development of programmable machines – robots – that can perform a series of tasks on behalf of human beings. Robots can be used for any purpose: industrial robots are employed for manufacturing and they typically move on two or more axis.

There are different kind of industrial robots – in our business we focus on four main categories: Cartesian robots, SCARA, parallel and pick-and-place robots. Besides these machines, we sell accessories and components for robotics.



We sell all kinds of wires and cables for industry and various specific applications, from the offshore to the marine sector, from the solar energy sector to robotics. The vast range of wires and cables we deal with includes power, automation, and connection cables, optical cables; low and medium voltage; armored, coiled, multicore, SY, CY and YY cables, solar cables, etc.





HEALTH/SANITIZATION

The dramatic and unprecedented health issues experienced in 2020, with Covid-19 spreading globally and its catastrophic consequences, have prompted us to think about our work and the responsibilities of our company.

In exercise of our activities, recognized as of primary importance for the economy, we have never stopped: by leveraging this advantage, we have decided to contribute to the widespread circulation of medical and diagnostic equipment, creating an ad hoc portfolio – aimed at healthcare professionals as well as at citizens – including all the medical-scientific equipment necessary to identify, control and counter the symptoms of the disease and stem its impact on the world population in the shortest possible time.

Among the health-medical basic devices immediately available: sanitization/disinfection systems, spirometers, inhalers, fans, spectrometers, and other analyzers, imaging systems.

OIL&GAS



We have been dealing for a long time with the many authoritative players in the oil & gas industry, particularly in the Middle East, and over the years we have developed a broad yet very specialistic offer for this sector, which includes countless types of products. The best-selling product categories include all types of valves: floating, cryogenic, sub-sea, with free discharge, with controlled discharge, etc.; hydraulic, pneumatic and electric actuators (linear, rotary, quarter turn, etc.), pressure gauges, thermometers, flowmeters, flow switch and other flow and level indicators.

MARINE



The products for the boating and maritime sector we have always sold are pumps, valves, filters, and sensors. Among the categories of products we deal with in various areas, those specifically designed for the nautical industry are GPS, displays, temperature indicators, transmission elements, tachometers, cameras, tools, alarms and safety equipment, couplings, and mechanical seals. The items developed and marketed exclusively for the sector are sonar, radar, depth sounders, anemometers, fish finders, inclinometers, chartplotters, and weather stations.



OUR TOOLS

We have always been strong supporters of direct interaction and verbal communication between people and, to a large extent, we have built the history and the success of our company precisely on this.

However, the features of the globalized market and the ever-increasing volumes of trade, along with the digital evolution of the industry, have led us to implement different online tools, in order to improve commercial procedures and logistics management.

These tools are intended for our sales managers and our stakeholders as aids to support the processes of requesting goods and optimize stocks in warehouses.

FAST PRICE

The Fastprice platform has been made available to Intech Automazione's partners in order to ease and speed up the procedures for getting the best quotations and purchasing items.

It offers a simple user interface and the features of the most popular e-commerce portals.

Once logged in, users can select the products they are interested in – by different manufacturers and from different price lists as well - add them to the cart and continue following one of the available options: proceed with the order or ask for further information.

Users can also submit their price lists for brands with the most advantageous conditions to be uploaded on Fastprice.



INTECH STORE



Intech Store is a working space created to leverage unsold products in our partners' inventories and timely meet the most urgent needs for specific items at competitive prices. It is a virtual store aimed at giving exposure to surplus or obsolete products and making them available in a short time.

The shop offers thousands of products at low prices, divided into three categories:

- **In our warehouse** – pre-purchased items, new, stocked in our warehouse, and ready for delivery. Available in limited numbers (no backorders) at bargain prices. Free delivery for orders over 150 euros.
- **Ready in stock** – the item is available in our partners' warehouses (usually delivered in 1 / 2 weeks).
- **Available** – the item is available for quotation with our best price and best delivery time

INTECH IN NUMBERS

OUR PEOPLE

EMPLOYEES FROM
15 COUNTRIES



MORE THAN
20
LANGUAGES SPOKEN



OUR OFFER

11

PRODUCT
SECTORS

+70

PRODUCT
FAMILIES

+1300

BRANDS

+500

SUPPLIERS

NETWORK IN
+100

COUNTRIES

OUR RESULTS



+14%

AVERAGE ANNUAL
GROWTH IN SALES
(2012/2022)

INTECH WORLDWIDE



Intech operates on a global scale, via its commercial structure as well as through the network of independent companies based in strategic areas across the world. Intech Automazione maintains solid partnership relations with these companies, with a mutual exchange of support and commercial consultancy, in order to always cope in the most effective and relevant way with the different markets' peculiarities.

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