

INNOVATION THROUGH EVOLUTION: 30 YEARS OF SUCCESS FOR ETA



OUR VISION, OUR VALUES

The secret of our corporate vision is summed up in one simple concept: innovation through evolution. In ETA, innovation has developed on different fronts over the years: product innovation, process innovation and approach innovation. This was possible only through consistent evolution and by constantly upgrading our competence.

At product level, the success of our solutions comes from the passion, determination and professionalism of a team that can gather the different requirements and trends of a constantly evolving market, combining functionality and design in the solutions offered. This is further enhanced by our sensitivity and attention to the adoption of industry standards, as an essential condition to face competition on the global market.

The foundation of our products is an accurate planning of all business operations involved, from R&D to each process stage, all constantly monitored. Day after day, we devote our energy and expertise to the optimization of our activities, in order to improve the professionalism of our team and the effectiveness of all procedures.

The focus on change is not complete without the evolution and innovation of mental approach. Since 1978 we have been working on the Italian and global markets, facing their challenges while preserving our own identity, our business culture, deeply rooted in the values of quality, innovation, attention to people and personal relations.

From above:
- the headquarters in Canzo (Como)
- the new production site in Albavilla (Como)
- the new site of ETA Enclosures (UK) Ltd
- the site of ETA France.



Our organization has developed over time, and today we are strongly established in the Italian territory with a logistic center and two production units, plus one in Romania. The sales organization in Italy is guided by our sales managers who support a network of agencies and interact directly with corporate customers and electric material wholesalers, ideal partners to ensure a widespread service. In the international markets, two subsidiaries in Great Britain and France, established for a few years now, and a branch office in the Middle East, integrate with the network of distributors covering all continents and contributing to meet all end user requirements, based on a global vision with a local deployment.

Among our corporate values, quality is a distinctive factor both at product and at system level, certified according to UNI EN ISO 9001:2000. Quality is our true genetic code, which allows to offer the product solutions signed by ETA. Investments in research and development and the passion for the constant study of solutions that can anticipate market demand are driven by the spirit of innovation that is an integral part of our culture. Quality means consistent improvement, growth, innovation.

THE CUSTOMER PROJECT: COMMUNICATIONS, RELATIONS AND SUPPORT

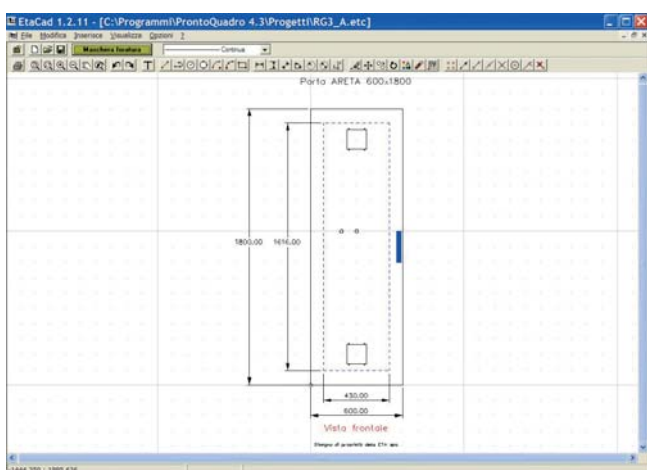
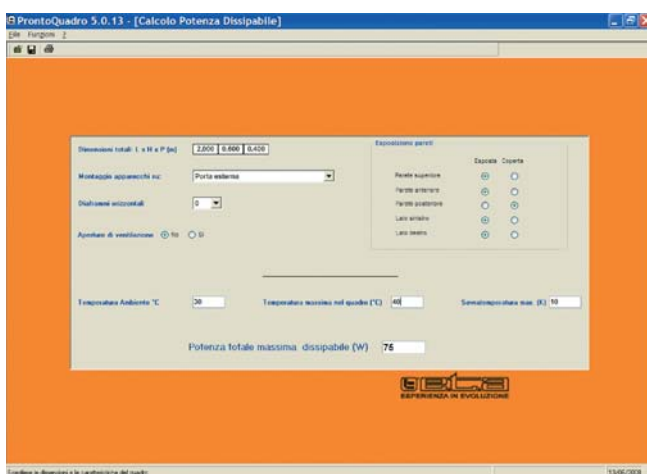
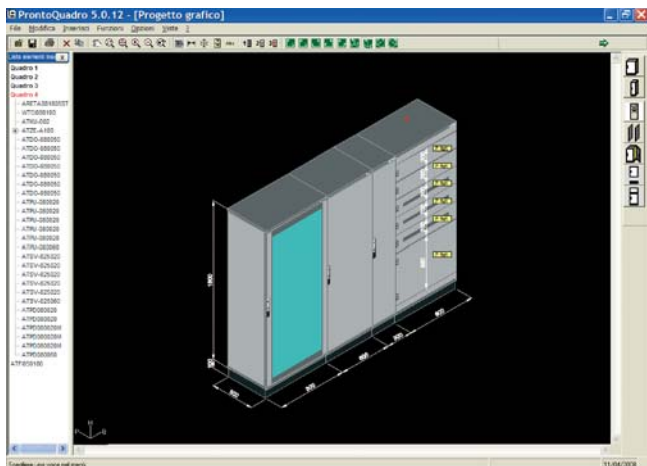
Our shared vision is related to what we call Customer Project, a system that incorporates the new ETA philosophy and where the key business functions are involved in the design and development of innovative products and services, capable of surprising, thrilling and satisfying our customers. The customer is the focus of our interest: our customer service is deployed through an organization and an approach aimed at serving customers and meeting their requirements.

