

Astim

FOR A SAFER WORLD

Company Profile



ASTIM.IT

About us

Protecting critical assets is essential to public health and safety, economic vitality and national security. Headquartered in Ravenna, Italy, we develop products, systems, services and integrated solutions with high-technology level to meet Governments, Institutions, Armed Forces, Citizens and Communities' needs in the field of defense, protection and security of any scenario of intervention: in air, sea, land and in the cyberspace.

A long history started 10 years ago and that led us to be a leader in the development of complex and high-tech systems for civil and military applications, where high operational capabilities are required.

We believe that **people** are **our most important asset**, so we have created an international staff, attentive to worldwide customers needs and able to assist them by specific technical expertise and an important set of soft skills.

Mission & Vision

"Our technology for your security and your freedom".

These words summarize the essence of our company's activities, which is based on skills constantly developed, updated and increased thanks to our extensive experience in projects with high added value level in a very complex and rapidly changing global market.

We believe firmly in values as Security and Freedom, fundamental rights for the individual and communities, and works hard to preserve them as a precondition for the economic and social collective progress.

Our values

We are a **reliable** partner, able to respect the commitments made and to manage the resources and the information of our customers and collaborators in total **security** and **confidentiality**; at the same time with correct and transparent policy, by an open and timely communication.

For us, the **multiculturalism** and the **respect for diversity** are one of our strengths. The '**Man**' is the fulcrum and the ultimate goal of our mission, always focused to the achievement of the customer's satisfaction.

Furthermore, our company is strongly **rooted to the territory** in which it was borned, operates and on which research a continuous synergies with suppliers and partners, as well as carrying out activities for the **young generations** through the local educational institutions to contribute to their human and professional growth, creating a civic conscience, marked by the respect for others, for the institutions and for the environment that surrounds us.

In this regard, we are currently engaged in the drafting of an ethical code that defines the values that the company recognizes, accepts and shares at all levels, in the performance of its business: principles and provisions that frame the general obligations for their employees, inside and outside the workplace, and according to which the collaborative relationships that we have with our partners are based. In this sense, we pay a particular attention to the management and the conscious use of resources, to the environmental sustainability, to the health and training of our employees and collaborators, to the quality (of products and processes) and to the transparency towards stakeholders.

Capabilities

Our continuous investments in training activities and in programs to keep the technological excellence of our products at the highest levels allows us to have an extensive know-how, ranging from systems to operational procedures in all markets in which we operate. Every day, we use our capabilities in the following areas and technical departments:

Engineering

- Systems engineering. Requirement analysis and system design
- Risk analysis, operative procedures analysis and on-site audits
- Mechanical systems design (3D CAD, CAE, Rapid Prototyping)
- Automation and advanced control systems design
- Integration and management of motor, motion control card, gyro, IMU and AHRS sensors
- Embedded and real time software development
- Integration and management of VHF, UHF, WiFi, WiMax, LTE, MIMO, SAT communication systems
- Integration and management of copper or fiber optic networking systems
- Integration and management of sonar and radar devices
- Integration and management of IR, TV, laser LRF, laser pointer, laser illuminator payload and core
- Real-time emulation/simulation systems
- Design analysis and dynamic simulation
- System verification and validation (V&V): qualification tests, sea or land trials



Specific software skills and constantly developed software

- Command & control system
- Embedded and realtime computing
- Motion control and robotics
- Simulation environment
- Signal and image processing, computer vision
- Augmented reality (AR) and virtual reality (VR)
- Encryption algorithms for video encoding, video and data recording and for data transmissions
- Algorithms for radar and sonar images analysis
- Graphical user interface (GUI) based on Linux, Android, LynxOs and Windows
- Geographical Information Systems (GIS) for naval, land and airborne applications

Manufacturing

- Digitalized management of production cycles
- Digitalized management of work progresses
- Integrated to MRP/ERP company systems
- Laboratory for software developing and testing
- Laboratory for electronic and electro-optic assembly and testing
- Electrical workshop
- 3D printing
- Mechanical&Electronic systems integration
- Acceptance Testing

Research and Development

For us, the human factor is very important: talent, meritocracy and soft skills must be recognized and valued. Equally fundamental is product and process innovation.

It is in this sense in which should be interpreted our interest to the collaboration with **University** and **Research Centers**, able to increase the know-how of our company.

In the same way should be read also our constantly vocation for the **continuous improvement**. We invest about **10% of our turnover** every year in an intense and continuous **R&D program**.

