

# TELE - Your Smart Factory



# Teamwork without the executive suite



# What makes the Smart Factory



» Every day we try to make the world just a little bit better. «

## We develop clever technologies with solid engineering know-how

Our relays and electronics can be found throughout the world, wherever reliability is important. In large wind turbines. At sensitive locations on machines and systems. In every corner of smart cities. And wherever things simply must work correctly.

As a specialist in high-quality industrial electronics, covering everything from monitoring technology and time relays through power electronics to grid and system protection, our solutions help boost safety wherever they are used. For greater reliability. And more efficiency and sustainability.

## Successful?



TELE lives and breathes its ideas. These ideas can be easily summarized under a single guiding principle:

*Innovation + Sustainability = Profitability*

## So what exactly is the Smart Factory?

TELE is a laboratory of innovation. With a lot of technical know-how and people who enjoy their work. TELE combines technologies. Cooperates with others. Free of traditional hierarchies. With plenty of room for independent engagement and extraordinary ideas. TELE develops and produces solutions for a better world.



# Solutions for a better world



# Brilliant idea –

Independent thinkers, revolutionaries, bright minds, and other geniuses pay attention! TELE will get your idea off the ground.

## If you are looking for a real partner, you will find one with us.

We have the experience and desire to explore new possibilities, so we collaborate with startups, partners, and customers to develop monitoring and control solutions for special problems. Thanks to our modular developers' platform, we can find the magical formula for just about any problem in a very short period of time. How do you benefit from this?

- Short development and realization times
- Proven module components
- Good ability to integrate into the customer's system
- Scalable in price and performance
- In-house development and production with optimized batch sizes

*We're ready for your challenge.*

## Challenge us

## What we're good at

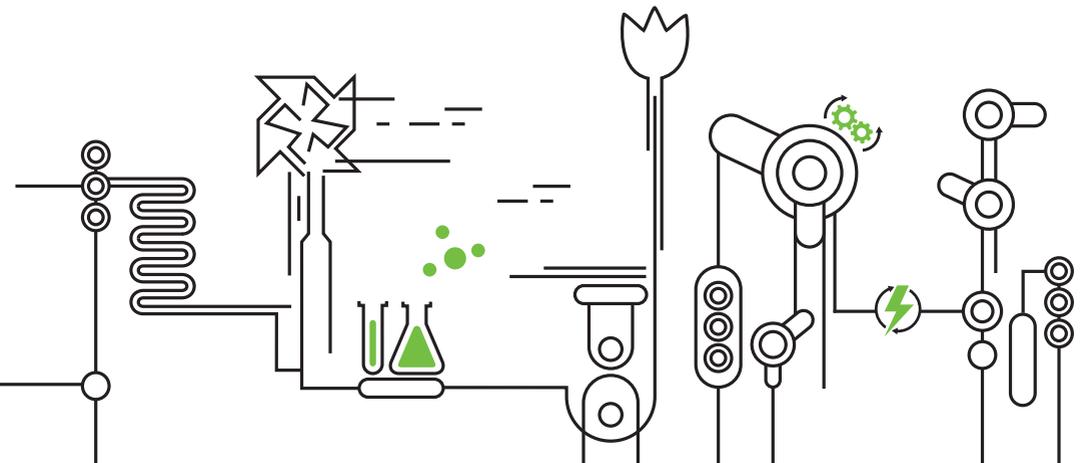
Because we are committed to making the world better together, we are especially interested in technology that is sustainable and improves our living conditions or production environment.

- Renewable energies
- Water & Waste
- Industrial systems & mechanical engineering
- Building management
- Traffic engineering
- Smart City

## Our components for your solution

We believe that the world of the future should be safer and waste fewer resources. Our products monitor your processes, avoid expensive downtime, and provide for stability and energy efficiency so you can achieve great things. Find the solution to any problem in the TELE product portfolio:

- Time relays
- Monitoring relays
- Grid and system protection
- Power electronics
- Load monitors
- Switching relays and components



