

C O M P A N Y P R O F I L E





Towards the Future

A strong drive for innovation based on solid foundations, a technological shift in the development of IoT and Industry 4.0 systems, the search for solutions devised and constructed together with the client, the guarantee of qualified technical advice and continuous and prompt assistance. This is Hydroservice.

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TRADITION AND INNOVATION

About us

Founded in 1974 with the aim of providing the market with highly specialized technical consultancy and assistance in the field of hydraulics, today we are established in Italy and worldwide as an engineering company able to design and build installations with unique innovative custom processes, ensuring high quality, passion, craftsmanship and attention to detail.

Since its inception, Hydroservice has been a partner of Bosch-Rexroth, one of the world's leading companies.

SYSTEM INTEGRATOR

rexroth
A Bosch Company



1974

2020



In addition to the design and construction of hydraulic power units, our team of engineers accompanies the client from conception to testing, in the search for customized solutions that meet the criteria of efficiency, reliability and energy efficiency.

We have a strong ability to view and approach each project in a global way.

The investment in a new site, over 8000 m² covering a production area and offices where over 70 employees work, also materially represents the strategic and decisive step change, enabling us to be exclusive protagonists and partners in an international context that is increasingly complex and integrated.



Environment

As part of our activities, we are committed to contributing to the development and well-being of the community in which we operate, with a continuous tension towards improving corporate performance in a sustainable perspective.

The safeguarding of the health and safety of our employees, visitors and contractors, and the respect of citizens residing in the areas surrounding the company are our primary objectives.

We are constantly committed to the protection of the environment, health and safety in the workplace. We plan our activities by seeking a balance between economic initiatives and environmental needs, in compliance with the provisions of the law and applicable regulations.

We are committed to developing and maintaining control activities to contain waste and prevent air, water and soil pollution.

The knowledge and the compliance with current regulations on health and safety in the workplace is a prerequisite for all those who work and collaborate with us; we encourage responsible behaviour aimed at preserving the health and safety of our employees, partners and associates.



Ethics

A strong sense of ethics and responsibility, respect for the individual and human resources, professionalism but also transparency, reliability and confidentiality, and the avoidance of conflicts of interest are the values that guide us and represent our philosophy of life.

We intend to disseminate a solid ethical integrity and a strong sensitivity to compliance with current regulations among all those who work for the company and for the promotion and dissemination of the Hydroservice brand.

TOP OF THE PRIORITIES

With the aim of guaranteeing maximum correctness in the management of all activities and protecting the image and reputation of the Hydroservice brand, the values we share are of fundamental importance for compliance with laws, impartiality, transparency and reliability, confidentiality, professionalism and respect for people.

Mission

We build and design customized systems, according to the specific requirements of the client, that are used in a wide variety of applications, always characterized by high quality and high performance.

We support the client in all phases, from design to commissioning, from after-sales to continuous assistance, always acting as a reliable partner for the development of its business.

