

secom

here comes the light

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Certificado del Sistema de Gestión de la Calidad



ER-0041/2006

AENOR, Asociación Española de Normalización y Certificación, certifica que la organización

SECOM ILUMINACIÓN, S.L.

dispone de un sistema de gestión de la calidad conforme con la Norma UNE-EN ISO 9001:2008

para las actividades: Diseño, producción y comercialización de luminarias de fluorescencia y de tecnología LED.

que se realizan en: PI LA ESTRELLA, CLJ MARTE, S/N. 30500 - MOLINA DE SEGURA (MURCIA)

Fecha de primera emisión: 2006-01-18
Fecha de última emisión: 2015-01-18
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AENOR Asociación Española de Normalización y Certificación

Avelino BRITO MARQUINA
Director General de AENOR

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Certificado del Sistema de Gestión Ambiental



GA-2015/0194

AENOR, Asociación Española de Normalización y Certificación, certifica que la organización

SECOM ILUMINACIÓN, S.L.

dispone de un sistema de gestión ambiental conforme con la norma ISO 14001:2004

para las actividades: Producción y comercialización de luminarias de fluorescencia y de TECNOLOGÍA LED.

que se realizan en: PI LA ESTRELLA, CLJ MARTE, S/N. 30500 - MOLINA DE SEGURA (MURCIA)

Fecha de primera emisión: 2015-09-30
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01.



SECOM IS A SPANISH COMPANY THAT DESIGN, MANUFACTURE AND MARKET PROFESSIONAL, COMMERCIAL AND TECHNICAL LIGHTING SYSTEMS.

The company was founded in 1989, its main headquarters are in Murcia, a region located in the southeast of Spain.

More than 100 people work in the central office, at their side they have a huge commercial network all over the world, working in set to achieve a common goal.

SECOM has become a company strong and solid, which has been growing, despite the years of crisis, reaching a turnover of 25 million euros in 2016 and exporting to more than 35 countries in the world.

From the beginning, the main objective is the manufacture of high quality lighting, with special attention to the lighting regulations, and trying to make assembly and maintenance work easy and economical.

Year after year, SECOM has managed to improve its processes of production control and quality, offering customers a wide range of quality products with competitive prices.

These efforts have contributed to the success of SECOM nationally and internationally, offering lighting solutions to customers world-wide.

DYNAMIC AND PROACTIVE

Secom is a company with a continuous development of new products, and a quick adaptation to the market.

Excellent quality / price ratio: high quality lighting and design, at competitive prices.

An efficient and fast service in sales and after sales, always carried out by highly qualified personnel.

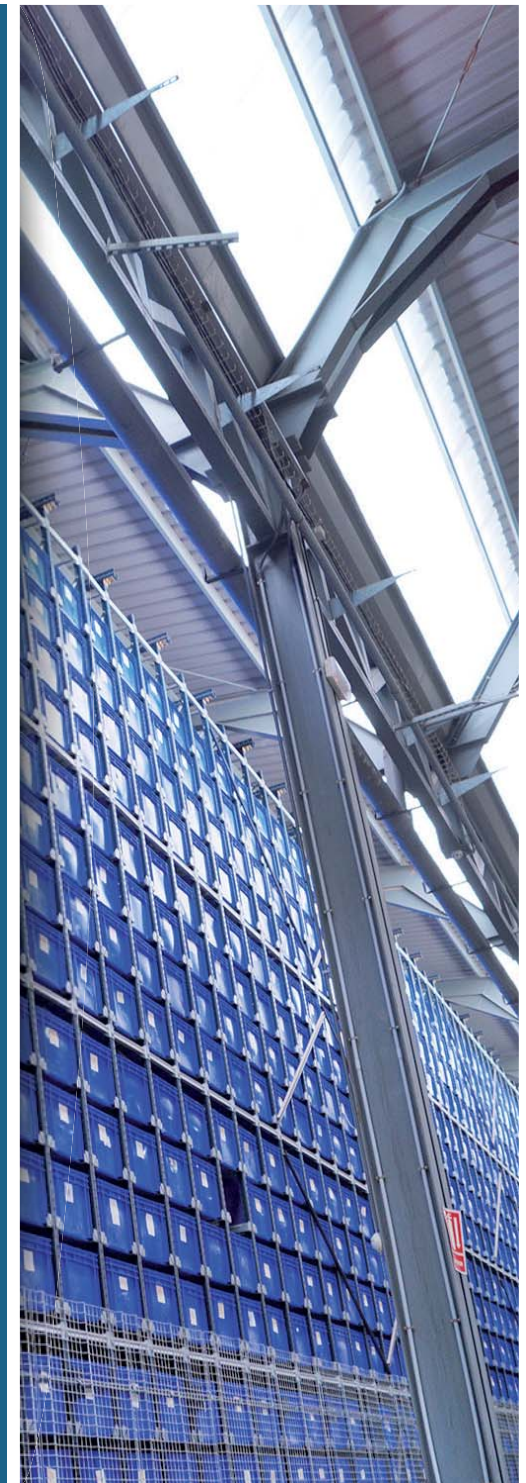
After-sales service: technical assistance for all lighting projects designed with SECOM products.

