

ATME SpA

COMPANY PROFILE

ATME

TECHNOLOGICAL EXCELLENCE

Overview

ATME deals with the engineering, design, sale and installation of **power generation** and **power quality** systems. It also distributes, as exclusive distributor on the Italian market, the products of 3 leading companies in its sector.

Around the equipment of the parent companies, Atme **builds the entire system**, taking care of the **engineering, supply** and **installation** of the **accessories** and **components** necessary for its completion (electrical panels, radiators, soundproofing, exhaust chimney, diesel fuel supply, etc.) and the subsequent **maintenance**.



Site

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Service Point Roma

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History

- 1995 – **ATME S.r.l.** born as IVECOaifo dealer for “**power generation**” and **system integrator** specialized in turnkey installation of energy production and protection systems, after-sales services and spare parts
- 1998 – From “power generation” to “power quality” it becomes the distributor for Italy of **Hitec Power Protection bv** for turnkey sales and installation and after-sales assistance of uninterruptible power supplies (**DRUPS**)
- 2008 – Creation of the **alternator** spare parts and service division for **Stamford-AvK** (now CGT)
- 2011 – Opening of the Technical Sales office in Rome
- 2012 – Transformation into **ATME S.p.A.** and acquisition of **ISO** and **SOA** certifications
- 2016 – Introduction of the **E-DRUPS** (Rotabloc®) of the **IEM Power System**
- 2018 – Distributor of **Freqcon**, a leading German company in the engineering and manufacturing of high-power inverters, control systems for renewable energy and energy storage applications (**BESS**)
- 2023 – Joins the “Distributed Generation” Association (Association of manufacturers and distributors of equipment, machines, components and systems for the Distributed Conversion of Electricity)

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Main fields of activity



Atme works to **protect utilities** and **improve the quality** of the power supply in all sectors where an interruption or low quality of energy causes long plant shutdowns, destruction of precious raw material or dangerous situations for things or people (**POWER QUALITY** and **POWER CONDITIONING**).



SMART GRIDS represent a new sector in strong development that requires the **stabilization of electricity grids**, especially when non-programmable renewable sources are mainly used, and the storage of electricity to optimize their use and consequently reduce costs.

Products and installations

ATME has developed its strength in the ability to **identify** (and engineer) the **most suitable solution** both in terms of product and customization, on the **specific needs** of each customer. Providing **turnkey systems**, thus going to further enhance the action on its market.

The transition from product vendor to **solution provider** has been the key to success for this industry.

Feasibility studies, engineering, sales, design and construction management are carried out with ATME staff (dedicated full time) who have gained considerable experience and autonomy over the years.

Some specific designs (ex. anti-seismic installation) are carried out in collaboration with specialized professionals.

The installation activities on site are entrusted to external firms, highly loyal and qualified by the parent company Hitec.

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Mission

Becoming the customer's reference in all phases of the plant's life



Customer success is our success

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Our products

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Hitec Power Protection



Dutch company leader in the production of **D-RUPS (Dynamic rotary UPS)**.

The **power** range goes from **1,000 to 3,000 kVA** with a single module and is aimed at all sectors with high quality power supply requirements and high installed power.

The top clients are DataCenter (Telecom Italia, now Noovle), large hospital companies, supercomputers (European Centre for medium-range weather forecasts), airports, etc.

ATME has been collaborating with Hitec since **1998** and it is considered among the best distributors in the world for reliability, professionalism, and technical skills.



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D-RUPS PowerPRO



with diesel engine in line

Units installed (Italy and Canton Ticino):

77 units for a total of 114,000 kVA

(equivalent to about 30,000 medium-sized apartments)

Available in version for indoor installation or in container (also super silenced).

Available configurations (in LV and MV):

- Single unit
- Parallel
- Parallel Isolated (IP)
- Distributed redundancy
- Master Slave
- ...



PowerPro1800: 1000 ÷ 1600 kVA (50 Hz)



PowerPro2700: 1600 ÷ 2200 kVA (50 Hz)



PowerPro3600: 2500 ÷ 3000 kVA (50 Hz)

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IEM Power System



Belgian company, the only manufacturer in the world of **horizontal axis uninterruptible power supplies without diesel engine.**

The power range is complementary to that of the Hitec products described above and ranges from **400 to 1,000 kVA** with a single module and is aimed at customers with high-quality power supply needs and with lower installed powers; or to the **revamping** of systems built with static UPS and where the gensets are already present.

