



Making a Great Company Even Greater

ESCO Automation Becomes System Platform Certified with Wonderware

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March 23, 2010 Tom Miller, Director of Operations for ESCO Automation, came into his position last summer with the task of making a great company even greater. He made a list of goals and improvements for

ESCO to achieve in order to service its clients responsively, reliably, professionally, and with superb resources. One of the items at the top of his list was to achieve Certification with Wonderware, a leading technology software provider, servicing giants in the food and beverage industry, such as General Mills, Quaker Oats, and Nestlé.

September 2009 marked the beginning of a massive training initiative for ESCO Automation. Wonderware sent a representative to ESCO's corporate office in Marion, Iowa to hold a training session for 15 associates. For two weeks, ESCO's associates went through hands-on training with simulations on computer screens, learning the details of the Wonderware software.

In November, Miller travelled to Brookfield, Wisconsin, home of the corporate office for Wonderware Midwest, to present to its President, John Gardner, along with some of their company leaders. Miller delivered a presentation that defined ESCO Automation and discussed some fundamental business goals – one of which was to become certified with Wonderware, and eventually an Endorsed Integrator. The presentation was well-received, and Miller returned with positive feedback. He made the training initiative an ongoing goal for ESCO Automation in an effort to follow their guiding principles, one of which is "Continuous Improvement."

To achieve Certified System Platform Integrator status, a company must fulfill the following requirements:

- A minimum of two developers must complete individual product training and pass software certification tests
- Provide project white paper documentation of two successful implementations of projects to earn product-level certifications

To maintain certification, a company must deliver one project per year using the Wonderware technology in which they are certified. Certified developers are required to recertify whenever new software versions are released.

"Tom, I just heard you have been recognized as a Certified System Platform Integrator. Nice Work." –John Gardner, President, Wonderware Midwest

On March 5, 2010, Miller received word from John Gardner that ESCO Automation officially gained its certified status with the email above. It's the first step in a full plan for training and continuous improvement. Miller's desire is to focus ESCO on its clients and their technology needs, subsequently preparing his staff for any project that may come along. It's just one way of making a great company even greater.