

Company profile

Smart devices for residential and industrial automation



ELKO EP Holding

We are a traditional, innovative and purely Czech manufacturer of electronic devices and we have been your partner in the field of electro-installations for 23 years. Thanks to the many years of experience and our market activities we are able to say that we have become specialists in the field of modular electronic devices - relays, of which we produce more than 200 types. Our own production, modern tools and devices, research and development center. All these allow us to head towards development of the most sought-after technology: the intelligent electro-installation iNELS system.

www.elkoep.com



Editorial



Jiří Konečný | Founder, owner
and CEO of the company

When I was twenty and freshly trained in electronics, and I engineered my first time relay, I had no idea that today I would be controlling it from a smartphone apps. It not only became a fact, but a complete given. The dynamic development of IT technologies as well as Internet of Things (IoT) also permeated a bit later in controlling electrical installations, creating a whole new field called the “Smart Home“. For a long time now, we have been offering not just “components for automation“, but entire solutions, fulfilling customer requirements down to the last detail. What separates us from the competition is not only our flexibility and ready app-

roach to custom modifications, but also the desire to “Always something more!“ We must mention however that while our assortment of relays, which we also produce for the world’s major players, keeps us profitable, we invest a substantial part from this into developing systems of intelligent electrical installations. Our iNELS, which either wirelessly or via bus covers smart installation requirements for the apartment, house, villa or large hotel complex, now controls several thousand buildings throughout the world. In a few years of hard work of the entire development department now comprising of over 30 engineers, we have elevated iNELS to a complex system involving not only the switching of appliances, dimming of lights or control of blinds, but also control of secu-

urity, HVAC, the camera surveillance system, audio and video distribution - the list goes on... And what it does not include can be easily integrated. So right from your smart phone, you can control the washing or coffee machine, the A/C or home theater system. And you won’t need ten controllers to do so. Thanks to the fact that everything has been developed and produced “in-house“, you can be sure that everything functions as it should, and you don’t need to work out compatibility issues. Whether you are starting out or are well advanced in the field, our technical support team is available to you, from initial training to configuration, a price offer up to overseeing your installation. In the effort to provide the customer full service, we also perform a turnkey iNELS installation.

The annual increase in revenue and development of our sales network are clear indicators of this. So we could always be close to our customers, either with technical support or a well-stocked warehouse, you will find our branches in 10 countries around the world, including 2 of the newest - in the UAE and the USA. Besides having our own branches, we have a constantly expanding network of reliable distributors in over 70 countries around the globe, who satisfy the ever-growing demand for our products. It is our pleasure that you can be with us as we move forward.



Jiří Konečný


Milestones

- 1993 ○ Jiří Konečný started business in this field, in his garage.
First product was switching power units for electrical heating.
- 1997 ● **The company ELKO EP Ltd. was founded**
- 2002 ○ First branch office **ELKO EP Slovakia**, export was started.
- 2005 ○ New production and office spaces in Holešov - Všetuly.
New branch offices **ELKO EP Poland and ELKO EP Hungary**.
- 2006 ○ Intelligent electro-installation **iNELS BUS** launched to the market.
- 2007 ○ Establishing a branch office **ELKO EP Russia**.
- 2008 ○ Intelligent electro-installation **iNELS RF** (wireless control) launched to the market
- 2009 ○ Branch office **ELKO EP Ukraine** / Exclusive distributor of sockets and switches **LOGUS⁹⁰**
- 2010 ○ **iNELS Multimedia** launched to the market / Awards of "Innovation of the Year" for **RF Touch**
- 2011 ○ "Gold Amper" award for **RF Touch** / New warehouse / Establishing **ELKO Lighting Ltd.**
- 2012 ● **ELKO EP - The company of the year**
- 2013 ○ 20 years on the market / New branch offices **ELKO EP España and ELKO EP Austria**.
- 2014 ○ Awards for **LARA** and **Smart RF Box**
- 2015 ○ Wireless system **iNELS scores** - winning the prestigious award **Visionary 2015**
- New branch offices **iNELS Smart Home LLC USA** and **ELKO EP Middle East** in Dubai.
- 2016 ○ Own test lab opened.

History of Headquarters


1993

Roštění, garage, 20 m²
 Product: switching power units for electrical heating
 Number of employees: 3
 Technology: manual mounting and soldering




1995

Roštění, a former elementary school, 200 m²
 Product: first modular time relay
 Number of employees: 15
 Technology: the first Semi-Automatic SMD Pick&Place Machine, 20 % share of SMD components




2000

Holešov, in the former building PVT, 400 m²
 Product: Full range of time relays, first housing mold
 Number of employees: 50
 Technology: Full SMD Pick&Place Machine, soldering line, more than 70% share of the components are SMD




2001

Holešov, the former headquarter of LOANA, 1000 m²
 Product: complete range of monitoring relays
 Number of employees: 82
 Technology: 2 x SMD Pick&Place Machines, soldering line, reflow