Compliance with quality regulations: UNE-EN-ISO 60.598 and ISO 9001 certificates.

In addition, SECOM conducts studies from its luminaries in its own and external laboratories. Investment in I & D and sustainability: we encourage competition through technological innovation with respect for the environment.

SECOM IS A COMPANY IN CONTINUOUS GROWTH, WITH AN ANNUAL INCREASE OF 20%.

It has its own commercial network in Spain and abroad, highlighting the creation in recent years of the delegations in Portugal, U.K., U.A.E.



GROWTH

SECOM inaugurated in early 2015 the expansion of its facilities in its headquarters, located in the municipal area "Molina de Segura" in the province of Murcia, this expansion was due to the need for space for the process of robotization started in 2016 and with development until 2018.

Currently our facilities comprise more than 14,500 m², which demonstrates our growth and the firm commitment to offer a better service to our customers. The company is committed to new technologies, based on research and business development, and in-depth studies of each product.

SECOM in the last 7 years, has changed its mentality, with a new business model adapted to the current market and new LED products that are designed and manufactured by ourselves: innovative, higher quality and more exportable.

We also have new and modern diffusion tools of the SECOM brand: catalogs, brochures, marketing material, visits to our factory, expansion of the commercial network, new website, presence in social networks ...

EXPORT: Currently, the main objective is to promote our international presence and consolidate our distribution network throughout the world.

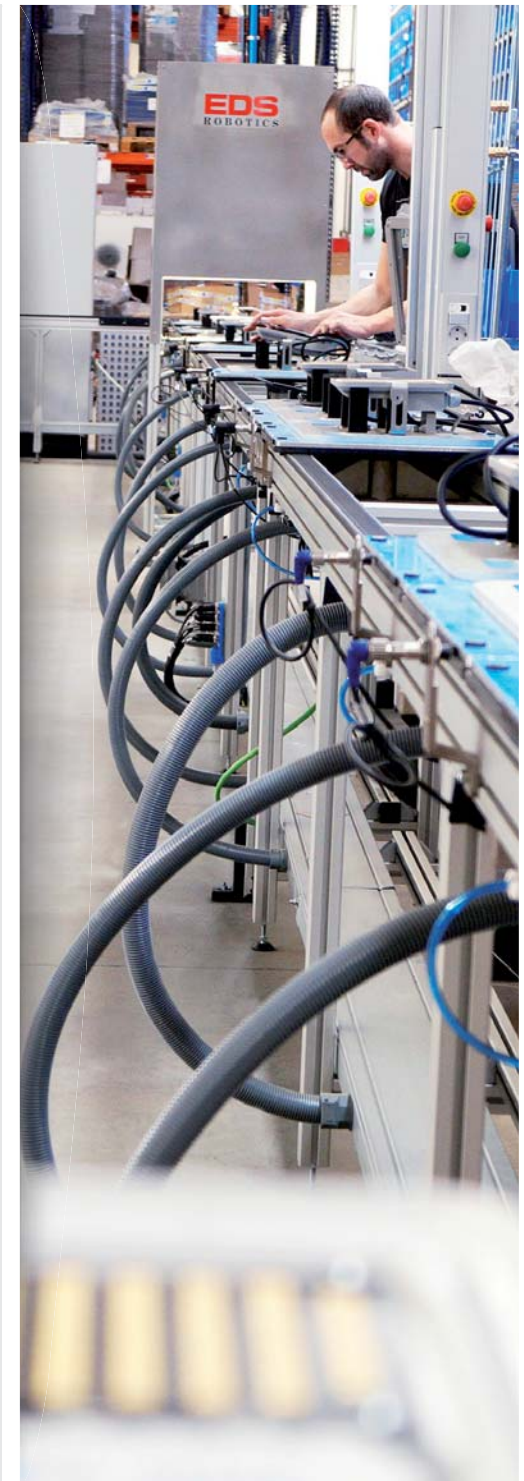
The SECOM brand is currently known throughout Europe, North Africa, the Middle East, Oceania and Latin America.