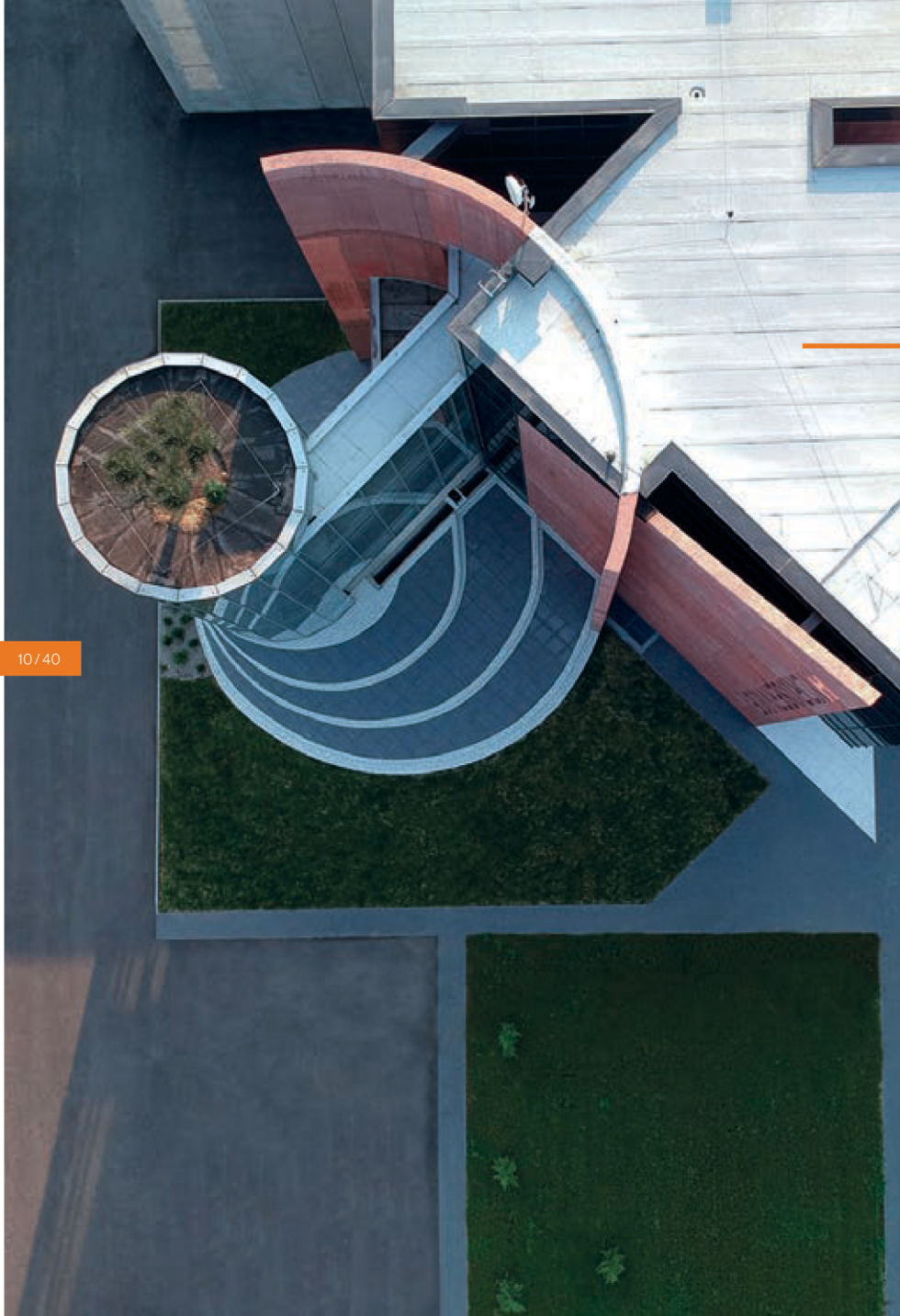
The needs and expectations of our customers are the objectives that we constantly aim to satisfy.



Future

Our growth must necessarily be structured in the various sectors in which we operate (Industrial, Petrochemical, Oil & Gas and Energy), in order to fully exploit the know-how that comes from the constant technological convergence between these sectors.

Taking advantage of all the potential offered by the IoT and Industry 4.0, we work to propose our innovative solutions to customers, anticipating the needs of the various sectors, positioning ourselves as a highly qualified partner, both internally and externally structured.



THE CHALLENGE IS IN OUR DNA

Vision

Finding solutions and facing new and more complex challenges is part of our DNA.

The constant research and innovation, the ability to adapt to the various competitive contexts, aiming for excellence in what we do, is the style with which we live in the present and look to our future.

Every client and every personalized project are unique for us and stimulate us to constantly devise and implement innovative solutions.

With this style we intend to continue to grow and be a point of reference in the world-wide systems engineering market.



FAMILY COMPANY

Evolution

The dynamism and openness of the founders (Carlo Ceriotti and Francesco Berra) have been enriched and strengthened with the new management.

The complexity of the products and services has required more and more skills and professionalism to successfully respond to the rapid change of Italian and foreign markets.

Becoming a reference point in the sectors where we operate is the great result achieved, thanks to the synthesis between experience and innovation. Thanks to both the long family tradition and the change, we have invested over the years on training and high professionalization in order to better understand the needs of the markets in which we operate.

FOUNDERS

Carlo Ceriotti
Francesco Berra

PRESIDENT

Carlo Ceriotti

CEO

Valerio Berra

OUR ENGINES

Research

Technological innovation is the engine that drives the growth of Hydroservice.

Over the years we have focused on enhancing the extensive know-how that comes from the technological convergence of our various businesses and have strengthened the ability to create unique innovative custom processes.

