

AKYTEC: YOUR RELIABLE PARTNER IN INDUSTRIAL AUTOMATION



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WHAT IS AKYTEC?



German quality with affordable prices:

- Industrial automation equipment manufacturer with HQ in Hannover, Germany .
- More than 10 years of successful work in dozens of industries.



In-house manufacturing facility:

- A factory located in Niš, Serbia.
- Enables us to maintain high quality control and streamline production.

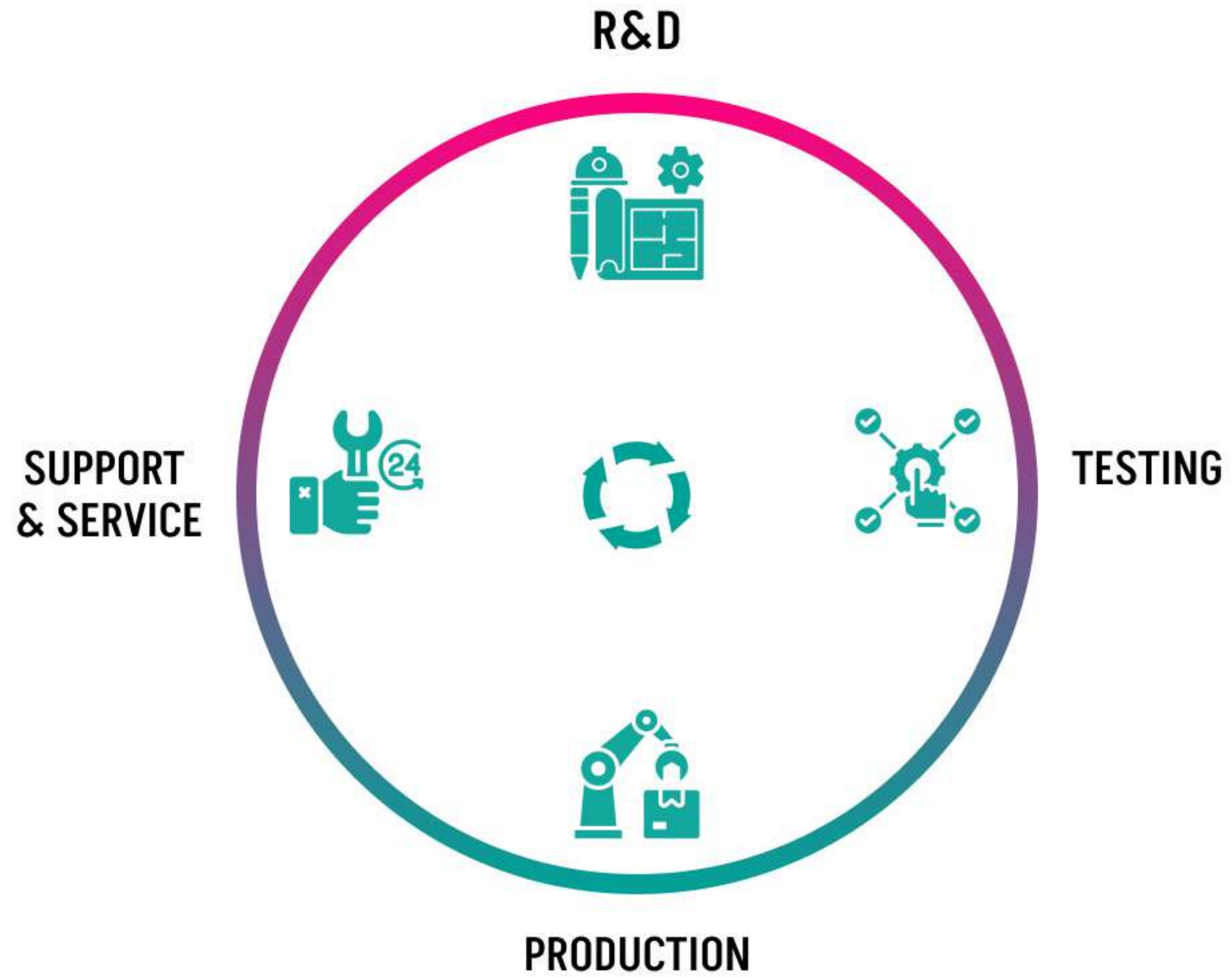


Global reach & delivery:

- Serving clients from Spain to Australia.
- Punctual and efficient delivery system regardless of location.



