

October 2010

### **Strong partnership with suppliers and advanced technology is crucial for innovation**

When it comes to innovation, a company from the north east says advanced technology and a strong partnership with suppliers is crucial for growth. IIT Ltd (International Innovative Technologies) is a technology development company that manufactures a range of high quality, high output mills, dynamic classifiers, cyclones and complete bespoke processing systems. In addition to being involved in pioneering environmental projects.

Tom Wilkinson, Chairman of IIT, commented: "As part of our development plans, we are committed to operating on a world-wide scale and are passionate about innovative technologies. To ensure we succeed in the export market, we need a strong partnership with our main supplier, Siemens Industry Automation and Drive Technologies (IA&DT).

"By using Siemens' technologically-advanced solutions and taking advantage of the world-wide local support it offers we feel we are now able to compete globally."

The strong partnership between IIT and Siemens IA&DT is based on a shared vision of supporting UK manufacturing innovation. However, the strength of the personal relationship between the two teams is also a factor. In fact, this relationship is so important to both organisations that Juergen Maier, managing director of Siemens Industry UK will be presenting at the official opening of the IIT's new world-class facilities.

The launch of the new site will showcase the company's investment in cutting-edge technology and its new product range which IIT believe will allow them to break into the global market.

Tom explains how Siemens' international infrastructure will be instrumental in IIT's success abroad: "Not only do we benefit from superior technical advice, but we also have the credibility of a well-respected brand name to offer our customers and global access to spares, this will be crucial in developing our export market."

The visions of both companies are also aligned in what they offer to customers. Both Siemens and IIT are committed to providing 'full solutions' rather than 'just bits of kit'. For instance, through remote diagnostic technology available from Siemens, the maintenance team at IIT can easily monitor the performance of their machines across the world and identify potential problems before they occur, ensuring costly downtime is avoided.

**Ends**

**Notes to editors:**

**About Siemens Industry Automation & Drive Technologies**

Siemens Industry Automation & Drive Technologies employs 2000 people in the UK, working with customers in a wide range of industries from automotive and chemical to aerospace, food and construction. Products supplied by Industry Automation & Drive Technologies include standard products for the manufacturing and process industries and for the electrical installation industry, as well as system solutions and total solutions for industries such as the automation of entire automobile plants.

Siemens was established in the United Kingdom over 160 years ago and employs around 20,000 people in the UK (over 475,000 worldwide), including about 5,000 in the UK manufacturing sector. Last year's UK revenues were £3.5 billion (just over Euros 87bn worldwide), including £580 million in exports. Siemens provides innovative, high-quality services and solutions to customers in a diverse range of industry sectors, including power, automation and control, information and communication, medical, transportation, lighting, and household. Siemens has offices and factories throughout the UK.