

SAM turns 20

Systems Automation & Management (SAM), preferred system integrator for large projects, this year celebrates its 20th year of success in business. During the years the company has developed an enviable pool of experience in control systems and associated industrial IT that has enabled SAM to become more than a system integrator, ensuring its success in high profile prestigious projects.

Three young engineers believed that they could make a difference, so Claudio Agostinetti, Graham Bishop and Thomas Fischer decided that they could give their clients quality projects at affordable rates. This is where SAM began, in 1988, when system integration was not even a recognised term.

“Three young engineers made a difference”

Realising the value of specialisation

Initial projects ranged from rebuilding Siemens UPSs, to automating trains using Simatic S5 PLCs, to repairing security systems at banks. In no time, the company grew from three engineers to being the employer of over 55 staff members, with branches in Durban and Lepalale (formerly Ellisras).

Soon it became imminent that it made more sense to specialise in three or four world class product ranges and to concentrate on Blue Chip clients whom understood the effort required to deliver quality projects.

“Delivering quality projects require engineering effort”

Branching out

In 1998 the Durban branch was established by Pauline Bullock. From her dining room, the branch rapidly grew and offices had to be rented. SAM's Durban branch has been very successful in acquiring specialised skills in motion control and machine manufacturing.

In 1996 a satellite office was opened in Lapalale to service the needs of Eskom, as a requirement existed for quick turnaround times for projects. Pieter Breytenbach has been looking after SAM's MIS business with Eskom, as well as MES business in the power industry.

Knowledge is power

An enviable pool of local knowledge has been developed by SAM which gives clients the assurance that future requirements for control systems and associated industrial IT systems can be met. By standardising on world class products and systems, SAM has access to process and product expertise from Germany and the USA.

During its existence SAM has grown to become more than a system integrator with skills in the development of specialised interfaces, to process computers and DSC systems. MES has recently become a large part of SAM's business, with participation in some prestigious projects.

“An enviable pool of local knowledge assures future solution support for clients”

Project successes

SAM's credible track-record has resulted in the company to be selected by several OEMs as their preferred system integrator for large projects.

Several prestigious projects in a variety of industries like power generation, mining, water treatment plants and building management have successfully been completed during the years.

Ensuring project success

SAM believes in building long-term relationships with its clients, suppliers and employees. The company's philosophy is that its clients must be integral partners in the implementation of projects: This ensures a better and more efficient plant, resulting in the reduction of production costs.

Most of SAM's clients are Blue Chip companies that have high expectations in terms of specifications, quality etc. Therefore, SAM has invested extensively in its quality management and project management systems in order to have full control whilst ensuring that quality is maintained. SAM's Quality Management System is designed to meet SABS ISO 9001:2000 (E) "Quality Management System Requirements".

“Long-term relationships with clients ensure project success”

Celebrating success

In celebration of its exceptional achievements over these past 20 years, SAM treated 140 customers, suppliers and staff to a gala banquet which was recently held at the Sandton Sun Hotel.

Since inception, Claudio and his team have instilled confidence in the customers' minds by providing quality, integrity and customer focused solutions and service. With such commitment customers are ensured of support for at least the next 30 years and a celebration of SAM's golden years.

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Setting New Standards in Automation, Industrial IT, BMS & MES

for Power, Mining and General Industries



20 Years of Service Excellence in the Technology Industry.

SAM is at the forefront of Industrial IT, encompassing a comprehensive range of capabilities, including Industrial Networks, Automation and Control, SCADA, Custom Solutions, Information Delivery, Data Warehousing, Building Maintenance Systems, Manufacturing Execution Systems, as well as Hardware and Software. SAM is large enough to handle most projects regardless of size and complexity, but still small enough to react quickly and remain flexible to customers needs. At SAM we are not afraid to embrace and apply the very latest technology, to bring our customers innovative, reliable solutions that meet their project objectives.

Call for a specialised team that will assist you with your requirements.