

Electronics and IT, the perfect match....

by Ivan De Stefano



Today, electronics and IT are sides of the same coin and they are more and more essential each another, sharing the tasks in which they are employed.

Our appliances, our car, the elevators we take, our home etc., they interact with us maintaining a high rate of security and, thanks to the harmony between electronics and IT, they have become increasingly smart and completely independent in managing the orders received by the man and the eventual anomalies that could happen. For these reasons, we inevitably lose our competences and we become unnecessary; the example is visible in some area around the world, where projects to replace the human beings with programmed robots in production and assistance environments have already been planned.

We focus on the most technical aspect of this topic, that surely offers research arguments also in the sociological field, with this interview; we are glad to ask some question to Mr. Ivan Magon, CEO of Vger s.r.l., whose headquarter is in Piedmont (Italy), specialized in electronical controls and supervision for elevators. Mr. Magon boasts an over 25 years expertise in the electronics sector and his company has an international vocation yet, with commissions in various part of the world. Mr. Magon will certainly help us to understand the following changes in this sector but also the new demands of the man for technology.

How has the electronics changed in these years?

This is a good question. Technology has evolved to satisfy the current requirements. Once, technology was mostly a production need, people created some instruments to improve the production and the product. After the enhance of the production processes, electronics evolved because the users have become more sophisticated and now we trust in technology to “fix” technology. In these years, we are participating in the fusion between electronics and IT, a science that is becoming operative because of the customer that demands smart devices, for instance the car who parks by itself, the washing machine who identifies the type of material and manages independently the suitable program and we inevitably lose our competences because we empower more and more the electronics.



Your company boasts professionals with over 25 years of expertise in the field of electronic monitoring for elevators, what are the products and the services mostly required by international customers?

The most required products are those “specials”, for instance multiplex systems with traffic sorting and/or monitoring of the sy-



stem, confidential floors with direct access to the apartment, anti-seismic operations with lock system and alarm in case of seismic wave, also operations dedicated to the firemen interventions, where only them could use the elevator, if they believe it is suitable. Always more frequent are the interventions to solve malfunctions on systems built by other companies, sometimes even the multinational companies call us. Unfortunately, in this sector too, the technical skills have been lost and often, when someone calls for our intervention the system has been broken for many days and we have only a few hours to fix it.

What are the most difficult needs of your customers that you could face?

For economic interests and reasons of time, our customers ask us to adapt our circuit board to the existing structures, without changing the controllers; this action is not so easy, because, sometimes, to adapt a product we need to rewrite a part of the software. We have realized that most of the elevators' commands produced by the competitors are a sort of “closed” package, with many limitations.



The Italian Know-How in electronics is always more required from international markets, how do you present your company compared to the other new partners?

With our project of Know How Transfer, we are determined to supply a product with a simple but effective technology, able to satisfy the main part of the market needs. As a result, we make clear the idea of how the system really works, at the same time thanks to the simplicity we explain to our partner how to get more skills to face difficult products and systems, also through the field training. Inasmuch we are turned towards foreign markets, it will be precisely our partner that will help us to develop the suitable product for his market. This creates a positive feedback of knowledge.



Could you present us the Vger new projects for the 2018?

I draw on the first question, we have thought to develop a new product with “predictive maintenance” and, if possible, that specifies the area of intervention. In 2018, we will present a new circuit board specific for elevators that, if connected to the Internet, it will supply information about the conditions of the system; beyond this skill, it will be able to communicate with different devices for the activation of the engine, with the purpose to facilitate the finding of the spare parts. Always in 2018, Vger will be protagonist of a new start up in the field of interconnected technologies, with a special consideration for renewable energies sources, such as the wind and the solar power.

