

Here at Automa. Net we support your industrial automation business. We would like to invite all interested companies to Warsaw, Poland. The best opportunity to meet professionals from companies trading with automation products.

# Let's shake hands again!

...Or do the fist bump... There are some broken supply chains to sew... together!



## A message from Marcin Krzączkowski, Owner of Automa.Net

Our industrial automation sector is one of the fastest-growing markets in the world. Between 2020 and 2025, the average annual growth will stand at a 7.3% CAGR. In 2025, the market will be worth \$114.17 billion (report "Process Automation Market - Growth, Trends, and Forecast (2020 - 2025)" by Mordor Intelligence).

Such a dynamically growing and changing market was particularly impacted by the pandemic and the chaos it caused. Companies like yours were in the centre of this rapidly changing environment. 2021 was especially challenging for our market, as there was much to do to repair broken supply chains. Some companies have won, some has lost some business opportunities (I really hope you were in category number 1!).

The need for dialogue in such a dynamically developing World where the industrial automation market is unquestionable.



Component trade companies will play a key role in ensuring the con-continuity of production lines. The cooperation of these companies is an indispensable element of the upcoming changes, which will enable the efficient implementation of new processes and the development of best practices.

As Automa.Net platform and Automa.Net Meeting's & Expo's, we hope to make a contribution to this change that's happening now.

Thank you very much for supporting our initiatives, for being here, ready to talk and take the industry to the next level.

I hope you will enjoy your time spent here in Warsaw. Whish you a lot of good business!

Marcin Krzączkowski Managing Director of Automa.Net

### Hotel

The event will take place at the Arche Hotel Krakowska, Warsaw Welcome to the First Edition of Automa.Net Meeting&Expo at Arch Hotel Krakowska in Warsaw!



#### **About The Hotel**

Arche Hotel Krakowska is a modern and elegant facility with air-conditioned, spacious conference rooms, comfortable and ergonomic rooms, with Impresja Restaurant offering multinational cuisine. Unique location near the important communication hubs, not far from the Warszawa Zachodnia Train Station and just next to the Warsaw Chopin Airport makes it the favourite place among businessmen and tourists and, moreover, the hotel offers interesting offers for pairs and families.









- 331 STANDARD rooms including 13 SUITES
- 15 conference rooms with a total area of 1700m2
- Hotel parking lot & Luggage storage
- · High-speed Wi-Fi in rooms and public areas
- SPA with sauna and spacious gym
- Café 'Na Słotko' serving freshly ground coffee and sweet pastries
- 'No237' bar with a wide range of drinks
- · 'Impresja' restaurant with modern, aromatic and balanced cuisine

#### **Your Contacts at the Hotel**



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### Meeting agenda

2-day networking Meeting & Expo Event, during which you will enjoy networking opportunities with executives from top industrial automation companies. We provide a networking room, food, drinks and entertainment so you can focus on what's important. Just pure networking, great time spent with your industry peers and building business relations that last.

MEET AND GREET 20/05/2022 FRIDAY - Get to know your industry peers				
10	0:00 - 17:00	Delegates registration. Welcome Packs, Networking. Booth installation		
18	3:00 - 20:00	Welcome Reception with good finger food and some drinks		
NETWORKING AND FUN! 21/05/2022 SATURDAY - This is where business starts				
9:	:30 - 17:00	Networking session for all delegates in the main hall + coffee breaks		
12	2:00 - 14:00	Buffet lunch for all delegates all you can eat		
20	0:00 - 23:30	Sit-down gala dinner, open bar, dance floor with a DJ and some surprise entertainment!		



#### **Our Services**

Automa.Net Automa.Net's mission is to give you an easy way to find obsolete parts and emergency replacement parts when time is crucial and the lead time is long... However, in a long term, we want to do more than that! Automa.Net is evolving into a tool for managing your request from quotations, quotes, purchase orders, and orders and payments – all in one place. The tool will be always fed with big data including always up-to-date parts availability data. Thanks to this we will drastically reduce the amount of time spent on administration tasks, so you can focus on what matters most in your business... your customers!

#### **Inventory upload**

Allows you to get your stock in front of hundreds of companies. Uploading your parts is easy and takes a couple of minutes with our inventory upload system

#### **Business Directory**

Our catalogue contains over 15,000 records of industrial automation companies and is being used by hundreds of production companies every month. You can promote your company here.