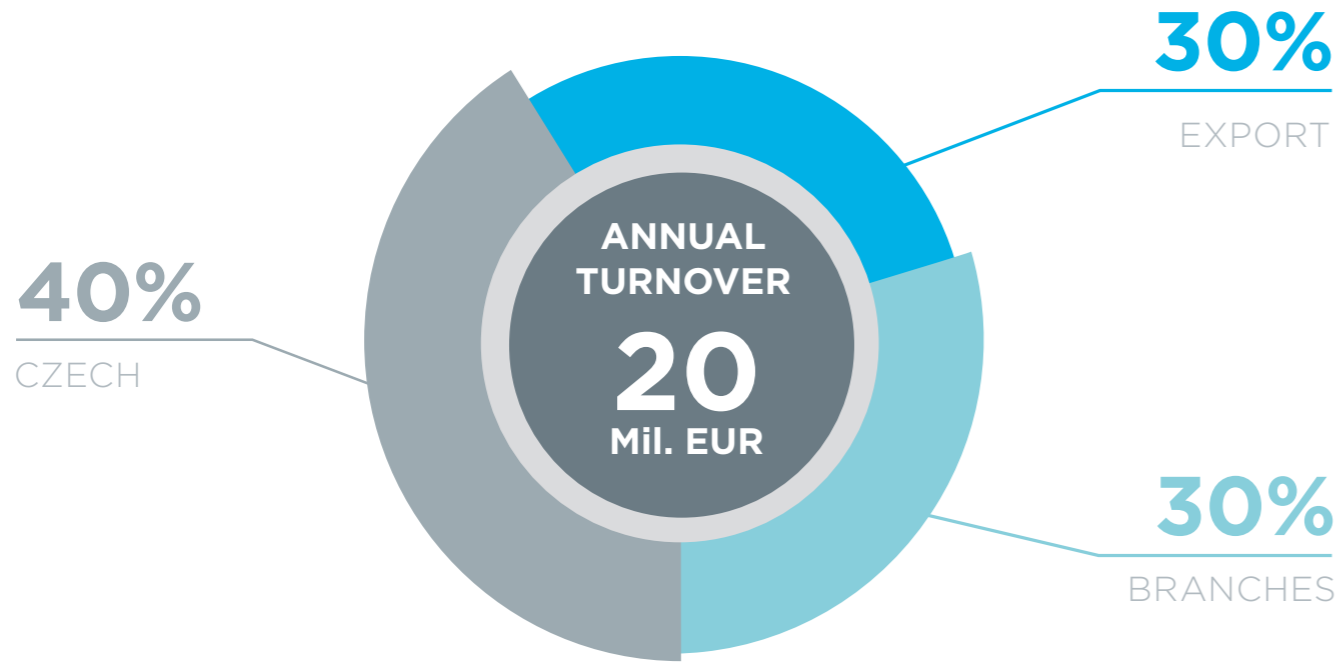


2005

Holešov, new buildings on the site of a former sugar factory, more than 8000 m²
 Product: Wireless and bus system iNELS
 Number of employees: 300
 Technology: 2 fully automatic SMD lines, lead-free soldering, laser printer, automated testing, own lab



