

5 years of Solutions

The Solutions business unit began operations 5 years ago. And it grew quickly. This is reason enough to look back on the early beginnings.

The idea of providing overall solutions isn't just 5 years old. For proof one needs only to leaf through the pages of SCHURTER's history. Back in the days when Strategy 18 was devised, it was clear that SCHURTER AG would transform from purely a component supplier to a system supplier as well.

The originator

Harry Mayr and current SCHURTER Group CEO Ralph Müller met in 2012. At the time, Mayr had not yet joined SCHURTER. However, there were points of connection. These led to talks. Müller, effectively the originator of the system provider idea, quickly convinced Mayr of the idea as well. However, it took a couple of months until they agreed. Mayr moved to SCHURTER with the task of developing the Solutions business unit.

Two-man team

Solutions started on July 1, 2013. At the time, only Stefan Theiler was by Mayr's side. However, Theiler knew SCHURTER inside and out. He knew the production, he knew the processes. And Theiler had an exceptional network within the Group. He had even worked for SCHURTER in China.

As a complement, Mayr brought 20 years of connections and experience in the international electronics industry to the team. The system approach was nothing new for him. Indeed, in his previous position he had needed to source the required components and services from countless manufacturers. For the first time, he now had all competences under one roof.

And so it started, small at first. At the start, there was only a business plan, created by Harry Mayr and Stefan Theiler themselves. However, it was approved by Management and the Executive Board.

Help wanted

Existing orders at the start were modest, but step by step they developed such that help was soon required. To start with, the team added Damian Gamma and Jürg Müller. To date, the number of employees on the Solutions team has reached double figures. The trend is always upwards.



Solutions 2015: When they were four. From left to right: Harry Mayr, Stefan Theiler, Jürg Müller and Damian Gamma. The team has since doubled.

Relationship business

As before, the Solutions business remains focused on Switzerland. However, this is visibly changing. For example, Southern Germany is becoming increasingly important. The acquisition of the Burisch Group also opens doors in Austria and other countries, primarily in Eastern Europe.

The systems provider business remains a relationship business. Direct customer contact is the key to success. Customers are approached pro-actively. And once good work has been delivered, there are often follow-up orders and longstanding Business relations. Thanks to the comprehensive SCHURTER product portfolio, the benefit for the customer can be increased noticeably. The number of these customers in the Solutions portfolio is increasing.

Essential for success though is not the quality of the product, but the overall package. This can already occur at the level of Engineering. The engineering competences that the SCHURTER Group can call upon around the world thus lead to highly interesting, cost-effective solutions for the customer.

About SCHURTER

SCHURTER continues to be a progressive innovator and manufacturer of electronic and electrical components worldwide. Our products ensure safe and clean supply of power, while making equipment easy to use.

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