

# NEW SOFTWARE SOLUTIONS

Implementing solutions for multiple application fields: from industry to domotics to marine. Giuseppe Pace introduces JMobile software

In 2013, the hardware sales linked to JMobile software developed by Exor International remained strong. Hardware sales have finally shown that Exor has penetrated the standard market. The company - based in Verona - which exports its solutions to 35 countries, has developed and produced Human-Machine Interface (HMI) solutions for almost half a century for the Exor network and for their thirty partners and distributors. As Giuseppe Pace, the Ceo of the company, explains, "JMobile is an innovative software solution to create HMI applica-

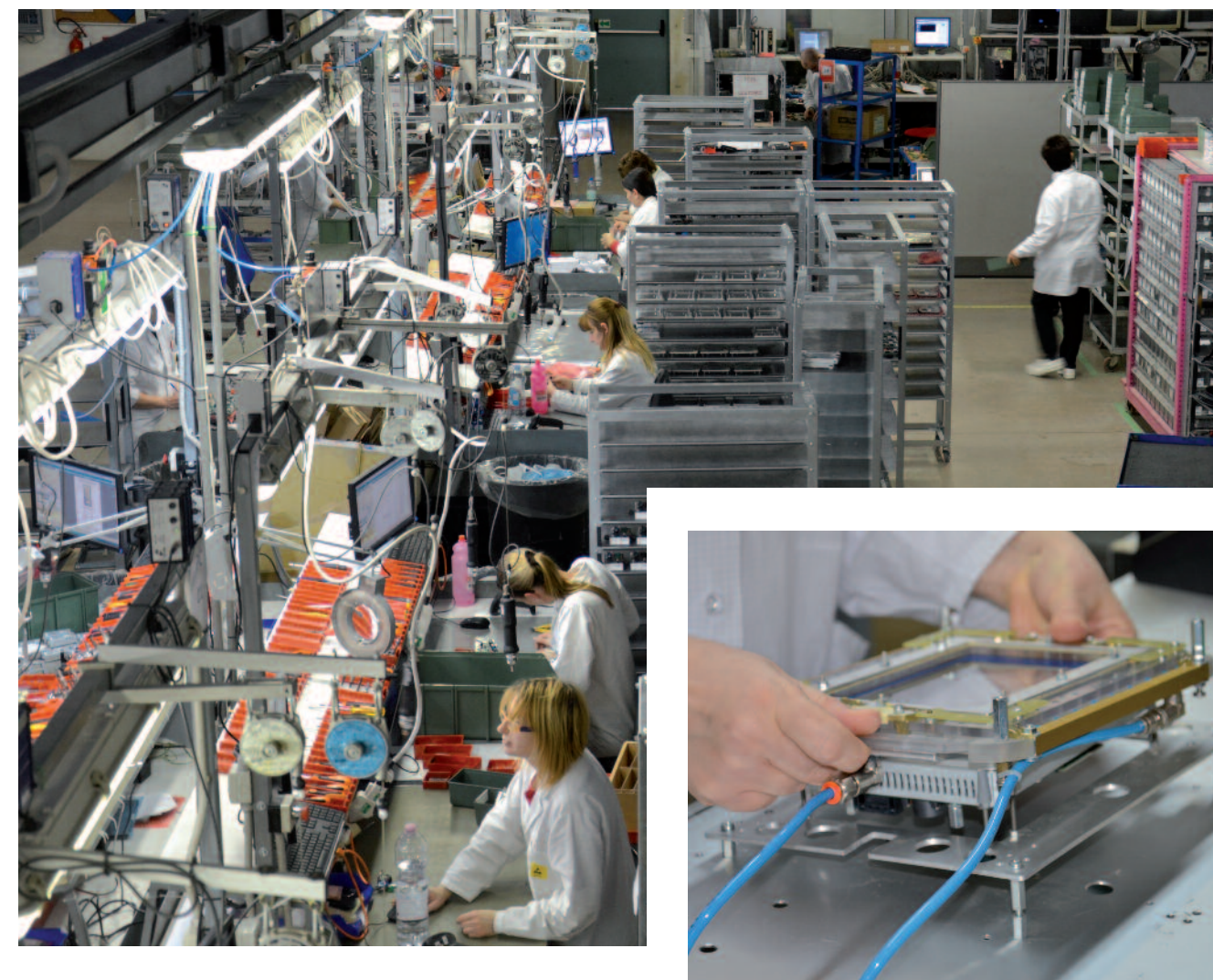


tions in a simple and intuitive way; it is part of our series of HMI UniOP. It is a powerful and versatile tool, designed to quickly create new applications even for the maintenance phase, so as to provide the final client with a made-to-measure tool for implementing solutions suitable for various application fields: from industry to domotics and the marine industry."

**Which are the strength points of this software?**  
 "Simple and immediate use, efficient programming, graphics based totally on SVG technology, with the complete object-oriented planning of the dynamic functionalities. Moreover, the new platform offers users the advanced possibilities of inspection and remote supervision with client-server architecture based on web technologies, which are compatible with smartphone devices and tablets. Furthermore, the ability to acquire, archive and share data in higher level structures makes JMobile an efficient tool for integration at the corporate level."

**What solutions does the UniOP family include?**  
 "It is currently available in over 100 different models and has a range of easily programmed HMI devices. This means it can completely adapt to different industrial equipment in the most varied application fields, as well as substantially reducing costs for the cre-

Giuseppe Pace, Ceo of Exor International in San Giovanni Lupatoto (Verona)



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ation of applications and for their maintenance. Added to this, there is the new generation of touch-screen products (series 500 in the glass versions that are resistive and capacitive), that provides a compact solution not only for man-machine interfacing but also for control."

**In which markets are you most successful?**  
 "Germany is certainly our top country (15% of our turnover), with the Netherlands in second place (14%) followed by the United States (13.5%). Generally speaking, we are organised abroad with exclusive local distributors and we have set up some compa-

nies in the main markets which, as well as distribution, also deal with a after-sales technical assistance service in the local language."

**Are you taking part in any exhibitions this year?**  
 "We are participating in the Arab Oil and Gas Exhibition in Dubai, as well as the world's largest building automation exhibition, Light & Building in Frankfurt. After that, we will be at Sps/Ipc/Drives, an exhibition that brings together international suppliers and producers of industrial automation, with two events in Parma (20th - 22nd May) and Nuremberg (25th - 27th November)." **VALERIO GERMANICO**