



(right) : Mr. David Ong, Managing Director of Excel Marco, shaking hands with Mr. Jacky Chan, General Manager of A&D Singapore.

## Excel Marco and Siemens A&D Singapore sign Industrial Partnership Agreement

The local market in Singapore is looking for solution partners who understand the specific needs of the industry and are able to offer the latest innovations from Siemens A&D division.

Siemens has started a partner initiative to recommend highly qualified solution partners specialized by industry segments or by application know-how to its customer base.

A&D Singapore and Excel Marco Industrial System Pte Ltd. have formed an industrial partnership to serve a niche market in which there is demand for high quality and complex process automation solutions. Excel Marco is the first selected partner who was able to fulfil Siemens A&D's comprehensive selection criteria.

Said Mr Dieter Broeckl, Deputy GM of A&D: "Excel Marco is a local system integrator who has worked with Siemens. Excel Marco invested at the right time, into the right people, into a booming market segment with our comprehensive system offerings. Today, Excel Marco is able to offer a unique spectrum of process automation solutions for the offshore O&G industry by taking full advantage of the latest Siemens system developments such as SIMATIC PCS 7".

"I am convinced that this partnership will be beneficial to Excel Marco, its customers as well as Siemens A&D.

"We also expect to see more solution partners since Excel Marco specializes in process automation solutions for the offshore oil and gas industry.

"Our objective is to cover all relevant industry segments with committed solution partners whom we can confidently recommend to our local and international operating customers.

Mr David Ong, Managing Director of Excel Marco, added: "We are proud to be the first Siemens A&D partner under this industry initiative. This partnership is reinforced by continuous dialogue, quarterly reviews, upfront information and special marketing events to ensure that strong bilateral ties.

"We are already reaping the benefits of being a Siemens A&D partner as we are now involved in more international project inquires than before. This partnership can strengthen and hasten Excel Marco's position as a globally recognized solution provider.