THAT'S WHAT WE DO



STORY OF SUCCESS



2010

Founded in Hannover,
Germany

Expanded the product
range

2018

Started to distribute
all over Europe

Hired over
200 employees

2023

Reached 3,000 active customers
per year

Expanded the geography of supplies
to more than 50 countries

Launched own production
in Niš, Serbia

DYNAMICALLY EXPANDING PRODUCT RANGE



2012



ITP11

2013



Temperature controller



Resistance thermometer

2014



Temperature transmitter

2016



Mini-PLCs



RS485 I/O modules

2018



Interface converters

2019



Expanding the range of displays

2021



Ethernet I/O modules

2023



Expanding the range of PLCs

MAIN CATEGORIES OF PRODUCTS



Industrial
processes displays



Mini-PLCs



I/O modules



Sensors
and transmitters

INDUSTRIES



General
manufacturing



Chemical



Food industry



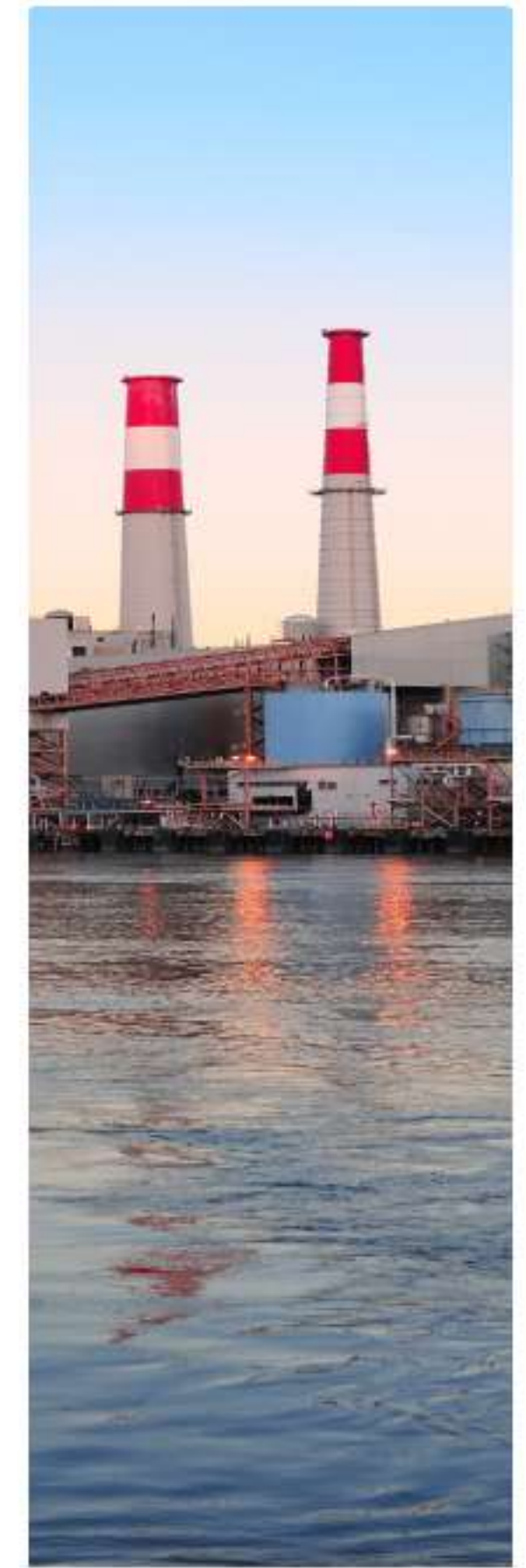
Construction
and BMS



Agriculture

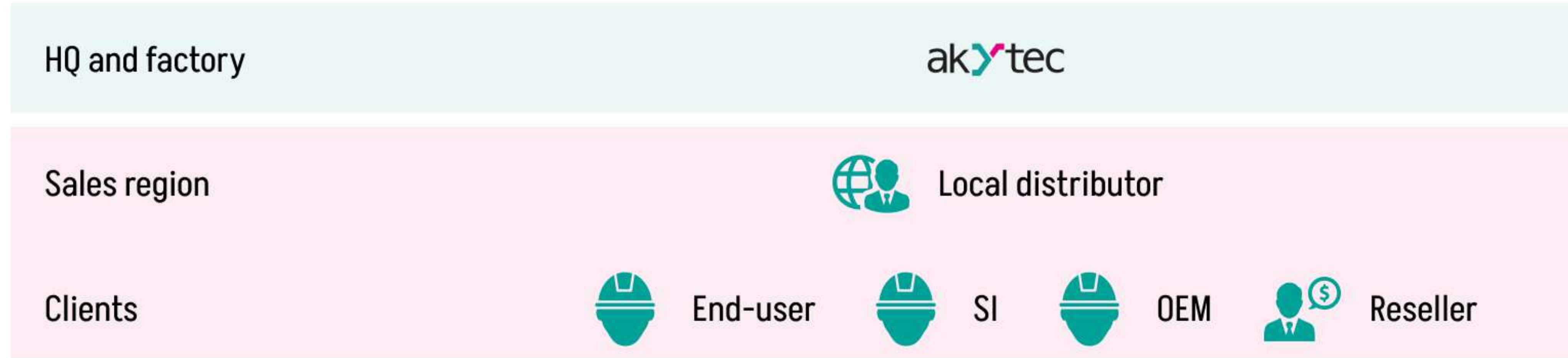


Pharmaceuticals



Energy

LOCAL PARTNERSHIP MODEL



- Distributors: Local authorized sales partners
- SI (System Integrators): Organizations providing industrial automation services

- OEM (Original Equipment Manufacturers): companies that incorporate akYtec's products into their end products
- End Users: Individuals or companies purchasing products for their own manufacturing needs

KEY CLIENTS: FACTORIES

Use purpose

Use akYtec products to enhance operational efficiency, reduce manual labor, and ensure consistent product quality through the automation of manufacturing processes.

Examples of companies

Automotive, pharmaceutical, food and beverage, textiles, mining, energy, utilities companies etc.

Expectations

- Reliability
- Scalability
- Ease of integration
- User-friendly interface
- Safety features
- Energy efficiency
- Data analytics
- Cost-effectiveness
- Support and service



KEY CLIENTS: SYSTEM INTEGRATORS

Use purpose

Use to enhance their value chain, enabling the efficient production of diverse goods, products, and services, as well as for the successful execution of complex one-time projects.

Examples of companies

Engineering companies, panel builders, IT-integrators, low-voltage equipment installers

Expectations

- Product variety
- Technical support and consultations
- Compliance with industrial standards
- Adherence to the end-user requirements



KEY CLIENTS: OEM MANUFACTURERS

Use purpose

Incorporate akYtec products into their value chain to produce various goods, products, and services, as well as for the consistent, long-term production of similar product solutions.

