SECO is among the European leaders in the field of high technology and miniaturization of computers. Since 1979, the enterprise designs and manufactures a wide array of products, from Micro Computers to plug and play Integrated Systems. SECO’s products are employed across several industries, including: biomedical, wellness, industrial automation, and transportation.
MISSION

To be an enterprise at the forefront of technological innovation, capable to design and manufacture state-of-the-art, highly-integrated products and solutions as well as to provide a competitive edge to its customers.
As we approach the era of cyber-physical systems, the ever-growing adoption of digital technologies is defining a new scenario: the age of interconnected devices and Augmented Reality.

Also thanks to miniaturization, Micro Computers will be more and more adopted and used, interconnected through an internet network and with the Cloud. They will be able to make objects smart, enhancing the quality of life.

In this context, SECO, employing digital, cutting-edge technologies, aims at designing and manufacturing products and solutions that increase the value delivered to its customers through IoT objects increasingly interconnected and able to transfer value-added information (cloud services).
COMPANY VALUES

We base our work on passion and innovation. On the commitment and development of our skills. On the value of the human person, looking at diversity as a resource and making of respect, open-mindedness and participation the fundamental pillars of our enterprise.

We believe that accuracy and trust are at the cornerstone of any personal and professional relationship, that’s why we attach the greatest importance to the quality of our products, to the punctuality of our deliveries, and to the kindness of our customer care.

We lead our work with optimism and emotion, working hard, always. Determination is our engine, creativity our rudder, culture our starting point. And if there’s any trouble we don’t give up, but we tackle it until we solve it, with practicality, perseverance, balance and courage. We are strong thanks to our resilience. What keep us going is the curiosity for tomorrow, the thirst for exploration, the desire to provide our customers with the best.

Thanks to all of this, over time we’ve deserved an optimal reputation among our employees, technological reference partners, and customers.

For about 40 years we’ve been working with generosity to invent tomorrow.
To study the future in order to anticipate and intercept the needs of the customer

Human Resources and the enterprise’s capability to innovate are a value for SECO: a solid commitment to educate the technicians and engineers of tomorrow.

Partnerships with marquee Universities and Research Institutes, to foster Spin-Off and Start-up

UDOO is the first product by SECO Lab, dedicated to the world of makers.
Know-How
Made in Italy

**Design**
Extensive experience in Micro Computer design, both Hardware and Software-wise

**Manufacturing**
In-house manufacturing. Lean Manufacturing employed to reduce waste and accelerate the time to market

**Systems**
Design and integration of Micro Computers with video interfaces and mechanical design

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**Analysis & Design**
- FPGA design
- BIOS Engineering & Development
- Hardware Engineering & Development

**Software Development**
- Signal Integrity
- Drivers Engineering & Development
- BSP
- Firmware Development
- Validation & Verification
- Thermal Analysis

**Mechanical Engineering & Development**
APPLICATION DOMAINS

IIoT/M2M  IoT  Visual Computing  Energy

Transportation  Robotics  Avionics & drones  HMI

Domotics  POS/Vending/Digital Signage  Infotainment Systems  TELCO

Biomedical/Medical Devices  Surveillance  Industrial Automation  Fitness

SECO boards are embedded in many everyday objects around us...

Ultrasound  Electrical charging station  CAT

Among the customers: Barco, Cimbali, Evoca, Esaote, Haas, Instrumentation Laboratory, L3, System, Technogym, Vimar...
PRODUCT EXPERTISE

EMBEDDED SOLUTIONS

STANDARD PRODUCTS

MODULAR SOLUTIONS

Qseven®
COM Express™
SMARC
ETX®/XTX

SINGLE BOARD COMPUTERS

Embedded NUC™
Pico-ITX

SEMI-CUSTOM SOLUTIONS

CUSTOM CARRIER BOARDS + MODULAR SOLUTIONS

MODULAR HMI & BOXED SOLUTIONS

FULL-CUSTOM SOLUTIONS

END-TO-END “TAILORED” SOLUTIONS:

Full support from the concept development to the complete system solution
CUSTOMER-ORIENTED

**Purchase to Order**
- 8-12 WK.

**Make to Order**
- 4 WK.

**Assemble to Order**
- 1 WK.

**Make to Stock**
- 48 Hours

CUSTOMER ➔ SECO ➔ SUPPLIER

Customer Service Level
- Quality improvement through real-time feedback
- Pre&Post sales technical Support
- Lead Time Reduction
  - Incoming control
  - Process control
  - Outgoing control
  - Timeliness of delivery
- Flexibility
  - On-the-fly order variation
  - Small-volume
  - Product Mix