Facts and Stats



3rd position
in Europe

300
EMPLOYEES

10
BRANCHES
OVER THE WORLD

5 000
INELS INSTALLATION

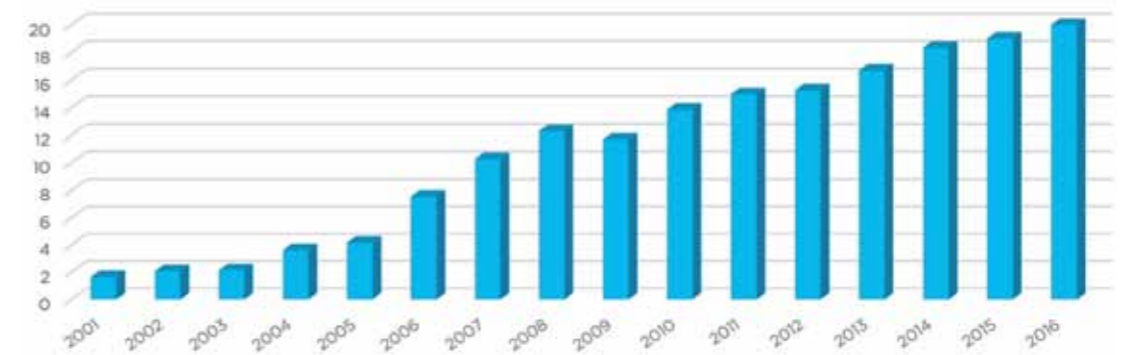
70
EXPORTING COUNTRIES

12 000 000
MANUFACTURED PRODUCTS

Holding evolution

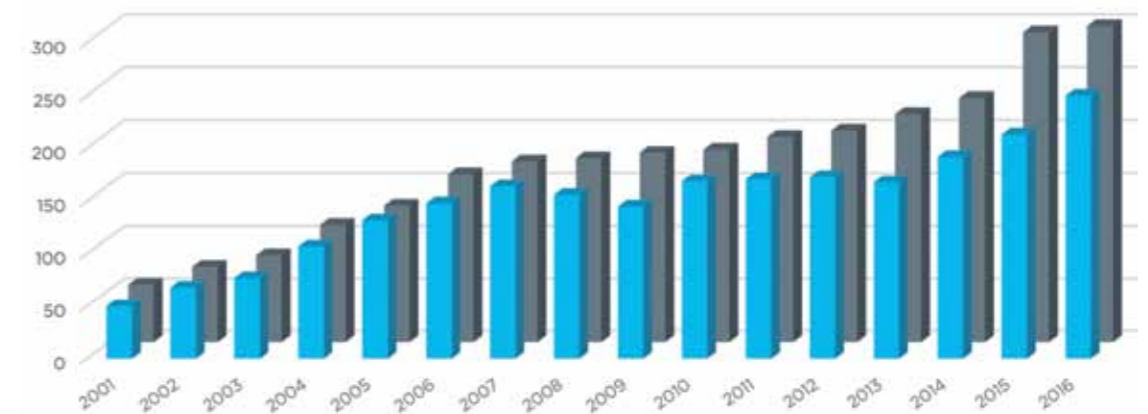
Turnover

mio EUR



Employees

■ Headquarters ■ Holding



Attained awards

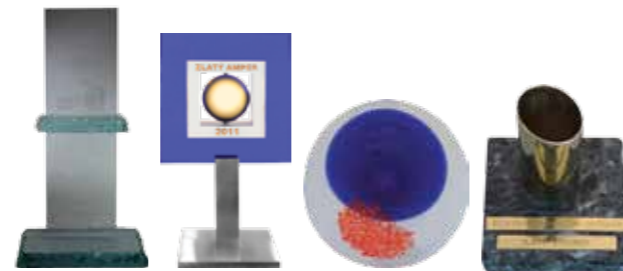
Corporate

- Jiří Konečný the entrepreneur of the year
- Company of the year
- company ranked among the 100 best Czech Companies