Business Units

We work in different markets through four distinct business units; each one of them relies on specialized technical expertise for the design, the development hardware/software and the integration of advanced equipment with a very high operational performance:

Defense

Thanks to a long experience in sensors integration and in the development of systems able of re-presenting the operative scenario, today we design and develop surveillance and defense systems for military installations, command and control systems and mission systems for special or armored vehicles, helicopters, surveillance airplanes, drones, combat boats, SAR/Patrol vessels, landing boats, amphibious vehicles, unmanned boats, vehicles for VIP protection, emergency vehicles and for the management of major emergencies.

Security

We have been working in the security market for long time, developing high-tech systems usable in various scenarios. In today's world, the ability to manage through powerful and easy to use integrated systems in both security and safety operations can be a greatest asset. We invest in the development of these systems and work closely with our customers to identify the most modern and efficient technologies, able to meet their requirements and standard.

Naval

With a long experience in the naval market, we are constantly involved in important innovation activities, developing advanced solutions to support the ship's crew, and in particularly the officers, in the most complex operational activities. The proposed solutions, realized with our proprietary technologies or integrating third-party systems, give added values of essential importance for commercial and international customers thanks to innovative and diversified technologies and solutions.

Industry

Thanks to an organized company structure, focused on customer needs, ready to find innovative solutions, able to adopt the best technologies and able to create industrial and civil (building automation) software and automation systems with the highest standards, we provide our solutions to the industrial market from over 10 years. Our long experience has been developed in rubber and plastics, Oil & Gas, marine, packaging, facility management, food and beverage industries.

Products and solutions

We develop advanced products and systems able to operate into the most complex scenarios of the markets in which we operate. Many of the turnkey solutions we supply are based on our **proprietary THERMONAV® technology**, a high-tech booster able to manage the most complex civil and military technologies. The ability to design and supply medium and large systems with cutting-edge technologies allows us to introduce improvements in manufacturing, process and transformation industry market.



SeaGuardian®

We are leader in the development of naval and land mission systems, small combat management systems (CMS) for littoral or oceanic vessels or unconventional surface/underwater vehicles typically used by special operations forces (SOF). We cooperate in the development of surveillance sensors and have a long experience in electro-optical, radar and sonar sensors and systems. Our solutions allow the management of sensors, weapons, deployed assets and provide a clear and crisp tactical representation. We develop command and control systems for the monitoring of vessels traffic, oil spill detection, ship protection against pirates and terrorist threat and for the surveillance of coastal and offshore infrastructures and installations.

DEVS

We develop emergencies management systems and driver's enhanced vision systems with specific functions for augmented situation awareness and for planning and debriefing of complex emergency operations such as incidents, terrorist attacks, hijackings or other major emergencies in airports or railway stations carried out by firefighters, police or swat teams.



Silent Shadow

We produce complete solutions for the planning and management of escort services, able to manage transfers and all operational contexts, in indoors or outdoors situations, that aim to keep the V.I.P. in completely safe condition.



Factory Manager

We design and supply high technology automation systems for rubber and compounds, food and beverage, Oil & Gas and packaging industry and for the facility management. Our MMS systems for the normal maintenance and predictive/proactive maintenance management, with a complete monitoring of the factory by vibration analysis and thermographic analysis, are able to detect in advance failures and problems. We develop complex PLM and MES software systems for product lifecycle management, production execution management, product traceability and the integration with corporate MRP/ERP systems.

Sailing Manager

By integration between industrial automation and naval skills, we design and supply integrated systems for the naval automation, remote monitoring and control of on-board equipment and engine room for civil and military vessels.



TALON

Our systems are designed for unconventional vehicles used during infiltration, exfiltration and typical operations managed by SOF (Special Operations Forces) teams. Our solutions sharing near real time tactical and operational scenarios, manage sensors and delivered unmanned assets and increase operational capabilities of the teams involved in the operations.



HiProDOME

We supply command and control centers for the protection and surveillance of borders and strategic, coastal or terrestrial infrastructures. The integrated and interoperable control centers are able to coordinate and manage sensors, vehicles and aircraft, creating a security dome for the infrastructure or the assets that you want protect, sharing with all operators an increased situation awareness of the scenario and the management of effective actuators for non-lethal reactions.

Services

Today, thanks to our attention to customer's need, combined with the professionalism and dynamism of our services, A.ST.I.M. offers to its partners the best solutions, confirming itself as a landmark in every area of expertise.

In order to maintain the optimal operability of all his systems and to ensure the best performance; at the completion of all supplied systems are provided before-sales and after-sales services.

