



SOPHISTICATED TEST SYSTEMS AVAILABLE WORLDWIDE

Controlar and INGUN look back on 20 years of
successful partnership

Over the years, the Portuguese-German cooperation between Controlar and INGUN has resulted in synergies that enable sophisticated, reliable, and efficient test systems for industries worldwide. Together with INGUN, Controlar is continually entering new markets and has been able to enhance the agility, saleability, and success of its portfolio.

The trusting cooperation between Controlar and INGUN goes back more than 20 years ago, to the beginnings of the company EIIT, which is part of Controlar's worldwide group of companies (since 2011). In the 1990s, EIIT became a leading machine manufacturer in Spain, specialising in automatic test equipment (ATE) and automation solutions. The company became a leader in ICT (in-circuit testing) and inline handling systems for PCB testing on the Iberian market. The demand for test probes was high and EIIT gradually formed a close business relationship with INGUN.

When a large German automotive supplier needed to provide innovative test solutions, INGUN was one of the few

suppliers with specialised products at competitive prices. EIIT ordered the required equipment and other components from INGUN directly through a local distributor. In addition, products were also integrated in other mechanical components used by EIIT.

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The presence of INGUN in Spain as the overall representative for the Iberian market proved to be advantageous for the cooperation. EIIT gradually increased its cooperation with INGUN, laying the common ground for customer relations, new technologies and product development. Some test probes were even developed especially for EIIT and Controlar and first tested at their plant.

In 2018, Controlar merged with Parsec, which was a Portuguese company specialized in industrial test systems (ATE)

a direct supply agreement including sales targets was initiated. This resulted in increasingly more joint projects, Controlar's market position was strengthened, and INGUN became an important technology partner.



CROSS-SECTOR SYNERGIES

The cooperation between Controlar and INGUN mainly serves customers in the automotive, the electrical, and aerospace industries. INGUN was also decisively involved in one of Controlar's most important and technically-challenging projects: „A few years ago, one of our customers had developed a completely new infotainment technology, a so-called in-vehicle infotainment system (IVI). The production of these systems requires an increased testing and validation effort with a tight timeframe on a global level," reports Daniel Ribeiro, Project Manager at Controlar.

Controlar and INGUN joined forces to develop the technological specifications required and make the project possible. Together, the two companies were able to deliver test systems for functional testing, screening, and burn-in testing – equipped with INGUN test probes. Subsequently, a global project with another car manufacturer resulted in the provision of a considerable number of test systems in regions around the globe; here, too, numerous solutions from INGUN's portfolio were used. „Currently, we are working with INGUN on another critical project: we want to use several hundred test probes – mainly for FAKRA and HSD testing – on a global scale," João Filipe Gonçalves, also Project Manager at Controlar, continues. These are part of a multitude of machines for testing new generation IVI systems in various locations around the world. "These new systems have a high density and include new types of connectors which we never worked with before. Only by close collaboration between INGUN, Controlar and end customer, we are able to realize such a new solution for functional testing from



scratch," Gonçalves continues.