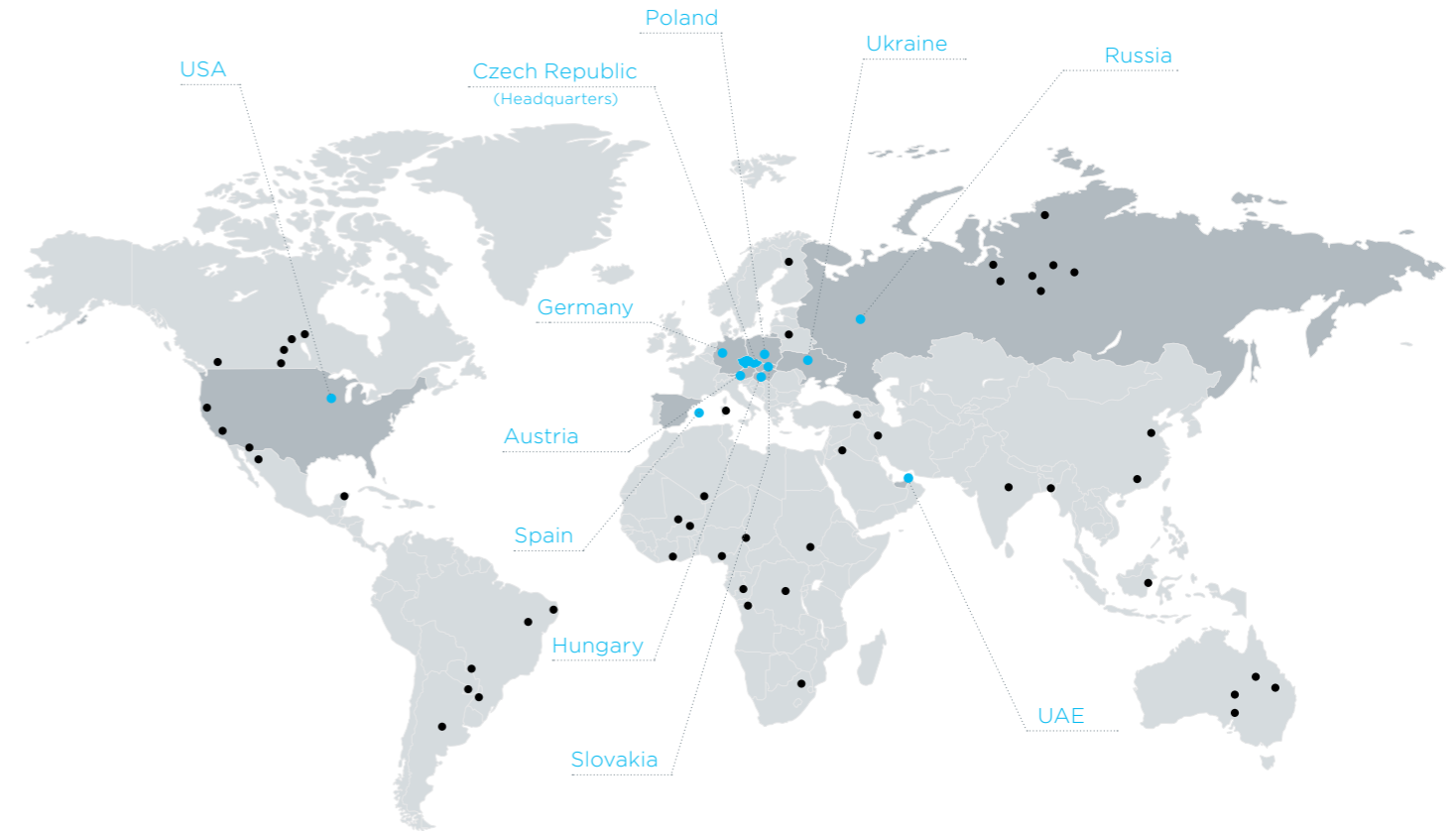


Products

- Golden Amper for "iNELS wireless"
- Czech Electro Association for "RF Touch"
- Golden products for "Time relay SMR-T"
- Czech Electro Association for "LARA"
- Net Press Media with Infopres awards for "Smart RF Box"
- the honorable mention "Visionaries" for "iNELS RF Control"
- for Energy Managements award Visionary 2015



Sales worldwide



● Own branches

● Export territory (over 70)

Responsibility

- we proudly sponsor many charitable organizations and cultural activities
- we help by employing disabled people.
- we joined the charity project "Good Angel"
- our employees have social security protection and also we provide benefits to our workers
- rewarding employees for successful, creative ideas
- cooperation with schools and support for graduates
- we participate in charity projects



Environmentally friendly

- we develop and produce energy saving devices
- iNELS system is an integral part of passive and low-energy houses
- production process without any negative impact on the environment
- ISO 14001 certification
- we are involved in the system of sorted waste collection EKOKOM and RETELA
- comply with the RoHS Directive and Lead free production

Education support

We have been working with schools and universities for several years now; the theory of intelligent electro-installation has become a part of the curriculum at a number of schools. We support schools and universities with a large range of teaching materials including demo boards, arrange company tours for students, provide trainings for teachers, we cooperate with schools in projects, and help with the preparation of bachelor theses. For several years our iNELS internal trainers have been focusing on cooperation in the field of



www.elkoep.com

education – including the secondary level and beyond that, the university level. Additionally, we hold regular seminars, lectures, consultations, and discussion days with students in the technical courses. To promote the development of awareness of intelligent electro-installations, we support laboratory and scientific equipment for universities and schools, and also cooperate in the creation of textbooks and other study materials.



Membership

Custom Electronic Design and Association is an international trade organization for residential automation technology with more than 3,500 member companies worldwide. It is built on a strong foundation and provides access to cutting-edge education, certification, research and raising awareness among consumers. It was founded in the USA in 1989 and now CEDIA is the world's leading authority in the field.
www.cedia.co.uk



The Electrical and Electronic Industry in the Czech Republic is a business and employer association that brings together legal and individual persons from the electronic and electro-technical industry, medical technology, information services and other services with similar product orientation or business interests. It was founded in 1992 and Jiří Konečný is a member of the Board of Directors.
www.electroindustry.cz