Customer Supplier

VENDOR MANAGEMENT INVENTORY

BUFFER STOCK

CONSIGNMENT STOCK

CALL OFF
RELIABLE PRODUCTS AND PROCESSES

PRODUCT DESIGN SUPPORT

- **MTBF** calculation
  - time between failures
- **Monitoring & Obsolescence Prediction**
  - Part plus & Silicon Expert
- **RoHS** certification
  - Part plus & Silicon Expert
- **DFMA**
  - design FMEA

PRODUCT VALIDATION & VERIFICATION SUPPORT

- **PFMA**
  - process MEA
- **FMEA**
  - Failure Mode and Effect Analysis
- **DFM & DFM**
  - Design for Manufacturing/Assembly
- **DFT**
  - Design for Testing

- **Signal integrity** simulations
- **Power integrity** simulations
- **EMC failure** analysis
- **SI/PI/EMC** measurements
- **Thermal** analysis

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**SECO’s environmental commitment**

- **Certified** UNI EN ISO 9001:2015
  - Quality management systems
- **UNI EN ISO 14001**
  - (in progress, waiting for the new plant)

**RoHS COMPLIANT**

- Responsible Sourcing

Compliance to IEC 61340
HISTORY MILESTONES

1979
- Foundation of SECO

1989
- Launch on the Italian market of the first SECO personal computer: SECO SYSTEM 210

1999
- Launch of the PC touch all-in-one Ellipse, selected for the SMAU Industrial Design Award

2008

2013 - 2018
- SECO, Congatec and MSC found the Queven® Consortium and the new standard for the embedded domain: Queven®

2018
- New Headquarters in Arezzo

2019
- Acquisition of Aidilab and Fannal Electronics

2020
- Acquisition of InHand Electronics

UDOO Maker Boards launched on Kickstarter
UDOO (2013)
- 4,172 backers
- $641,614

UDOO Neo (2015)
- 3,126 backers
- $268,415

UDOO X86 (2016)
- 4,245 backers
- $800,211

UDOO BOLT (2018)
- 1,447 backers
- $635,769

FONDO ITALIANO D’INVESTIMENTO
Fil Tech Growth Capital Increase
€ 10,000,000

UDOO (2013)
4.172 backers
$641,614
2018: Set-up of SECO’s new Headquarters building

INCOMING AND MANUFACTURING

All In-house PROCESS

PRODUCTION | INCOMING | KITTING | PCBA MANUFACTURING & SYSTEMS ASSEMBLY | TESTING | SHIPPING

Bangalore, India  | Arezzo, Italy  | Taipei, Taiwan  | Boston, USA  | Milan, Italy  | Frankfurt, Germany
SYSTEM INTEGRATION SERVICES

for the development of advanced HMI solutions

At SECO we understand that a project is more than just an embedded board, it includes screens, peripherals, an enclosure and more.

When our customers have special requirements, we have the ability to develop end-to-end custom solutions.
**BOARD OF DIRECTORS**

**Daniele Conti**  
President & Co-Founder

**Luciano Secciani**  
Executive Board Member & Co-Founder

**Claudio Catania**  
Board Member

**Massimo Mauri**  
CEO  
Executive Manager with extensive experience in M&A (IPO, International affairs, Private Equity, acquisitions, mergers). Ability to negotiate strategic partnerships.

**Luciano Lomarini**  
Board Member

Founding partner of SECO and PSM. He has been president of SECO for over 30 years. Under his leadership, the company has grown in terms of skills, human resources and turnover, which to date has exceeded 50 million euros.

Senior Partner of Fondo Italiano d’Investimento SGR Spa. Graduated in Electronic Engineering from the Politecnico of Milan with the highest honours, he holds a master’s degree in telecommunications and Information Technology at Cefriel (Politecnico di Milano) and a Masters in Business Administration from Insead (Fontainebleau).

Since 1983 he has been a chartered accountant. His studio deals with all-round business consulting for medium and large companies. In the course of the profession, he served as chairman and member of the Board of Statutory Auditors of numerous companies. He has held and holds positions as a member of the Board of Directors in several companies.

Founding partner of SECO and PSM. For over 30 years he has been president of PSM, the production unit that has achieved manufacturing success in Italy, against the lure of Asian outsourcing.
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THANKS

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