PUBLIC LIGHTING: One of our most important markets, where we have dedicated more resources and where we have developed the most.

LOGISTICS: Project to create logistics warehouses in strategic areas of the world:

MEDIUM TERM: France, United Kingdom.

LONG TERM: South America, Middle East ...



03.

FAIRS AND STANDS

SECOM usually goes to the most important fairs in Spain and the world; highlighting the Light & Building Fair in Frankfurt (world leader in lighting and electronics fair held every 2 years) as well as many others of global importance as Euro luce in Milan or Light & Building Middle East.



EXPORT DEPARTMENT

SECOM has an important commercial network throughout the world. Although Spain continues to be the main market, with a strong commercial network, Secom has exponentially increased its global commercial network.

Outside our borders, Portugal, France were the first countries in which commercial networks were established that currently extend to 35 countries around the world, achieving excellent market shares.

SECOM has been committed to foreign markets since the beginning, and currently exports to more than 35 countries; where they stand out: Europe, the Middle East and South American markets; as well as reaching new potential markets such as Africa or Australia.

The Chamber of Commerce recognized the success of SECOM and awarded SECOM with the "Mercury Exportation" prize in 2008. On the other hand, the Prince and Princess of Asturias (now Spain's kings) had also awarded the 2005 National Prize to "The most Young" in the CEAJE ninth edition.

Currently, SECOM's annual turnover reaches approximately 25 million euros. At the moment, exports represent 40% of the company's turnover and are growing year after year. So the logical evolution of the company is towards export.



MAIN COUNTRIES WHERE **SECOM** EXPORT

America

- Mexico
- Guatemala
- Dominican Republic
- Cuba
- Colombia
- Peru
- Chile
- Panama

Europe

- | | | |
|----------------|----------------|---------|
| Spain | Belgium | Poland |
| France | Netherlands | Sweden |
| Portugal | Switzerland | Malt |
| Andorra | Croatia | Romania |
| Germany | Slovenia | Finland |
| Italy | Austria | Norway |
| Ireland | Czech Republic | Hungary |
| United Kingdom | Denmark | Latvia |

america

europa

africa

asia

oceania

Africa

- Morocco
- Algeria
- Egypt
- Senegal
- Tunisia
- Angola

Asia

- Lebanon
- Israel
- Palestine
- Jordan
- Saudi Arabia
- Qatar
- UAE
- Oman
- Bahrain
- Kuwait

Oceania

- Australia

05.