#### **Part Search**

Access to millions of parts from hundreds of distributors... in seconds! Type in a part number, order code or a symbol of a part you need and see who has it in stock.

#### **Networking**

The best opportunity to meet professionals from companies trading with automation products.

#### **Our Team**

After many hours spent on meetings with industrial automation professionals, Automa.Net Team has decided to launch a platform that will help companies operating in this dynamic sector. Automa.Net is an inventory-sharing platform that makes it easier for you to search through hundreds of warehouses. You can get the information on what's available now and ready to ship! We will also help you to sell your surplus and non-rotating stock.



Marcin Krzaczkowski
Managing Director



Sławomir Lech
IT Director



Karolina Moskal Data Guru



Mateusz Ozga Customer Success Manager



Magda Krzaczkowska Marketing Executive



Gabriela Ozga Marketing Executive



Karolina Pytlak
Front End Developer





#### **Warsaw Old Town**

Warsaw's loveliest square, not to mention its oldest having been established at the turn of the 13th century. In the centre of the square stands a statue of Syrenka, the fierce mermaid a symbol of the city; in winter an ice rink surrouding the statue while in summer plenty of food, drink and souvenir stalls as well as cafe tables.



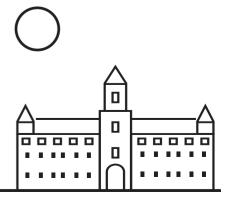


#### **Palace of Culture & Science**

A 'gift of friendship' from the Soviet Union, it was completed in 1955 and is, at 237m high, the tallest building in Poland. Among the many attractions at PKiN (as its full Polish name is abbreviated), the one not to be missed is the 30th-floor (115m) observation terrace.

#### **Royal Castle**

This remarkable copy of the original castle blown up by the Germans in WWII is filled with authentic period furniture and original works of art. Its heyday came in the mid-17th century, when it became one of Europe's most splendid royal palaces. In 1918, after Poland regained independence, it became the residence of the president.fierce mermaid a symbol of the city; in winter an ice rink surrouding the statue while in summer plenty of food, drink and souvenir stalls as well as cafe tables.





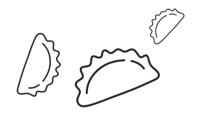


### **Best Eats!**

Here is a list of a few addresses on the gastronomic map of Warsaw which are worth knowing especially if you would like to taste some traditional cuisine with a modern twist!

#### Bez Gwiazdek, 9 Wiślana

Because each region of Poland is an individual culinary story worth telling each month, the menu is devoted to a different region of Poland.



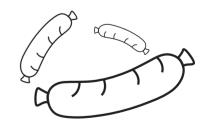


#### Przegryź, Mokotowska 52

Przegryź – a place which has enjoyed unflagging popularity for years where you can eat the most well-known dishes in Poland like broth, minced cutlets with mizzeria, duck breast confit, beef dumplings, and Silesian dumplings.

#### Ale Wino, Mokotowska 48

Ale Wino is on the list of favorite places of most enthusiasts of Warsaw restaurants. Its secret lies in simplicity. At Ale Wino you will find the best selection of the best wines and a seasonal menu that is dominated by fresh, often regional ingredients.







#### U Fukiera, Old Town Square 27

Warsaw's oldest restaurant cultivates culinary traditions dating back to the 17th century. The owner of the restaurant is Mada Gessler who is "Polish Gordon Ramsey" (famous for culinary TV shows and sharp tongue).

# Premium Sponsors



#### **DREAMland**

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DREAMland supplies, repairs, and repurchases spare parts from the industrial automation sector. They offer new and obsolete spare parts of the following brands: Siemens, Allen Bradley, Omron, Mitsibushi, Rockwell, Vipa, Festo, Sick, IFM, Danfoss, and Fanuc. They have their repair center where they can repair a whole range of Siemens products. In their warehouses with a total area of 2,800 m2, they stock more than 65,000 items. Their services are currently utilised by customers from 95 countries all over the world. DREAMland also provides repurchase spare parts including dismantling production lines.

www.dreamland-plc.cz



#### GEA Srl – Industrial Automation Solutions

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GEA business began about 30 years ago when the industrial development of local production realities met the need to integrate electrotechnical solutions in their production systems and beyond. Initially, the proposal of only a few brands allowed

the founding partner and his team to specialize in the electrotechnical field but with an eye to the new intentions of industrial progress that were increasingly opening up to the world of automation, and control. and the process. Over time, the collaborations between the various brands and GEA SrI have strengthened more and more. The product offer has improved and the sellers' commitment to satisfy the most varied customer requests has been the right ingredients to create an important pool of knowledge and experience to be put at the customer's service. Today they offer more than thirty brands of which, more than ten are direct partnerships with producers, consolidated over time, which allows offering a reliable and professional technical-commercial proposal.

