

ELECTRONICALLY REPRINTED FROM DECEMBER 2012

AUTOMATION INTEGRATOR Guide

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2013

System Integrator
of the Year Winners

**CONTROL
ENGINEERING**

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**PLANT
ENGINEERING**

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System Integrators of the Year for 2013

Control Engineering *recognizes the best system integrators in the industrial automation business.*

Vance VanDoren, PhD, PE

Automation system integrators are a diverse lot, but they can generally be described as engineering contractors that design and implement computerized control systems for their clients' industrial machinery, manufacturing lines, and automated production facilities. Examples include control, robotic, and test system integrators as well as automated machine builders and some multidisciplinary engineering firms. Even a few of the automation industry's equipment vendors qualify as "system integrators" since they offer application engineering services to complement their product lines.

That covers a wide range of companies from small, independent consulting firms to large multinational engineering contractors. And as we've done every year since 2006, Control Engineering invited all of them to compete for System Integrator of the Year honors.

Dozens of companies entered, but only three stood out as the best in their respective annual revenue classes: Patti Engineering (up to \$10 million), Integrity Integration Resources (\$10 to \$15 million), and SAIC (over \$15 million). These three system integrators best demonstrated their value in terms of technical expertise, business skills, and customer satisfaction.

Our panel of judges chose the winners plus four finalists based on essays submitted by each. Entrants were not specifically required to limit their material to recent experiences, and most recounted successes from their company's entire history. So even though they're being recognized in 2013, this year's winners are

truly worthy of lifetime achievement awards and will be inducted into Control Engineering's System Integrator Hall of Fame at the end of the year along with all of our past winners.

So what exactly do our judges look for when choosing the winners? We'd rather not say. Other than the selected comments presented in the profiles below, our judges' deliberations are kept confidential lest revealing too many details should encourage future entrants to tell us just what we want to hear.

Case in point: Some integrators have declined to participate in this competition for lack of CSIA certification. They've noticed that 76% of past winners have been CSIA certified and concluded that CSIA certification is a prerequisite for winning System Integrator of the Year honors.

Not really. CSIA certification does reflect well on an entrant, but it is not required. After all, the largest of this year's winners—SAIC—has triumphed for a second time without the benefit of the CSIA's imprimatur, having demonstrated its business skills by other means.

Our best advice to would-be entrants is to think of our judges like prospective clients. Integrators that can demonstrate their qualifications for a multimillion-dollar automation job can demonstrate their qualifications for the title "System Integrator of the Year." For complete details on entering this competition, see the System Integration Channel at www.controleng.com.

The winner...

Patti Engineering

Up to \$10 million annual revenue

Patti Engineering offers its clients turnkey control systems integration services for design/build, upgrade/retrofit, and asset/energy management projects. Although Patti Engineering is the smallest of the 2013 System Integrators of the Year, the company has worked on an unusually wide variety of applications in manufacturing facilities, retail distribution, municipalities, food industry, libraries, law enforcement, the military, ice arenas, colleges, and universities.

The company's technical capabilities include electrical engineering, hardware design, hardware procurement, software development, installation, calibration, start-up testing, verification, documentation, training, and warranty support. The company's 24 degreed and licensed engineers have developed industrial control systems incorporating manufacturing execution systems, robotics, continuous process control, and sortation.

On the business side, judge Vance VanDoren noted, "Patti Engineering has developed an extensive set of policies for general management, financial management, project management, system development lifecycle, and quality assurance that have earned it

What one client had to say

"Patti Engineering has been a great resource as well as a great partner in several of our distribution facilities. We can count on Patti Engineering to come in and embrace a project with the 'keep it simple' concept. When we retrofitted our sortation systems controls, the company was able to reduce unneeded complexity that dramatically simplified the operation. Ease of diagnostics and component reliability has decreased downtime, simplified maintenance, increased reliability, and also aided us in efficiency. I can rely on Patti Engineering whether it's a tactical emergency or a strategic modification. Patti has always provided capable people and reliable support."



