

*We create the difference.*



**KON-TEK**

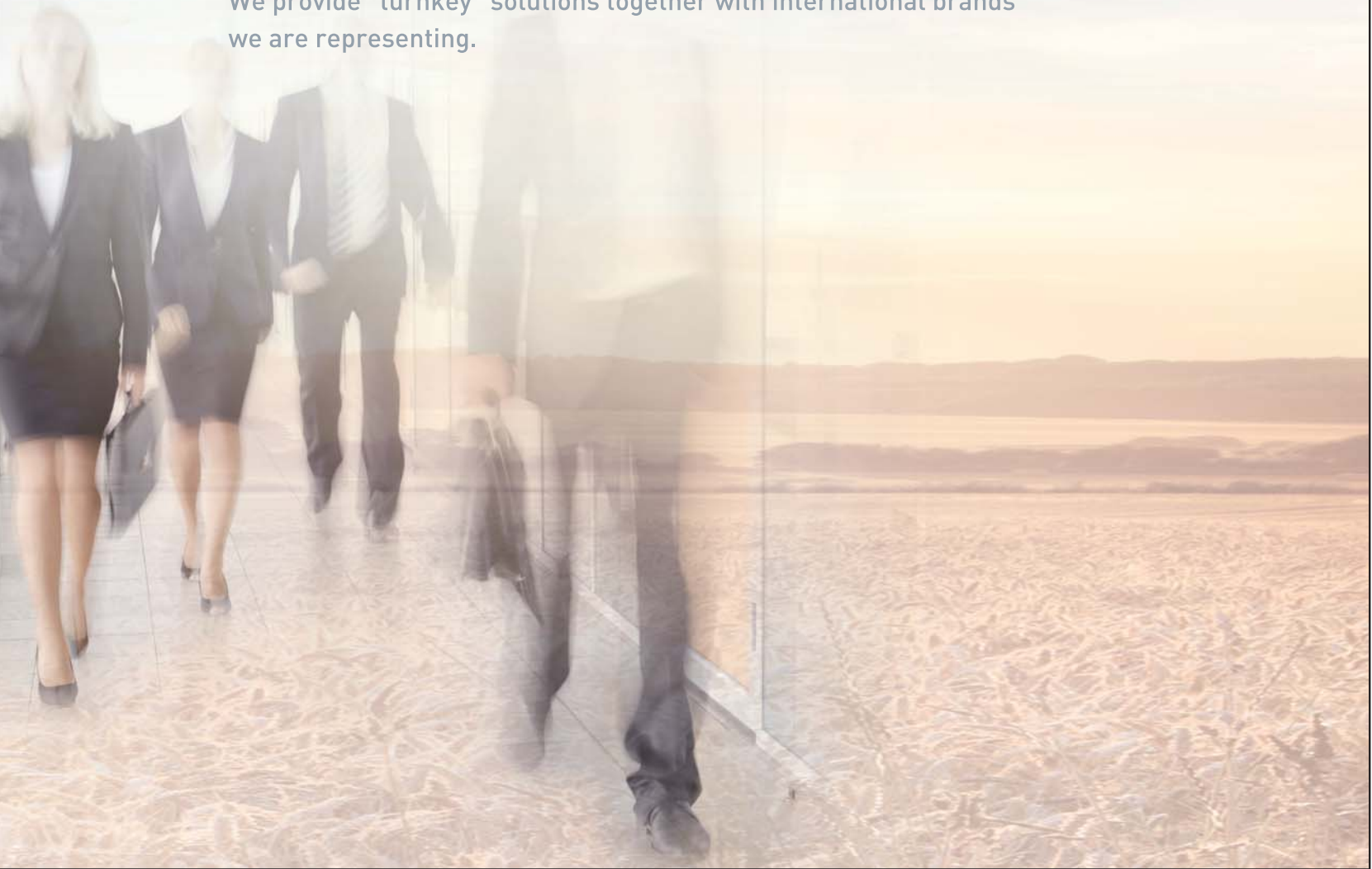
*Automation & Drives*



# About Us

*We create the difference.*

We create the difference in contracting with our former experience;  
We provide “turnkey” solutions together with international brands  
we are representing.



# Our Basic Fundamentals

•Confidence •Experience •Honesty •Responsibility •Dynamism

Kontek , thanks to its experienced sales skilled engineering team, has been providing “turnkey” contracting services in strategic sectors targeted by the company in Turkey and abroad.

With its know-how and determination for improvement, Kontek provides especially energy efficient solutions, with unconditional customer satisfaction, and trouble-free commissioning.

While offering these solutions in practically every sector of industry, Kontek uses intensively AC Drives and Motion Control Products which are nowadays used even in home appliances. Kontek is an electrical engineering company effectively using automation products as well.