# Premium Sponsors

#### **Maxodeals**

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Maxodeals, based in the Netherlands, is a young and very dynamic company growing its revenue, team, and inventory at an outstanding pace. It serves customers worldwide by quickly delivering from a stock of more than 25.000 unique automation and electronic parts. Its wide range of brands includes Siemens, Schneider Electric, Allen-Bradley, Festo, Omron, and over 200 other brands. Over 80.000 items are available in stock. The company provides same-day, worldwide shipment, and direct contact via chat, mail, and phone.

www.maxodeals.com

#### **Northern Industrial**

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When you need to stop downtime, Northern Industrial is here to help. Industrial automation spare parts and repair specialists have helped manufacturers reduce downtime since 1978. With a huge inventory of obsolete and surplus spare parts and a team of qualified engineers, there's no breakdown or fault they cannot solve. New parts, refurbished parts, and repairs come with an industry-leading 2-year warranty as standard, for complete peace of mind. Wherever you are in the world, Northern Industrial provides a professional service when you need it. Get support for all types of equipment from AC, DC, and servo drives through to PLCs, HMIs, and other automation parts. Hard to find parts are a speciality, with fast shipping on obsolete parts from all brands including Allen Bradley, B&R, Beijer, Control Techniques, Danfoss, Mitsubishi, Omron, Siemens, Schneider, and more.

# Premium Sponsors



#### **PLCConnex**

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PLCconnex has been operating since 2006. The company has over 2.5 million available products. They offer worldwide shipment and a 12-month warranty on products. Failures happen from time to time in larger or smaller production plants. They aim at delivering automation parts in the shortest time possible to minimize any downtime. They specialise in repairs of electronic parts and servomotors and also deliver new and refurbished spare parts. The company can guarantee continuity of production to their customers by supporting them also with end-of-life products.

www.pl.plcconnex.com



#### **PLC-City**

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PLC-city.com is not just an online shop for Industrial Automation & Electronic parts, it is your automation partner always ready to assist thanks to many new products in stock, technical support, excellent customer care available 12 hours a day and great purchasing experience. The mission of this highly-customer oriented company is to satisfy their customer needs by easy communication, continuous updates and high quality service.

The company in few real numbers: 45 employees, 12 languages spoken, 8000 new parts in stock, 5000+ customers, 150+ served countries, 40 years of experience in the industrial automation market, 150 express international shipments per day.

www.plc-city.com



#### **Aserto, Poland**

Aserto is a commercial and service company specialising in the ASERTO comprehensive services for our customers, as well as supply of difficult to obtain industrial spare parts. The main goal of the company is to limit the customer's vendor range. Therefore, Aserto provides everything that their clients need with reduced time of preparing quotations to the absolute minimum.



#### **Asia Automation, Singapore**

Asia Automation specialises in sourcing obsolete electronic spares across different manufacturing industries. The company started with one goal in mind: exceeding expectations. The cornerstone of business has been relationships with customers. When you order from Asia Automation, you can rest assured that you are getting the very highest quality and best value for your money.



#### **E-Trade Automation, Poland**

E-Trade Automation offers one of the best prices for many leading manufacturers of industrial automation and instrumentation. All products are confirmed by manufacturers' quality certificates. The company is engaged in deliveries from Europe, the USA and the countries of Asia. All supplied products are guaranteed for at least 12 months. E-Trade is an Official Importer the top brands like ABB, Omron, Phoenix Contact, SIEMENS, and much more.



#### Elektryk, Poland

Elektryk has been developing dynamically for over 36 years, year by year increasing the number of its clients, the range of its operations, its product offer, and turnover. Elektryk offer includes over 50,000 products in the field of electrical equipment, electrical apparatus, industrial automation, lighting, alarm networks, IT networks, monitoring, and many others.