Examples of companies

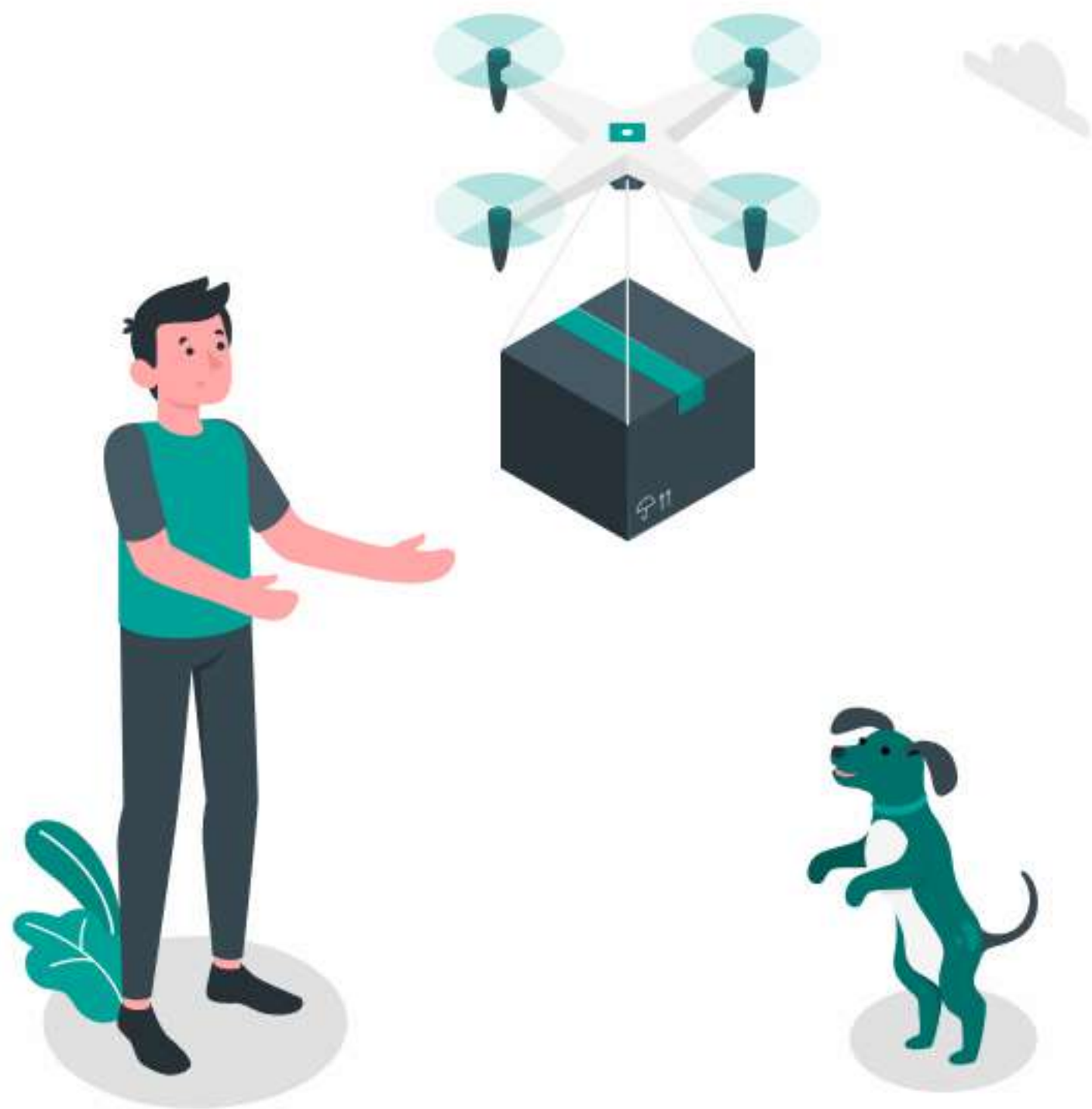
Airing unit manufacturers, pump stations and boilers, oven manufacturers (from food to steel), refrigeration equipment manufacturers

Expectations

- Affordability
- Compatibility with existing equipment
- Consistent availability
- Access to supplier-provided technical support and consultations
- The potential for establishing long-term partnerships.