The collaboration with IEM began in 2016 and the last machines installed were in the RAI studios in Rome.



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R-UPS RBT



without diesel engine



Available in version for indoor or container installation

R-UPS: 400 ÷ 1000 kVA with autonomy ≥ 10 s

PowerQuality systems:

R-UPS Q: 1300 kVA - 1600 kVA - 2650 kVA with autonomy ≥ 5 s

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Rotary UPS: references

Total 74 units –106.640 kVA of which:

- **Data Center:** 35 units – 71.920 kVA
- **Data Center** certificates **Uptime Institute:** 16 units – 34.600 kVA
- In soundproof containers: 35 units – 71.920 kVA
- In Medium Voltage: 6 units –10.020 kVA

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German company leader in the engineering and production of high-power inverters, and control systems for renewable energy and energy storage applications.

The MSC hybrid inverters have a wide range of applications and allow the integration of different energy sources (solar, wind-power, batteries, fuel cells etc.) thanks to the possibility of specific customized adjustments and compliant with virtually all the required grid codes.



FREQCON BESS (Battery Energy Storage System)



The intensive use of renewable sources – variable over time and not simultaneous with consumption – requires decoupling production from consumption in **terms of time**.

The BESS are made up of MSC inverters and Lithium batteries. They are the ideal solution for multiple applications thanks to their flexibility and a range from **175 kW up to 100 MW**.



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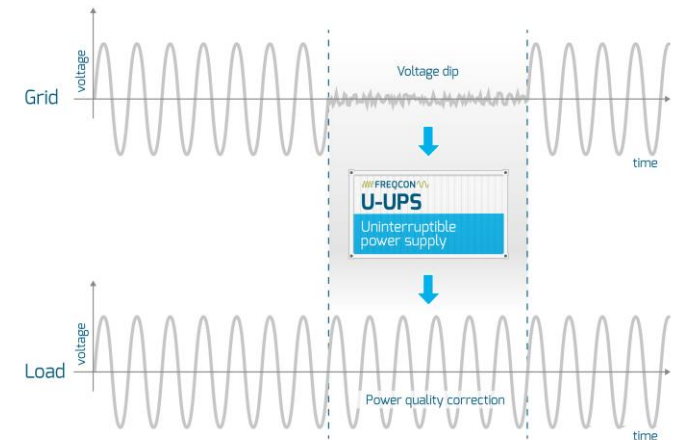
FREQCON U-UPS



The U-UPS are **electronic power equipment** with an **energy storage system** with **supercapacitors** with software capable of detecting **voltage dips** and **micro-interruptions** in **ultra-fast times**. After disconnecting the grid, they supply the active and reactive power necessary for their compensation.

Supercapacitors combine a **high charge and discharge capacity** (up to 1,000,000 cycles) with a very high-power density, albeit with a relatively low energy density.

Range: **250 kW – 4000 kW** in ISO **container** or **indoor** solution.



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FREQCON FCS (Fast Charging Station)



The ecological turnaround of traffic depends on an independent, decentralized and efficient charging structure.

The **FCS**, containerized, compact and powerful with MSC inverters and lithium batteries, is the ideal solution for setting up **ultra-fast charging** points (in direct current) of electric vehicles on highways, shopping centers, urban communities etc. using the existing network connection.

FCS are characterized by high efficiency and low maintenance costs.

**Connection to the network only
350kVA**

In ISO container



Models available

Nominal capacity	800 kW	1250 kW	1500 kW	2830 kW
N° columns	6	5	8	10
Current column	250 A	500 A	2*500 A 6*150 A	500 A
Container	6 m	6 m	9 m	12 m