For ETA, the customer is the driver of all behaviors and decisions: ETA goes beyond a transaction-oriented relationship to be part of an interactive relationship involving distributors, customers and staff. The ETA-customer relationship is not just a technical exchange, but rather a relationship based on mutual trust and commitment to the relationship itself, collaboration, loyalty and reliability. Customers don't just buy products, they interact with ETA dynamically, bringing ideas and driving business.

ETA's communication is not just a mere transfer of technical information and static data, but rather interactive and interpersonal communication, involving all business areas and beyond. Our Web site www.eta.it offers a comprehensive review of our company and products, standing out as a source of technical information, documents, history and innovation for customers and prospects. The new Intranet tool is an exchange, creativity, stimulation and sharing platform for all ETA staff; our Newsletters and Technicaletters inform customers just-in-time about corporate and product news.

Thanks to this approach, ETA keeps strengthening and expanding its position on the global market as a reliable partner able to provide flexible solutions, anticipating market trends with innovative design products and meeting customer demand through a proactive and reliable customer service.

This is our mission, this is "To be ETA": we are guided by our values, inspired by our culture; let yourself be "thrilled".



QUADROPLAN 5.0 / ETACAD

The QuadroPlan/ETAcad software has achieved increasing popularity thanks to its ease of use, so that it is now largely widespread among designers, technical offices and system integrators.

QuadroPlan/ETAcad is a constantly evolving tool that progressively implements suggestions and enhancements requested by final users. Over the years, the three original modules of QuadroPlan have been complemented by the simplified CAD ETAcad. Today, the release 5.0 integrates - in one software package - the latest additions to ETA's solutions for automation and LV distribution.

QUADROPLAN

- This section consists of three different modules:
- The catalog module, enriched with new graphics and new functions, allows to define the correct cabinet dimensions using the database of standard articles from catalog; for the main product series, it also allows to draft a graphical project including BOM and 3D drawings, and to generate PDF files.
 - The module for overtemperature determination is based on calculation procedures in compliance with CEI 17-43 file 1873: determination method through extrapolation for non-standard (ANS) low-voltage switchgear and controlgear assemblies - with three different approaches: graphical layout of equipment, known power to dissipate and power to be calculated based on the components retrieved from the customizable archive in the program. A new procedure in the new release allows to calculate the power that can be dissipated through the sheet metal when the type and power of the equipment to be installed are still unknown, but the cabinet dimensions are available.
 - Module for the verification of dynamic stress on bars related to short circuit resistance, according to standard CEI 17 52 File 2252, "Method for the determination of short circuit resistance for non-standard switchgear and controlgear assemblies (ANS)" - this includes also the documentation and test reports of the Areta cabinet system with standard bar system, tested and certified by CESI.

ETACAD

The ETAcad section is ETA's response to the demand of a simplified CAD for the customization of cabinets with drilling patterns available in other archives or created and positioned directly onto the cabinet. The three modules offer the following functions:

- Models: libraries or .dxf files previously created in other systems can be imported, or drilling patterns can be created and stored in the existing database.
- Project: the cabinet can be customized by inserting the model or positioning the hole directly inside the ETA cabinet. It is not necessary to indicate the drilling dimensions, as the program automatically calculates the dimensions and positions of the model; with the project function, you can customize the Areta cabinets and the covers of desks and enclosures.
- Cabinet battery: in case the project is part of a cabinet battery, it is possible to create a file summarizing the front view of the row of cabinets.

The possibility to send all QuadroPlan/ETAcad files directly from the software via e-mail, to import files from previous releases into the new 5.0 release, and to download upgrades from the ETA Web site or Intranet makes the software even more simple, updated and complete.

QuadroPlan/ETAcad once again confirms its key role among the tools planned and deployed by ETA within the frame of the Customer Project: its central role among different constituent elements represents the real driver of all corporate choices.

MINIMUM SYSTEM REQUIREMENTS

- Processor Pentium 800 MHz
- RAM 512 Mb (minimum 1024 Mb recommended with Windows Vista operating system)
- Hard disk with at least 100 Mb free
- Operating system Windows 2000, XP, Vista
- E-mail client (recommended)