We have structured spaces where we study, create and improve services and products, with strong investments in technologies, fostering the growth of a team of highly qualified engineers and technicians.

IOT & INDUSTRY 4.0

We have innovated in the direction of IoT and Industry 4.0, starting from our way of operating, in a larger headquarter with more advanced infrastructures and technologies.

OUR ENGINES

Development

Today we collaborate with research centres of excellence, we are active partners of major operators and we are involved in major projects on a global scale providing prototyping of installations and testing systems, and test benches.

In the industrial field, we are working towards technological differentiation, exploiting the potential offered by IoT and Industry 4.0 to relaunch the technology applied to systems engineering and hydraulic systems. This is research that only a high, multidisciplinary and integrated technological level can guarantee.

MORE EFFICIENCY AND COMPETITIVENESS

New headquarters

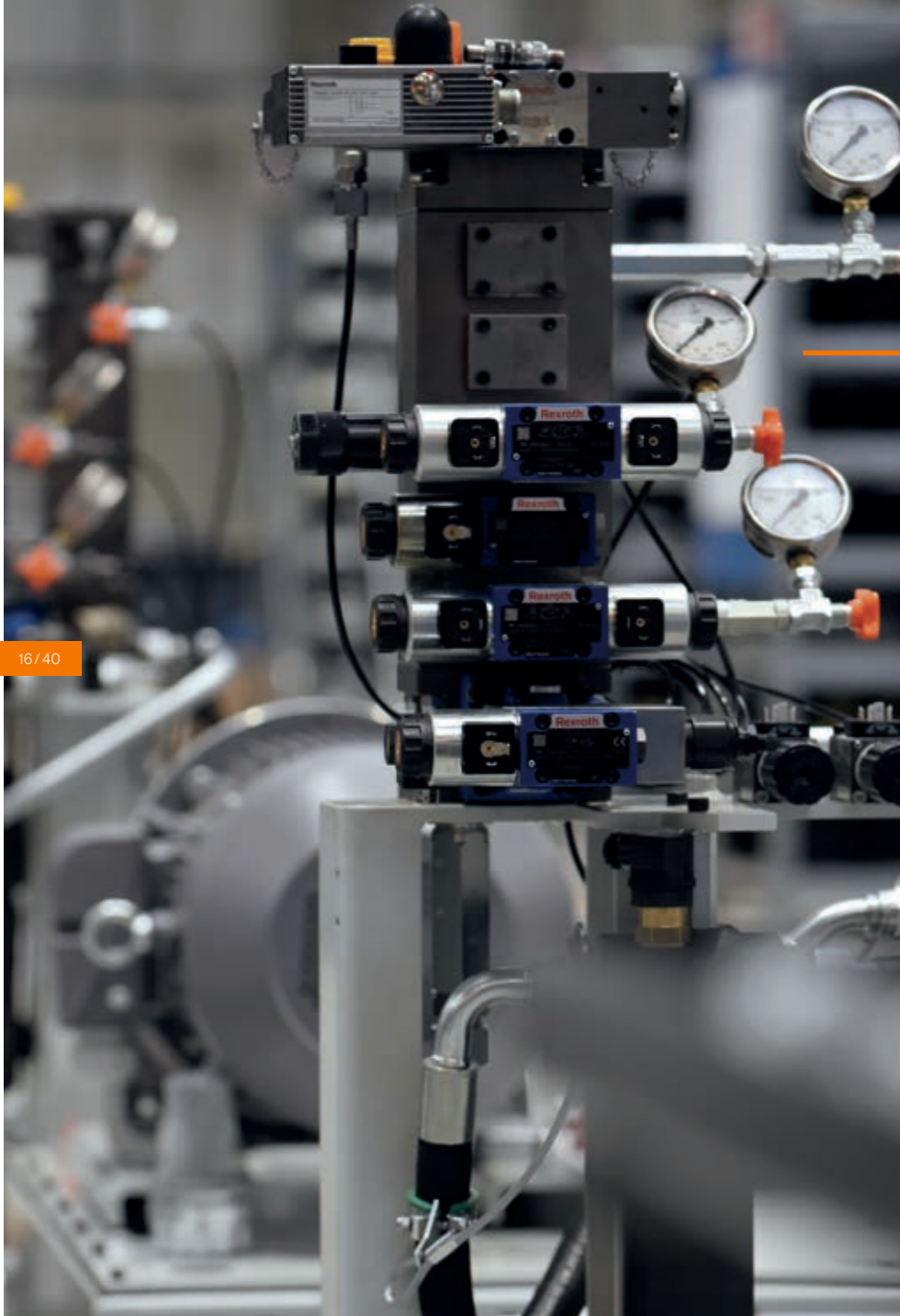
A DECISIVE CHOICE FOR GROWTH AND DEVELOPMENT