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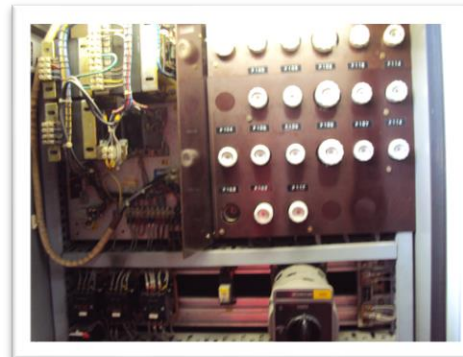
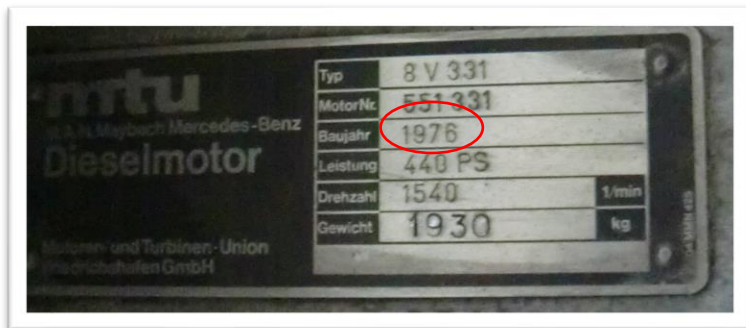
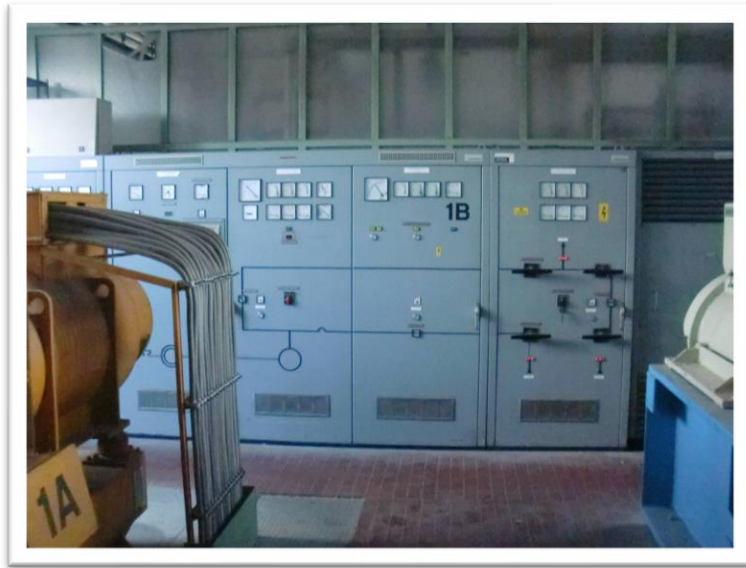
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Installations

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The «oldest»: 300 kVA in 1976



Still in operation !!!

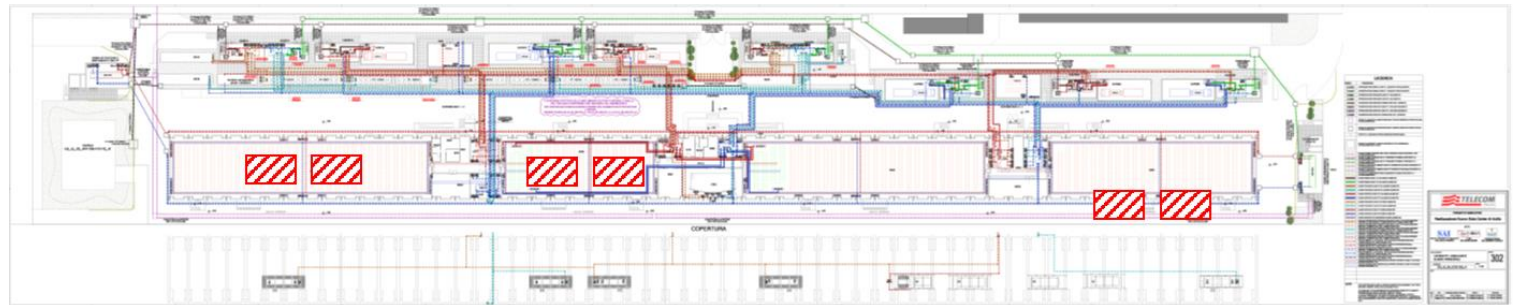
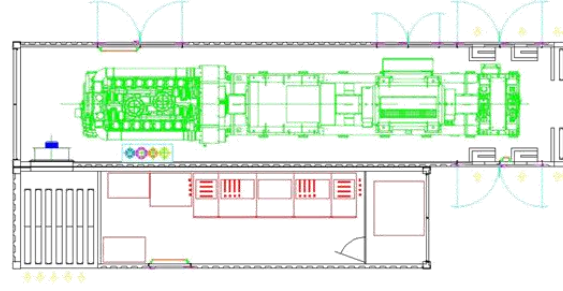
Higher Power: 6 x 2500 kVA

Data Center

Tier IV

in container
65dBA 7m in
diesel

Turnkey



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Container «*Plug&Play*» 2 x 500 kVA

