



Company profile

At a glance



CONTROL SYSTEM is an Integrated Technology Solutions company that operates in two business segments:

- Industrial automation and software solutions and services for manufacturing, process, power and other industries
- Solar photovoltaic (PV) installations with system design, installation, management and maintenance services for ground and roof-mounted solar PV installations

Founded in 1991, CONTROL SYSTEM provided initially process control instrumentation and automation systems and services. Over our 20+ year history, the nature of the projects we have been involved has steadily expanded into the areas of industrial information technology (IT), electrical energy solutions, wireless communications and data transfer, automation and drives, and advanced instrumentation.

Our latest business expansion into solar PV installations is driven by our deep knowledge of the technology and the preferential feed-in tariffs in Greece and Bulgaria.

CS



1991

CONTROL SYSTEM is founded in Thessalonica as a Process Control Instrumentation and Automation Company, in the form of a partnership.

Development of strategic co-operations with international manufacturers and signing contractual distributorship agreements for Greece with most of them, i.e. Hitachi, Hengstler, Ascon, Satel, Beamex, NDC Infrared Engineering, and Raytek.

1998

Expansion of solutions and services portfolio in the areas of electrical energy, wireless communications and data transfer, automation and drives, and advanced instrumentation.

Legal conversion to CONTROL SYSTEM Ltd, a Limited Liability Company.

2007

Expansion into a new business segment: Solar PV Installations.

2008

Signing preferential distributorship agreement with Wonderware Invensys, the worldwide market leader in Industrial Information Technology, completing its solutions' offering with Industrial Software.

CONTROL SYSTEM offers a complete solution in the industrial automation and information market as an Integrated Technology Solutions provider.

Legal conversion to CONTROL SYSTEM SA, a Corporation.

2011

CONTROL SYSTEM continues the development of Solar PV business, with 48 PV parks of 10 MW total power, since 2009.



INTEGRATED TECHNOLOGY SOLUTIONS



Vision and values

Our vision is “to provide integrated technology solutions, which maximize and maintain the efficiency and quality of production processes, lines, equipment and installations, and reward our customers with high returns on investments (ROI)”.

CONTROL SYSTEM has brought together and combines:

- Specialization in advanced technology systems
- Experience and know-how in industrial applications
- Co-operation and support from innovative international manufacturers

This has given us a strong foundation with which to pursue our company vision.

Our key principles are:

- Developing and maintaining strategic partnerships with system suppliers either as strategic partner for the Greek market or as preferential distributor
- Constantly seeking technology innovation
- Maintaining close customer relationships as a technology partner and support provider



Quality: ISO 9001:2008

CONTROL SYSTEM is an ISO 9001:2008 certified company.

We are constantly maintaining and improving our quality system in order to provide quality systems and services in accordance with international standards and specifications. We take pride of the reliability of our systems that present a mean time between failures (MTBF) of 10+ years.

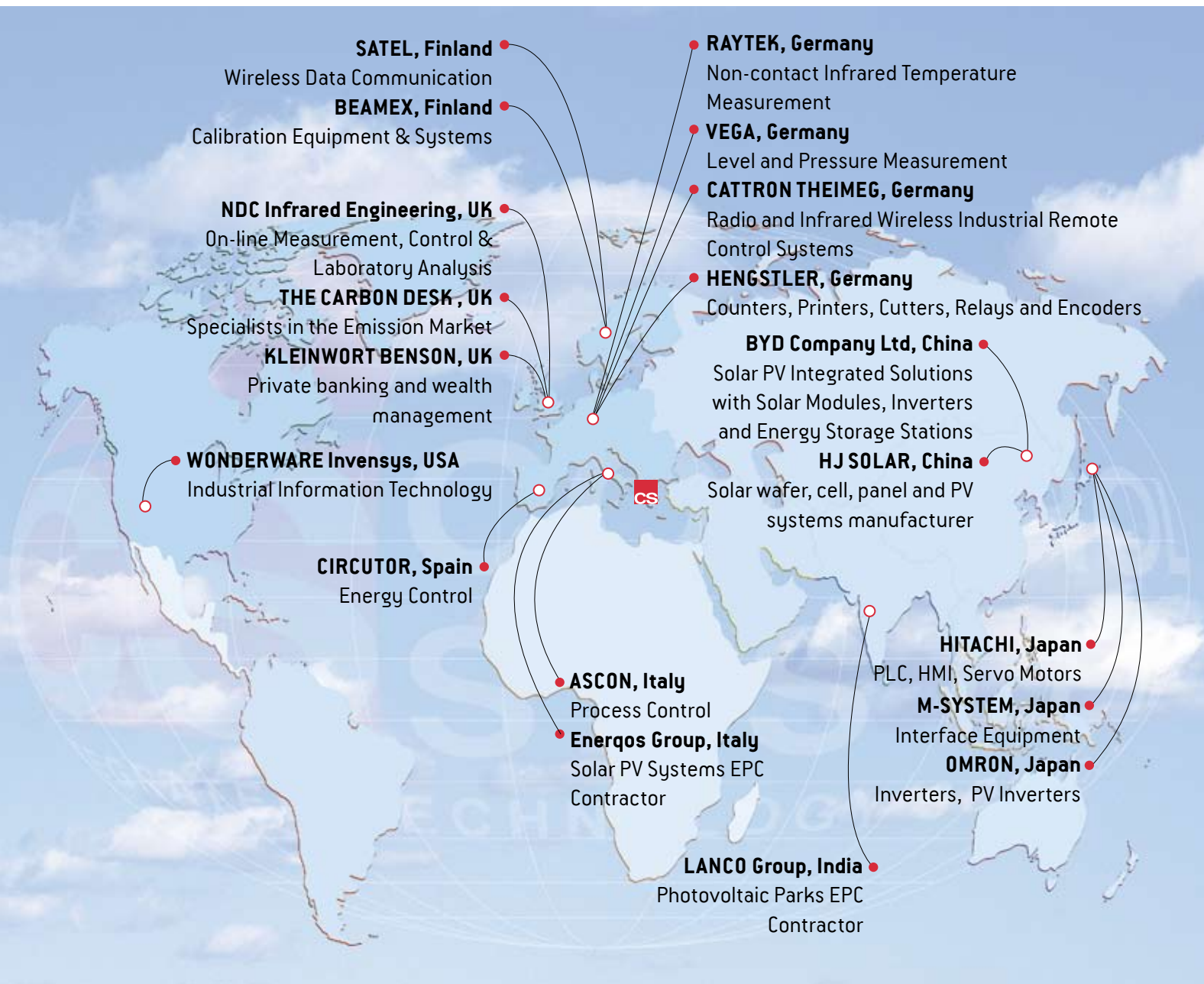
To support our service processes we have incorporated in our organization software tools such as CRM, ERP and electronic document systems.