Thanks to continuous growth and with a view to always offering a better service, we have recently invested in the creation of a new future-oriented headquarters designed and structured to meet new challenges and improve production processes at all levels.

In this perspective, we have set ourselves the following objectives:

- » Create HW/SW infrastructures that reflect an agile development standard
- » Optimize and digitize material and information flows, improving the efficiency of all departments
- » Enable a significant increase in production capacity
- » Redesign industrial processes by integrating them with information systems (IoT, Digital Factory, Smart Factory, Industry 4.0)
- » Meet the required quality standards
- » Make the structure more flexible towards change





THE KNOW-HOW
THAT MAKES THE DIFFERENCE

The production system

Our production has expanded and undergone innovation with the imprint of an “artisanal basement” in which human resources and the versatility of skills, acquired in over 40 years of experience, take on a decisive value.

Our engineers and highly specialized technicians are able to support the customer from the initial phase of the project to testing, in the search for unique solutions, specifically designed for any application.

In all sectors we collaborate with the major operators and we are involved in the main projects on a global scale

We offer integrated turnkey systems, assistance in commissioning, spare parts and after-sales services. All projects are followed right from the bid stage.

Flexibility, efficiency and high quality standards of our production system, in all its phases, make us an extremely reliable partner.



Workflow

01

We support the client from the very first phase of the analysis, understanding its needs and offering our expertise in the field, in order to better define the project.

02

Thanks to the experience of our team of technicians and engineers, we are able to solve any issues early in the design and budgeting phase.

03

We carry out strict tests as early as the development phase, and we guarantee the testing of the machine, in order to guarantee the best possible result for the client.

04

We are able to provide assistance during installation and commissioning of our machines, remaining available to the client even in these last stages, thanks to the ongoing support.



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01

**ANALYSIS
CONSULTANCY**



02

**PLANNING
BUDGETING**



03

**DEVELOPMENT
TESTING**



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04

**DELIVERY
INSTALLATION**

ORGANIZED TO COMPETE

Production

The over 7000 m² of completely renovated and reorganized production represent our flagship and allow us to be on the market today as a partner for the development of custom-made engineered solutions, able to follow the client in all phases of production "all over the world".



Business Units



INDUSTRIAL

We are able to design and manufacture a wide range of hydraulic power units for the most different areas and sectors of application: machine tools, presses, the cement industry, the maritime sector, material handling, metal and plastic processing machines, rubber and plastic production, testing machines, woodworking machines and more.

PETROCHEMICAL

For almost 40 years we have been world leaders in the engineering and construction of skids for polypropylene and polyethylene production plants. Our units are suitable for installation inside petrochemical centres and include the entire automation system for the control of operating cycles.

OIL & GAS

Among the pioneers of the sector, we are synonymous with an absolute guarantee. In the oil/gas field we are able to support the client in the design and manufacture of HPU to operate actuators for valves on pipelines for ESD, HIPPS, WHCP.

ENERGY

Our hydraulic systems are used for hydro-electric equipment, for the production and distribution of gas and to regulate the diverters of combined cycle turbo-gas units.



B U S I N E S S U N I T S

Industrial

The industrial sector has always been the founding basis of our company production, and has enabled us to operate on a national and international scale from the very outset.

Thanks to the experience gained in this sector for over 40 years, we are now a leader in the prototyping and construction of installations, testing systems and test benches.

The activities in this sector require a high technological level, both multidisciplinary and integrated: we are therefore working with a view to technological differentiation also exploiting the potential offered by the IoT and Industry 4.0.