Airport Application

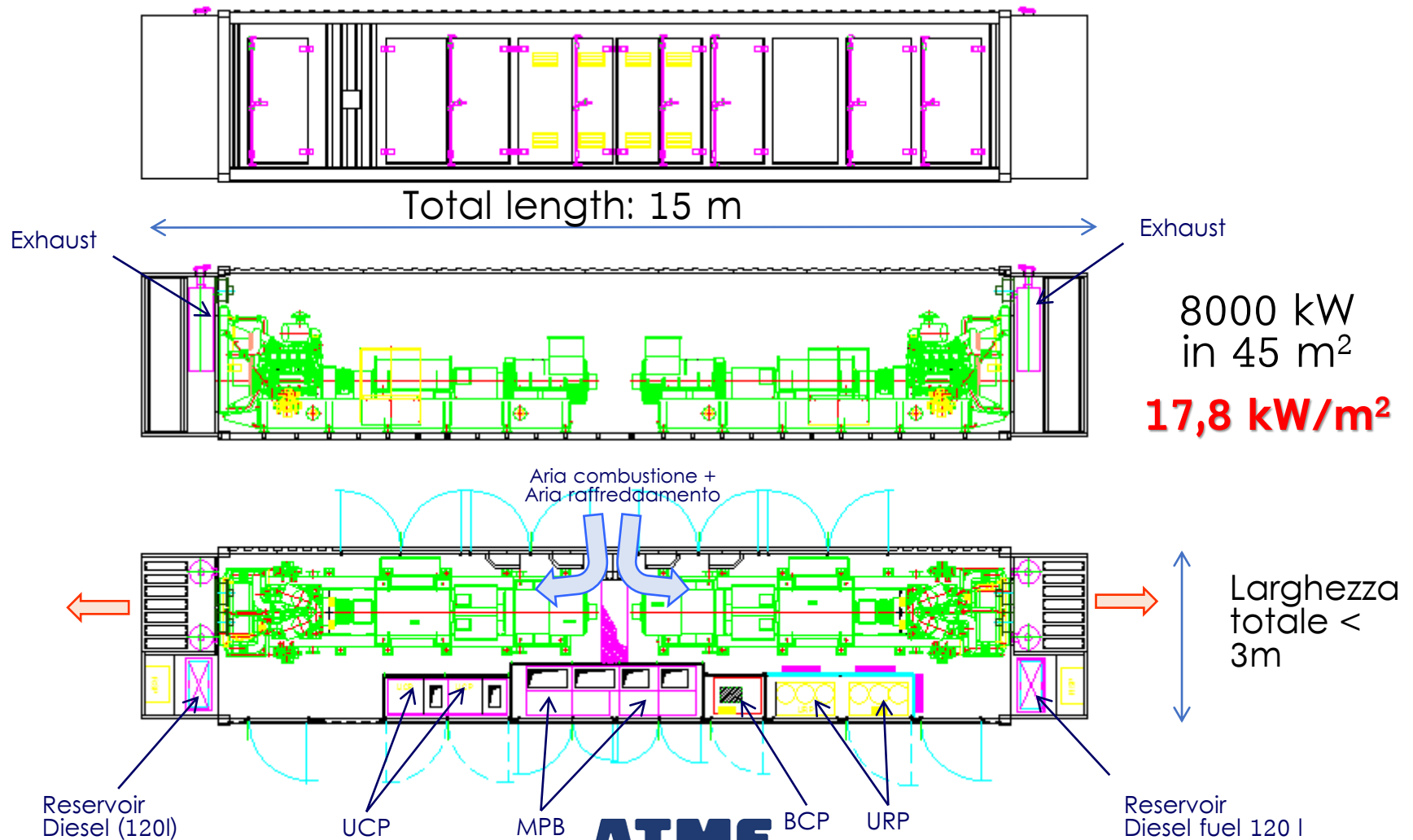
2 units of 400 kW in parallel installed (complete with panels) in a single container on trailer



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Container «Plug&Play»: 2 x 400 kW



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The Largest Container: **27 kW per m²**