OUR DISTRIBUTION PRINCIPLES



- The vendor exclusively relies on official distributors for product sales.
- Authorized distributors cater to a diverse clientele, including End Users, System Integrators (SIs), Original Equipment Manufacturers (OEMs), and Re-sellers.
- The vendor is committed to offering all customers extensive support, including complimentary access to expert knowledge
- The vendor actively participates in the pre-sales process, providing assistance in proposal preparation and equipment selection.
- Post-sales support includes consultations and programming assistance to ensure customers' ongoing success.
- The vendor's overarching objective is to make German quality products accessible to a wide range of customers.

YOUR BENEFITS

Ready-to-convert leads

We attract customers from the locations of our partners and transfer hot leads so that you can conclude a deal with them without any effort

Beneficial discounts and bonuses

Co-advertising

Placement of links and logos of partners in akYtec materials

Flexible pricing

Adaptability for local market dynamics

Promotion support

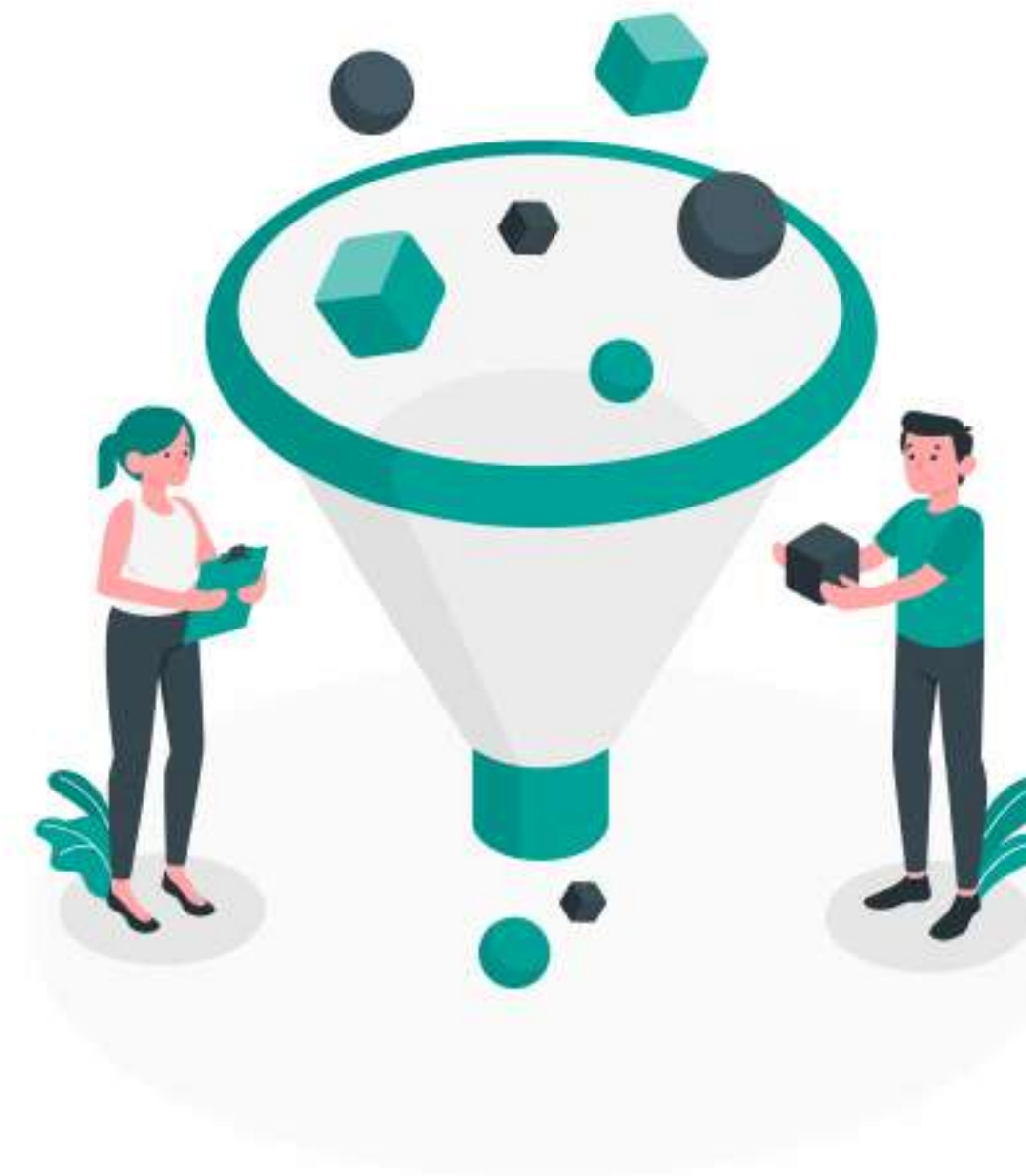
Allocated budgets for web-promotion and content production in local languages