Empowerment

CONTROL SYSTEM is empowered mainly by automation and software engineers who are experts in automation and control as well as in industrial software products and applications.

The critical function of Project Management, especially in solar plant implementation, is the responsibility of mechanical engineers, who manage internal staff and external sources to complete the projects on time and according to specifications.



Global synergies

The effectiveness of our team is also empowered by our international network of co-operations and partners, which bring to our company the latest technology know-how and expertise.



CHEMICALS & PHARMACEUTICALS

ELECTRICAL POWER

DISCRETE & PROCESS MANUFACTURING

FOOD & BEVERAGE

MINING & METALS

NON-METAL BUILDING MATERIALS

OIL & GAS

SOLAR PV INSTALLATIONS

TEXTILE AND PLASTIC TEXTILES INDUSTRY

TOBACCO PROCESSING & CIGARETTE MANUFACTURING

WATER & WASTEWATER



Industrial automation and software solutions.

Our solutions and services are based on high technology systems and software that provide the ability for on-line, real-time measurement, automation, control and visualization of operations.

We have provided numerous applications in the industrial operational areas of electrical energy, equipment & machinery, production lines, maintenance and quality control.



Solar photovoltaic (PV) installations

We design, manufacture and market SPV Projects for homeowners, businesses, farmers, schools, government companies and developing communities, mainly in Greece and Bulgaria.

Our highly skilled EPC contractors guarantee professional construction of the solar park on a turn-key basis.

Every SPV project is adapted and realized according to our investors' needs. So, we provide our customers with turn-key projects which include: all materials; labor costs; meters; transformers; cabling to the grid connection point; and connection to the grid as well as support for legal permit procedures to connect the PV plant to the grid.



industrial IT.

Industrial automation and software solutions

Industrial information technology (IT)

Real-time information for decision making.

Our offering includes scalable, modular software solutions that can improve the performance of most business processes or facilities. Our solutions are built on top of a strong system platform that supports most connectivity issues, and include:

- HMI visualization software
- Powerful historian servers
- Active factory reporting tools
- Production & performance software solutions that cover manufacturing execution, equipment operations, quality control and SPC.



energy

Electrical energy management solutions

Total energy management and saving solutions.

A complete solution incorporates Energy auditing, Monitoring and control, and Reporting.

The specific energy solutions we can provide to the industry are referring to saving, measurement, energy quality and protection solutions, and include power management, energy measurement, monitoring and control systems, power quality analyzers, harmonic filters, motor protection solutions and so forth.



wireless networks

Wireless communications and data transfer systems

Wireless flexibility and reliability.

Any application should have the flexibility to be applied wirelessly, since there are technical and cost limitations to the use of wires in many instances.

However, wireless communications in industrial applications shall be as stable and reliable as the traditional wired methods.

We use radio modem technology of the most reliable source to implement small to large scale projects and deliver our promise of on-line, real-time automation and control even in the most challenging geographical conditions.

Wireless tele-communication can be very important in the solar energy sector for solar control and maintenance, due to the geographical dispersion of the photovoltaic plants.



automation & drives

Automation and drives

Systems, solutions and services.

In the classic field of industrial automation and drives we provide all the systems, solutions and services that are required by the industry:

- High, medium and low voltage inverter systems for all heavy or light duty applications , i.e. extruders, mixers, cranes, palletizers, conveyor belts etc.
- Programming, implementation, commissioning and start-up of automation solutions that are developed with PLCs and other instrumentation.



instrumentation

Advanced instrumentation

Measurement and control systems.