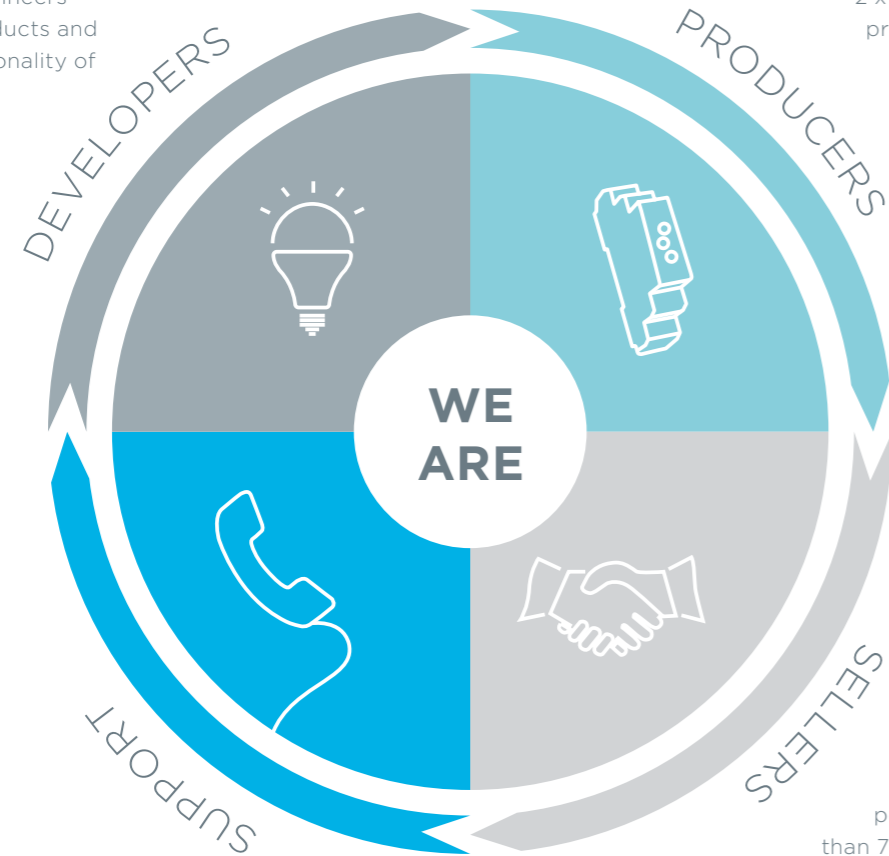
Smart House Association brings together experts from the field of Intelligent Electro-installation, architecture, audio-video technology, air conditioning and heat recovery, household appliances, cameras, security systems, lighting, etc. It was founded in 2012 and Jiří Konečný has stood at the forefront since 2013.
www.achb.cz



Everything under one roof

Research & development

In the new R&D center, more than 30 engineers develop new products and extend the functionality of existing products



Manufacturing

modern antistatic spaces, 2 x fully automated SMD production lines, 2 shift operations

Support

24 hours/7 days/360 days we not only provide technical support but also logistics.

www.elkoep.com

Sales

personal access to more than 70 sales representatives in ELKO EP Holding provides impeccable services and superior products at an affordable price.

Product groups



Relays

- Time relays
- Latching relays
- Auxiliary relays
- Staircase switches
- Dimmers
- Thermostats
- Level switches
- Power supplies
- Monitoring voltage relays
- Monitoring current relays



Lighting

- LED Bulbs
- LED Tube
- LED Panel
- LED Downlight
- LED Strips
- DALI control
- DMX control



LOGUS⁹⁰

- Design lines / frame
- Sockets
- Switches and over-switches
- Pushbuttons
- Thermostats
- Motion detectors



iNELS RF Control

- Transmitters
- Switching actuators
- Shutter actuators
- Dimming actuators
- Temperature actuators
- Analog actuators
- Smart Kits
- Apps



iNELS Bus System

- Switching actuators
- Shutter actuators
- Dimming actuators
- Input units
- Converters
- Energy management
- Wall Controllers
- Apps



Audio/Video

- A/V distribution
- Multimedia
- LARA
- Infra Red control
- Intercom/videophone
- Energy measuring and weather stations
- 3rd parties devices integration
- 3rd systems integration

www.elkoep.com/products



Smart Home & Building solutions



Kits

The easiest way to the Smart Home.



Apartment

Wireless installation in an existing flat / apartment.



House

Your home with just one touch.



Villa / House

When technologies understand each other!



Hotel

First controller that guests can understand well.



Commercial

Efficient use of technologies and energy.



High-level technology...

- more than 85% share formed by SMD components
- 2 x fully automated Samsung SMD production lines
- capacity: 35.000 components / hour
- the minimum chip size is 01005 (0.4x0.2 mm), the maximum size is qfp 55x55 mm



Loader

A device that loads printed circuit boards from a magazine on a line conveyor belt.

Screen printing

Flexible, fully automatic in-line screen printing for printing adhesives and paste on DPS with 2D inspection.

2 x pick & place machines

It mounts chips from 0201 (0.6x0.3mm), through CSP up to BGA with dimensions of 55x55mm with terminal spacing of 0.3mm. The machine has six heads with its own video camera.

Inspection station conveyor

Used to perform optical inspection of previous processes.

Reflow soldering oven

Based on type of chosen technology, it activates an adhesive or directly reflows paste in the soldered joint. In fourteen zones, it is possible to set the ideal soldering process curve.

Unloader

A machine that loads PCBs from the conveyor belt into the magazine.