Free access to sales and product knowledge

Application brochures, analytical data, sales trainings, and other supporting materials

Dedicated support line

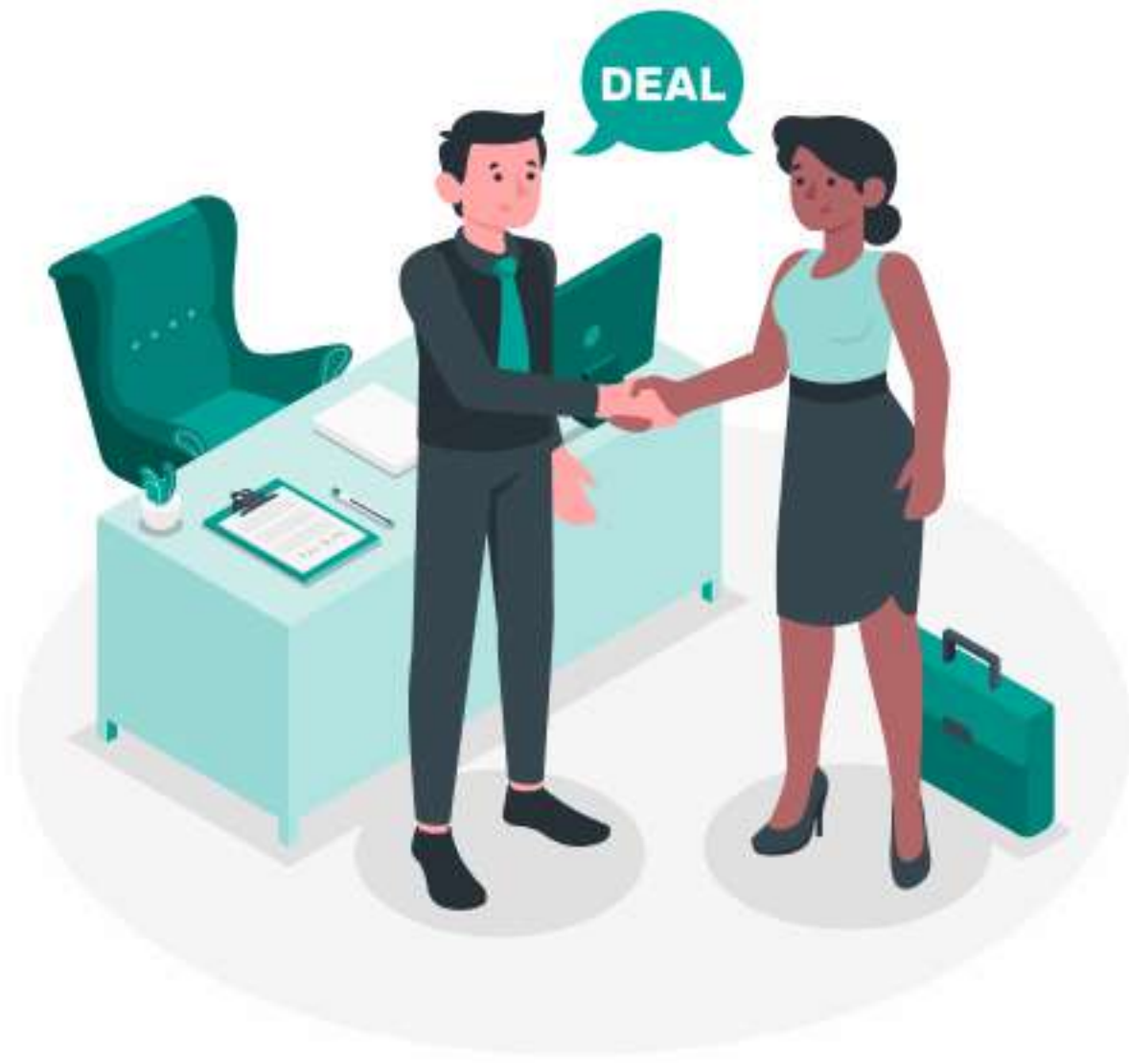
English- and German-speaking engineers



WE EXPECT FROM YOU

Sales strategy

- Carrying out the contractual plans for buying and selling within the region by year-end (commencing from the second year)



Stock

- Ensuring the availability of popular products in stock
- Promoting fresh akYtec product categories

Joint marketing activities

- Facilitating the alignment of local translations.
- Active participation in akYtec's marketing events, promotional campaigns, and training programs.
- Ensuring the inclusion of up-to-date information about akYtec products on the company's website, accompanied by a direct link to the manufacturer's website.
- Coordinating advertising design efforts with akYtec.

MORE PRODUCTS – MORE MONEY

Our continuously expanding product range offers partners the opportunity to access new markets and cater to evolving customer demands, resulting in higher income potential.

This diversification enhances customer retention and underscores our commitment to industry trends, fostering long-term financial stability and growth for our partners.

**IT'S SIMPLE:
WE BRING NEW DEVICES TO THE MARKET –
YOU EARN MORE WITHOUT AN EFFORT**



CLEAR STEPS TO GET STARTED

1 Request & evaluation

- We receive a cooperation request from you.
- Then we review your company and, if possible, schedule a visit.