Sam Hoff,
president,
Patti
Engineering

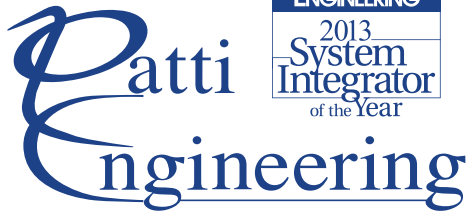
CSIA certification four times. It has literally recorded every step for all of its business procedures."

"The company has a well-organized proposal system, and has proven itself in the toughest of situations," added judge Tom Bullock. "Customers and suppliers have willingly given numerous testimonials on its behalf." Bullock was also impressed with Patti Engineering's ability to thrive in a geographic area—greater Detroit—that really didn't need another system integrator when the company was founded in 1991.

THE JUDGES

The judges for the *Control Engineering* 2013 System Integrator of the Year competition were:

- **Paul Barnard** - insurance program manager for the CSIA and president of Taylor Gembridge financial advisors
- **Dennis Brandl** - president and founder of BR&L Consulting and a *Control Engineering* columnist focusing on manufacturing IT
- **Tom Bullock** - president of Bull's Eye Research, an automation industry market research firm
- **Mark Hoske** - content manager for *Control Engineering*
- **Don Roberts** - auditor for the CSIA and principal of Exotek, a management-consulting firm focused on the engineering and systems integration industry
- **Vance VanDoren, PhD, PE** - contributing content specialist for *Control Engineering* and editor of the *Control Engineering* Automation Integrator Guide
- **Michael Workman, PhD** - professor emeritus of the Industrial Distribution faculty at Texas A&M University
- **Ken Crater** - founder and Chairman of Control Technology Corporation, a manufacturer of automation controllers
- **Rob Carter** - senior analyst for fluid power, process, and instrumentation with market research firm IMS Research.



www.PattiEng.com
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 (248) 364-3200

“Our engineers are remarkably talented with the ability to engineer innovative state-of-the-art solutions for complex control applications. We are extremely proud to have earned the 2013 Control Engineering System Integrator of the Year award. Our dedicated engineers and staff are fully committed to diligently up-holding the excellence standard for which we earned this recognition.”
 Sam Hoff, president, Patti Engineering



Founded in 1991, Patti Engineering is a CSIA Certified Integrator offering high-caliber engineering and software development services. A recognized partner of many automation technology companies, Patti Engineering is a Siemens Solution Partner, an Authorized Mitsubishi Integrator, in addition to being in the integrator programs for Phoenix Contact, Iconics and Indusoft. In addition, we have engineered systems with a vast array of other control systems.

From designing and building new control systems; to upgrading and retrofitting equipment with antiquated control systems; to the design and implementation of asset and energy management projects, Patti Engineering has it covered with turnkey control systems integration services. Our services include project management, electrical engineering, hardware design, hardware procurement, software development, installation, calibration, start-up testing, verification, documentation, training and warranty support.

Technologies and Expertise

We have a wide range of Manufacturing Automation and Intelligence expertise:

- PLCs
- PC Based Controls
- Continuous Process Control Systems
- Robotics
- Productivity Analysis
- Manufacturing Execution Systems
- Motion Control
- Vision Systems
- HMI and SCADA Systems
- Bar Code/RFID
- Recipe/Batch Management
- Inventory Control and Warehouse Automation

Experienced degreed engineers complete all of our engineering, and Licensed Professional Engineers are on staff. Patti Engineering has experience not only in floor level controls but with front office business systems. We measure our success by our clients' success.

A Sampling of our clients

- Fanuc Robotics**
- Kawasaki Robotics**
- Johnson Controls**
- Toyota**
- Honda**
- Detroit Diesel**
- Caterpillar**
- National Oilwell Varco**
- Parkdale Mills**
- Forever 21**
- Men's Wearhouse**
- Champion Foods**