...allows us to make high-tech products



RADIO



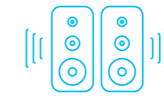
MUSIC



VIDEO DOOR-PHONE



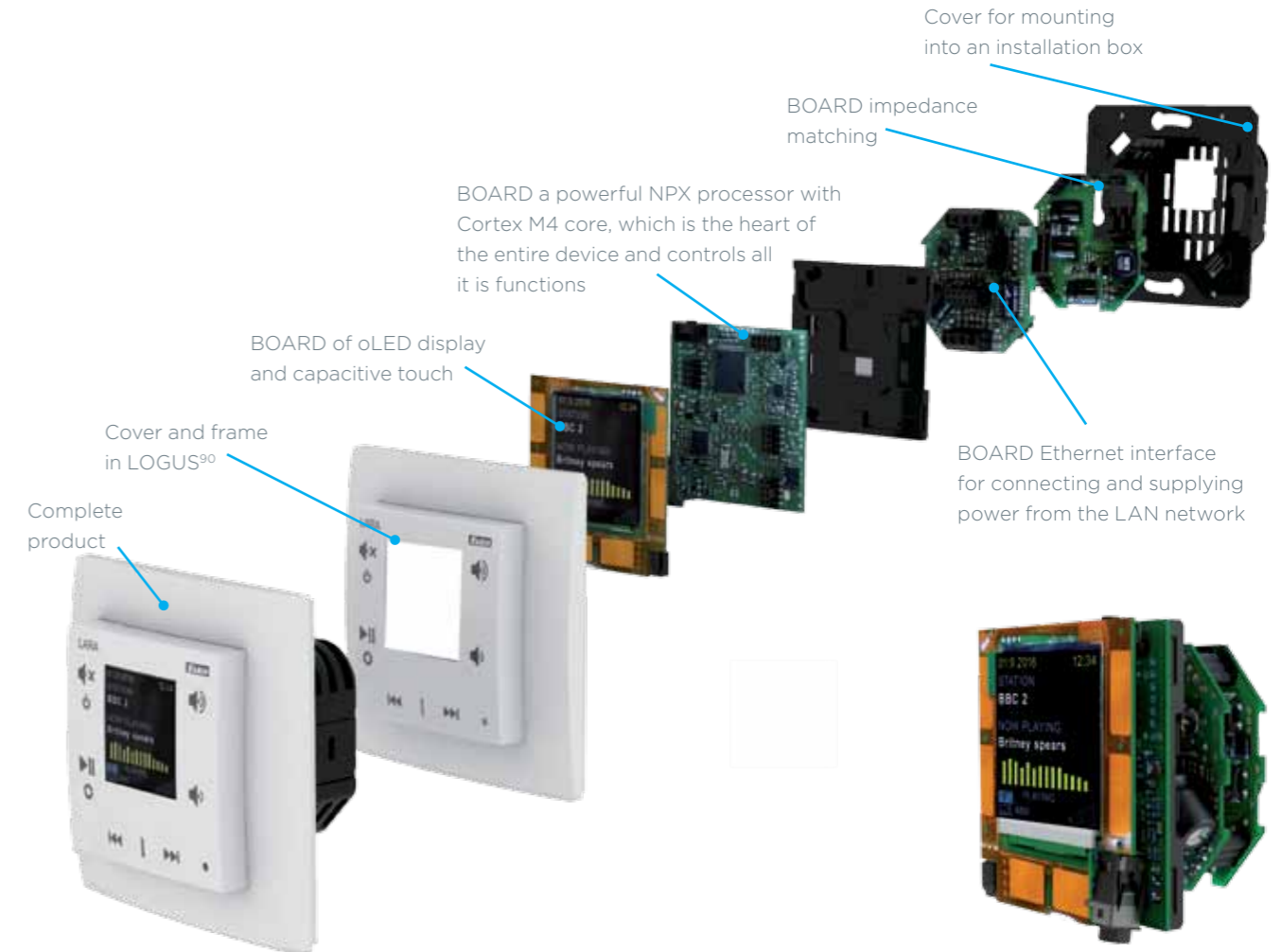
INTERCOM



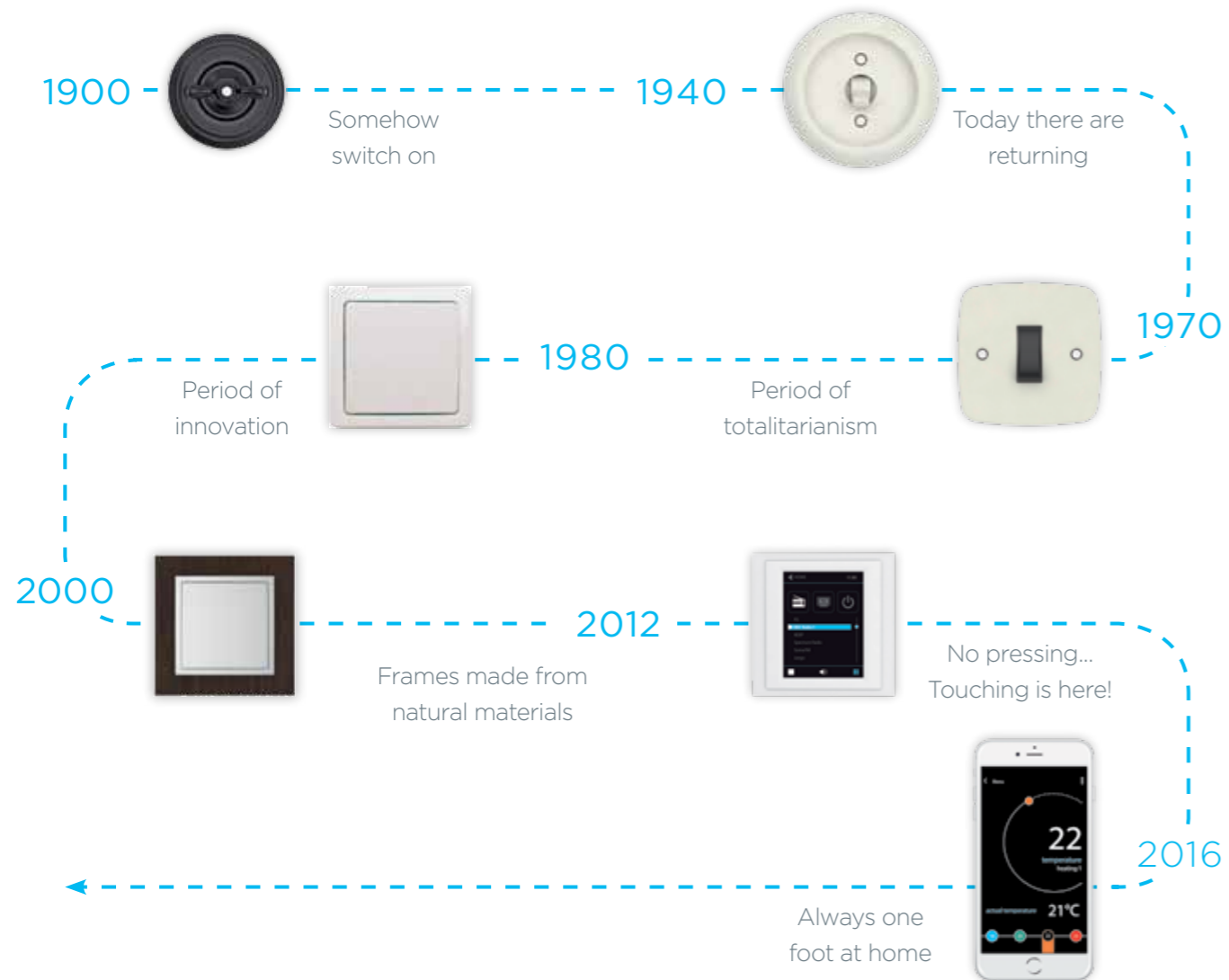
AUDIOZONE



LARA 5 in 1

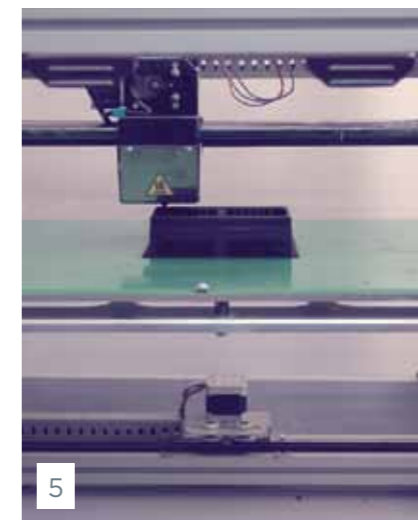
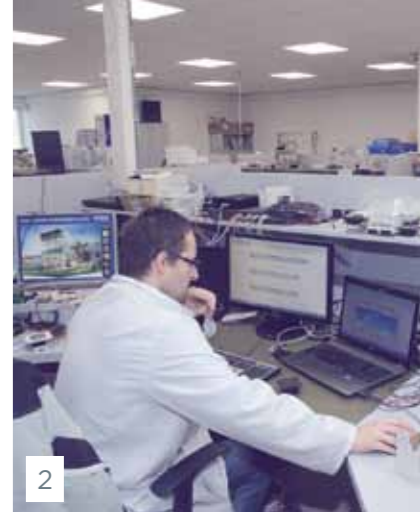


Switch evolution



Research & development

- 1.) R&D overall view
- 2.) SW developers
- 3.) HW developers
- 4.) construction developer
- 5.) 3D printer
- 6.) interial lab





Apartment

○ APARTMENT Prague (Czech Republic)

- private cinema
- 10 DIM, 35 spínačů světél
- sauna, whirlpool



○ APARTMENT Prostějov (Czech Republic)

- wireless Control
- lights
- home appliance integration



○ APARTMENT Prague (Czech Republic)

- 6 DIM, 25 switch lights
- shutters, curtains
- heating control (individual)

www.inels.com/apartment

Villa/House

○ HISEN AL OUTOUM Amman (Jordan)

- 3rd party device integration
- flood sensors and GSM communicator
- photovoltaic energy station control



○ VILLA Brno (Czech Republic)

- 10 LARA = intercom
- 24 DIM, 48 switch
- HVAC - Recuperation



○ OSTROVNÍ VILA Veľký Lapáš (Slovakia)

