JS Automation

COPA-DATA Partner Spotlight

JS Automation is one of a few COPA-DATA Gold Partners worldwide. With extensive zenon expertise built over more than 20 years, the JS Automation team thrives on the transparency, knowledge sharing and mutual benefit that characterizes its relationship with COPA-DATA.
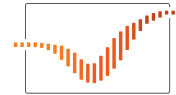
THE CHALLENGE

JS Automation was founded in 1997 with the ambition of providing efficient, state-of-the-art solutions that meet the diverse needs of machine builders, electricity distribution and production plants, automotive and pharmaceutical manufacturers, energy distribution for transport and other industrial operations.

At the beginning, the company focused on solutions for data acquisition, with RTUs and electronic devices. Later, the company saw an emerging need for supervision systems and began to look for a suitable solution to add to its portfolio.

After analyzing the SCADA market, JS Automation team opted for zenon because of the architecture, the flexibility and the connectivity offered by the product, as well as the support and responsiveness of COPA-DATA teams.

This was the birth of JS Automation's relationship with COPA-DATA: a 20-year partnership which has made both companies stronger together year after year. The expertise of the JS Automation team is now well recognized by customers interested in Industry 4.0. Today, JS Automation is one of only a few CDPC partners that have reached Gold Partner level zenon expertise.

THE SOLUTION

The open structure is a very strong argument for the software platform. zenon's connectivity, communication, modularity, and suitability for the energy sector are particularly appreciated. The ease of use, the 300 native drivers, the hardware agnosticism, and the integration of control logic via straton are also valuable assets.

Patrick Boissat, Associate Executive at JS Automation, explains: "Most of the customers we meet are attracted by the solutions proposed by major market players. However, they quickly find these solutions limited, in terms of capability and scalability. COPA-DATA's name recognition is for sure less developed in our market and the extensive capabilities of zenon are difficult to communicate in a single sales meeting. Nevertheless, we like to propose a proof of concept to demonstrate the benefits of zenon. zenon is very open and gives our customers the capabilities and the freedom they desire. With a proof of concept, they are quickly convinced by zenon's features and, once they have switched to zenon, they never go back."

THE PARTNERSHIP WITH COPA-DATA

The strong collaboration with COPA-DATA is a real win-win for both companies and their customers. "It allows us to meet the whole market demand," explains Patrick Boissat. "We recently developed a native driver together that will serve the energy sector. COPA-DATA supports us in all our activities." The quality of collaboration has naturally emerged, leading to the development of the team's relationship. For JS Automation, the partnership based on knowledge sharing and constant product innovation is a key and solid asset. Patrick Boissat continues, "Today, we particularly appreciate the expertise, involvement and commitment from COPA-DATA in our projects – values that we are deeply looking for from all our key partners. COPA-DATA is, of course, at the top!"

"With COPA-DATA, we focus on common sense and successful growth. The strong relationship and the alliance of skills is something we want to preserve."

PATRICK BOISSAT,
ASSOCIATE EXECUTIVE, JS AUTOMATION.

JS automation
Du produit à la solution

JS Automation brings high-value support and the best solution to its customers for the success of their projects.

- ▸ Control, supervision and analysis in industrial applications
- ▸ Everything from shift supervision, line management to virtualized environments
- ▸ Performance and OEE monitoring
- ▸ Energy consumption monitoring, control and analysis
- ▸ Digital control of electrical substations, power distribution and renewables
- ▸ IEC 61850 protocol expertise
- ▸ Analytics based on real-time and/or historical data
- ▸ Training services
- ▸ Technical support
- ▸ After-sales service

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