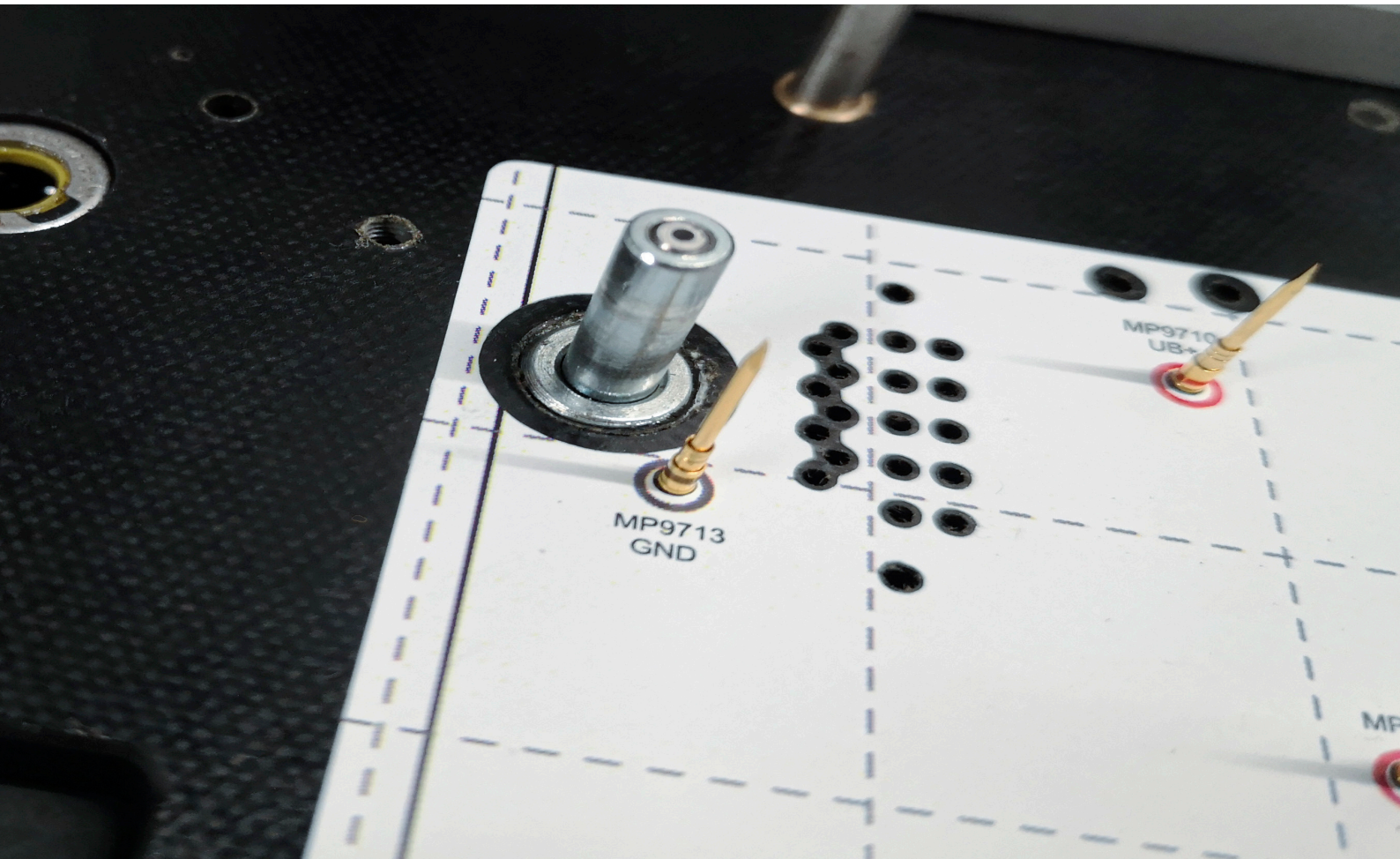
„Today, INGUN is a technological and business partner for us, supplying thousands of test probes and receptacles of all types to Controlar subsidiaries – from Portugal to North America and Malaysia to EIIT in Spain – and we hope that this strong partnership will continue. We look forward to building on this relationship to realise our vision of always delivering the best technical solution – always in close proximity to our customers."

A PARTNERSHIP ON AN EQUAL FOOTING

A successful business relationship always starts with individual people. Committed representatives from both sides were the ones who built this cooperation. They were responsible for building trust, and showed loyalty and willingness to help to make this transnational partnership possible. „Above all, one cannot forget the incredible team at INGUN, whose expertise and willingness to collaborate directly has been crucial to such a long and successful cooperation," says Fernando Leite, Global Business Manager of the Controlar Group. It can be said that INGUN has accompanied Controlar's growth from the very beginning with joint business activities. The cooperation went hand

in hand with the internationalisation of Controlar, both through local support and the provision of important business contacts in regions and industries that Controlar wanted to enter.