2 Cooperation agreement

- Once we agree to collaborate in your country, we formalize the partnership.
- Then we identify the key contact person within your company.

3 Knowledge exchange

- Your familiarizing with our product range.
- Learning about your clients and selecting target cohorts.
- Identifying unique selling propositions.
- Exploring sales strategies and techniques.

4 Joint marketing efforts

- We work together to adapt marketing materials to your local language.
- We launch online promotions to generate leads for you.
- You inform your customer base about our collaboration.

5 Profit and partnership expansion

- As our partnership progresses, we aim to mutually benefit, ensuring profitable outcomes, and exploring opportunities for expansion.

THE BEST TO START WITH

The unique ITP11 Process Indicator 4-20 mA is a universal display for monitoring industrial processes.

This digital process meter is ideally suited for quick and convenient developing of visualization systems for various applications, e.g., water supply or thermal processing.

[Order a sample](#)

RED
GREEN

LED colours

4-20
mA

Input



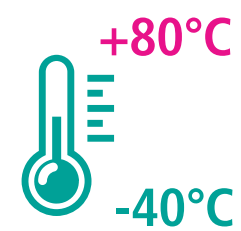
Loop -
powered



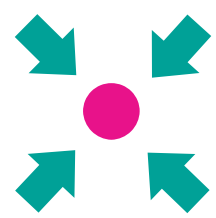
22.5 mm hole
mounting



Quick
mounting



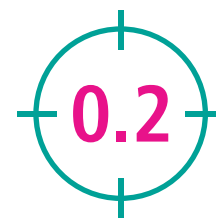
Ambient
temperature



Compact
design



Push-button
box
installation



Accuracy, %

IP65

Enclosure



Characters
height



BECOME OUR PARTNER



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