KROPF Solutions

COPA-DATA Partner Spotlight

Prozesstechnik Kropf has been member of the COPA-DATA Partner Community since it was launched. It has been delivering industrial solutions based on zenon for more than twenty-five years. This depth of expertise has helped clients in the automotive, manufacturing, energy and smart city sectors to attain more productive and efficient operations.
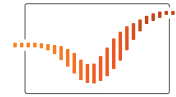
THE CHALLENGE

Prozesstechnik Kropf GmbH was founded in 1995 in Oberkotzau in Upper Franconia. From the very beginning, KROPF solutions have been built on COPA-DATA's zenon technology with the ambition of growing zenon's share of the European market. Early projects included a zenon-based control and monitoring solution for the Weiden waterworks and the development of flexible HMI solutions for mechanical engineering business Krones AG. These successes led to keen interest from other industry areas, including in the automotive sector from BMW and AUDI AG. Since then, Prozesstechnik Kropf has expanded its reach to now operate local offices across Germany and in Hungary and the Czech Republic, helping it to be closer to its customers and provide them with optimal support. As a result, the company has an established network of loyal customers who value its expertise, independence and customer focus.

THE SOLUTION

"Working with zenon is easy because programming in a high-level language is absolutely not necessary," says Adrian Olschowka, Head of the Computer Science Department. "The customer's requirements are usually

95% covered by the onboard resources and standard functions of the software."

In this way, Prozesstechnik Kropf leverages zenon's wide range of features and capabilities to develop customer-centric solutions in an efficient and highly tailored way without compromising on the speed or quality of the deployment.

The company particularly values the manufacturer independence of the zenon software platform and its wide range of drivers. They offer unparalleled flexibility, connectivity and extensibility.

"There is sometimes skepticism from customers if they are not familiar with the zenon product, but these are quickly overcome with first-class reference stories and trustworthy advice," says Adrian Olschowka, KROPF.

THE PARTNERSHIP WITH COPA-DATA

Prozesstechnik Kropf has been dedicated to a single solution since its foundation: the zenon software platform. This has spawned a very close and mutually beneficial relationship between the two companies.

"We have been working with COPA-DATA for more than 25 years and have been a member of the COPA-DATA Partner Community since its inception," says Werner Kropf, CEO. "As a result, we enjoy an excellent relationship with the manufacturer of our most important solution. Our team has been able to feed into the product development since the very beginning, something we value greatly."

Prozesstechnik Kropf invests in its 70-strong team, and they undertake regular training courses through the COPA-DATA partner community. In particular, the company values the private previews of new zenon versions available to community members and the opportunity to attend COPA-DATA events.

"Through the partner community we have access to a deep well of technical knowledge and a high service quality. We would highly recommend it to others."

WERNER KROPF, CEO, PROZESSTECHNIK KROPF.

KROPF SOLUTIONS

True to its motto „thinking in systems", Prozesstechnik Kropf looks after its European customers with an interdisciplinary approach that spans a variety of intelligent solutions – all built on the zenon software platform.

It specializes in delivering customized automation and software solutions that are tailored to the requirements of the individual customer.

- ▶ Integrated services that span the entire lifecycle of a project: from consulting, concept development, and implementation, to training and support.
- ▶ Control, supervision and analysis in industrial applications
- ▶ Plant and mechanical engineering
- ▶ Automotive
- ▶ Energy
- ▶ Consumer goods, food and luxury food sectors
- ▶ Smart buildings
- ▶ The Smart City

* The COPA-DATA Partner Community was officially introduced in 2011.