Data Center – Total Power **4 MW**

2 units 2000 kW LV in soundproof container



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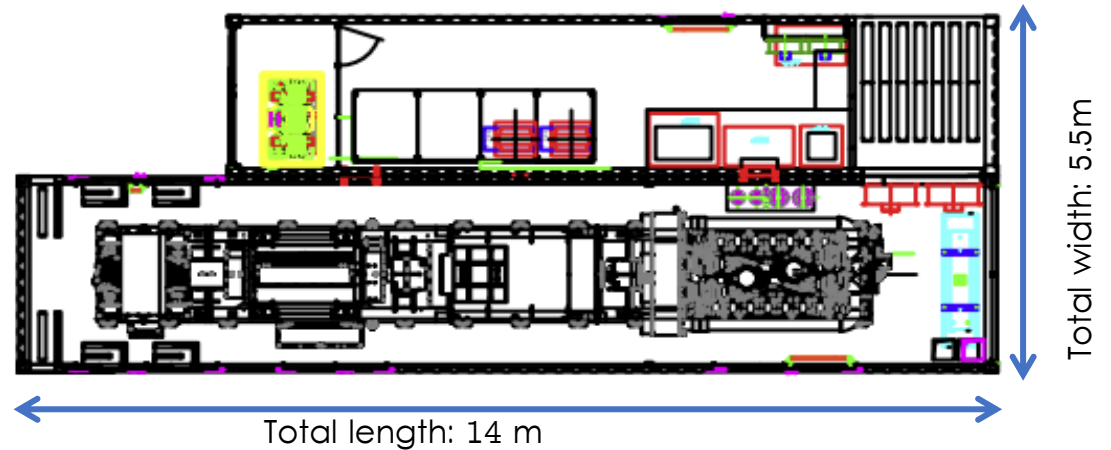
The Largest Container: 27 kW per m²

Data Center – Total Power NB 5 MVA

Single units of 2500 kVA in silenced container:

LPS 65 dB(A) at 7 m

in diesel operation



Total weight: about 65 +25 ton

2500 kVA – 2.000 kW in approx 75m² ➡ 27 kW per m²

Services

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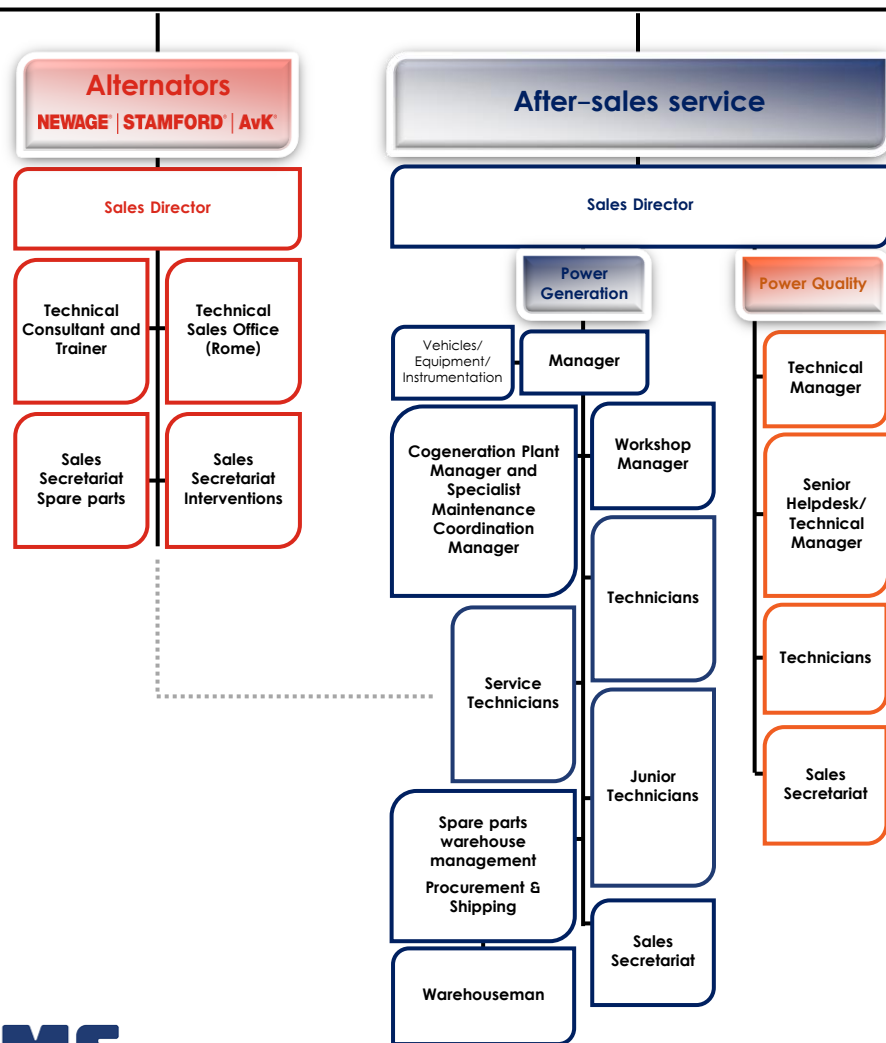
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After-sales service

Our division, dedicated to providing advanced maintenance services in the power generation industry, consists of a team of **20 highly qualified employees**.