**Move up  
together**



# Our success

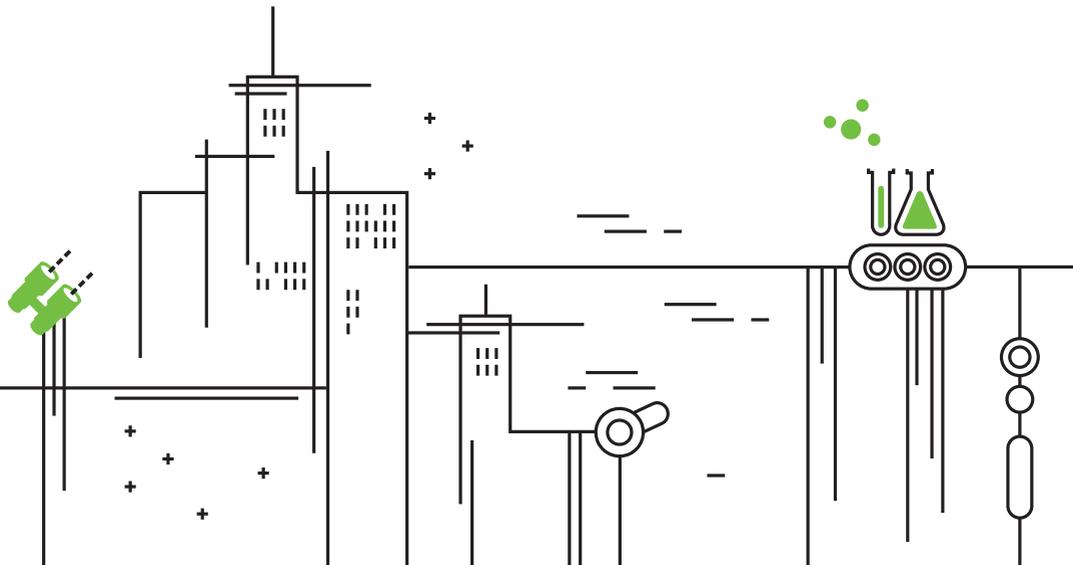


## Autonomous organization is better

Hierarchies are rigid and restrain growth and flexibility. So we left traditional corporate structures behind and brought our processes and employees to the forefront. This gives them the freedom they need for personal commitment and exceptional ideas. The focus is on individual responsibility, cooperation, transparency, esteem, and fun. Every employee makes a contribution and helps shape the company.

## Success by the number

- More than 90 employees
- About 14 million euro in sales in 2015
- 10.5 million euro of which were exports
- Headquarters with own production at Vienna
- International network of more than 60 trade partners



## »Cooperation make us stronger. «

The smart Factory develops clever technologies. When there is something that we cannot yet do ourselves, we learn it through cooperation with others. That is why we seek out and promote young innovators in exciting projects and give them access to know-how and resources. The results are clear to see today and into the future.

### You want to use 40% less energy? We can do it.

eButler from twingz, with hardware from TELE, helps households reduce energy costs by up to 40% by intelligently switching consumers on or off. twingz works and manufactures on our premises

### Looking more beautiful technology? We can do that too.

The premium e-bike from Freygeist is lightweight, fast and very cool with an elegant design. To make the bike reality, TELE provided the startup with a corporate infrastructure and the technical know-how in addition to a completely hidden drive unit, including display, Bluetooth interface, and smartphone connection.

### Looking for just the right climate for vertical farming? No problem.

Vertical farming - agriculture in urban buildings is a major part of smart cities. TELE partner Agrilution contributes to the smart city vision with a miniature, networked, programmable plug-and-play organic greenhouse for normal size kitchens. TELE develops the software-supported control module so fruit and vegetable always receive just the right climate and the right amount of water.

# with startups



The premium e-bike from **Freygeist** is more than just cool and beautiful, it is also very lightweight and fast.

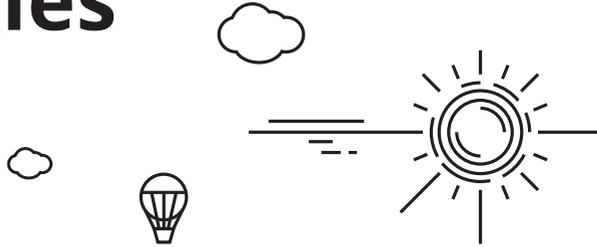


**eButler** from **twingz** helps households reduce their energy costs by up to 40%



The vertical farming solution from **Agrilution** enables fully automated cultivation of healthy food in a kitchen cabinet.

# We love exciting technologies

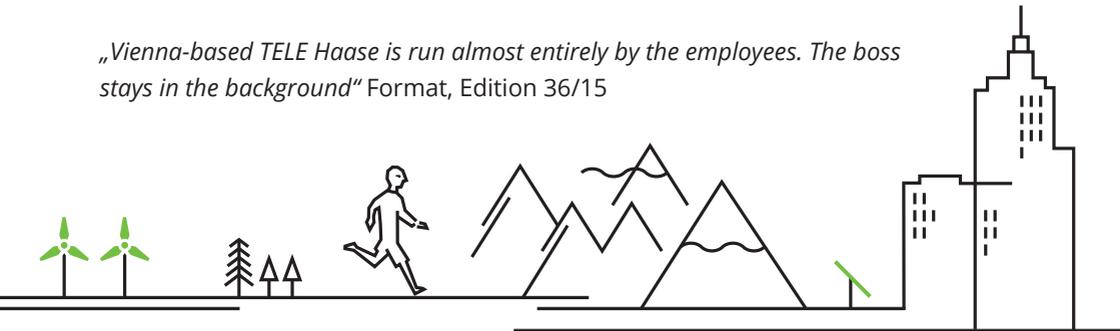


And we are not alone. The new organizational concept of the Smart Factory has garnered a lot of attention in the media

*„Departments, hierarchy and management are not part of the vocabulary at TELE Haase. Christoph Haase has revolutionized our understand of collaboration at this technology company“ Die Presse on 29.11.2015*

*„At electronics manufacturer TELE Haase, the employees are in charge; they have functional areas instead of levels of hierarchy. But there is one thing that the ground-level democracy has not changed: the profit motive“ Wirtschaftsblatt on 31.8.2015*

*„Vienna-based TELE Haase is run almost entirely by the employees. The boss stays in the background“ Format, Edition 36/15*



## and exciting stories