Kontek has been the exclusive distributor of worldwide brands in Middle East - Marth Africa. With more than 75 employees and active distributor channels, Kontek has been operating in Turkey an abroad for sales and contracting business.

1994

1996

1999

1997

2000

2005

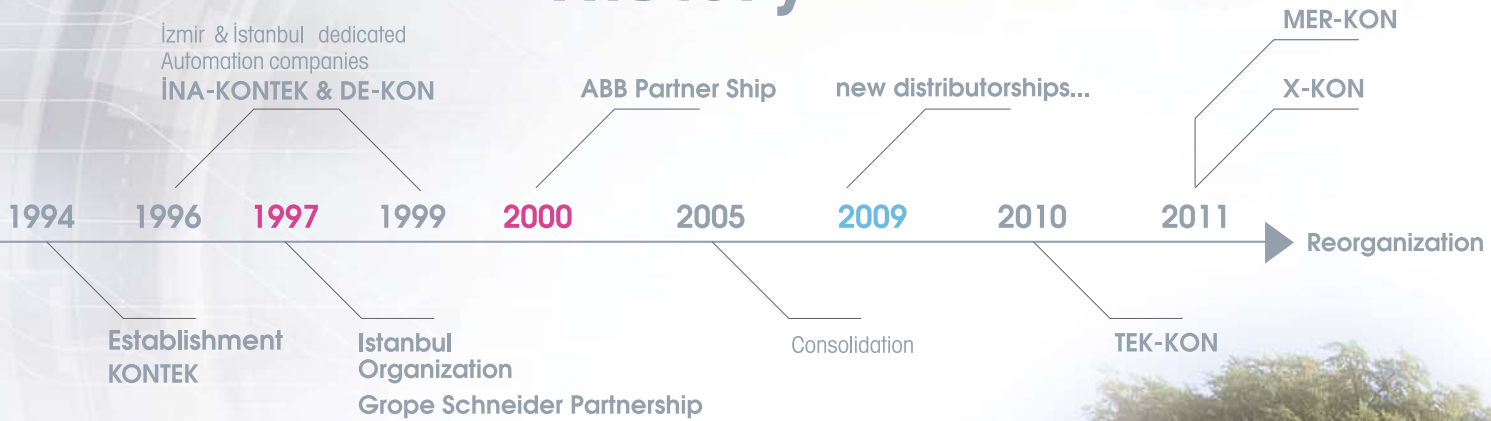
2010

2009

2011

2012

# History



# Affiliates

## KON-TEK

*Automation & Drives*

### TEK-KON

- Established in 2010, in İstanbul
- Scope: Panel Builder, Automation-Contracting&Sales
- TEK-KON DriveHOME Partner -Marmara region

### MER-KON

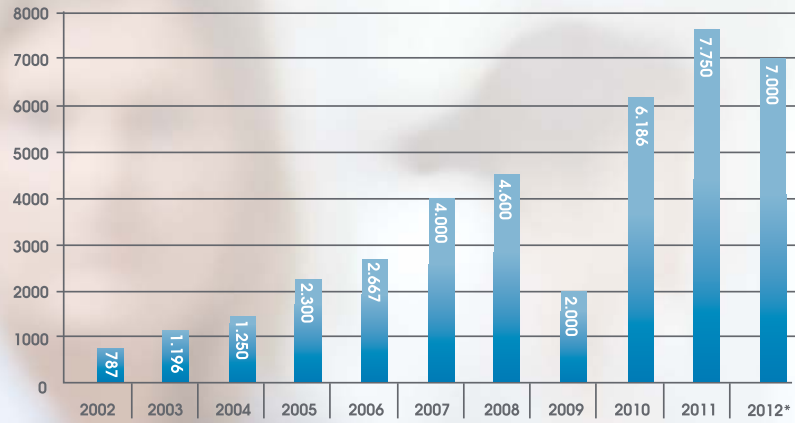
- Established in 2011, in Mersin
- Scope: Panel Builder, Automation-Contracting&Sales
- MER-KON DriveHOME Partner - south anatolian region

### X-KON

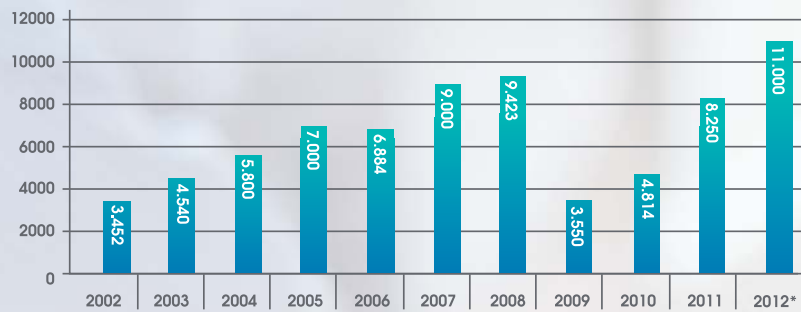
- Established in 2011
- Scope: Energy Projects