The team includes three **technical trainers** with different specializations, four **sales assistants** and back office employees (responsible for both interventions and spare parts management), a **workshop manager**, a **plant manager**, a person responsible for the **coordination** of specialized maintenance, a **help desk manager**, a **warehouse manager**, specialized technicians and service technicians.

With solid experience in the field and skills ranging from preventive maintenance to emergency management, our team of dedicated professionals is ready to face the most complex challenges, ensuring efficient plant operation at all times.



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Power quality after-sales assistance

For the **power quality** sector, given the high specificity of the product, maintenance must be carried out by **qualified personnel certified by the manufacturer**.

The number of installations under maintenance is therefore in **constant natural growth** and makes it possible to plan suitable investments in terms of personnel, training and specific equipment.

In this sector, **predictive maintenance** is thoroughly important.

Given the long experience of ATME staff, the parent company Hitec Power Protection often requires the intervention of our qualified technicians to provide assistance even abroad.



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After-sales assistance for genset

ATME operates on **gensets** (powered indifferently by diesel or gas) both of its own supply and of other suppliers. Moreover, also on all models of engines and alternators.

It provides its service mainly at the genset's installation site, but ATME is also equipped for **workshop overhauls** of diesel, gas engines and alternators.

For the after-sales service ATME has 6 vans with mobile workshops and 8 suitably equipped cars. Furthermore, ATME has all the necessary instrumentation for preventive and corrective maintenance (vibration analysis, alignment, thermography, resistive load banks, etc.).



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Maintenance contracts

All contracts consist of:

- **scheduled preventive** maintenance, carried out with own personnel and with the possible assistance of specialized workshops for the part relating only to diesel engines (but always in the presence of ATME technicians)
 - **helpdesk service H24/365** and in some cases also intervention within 4h or 8h (always H24/365)
-



Corrective maintenance on failures is carried out with own personnel, with eventual assistance of third-party companies (when necessary) and always in collaboration with ATME personnel.

Periodic overhaul and **replacements** (after 5 or 8 years) are also carried out in the same way (with own personnel possibly assisted by third-party companies, if necessary).

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Alternators

STAMFORD | AvK™
AUTHORISED PARTS & SERVICE DEALER

ATME is the **official distributor, unique authorized service Center and alternator spare parts** for Italy, Greece, Malta, Croatia, Serbia, Slovenia and the Adriatic area for Cummins Generator Technologies Ltd.

As an authorized Service Provider, ATME provides **after-sales technical assistance** for **STAMFORD™ | AvK™** consultancy, **on-site and remote fault diagnostics, on-site interventions with mobile workshops** equipped for preventive maintenance, fault repair and workshop **overhaul**.

ATME is also a **STAMFORD™ | AvK™** authorized Center for warranty practices Management.

In the ATME warehouse – restocked daily by the central European warehouse – there are available original **spare parts** with warranty, both for the machines in production and for the “phased-out” ones. In 2022 ATME was awarded with the **Dealer Excellence Award**.