# Expo Tables

#### **Maritex**, Poland

Distribution agreements signed with several renowned worldwide companies and the company's long-term experience in the selection of manufacturers ensure timely and renewable deliveries of top-quality components at competitive prices. Maritex offers a wide range of parts and components. Their own, well-stocked warehouse ensures immediate realization of clients' orders.



#### Nuova Elva Srl, Italy

Nouva Elva is a family-run business based in Italy, that markets and distributes industrial automation components. Their portfolio includes as many as 1.2 million parts and hundreds of brands to choose from. The company also offers a range of services and solutions designed to optimise processes, boost productivity, reduce costs and align organisations with Industry 4.0.



#### **PartTracker, Netherlands**

PartTracker is a supplier of Industrial Electronic products. The company can provide you with obsolete, serviced, revised, or factory new components. PartTracker has a global network and can bring you the best prices and top service.



#### **Power Service, Italy**

Power Service based in Lainate (Milan) is a young, dynamic company that focuses its energy on the distribution of electric and electrical products. The company's strategy is geared toward total quality, which not only means offering high standards for products, but also a daily commitment to fulfilling clients' needs and requests. Power Service's objective is client satisfaction through efficient and effective products and custom solutions.





#### T-Matic Grupa Computer Plus, Poland

T-Matic Grupa Computer Plus Sp. z o.o. is a comprehensive supplier for industrial automation, pneumatics, electronics, mechanics, and hydraulics components. Their offer includes products from over 60 manufacturers. Technical consulting and matching the offer to the client's expectations are their distinguishing features.



#### **Techenergo, Czech Republic**

TechEnergo s.r.o. was founded in 2008 and since then has operated in the market as a reliable supplier of electrical equipment for Wholesalers, Oil & Gas contractors, Panel Builders & Servicing companies. Today Techenergo offers 15 manufacturers covering LV+MV Devices, Drives, Motors, Sensors, Transformers, PLCs, HMI, Instruments, etc.



#### **UNIS Group, Netherlands**

UNIS Group aims to promote continuity of industrial production processes. Thus, since starting in 1984, they have ensured that customers can make use of existing systems for as long as possible. They focus on cost savings and the continuity of your current production processes, and on extending the life of existing electronic modules.



# THE LIST OF ALL DELEGATES

#### \*confirmed until the 1st of May

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#### **Automa.Net Members:**



**ASERTO** 























































































































































































































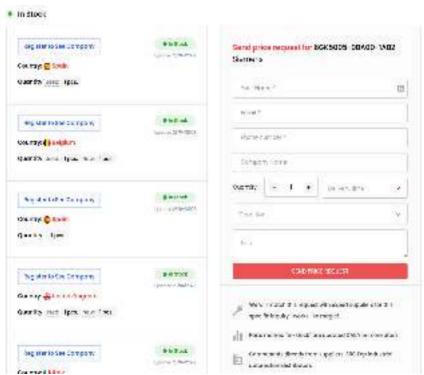


Did you know that we have launched a new marketing tool - Lead Generator?
You can now receive requests directly from production companies who are using Automa.
Net's public search!

The public search engine on Automa. Net gives you access to a database of over 10 million parts from brands such as Siemens, Phoenix Contact, ABB, Schneider Electric, Rockwell Automation, Murrelektronik, Allen Bradley, Omron, Weidmüller, Sick, Pizzato, Pepperl+Fuchs, Moeller, Balluff, and over 10,000 other brands.

Once a part is found, each production company can fill out a form, which will then be analyzed by our algorithms. Data such as the country from which the inquiry is sent, part number, manufacturer, quantity needed, and product condition are considered. Additionally, we take into account data about which of hundreds of distributors on Automa. Net has the part in stock, and which company specializes in the given manufacturer (in terms of access to stock, prices, the possibility of repairing the part, warranty, etc.). After analyzing all these factors, the inquiry is sent to one or maximally two distributors who should respond within 24 hours – in case of no response, the inquiry is forwarded to another distributor who will replay with a quotation.

Do you have inventory or are you a broker? Start getting customers and contact information directly from production companies!



Generate hundreds of inquiries for your company each month.

Learn more at support@automa.net