### 2002 - 2012\* Contracting Sales (€)



### 2002 - 2012\* Product Sales (€)

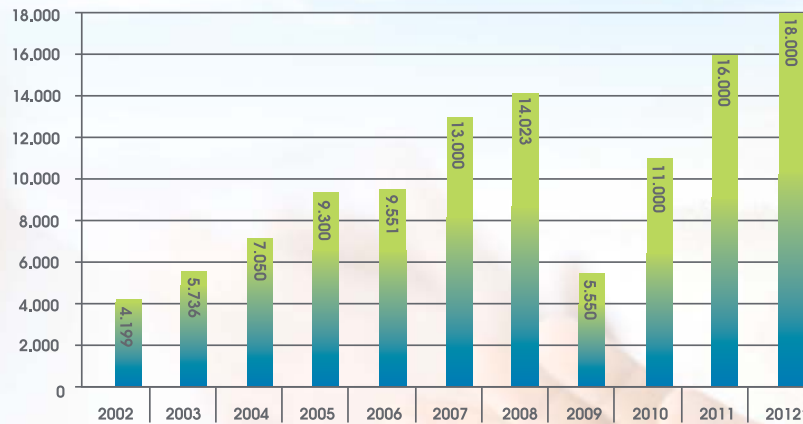


\* Target

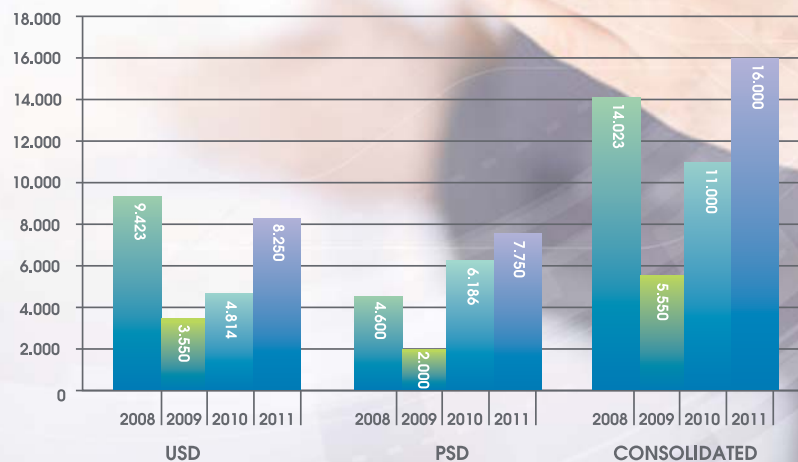


# KON-TEK in Numbers

## 2002 - 2012\* General Sales (€)



## 2008 - 2011 Growth (€)



\* Target

# Differences Create Differences

## Complete Services



# Strong Structure

- Our vision,
- Project management respecting standards and engineering,
- Variety of products and complimentary products,
- Wide spread, active and experienced sales team,
- Stock capacity,
- Solutions optimized for customer needs,
- Together with our partners at home and abroad, sharing same philosophy...

**We are at your side with our corporate and modern structure.**

## EMPLOYEES

- Trust
- Respect
- Well paid
- Personal development

## CUSTOMERS

- Optimal solution
- Economy
- Good service
- Availability

## SUPPLIERS

- More sales
- Fast and healthy growth

## SHARE HOLDERS

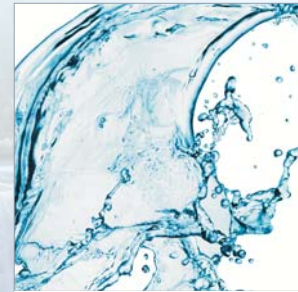
Long term and healthy business development

# International contracting and project management experience

Together with our skilled automation and engineering team, we are offering “turnkey” contracting services at home and abroad.