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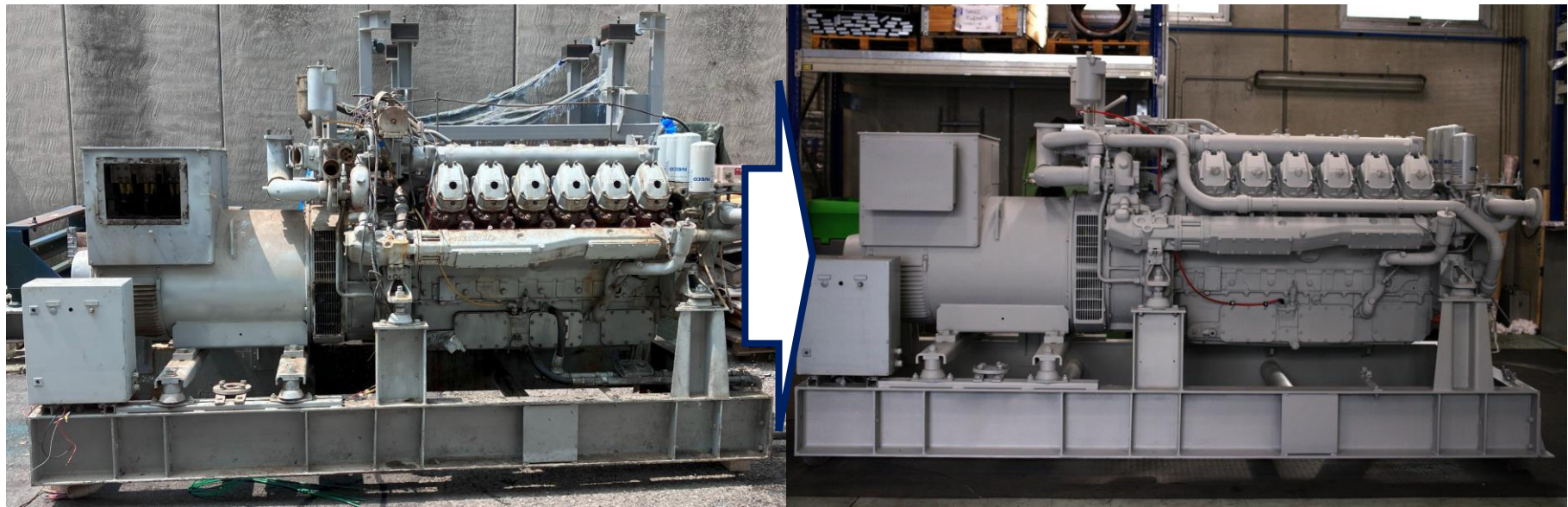
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Workshop overhauls of generators (1/2)

ATME carries out **overhauls of complete generator sets**, with **diesel** or **gas** powered engines and related alternators.

Including cleaning and testing of **radiators**, analysis of the quality and efficiency of the **fuel supply system**.

The overhaul ensures **reliable performance** and **extends the life** of engines and alternators.



before

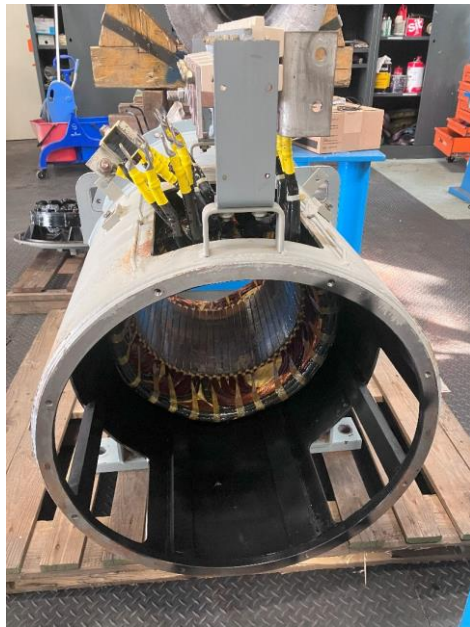
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after

Workshop overhauls of generators (2/2)

The units are completely disassembled and each component is inspected and verified to evaluate the possible replacement (with original spare parts) or overhaul (grinding, sandblasting, etc.)



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Overhaul of cogeneration plants

The overhaul is not limited to the generator set only, but can include all the components of the power plant such as containers, electrical panels, wiring, etc.

At the end of the work, the entire plant is reconnected and retested, in collaboration with the customer, before being put back into service.



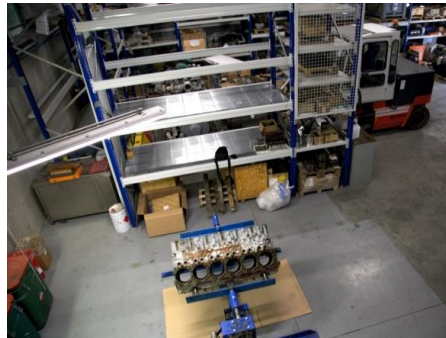
Warehouses

98 m²

dedicated to the sale of **original spare parts for alternators** and for **G.E.**

240 m²

dedicated to **materials** and **equipment** for **maintenance** and **repairs** (internal or external).



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