WWW.HYDROSERVICE.IT/INDUSTRIAL

**The main industrial sectors
in which we operate**

- Presses
- Sheet metal working
- Tube processing
- Rubber/plastic lines
- Steelmaking
- Machine tools
- Wood
- Automotive
- Defence / Military
- Aeronautics
- Naval
- Marble working
- Food
- Paper mills
- Waste disposal
- Civil
- Mobile





BUSINESS UNITS

Petrochemical

In the production plants of polypropylene - PP and polyethylene - PE, we have produced, to date, 185 packages installed worldwide. We have extensive experience in the supply of electrical equipment in accordance with European standards IEC / ATEX or international rules such as CUTR / UL / FM / INMETRO / KOSHA / JIS etc. The expertise we have acquired over the years, our references and recognized name in this field have now made us the market leader for this technology.

WWW.HYDROSERVICE.IT/PETROCHEMICAL

The main industrial sectors
in which we operate

- PP Plants
- LDPE Plants
- ABS Plants
- HOPE Plants
- HPU & Customized Skid





BUSINESS UNITS

Oil & Gas

Hydroservice was established from the outset in this very specific technological field characterized by its specificity and numerous possibilities, demonstrating to our clients that we are pioneers in the sector.

We tackle complex projects in close collaboration with our clients, who recognise us as a structured company capable of dealing with any request.

WWW.HYDROSERVICE.IT/OIL-AND-GAS

The main industrial sectors
in which we operate

On-Shore

Off- Shore





BUSINESS UNITS

Energy

We study, develop and engineer customized solutions for every form of energy, in close collaboration with our clients: the Energy sector is a sector that requires versatility in project management, and we are able, thanks to our experience, to guarantee this aspect to our clients.

WWW.HYDROSERVICE.IT/ENERGY

The main industrial sectors
in which we operate

- Turbogas
- Steam turbines
- Wind
- Hydroelectric
- Solar
- Sea energy





SPECIALISED TECHNICIANS AT CLIENT'S SERVICE

Service

A team of structured individuals. Highly qualified personnel with decades of experience to cover all the needs of the client in the hydraulic field.

Our Service is able to follow the client from the very first phase of commissioning of the installation, both in Italy and abroad.

We offer a prompt and reliable assistance service, both by telephone and on site, with rapidity.

We are structured to initiate scheduled or extraordinary maintenance: the maintenance phase is important, a fundamental step to avoid forced downtime for the client.



THE REAL TRANSFORMATION IS IN THE HEART

Engineering Company

Thanks to the ever closer partnership with our clients and thanks to the dynamism that we have always maintained, our company is not only changing its face, but it's also transforming and deploying new skills and a desire for growth and renewal that are leading it in every respect to becoming a consolidated partner for the development and engineering of solutions that go beyond the concept of hydraulics, laying the foundations to consolidate new skills and tackle new challenges.

Quality

We have always believed in the importance of quality in all processes related to the company, pursuing objectives aimed at achieving continuous improvement of products and services so as to increase client satisfaction.

We work to monitor and improve all production processes, from process quality to product quality. A constant tension aimed at improvement, which allows us to provide a service with high quality standards that today the legislation requires, and to achieve concrete benefits - in operational and economic terms - for customers to whom we place ourselves not only as suppliers, but also as a trusted partner with a view to continuous development.

By collaborating with the most important international certifying bodies, we are able to design and manufacture systems certified according to the most stringent world regulations on the subject: CE, ATEX, CE-PED, GOST-R, GOST-K, NEMA, IECEx, FM, INMETRO, CSA, UL, KOSHA, etc.

We are also able to release the FMEDA calculation documentation necessary for the determination of the SIL grade.

Our staff is able to perform welding works in accordance with the ASME IX and EN287 standards and carry out non-destructive tests according to the ASNTC II level regulation.

We also manage every process through strict tests and internal tests, carried out before the release of each product.

We are absolutely convinced that the Quality System is a valid and virtuous tool for the development of our company (since 1998 we follow the standards for UNI EN ISO 9001 certification).





BEYOND DAILY SUPPORT

Training of operators in the field during commissioning activities.

Spare parts supply.

Commissioning of plants and maintenance.

All business processes are coordinated and integrated through the ERP SAP management system to facilitate transactions and exercise maximum process control.

NEVER ALONE

Customer support

We work with our customers at every stage of the process. From conception and design to production, from commissioning to spare parts and maintenance, up to the search for solutions to any post-sales need.

We are active and reliable partners in the development of our clients' businesses. Alongside them, we study all the phases of the project, analysing needs, specificities, criticalities and possible developments with maximum flexibility.

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