Before-sales

Risk analysis, operative procedures analysis and on-site audits We are able to support our customers in analyzing the risks relating to security, through our certified technicians, analyzing the operational procedures used and performing on-site audits.

Training

We have developed a training program based into different certification levels, both for operators or maintenance staff and for instructors. With over **300 THERMONAV® certifications** issued to both military and civil operators, we are committed to maintaining high levels of systems effectiveness and ensuring very high operational performance.

Evolutionary support and technical support (remote and on-site)

Each order is completed with a specific study to ensure a long product life cycle, thus maximizing customer investments; we have create a web based 24/7 services center, with operators ready to replay to every questions, and able to supply online solutions, distribute software updates or planning on-site services.

Logistic support

We are able to supply logistic support services, focused to satisfy all availability and operational readiness customers requirements with low life cycle costs, and keeping for long time the system performances.

Certifications

We work in first position for environments protection and respect, so we have adopted an **environmental management system** that meets all international **ISO 14001:2015** standards. Every phase of our activities observes scrupulously criteria aimed to preserve the planet's resources in order to have a true sustainable development.

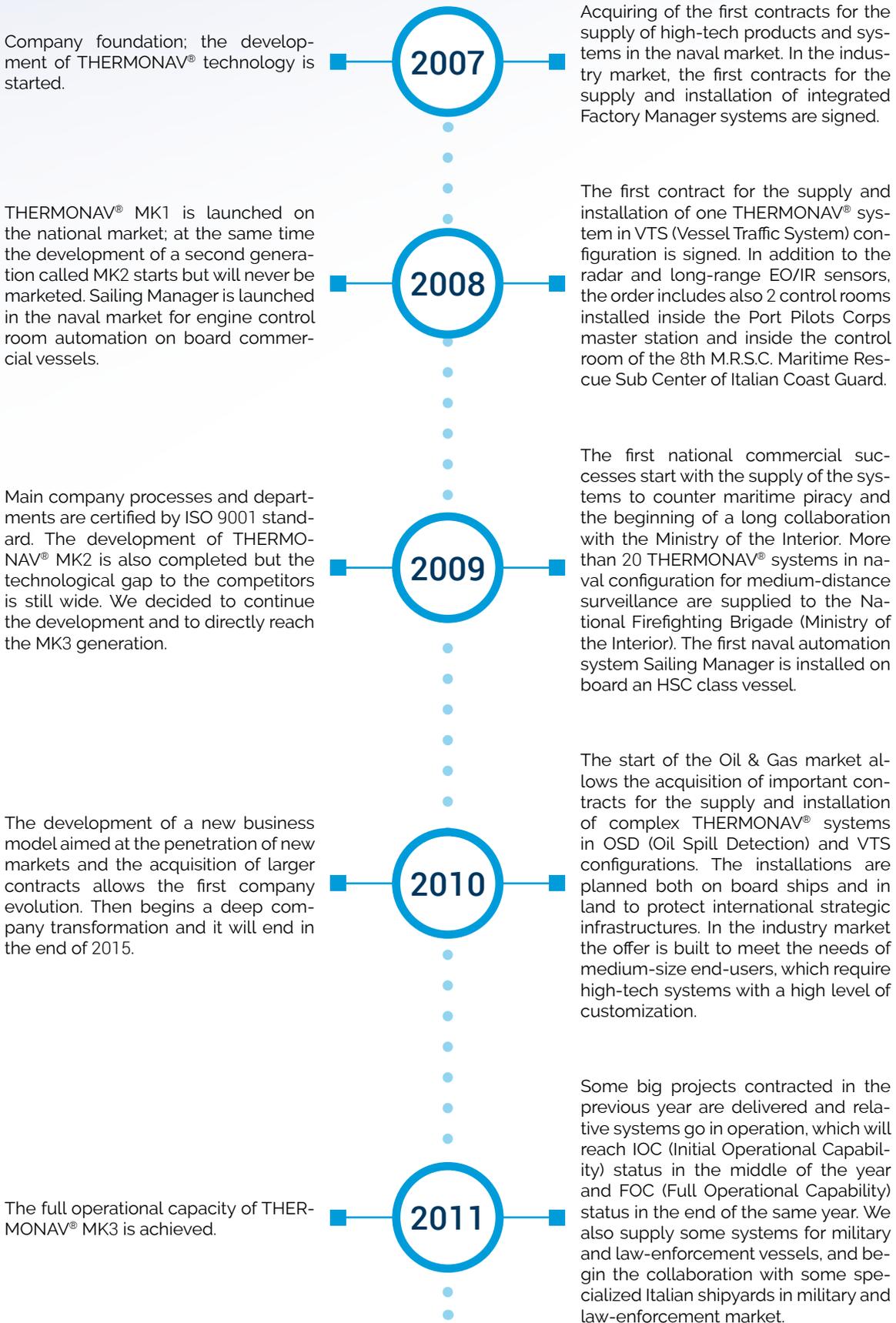
In terms of quality, we have made our procedures based on the **ISO 9001:2015**, in particular way for research and development, design, manufacture, maintenance and repair activities in relation to: computer systems, telecommunications systems, software applications and integrated systems for civil, industrial, naval, airport and military application; and in high technology integrated systems production for land, naval and aviation defense; civil and military control systems; tracking systems and emergency management for civil, military and prompt intervention application, as well as their subsystems, equipment, and devices as a direct installer or as a general contractor of the above mentioned systems, including all needed accessory operations; education and training on all systems and products; and trade applied to the activities mentioned above; management of general contracting activities for public procurement works and services. All our company processes involved are also compliant with **NATO Quality Assurance Requirements for Design, Development and Production**: AQAP 2105, 2110, 2210.