- Power transmission lines
- MV transformer and switchgear
- LV main distribution panels
- Drives and / or MCC panels
- Automation panels
- Integration of automation & IT
- Hardware & software – communication
- Layout and field installation
- Start-up
- Commissioning and hand-over to owner

**Water**



**Food & B.  
(Metal Packaging....)**



**Mining**



# Contracting

## COMMISSIONING

- Commissioning
- Maintenance & support services
- Consultancy

## APPLICATION SOFTWARE DEVELOPMENT & IMPLEMENTATION

- Ability of programming with different brands
- PLC & HMI softwares development of architectures
- Industrial network & communication design

## FIELD INSTALLATION

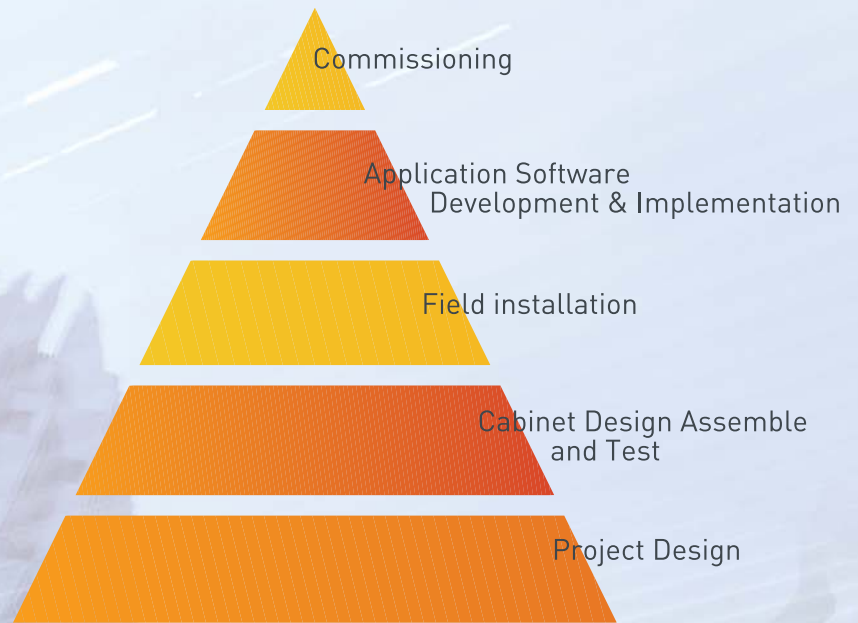
- Field installation projects design
- Development & revision of BOQ's
- Procurement procedures
- Field installation

## CABINET DESIGN ASSEMBLE AND TEST

- Dimensioning of panels and layout design
- Design of type tested and formed panels
- Assembling, cold tests and FAT's

## PROJECT DESIGN

- Development of application projects
- Approval procedures & relation with consultants



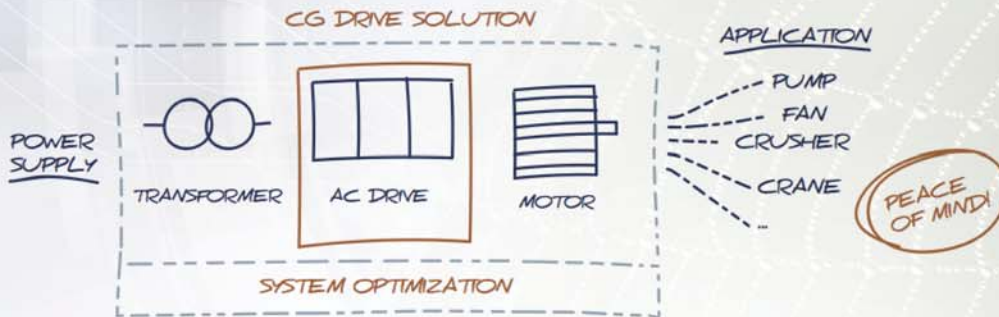
# Product Sales Strategy

Our relations with customers rely on honesty and trust.  
 Unconditional customer satisfaction is our main goal for sales activities.

Our prioritized target is to always enhance our product offer with reliable and high performance products covering our customers needs.

## Our solutions

Complete Drive System Solution Provider



## Distributorship



KON-TEK Co. is authorized to act as distributor of Emotron's products in the Middle East – North Africa



## Service Network



KON-TEK ▲  
PARTNER ▼

## Product Portfolio

- AC Drives
- AC SoftStarters
- MV Softstarters
- Servo Drives & Motor
- PLC & HMI & SCADA
- Motors
- Remote control products
- High-end and Robotics



# Service

- Mounting and Installation
- Training
- Technical Service
- A field support service
- Spare parts and repair
- Maintenance

Are being provided ...



# Kontek Academy

- Kontek Academy has been established in 2011 in order to assure skilled human resources according to corporate targets and HR policies, for the company's needs and for its distributors.
- Kontek academy is targeting to become completely independent to be able to share its accumulated technical knowledge up to now with people and entities in industrial automation.

*Together to the future...*



**TEK-KON**

**MER-KON**

**X-KON**

KON - TEK Kontrol Teknolojileri ve Otomasyon San. ve Tic. A.Ş. ©

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