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# Automation Integrator Guide 2007

Directory of integrators: Over 1,000 entries searchable by industry, geography and product experience



System Integrator of the Year Winners

Supplement to...

**CONTROL  
ENGINEERING**  
[www.controleng.com](http://www.controleng.com)

# System Integration at its Best

*Control Engineering* recognizes the best in the business with our first System Integrator of the Year awards.

**Renee Robbins**  
Editorial Director

## AT A GLANCE

- The competition
- Criteria
- Winners & finalists

Every year since 1993, *Control Engineering* has published the "Automation Integrator Guide" supplement to let readers know who they can turn to for help with industrial automation and control projects. This year's edition, starting on page 36, includes more than 1,400 system integrators, consultants, and contract engineering firms that can design and install custom automation systems.

Choosing among those 1,400 integrators can be a challenge, even using geography or application experience to help make the choice. In 2001, a series of *Control Engineering* reports identified other useful criteria, including the efforts of the Control System Integrators Association (CSIA) to define what makes a good system integrator better. This year, *Control Engineering* teamed up with CSIA and others in the industry to bring you the first System Integrator of the Year competition.

Consulting Editor Dr. Vance VanDoren designed and administered the project, which garnered 47 entries from system integrators around the world. VanDoren invited system integrators to submit essays describing company achievements in the areas of technical expertise, business skills, and customer satisfaction — areas that make quite a difference in a project's overall success.

Entries were divided into three classes based on annual revenue — up to \$10 million, \$10 million to \$50 million, and above \$50 million. Each of nine judges selected three finalists based on the merits of the supporting documentation, and the entry with the most top-three votes in its category was chosen as a System Integrator of the Year. (See box below for a list of judges.)

### Winners and finalists

And the winners are... Concept Systems Inc. (up to \$10 million annual revenue category), Advanced Automation Inc. (\$10 million to \$50 million annual revenue), and The Benham Companies LLC (above \$50 million annual revenue). Descriptions (starting on page 6) summarize

some of the judges' comments, and include customer quotes are excerpted from each winner's customer testimonials. More detailed winner summaries are located in the Resource Center section of [www.controleng.com](http://www.controleng.com).

Winning system integrators exemplify excellence in all three areas. Their technical abilities, for example, are demonstrated by number and type of degreed engineers, certifications held, memberships in associations, and successful projects highlighted. Business skills show up strong in internal processes of training and project management, as well as in partnerships with other companies. Customer satisfaction was conveyed by the satisfied customers themselves through letters and testimonials. While the judging was necessarily subjective, the entries companies put together were substantial. All 47 entrants should be commended for their pursuit of continuous improvement.

The judging panel chose to reward that commitment by also identifying 13 finalists. These companies each received at least one top-three vote. To find out more about these companies, see the guide in print, or use the searchable database at [www.controleng.com](http://www.controleng.com) under the Integrator Guide tab.

Here's a summary of the finalists and their respective specialties:

**Bachelor Controls Inc.** — high-end batching systems, automated cooking extrusion, modified starch processes, bulk material transport, and material handling.

**Brock Solutions Inc.** — automation engineering projects, engineering construction management, MES solutions, customized drive solutions, and professional engineering and validation services for highly regulated industries.

**Control Systems International Inc.** — process control and instrumentation solutions, building SCADA, and pipeline SCADA.

**DL Engineering & Control Inc.** — industrial control systems in the Southwestern United States with a major focus on the water and wastewater industry.

## ONLINE

Go to [www.controleng.com/integrators](http://www.controleng.com/integrators). Also see the Resource Center at [www.controleng.com](http://www.controleng.com) for detailed Winner Summaries.



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*Representing the engineers, managers, and support staff that made their companies winners are (from left): Chuck Sherman of The Benham Companies LLC, Ed Diehl of Concept Systems Inc., and Bob Zeigenfuse of Advanced Automation.*

**HiTech Control Systems Inc.** — designs and software solutions for machine and process control.

**HK Systems Inc.** — integrated solutions for the management of enterprise-wide inventory, distribution, logistics management, and automated material handling systems.

**Honeywell Project Services**, division of Honeywell Process Solutions — plant automation and control systems for process-driven industries, including refining, oil and gas, power and energy, life sciences, pulp and paper, printing, chemicals, metals, minerals, and mining.

**Martin Control Systems Inc.** — PLC and HMI programming and design.

**Matrix Technologies Inc.** — control, supervisory control, data acquisition, and business systems.

**Revere Control Systems Inc.** — control sys-

tems and design/build solutions for a variety of automation and information applications.

**Tata Consultancy Services Ltd.**, Plant Automation Services group — automation system design, development, commissioning, and maintenance.

**Tegron, LP** — plant consulting and information services, including manufacturing execution systems, component/material tracking, just-in-time, error proofing, lean principles, overall equipment efficiency, historian applications, and batch records.

**VI Engineering Inc.** — test engineering systems for the military/aerospace, medical device, automotive, and electronics industries.

**For more information:**

[www.controleng.com](http://www.controleng.com)

[www.csia.org](http://www.csia.org)