PARTNERSHIP

License to grow business

Kafkas – Athens, Greece

How Schneider Electric is helping a leading Greek panel builder expand its operations through licensing.

Taking partnership to the next level

Greek retailer and panel builder Kafkas is always looking for ways to grow. Founded in 1975, it has expanded from one store to 67 currently. In 2006, after an acquisition, Kafkas established a low voltage panel building operation. A few years later, in 2014, the company was ready to expand into medium voltage panels and was looking for reliable partners to succeed. They reached out to Schneider Electric and acquired a license to manufacture the SM6 range of MV switchboards.

"Some companies wanted to sell us just the bare components needed for assembly, others were offering non-tested solutions with unknown specifications. SM6 switchboards are a complete solution that is easy to install and guarantees high reliability," says Stratos Papaioannou, Panel Building Units Manager at Kafkas.

The SM6 switchgear was already known on the local market, which made the choice of the partner easier. Nowadays, Kafkas manufactures some 120 MV switchboards a year gaining a foothold in the sector and growing its business with new, critical projects.

Partnership with added value

While for some, panel building may seem just putting ready-made components into a cabinet according to instructions, the reality couldn't be further from the truth. As with most projects, the customer requirements can change daily, and deadlines are short. That's why Kafkas' partnership with Schneider Electric goes beyond just licensing SM6 switchgear.

"With the use of the digital tools provided by Schneider Electric we save time throughout the project, from design and product selection up to quotation and manufacturing of the product," says Papaioannou.

As a licensed Schneider Electric panel builder, Kafkas has access to trainings, resources on trends and changes in global standards and specifications. It can also take advantage of platforms that can help the company grow.

"One additional layer of Schneider Electric support is providing us with access to the mySchneider Panel Builder Partner Portal and Schneider Electric Exchange. Through these communities we can exchange ideas and solutions with panel builders from all around the world," explains Papaioannou.

Goal

Kafkas wanted to expand its panel-building operations into the medium voltage segment.

Story

The company was looking for a trusted partner with a product well-known on the Greek market and overarching support.

Solution

Partnering with Schneider Electric and acquiring license to produce SM6 switchgear at one of Kafkas' plants.

Results

With Schneider Electric's experience and state-of-the-art solutions, the company was able to grow.

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Bright outlook

The future looks ambitious for Kafkas. The company has recently opened its first retail store outside of Greece (in Cyprus) and is starting to take on large industrial projects such as for the marine industry or electric utilities. And it can count on Schneider's support along the way.

"Our strategic partnership with Schneider Electric allows us to differentiate from the competition, to participate in highly demanding projects and to develop the knowledge and skills of our personnel," says Papaioannou.

"With its quality, innovation, and the philosophy of EcoStruxure, Schneider Electric is a reliable partner that can support the further development of our company and the industry."

Stratos Papaioannou,
Panel Building Units Manager,
Kafkas

Ingredients of this successful partnership

Schneider Electric
Exchange

Schneider Electric
Partner Portal

EcoStruxure
Power Build
- Medium Voltage

Set Series
SM6 Switchgear

Prisma LV
switchboards

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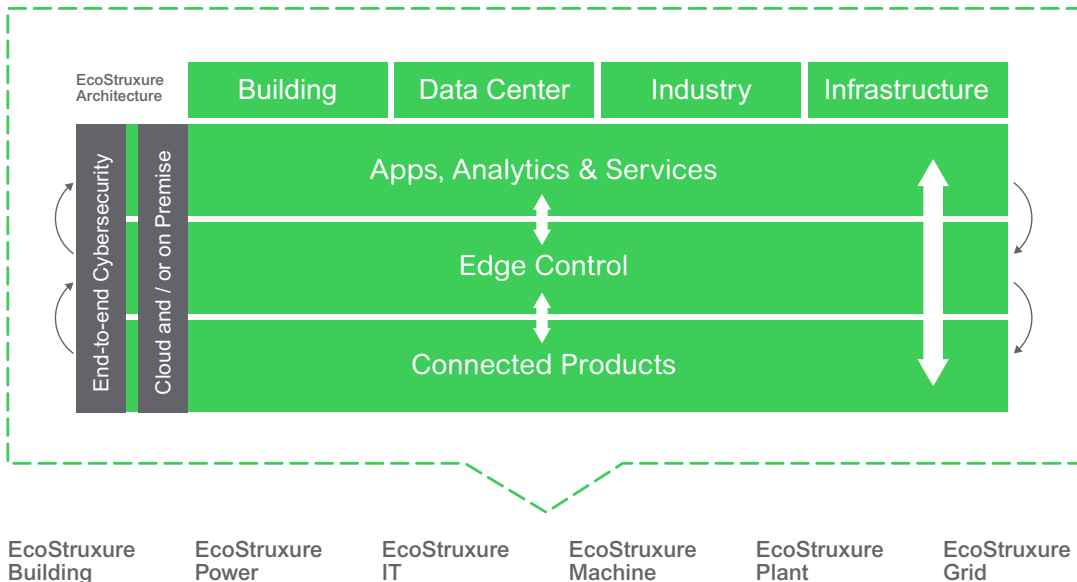
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EcoStruxure delivers enhanced value around safety, reliability, efficiency, sustainability, and connectivity for our customers.

EcoStruxure leverages advancements in IoT, mobility, sensing, cloud, analytics, and cybersecurity to deliver Innovation at Every Level including Connected Products, Edge Control, and Apps, Analytics & Services. EcoStruxure has been deployed in 480,000+ sites, with the support of 20,000+ system integrators and developers, connecting over 1.6 million assets under management through 40+ digital services.

One EcoStruxure architecture, serving 4 End Markets with 6 Domains of Expertise

EcoStruxure Architecture	Building	Data Center	Industry	Infrastructure
End-to-end Cybersecurity / Cloud and / or on Premise	Apps, Analytics & Services			
	Edge Control			
	Connected Products			

EcoStruxure Building	EcoStruxure Power	EcoStruxure IT	EcoStruxure Machine	EcoStruxure Plant	EcoStruxure Grid

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Apps, Analytics & Services

Interoperability is imperative to supporting the diverse hardware and systems in building, data center, industry, and grid environments. EcoStruxure enables a breadth of agnostic Applications, Analytics, & Services for seamless enterprise integration.

Find out more about EcoStruxure

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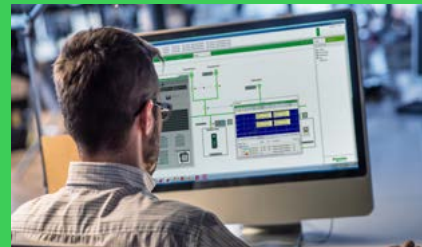
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