In order to ensure a highest technical level to all our customers our installations services are qualified by **SOA certifications**, in OS19, OS5 and OS30 categories (related to telecommunication network systems and data transmission, pneumatic, anti-intrusion and radiotelephonic, televisual, electric and telephonic internal equipment).



Our history

From the beginning we have set our focus of achieving important technological and commercial goals. These are just some examples of the commercial successes, the technological achievements and the steps that described our history. A history of growth, listening to our customers, important investments and continuous pursuit of excellence in all company departments; adapting our products, our offer and our business model to the market.



The company structure and skills increase. To the maritime know-how the terrestrial skills are added. The development of the DEVS airport emergencies management system based on THERMONAV® MK3 technology is launched.

2012

The number of governative customers increases and the first supplies to the Italian Navy begin. The first THERMONAV® MK3 system is also supplied in SAR configuration to the Italian Coast Guard for the Supply Vessel CP 920 Bruno Gregoretti, and are supplied the first two THERMONAV® MK3 systems in DEVS configuration to the National Firefighting Brigade for the airports of Palermo and Rome Fiumicino.

The development of THERMONAV® MK3 technology goes on.

2013

Further contracts are acquired for the supply and installation of THERMONAV® MK3 systems in OSD naval configuration and in DEVS configuration, confirming a leading position in both markets. Contracts are also signed for the technological upgrading of some medium-sized Factory Manager plants.

The first solid-state radar systems are integrated into THERMONAV® MK3.

2014

The first supplies to the 9th Parachute Assault Regiment "Col. Moschin" (Italian Army) begin. New contracts are signed for the supply of THERMONAV® MK3 systems in SAR configuration to the Italian Coast Guard and in DEVS configuration to the National Firefighting Brigade.

The company transformation started during 2010 is finished. All company departments are transferred to a new Operating building. All company processes are ISO 14001 certified and we receive OS 5, OS 19 and OS 30 SOA certifications for the execution of installation works for public administrations.

2015

An important contract for the supply of THERMONAV® MK3 systems in DEVS configuration for all the major Italian airports is signed with the Ministry of the Interior - Emergency Department of the National Firefighting Brigade Corps in the end of international tender.

THERMONAV® technology is the state-of-the-art and some products are commercially renamed, as the focus has now moved to international markets. Thus began the process of internationalization of the company within the EMEA market.

2016

New contracts are signed for the supply and installation of the new SeaGuardian® systems (THERMONAV® powered) for both the Italian and foreign countries. Several contracts are also signed for the upgrade and expansion of some THERMONAV® systems to the new SeaGuardian®. Qualification tests for the Silent Shadow mission system begin in collaboration with an important customer.

The development of the new THERMONAV® MK4 generation is started, which will enhance the operational capabilities of the SeaGuardian® and HiProDOME products. The company's manufacturing processes are modified in accordance to the AQAP military standards.

2017

New important contracts are signed for the supply and installation of SeaGuardian® systems for the Italian Coast Guard and the Italian Navy. An important contract is also signed for the development of an innovative Factory Manager system with PLM and MES capabilities.

Within the MK4 generation development program, begins the development of CMS (Combat Management System) capabilities for SeaGuardian® systems.

2018

References



UNIVERSITÀ
degli STUDI
di CATANIA



ecotaras



Dibris



UNIVERSITÀ
DEGLI STUDI
DI GENOVA





MEMBER OF:



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