The solutions we offer are high technology, special application systems that provide a high ROI, while keeping quality at the predesigned levels at all times, i.e.:

- Fit-For-Process on-line, real-time infrared analyzers and complete systems for moisture content measurement and control, as well as substrate thickness control
- Calibration systems and calibration management software for instrumentation preventive maintenance
- Thermography services for preventive maintenance



Solar photovoltaic (PV) installations

Solar PV services

Feasibility and Planning

CONTROL SYSTEM continually researches local markets and rules, identifying strategic partners (where appropriate), sourcing sites and grid access, progressing projects through licensing and permitting procedures.

We have had notable success through the permitting stages of multiple projects in Greece and Bulgaria.

Technical

Active in technology selection, system design, identifying EPC contractors and contract negotiation.

Financial

Working closely with funding partners to structure equity and debt finance.

Construction

Continually supervising system construction and implementation.

Plant Operation

Engaged in the supervision of operations, maintenance, site security and administration.

O&M

CONTROL SYSTEM holds the long term Operations and Maintenance (O&M) and Administration Contracts for the projects it develops, to ensure long-term consistent performance of the solar power plants.

Insurance

In collaboration with some of the largest international insurance groups, we can offer full insurance which will cover the possible risk of performance deterioration in photovoltaic modules, the country risk and all the possible risks from any factor that the Transmission System Operator in Greece and/or Bulgaria will not pay the agreed FIT.



Solar PV solutions

Solar Control System

A total monitoring and control system for photovoltaic plants, that allows the remote management of solar installations. It is a vital tool in assuring the continuous, error-free, full capacity operation of the photovoltaic systems and achieving our goal of maximum electricity production.

The solar control system provides:

- Remote monitoring and control through on-line, real time visualization
- Live remote video monitoring for security
- Continuous data recording and storage with powerful historian servers
- Analysis, reporting and productivity evaluation
- Web portal: www.solarcontrol.gr

Performance Guarantees

In combination with solar control system and O & M contracts, we are able to provide Performance Guarantees, assuring ROI for the photovoltaic investors.





ALAPIS GROUP – Pharmaceutical products

ALFA WOOD – MDF wood products

ALUMINIUM SA – Alumina and aluminium production

ATHENIAN BREWERY SA - Brewery

ATLAS TAPES SA – Self-adhesive tapes

BIC VIOLEX SA – Stationary, lighters and savers

CAO HELLAS SA – Lime production



CHIPITA SA - Flour based snacks & chocolate confectioneries

COCA COLA HBC GREECE – Coca Cola Hellenic Bottling Company

COLORA SA - Dyeing, printing and finishing of knitted fabrics

ELPEDISON POWER SA – Electrical energy production

ELVAL SA – Hellenic Aluminium industry

EYATH SA – Thessaloniki water supply and sewerage company

EYDAP SA – Athens water supply and sewerage company



HALCOR METAL PROCESSING SA – Metal processing

HALYPS CEMENT (Italcementi group) – Cement industry

HELLENIC CABLES SA – Cable industry

HELLENIC ENERGY SA -Electric energy production from renewable energy sources

HELLENIC FABRICS SA – Denim fabrics industry

HELLENIC HALYVOURGIA – Steel production

HELLENIC PETROLEUM SA - Refineries



HELLENIC STEEL COMPANY SA – Steel industry

HERACLES GENERAL CEMENT COMPANY – Cement industry

HERON THERMOELECTRIC SA - Thermal power plants

JOHNSON & JOHNSON HELLAS SA – Health care products

KARELIA TOBACCO COMPANY INC – Cigarette manufacturer

LARCO SA – General mining & metallurgical company

LAVIPHARM SA-Pharmaceutical, cosmetic and consumer health products



LEAF TOBACCO A. MICHAILIDES SA – Tobacco processing

MEL SA – Paper industry

METKA SA – EPC in power plants and manufacturing of heavy mechanical structures

MEVGAL – Milk processing, dairy products

MYTHOS BREWERY SA – Brewery

NESTLE HELLAS – Food industry

PAPOUTSANIS SA – Soap & toiletries production

PPC SA – Public Power Corporation

SEKAP – Greek cooperative Cigarette Manufacturing Company

SELECTED TEXTILES SA – Textile industry

SIDENOR SA – Steel products manufacturing company

SMIRDEX SA – Coated abrasives industry

SOVEL SA – Steel products manufacturing

STOMANA INDUSTRY SA – Steel manufacturer

SYMETAL SA – Aluminium foil industry

TASTY FOODS SA (Pepsico International) – Food industry, snack products

TERNA SA – Construction

TETRA PAK HELLAS SA – Packaging

THRACE PLASTICS COMPANY SA – Plastic textile & packaging materials industry

TITAN CEMENT SA – Cement and related building materials

TSIMIS SA – Flexible packaging materials

VARVARESSOS SA – European Spinning Mills

VENUS GROWERS – Agricultural cooperative & fruit industry

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