- outside blind control according to sunshine
- solar and photovoltaic system integration
- 3 heating pumps and storage tank control



www.inels.com/villa



Hotels

- CAL REIET SANTANYI
Mallorca (Spain)
 - swimming pool technology control
 - fountain control
 - guest Hotel Management System



- MERIT ROYAL PREMIUM
Kyrenia (Cyprus)
 - complete management of hotel rooms
 - scenes: arrival/departure and day/night
 - guest Hotel Management System



- MARRIOTT MARQUIS
Doha (Qatar)
 - 44 floors, 397 rooms, 182 suites, 18 meeting rooms
 - lighting control, HVAC, access
 - master switch OFF

www.inels.com/hotel

Commercial

- NIGHT CLUB INFLAGRANTI
Ibiza (Spain)
 - lighting control for interior and exterior
 - 500 meters RGB LED strips
 - audio system



- ROXANNE'S BAR
Nicosia (Cyprus)
 - operation of atmosphere lights
 - lighting scenes
 - promo Video zones



- HYUNDAI
Nošovice (Czech Republic)
 - 736 pcs LED High Bay within retrofitted lighting
 - central control DALI ballast via EDMC
 - control of each zone from the touch panel via app

www.inels.com/commercial





Showrooms in the Czech Republic

- iNELS CAFÉ
Prague
- KAŠTANOVÁ
Brno
- STUDIO SOKOLOVSKÁ
Prague
- MIELE GALLERY
Prague
- ELKO EP, s.r.o.
Holešov
- KITCHEN STUDIO SYKORA
Průhonice



Showrooms over the World

- iNELS PRESENTATION
Istanbul (Turkey)
- iNELS PRESENTATION
Hanoi (Vietnam)
- iNELS PRESENTATION
Amman (Jordan)
- SMART LIGHT
Bratislava (Slovakia)
- iNELS PRESENTATION
Helmond (Netherlands)
- iNELS PRESENTATION
Beijing (China)





Exhibitions

- **AMPER**
Brno (Czech Republic)
- **MIDDLE EAST ELECTRICITY**
Dubai (UAE)
- **FOR ARCH**
Prague (Czech Republic)
- **ISE**
Amsterdam (Netherlands)
- **HI-TECH BUILDING**
Moscow (Russia)
- **LIGHT AND BUILDING**
Frankfurt (Germany)
- **THE BIG 5**
Dubai (UAE)
- **IFA**
Berlin (Germany)



Relays references

ELKO EP is a world leader in the field of electronic relays development and manufacturing used in residential and industrial electro-installations. We offer more than 150 types of relays that can be produced under well-

known OEM brand names. We develop and implement products according to customer specifications as well as launch new products under brand names.



Marketing support

Display boards Easy to mount & present



Relay



Wireless

BUS

Audio/Video

Working cases For training & show



Workplaces

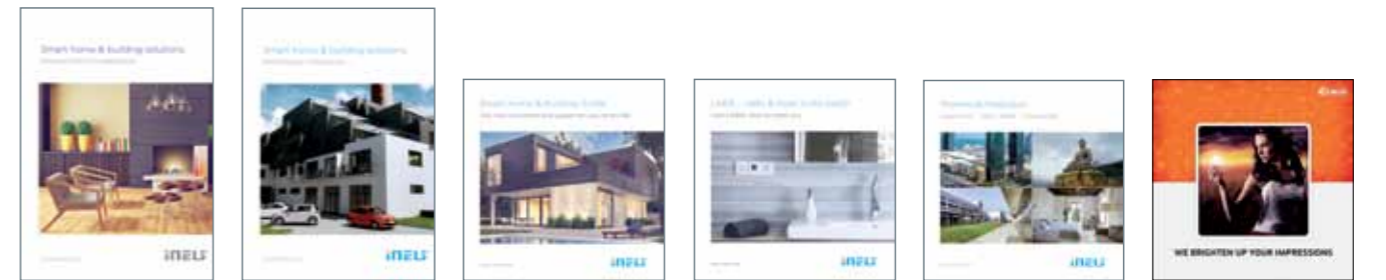


iNELS RF Control



Lara 5 in 1

Marketing support



Wireless
Electroinstallations

Wire
Electroinstallations

Smart Home &
Building Guide

LARA... Mediaplayer
in the switch

Worldwide
Integration

We brighten up
your impressions



Modular
electronic devices
technical catalog

Wireless
Electroinstallations
technical catalog

Wire
Electroinstallations
technical catalog

A/V Distribution
& Multimedia
technical catalog

Home switches
and sockets
technical catalog

Product overview
technical catalog

Certification

ISO CERTIFICATIONS

9001 - guarantee of customer satisfaction
14001 - environmental protection



EURASIAN CONFORMITY

Russia, Belarus, Kazakhstan, Armenia



FEDERAL COMMUNICATIONS COMMISSION

USA



UKRSEPRO CERTIFICATE

Ukraine



UNDERWRITERS LABORATORIES

USA



ELKO EP team...

...keeps growing



ELKO EP Holding



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