„The USA, Mexico, India, China and Malaysia are just some of the countries where markets have been jointly developed thanks to the invaluable support from INGUN. We are therefore very confident that we can continue this successful business model in countries where Controlar is still developing its activities – such as Germany, France, Morocco or Eastern Europe," Leite continues. „We believe in this partnership is a recipe for success for both companies to enter new markets and acquire new customers – by jointly providing faster, better solutions for any industrial test system challenge."



COOPERATION PARTNERS FOCUS ON THE FUTURE

Today, INGUN and Controlar look back on a longterm partnership with mutual benefits. The initial selection of a supplier based on reliability and brand awareness proved to be a valuable resource over time: „We gradually realised that we had the best contacts and the best supplier the market had to offer. INGUN even participated together with Controlar in tradeshow and events where we presented a selection of INGUN products“, reports Pedro Torres, CEO of Controlar Portugal. All this led to INGUN being invited to participate as a speaker at the

first Controlar Innovating Forum – and as an exhibitor to the second. Controlar was also one of the first customers to be invited to the INGUN Tech Days, which took place at the Constance headquarters in 2019 – two days of intensive training and teamwork.

Even after many years, both sides are convinced of the strengths of this business relationship, which is driven by the trust and support of Controlar and INGUN executives. Furthermore, it is a crucial requirement for a partner to be at the forefront of technology with its constant developments, as Torres concludes: „We need the latest technology to develop further. INGUN is capable of

such and is, therefore, the right partner for us. Finally, the availability and openness of those involved have made this close partnership something special. It's not just business, it's personal.“

ABOUT CONTROLAR

CONTROLAR is a Portuguese company founded in 1995, which specialises in industrial automation and test systems, especially for the automotive industry. Originally involved in hardware and software development for this industry, the company has rapidly developed and expanded its business divisions to other

industries, markets, and applications. As a result, Controlar has become a national and international benchmark in the field of industrial automation and test systems.

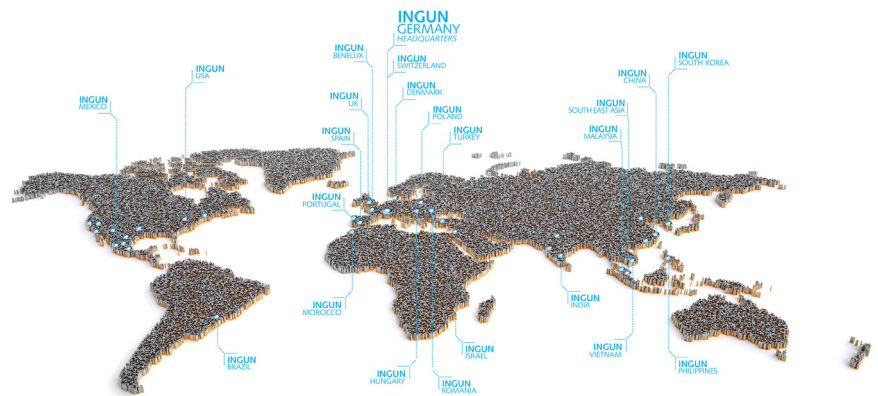
With more than 240 employees, Controlar operates a global network of production facilities and subsidiaries (in Portugal,

Spain, Mexico, and Malaysia) as well as regional representatives and partners (in Germany, India, and Morocco).

ABOUT INGUN

Since 1971 INGUN has been providing the optimum connection between test point and test system. With the world's largest portfolio of test fixture kits, customisation accessories and test probes, the company from Constance, Germany on the banks of Lake Constance is an important **Partner for Future Technology**.

More than 400 employees at over 40 locations worldwide ensure INGUN's innovative, modular, and ideally-suited solutions are readily available. As a development partner for its customers in industries such as automotive, telecommunications and medical technology, INGUN ensures the quality of electrical and electronic products.



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