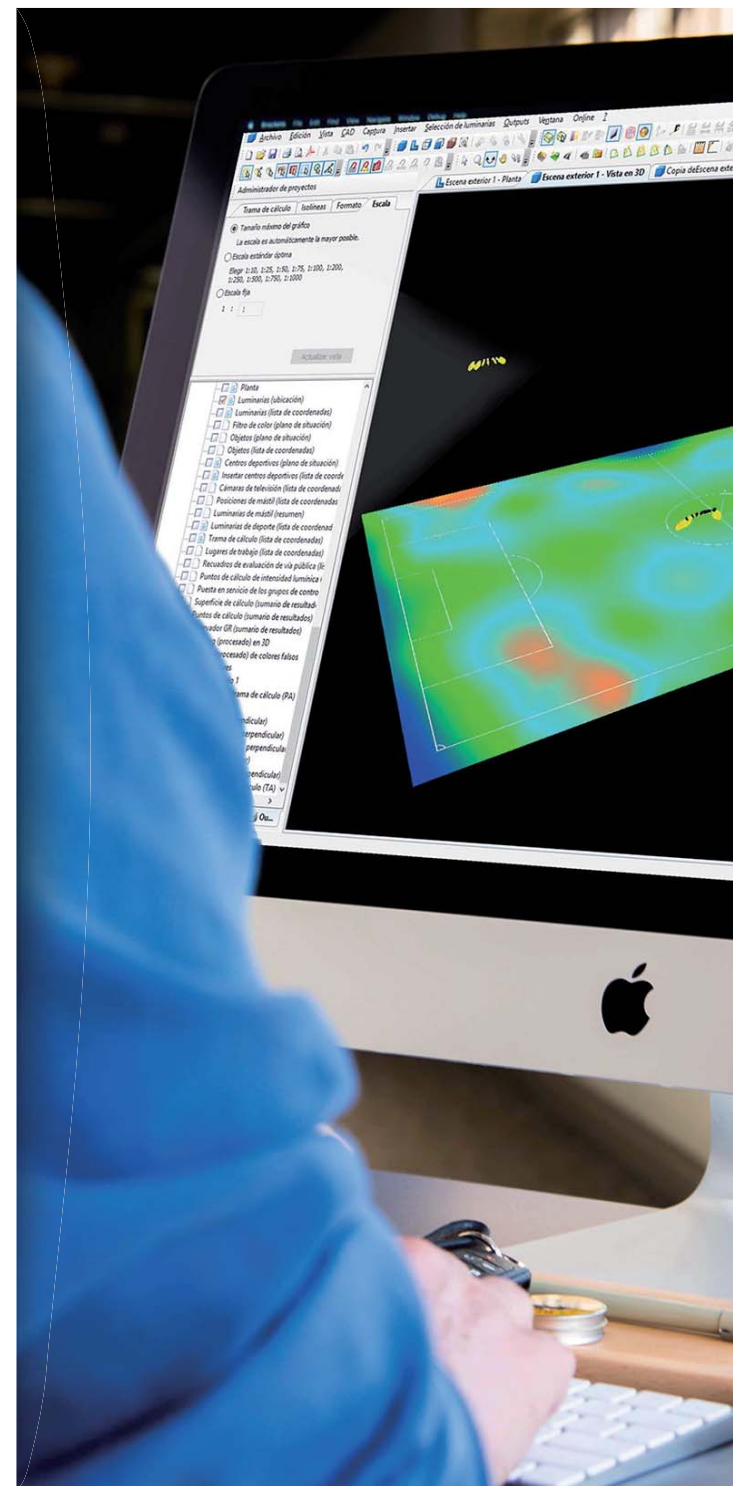
PROJECT DEPARTMENT

A good lighting project requires a very high level of knowledge and experience.

The level of demand in the market is very high and few brands can boast as Secom to have a team of highly qualified professionals with extensive experience in the sector.

In SECOM, the project department deals with this important task. This department also conducts consulting services, studies and plans for energy savings through lighting specialist qualified personnel.

We work with a lighting calculation software program capable of making a detailed study of a light installation from the characteristics of a certain area, and our technicians are specialized in all types of projects and branches of the sector such as Road Lighting, sports, ornamental ... etc...



05.1.

PROJECT DEPARTMENT



In our lighting projects we offer solutions for architectural and interior design, both for the interior and exterior lighting.

First, lighting has to provide a good perception and then a safe mobility of a place to another. On the other hand, we must take into account the aesthetics and the psychological effects, emphasizing architectural structures. Only the concept of light can not meet these requirements, due to the conditions of the environmental changes (the conditions for a night lighting are different for daylighting).

The requirements are very different when lighting is a space with varied uses, for example, the scenario in a palace or pavilion of multiple uses, in a gallery even in an office for administrative work or conferences.

SOME OF OUR BEST PROJECTS:

- HOTEL INTERCONTINENTAL (MADRID).
- PAVILION CURLIN, (UNV. GRANADA).
- SCHOOL S. JUAN BAUTISTA (ARGANDA DEL REY).
- HOTEL HABANA (CUBA).
- KPMG BUILDING (DOHA).
- HOTEL G+5 (DUBAI).
- BARRACKS SAN CARLOS (TENERIFE).
- MILK PASCUAL (ARGANDA DEL REY).
- CONCESSIONAIRES PEUGEOT / CITROEN / VOLKSWAGEN.
- CONCESSIONAIRE PORCHE (PAÍS VASCO).
- IDEAL STANDARD SOURRUM (ARABIA SAUDÍ).
- CIVIC CENTER (NUMANCIA).
- EXT. PUERTO DOHA.
- THEATER (COSLADA).
- PORT SEVILLA.
- TOYS URS.
- ESSO PETROL STATIONS (NORWAY).
- STADIUM WATFORD FOOTBALL CLUB (INGLATERRA)
- HOSPITAL PRIVADO (BRAGA)
- HOWA TRAMICO AUTOMOTIVE – VIANA DO CASTELO (PORTUGAL)

06.

STREET LIGHTING



With Secom street lighting luminaires We bring to the city, the latest technological advances in the market including components of leading brands at a competitive price.

Secom Lighting incorporates all the processes of manufacturing in Spain to have the best control of quality on its luminaires, which allows from the Design stage fully optimize production.

Specify luminaires for each installation with the order to comply with the energy efficiency regulation and the low voltage regulation.

Secom Lighting includes the latest generation of LED, which allow to adapt perfectly to the needs of each installation directing the light flow exactly to the place that needs to be illuminated, without light pollution and providing an excellent visual comfort

Luminaires that are easy to install and maintenance-free because of its robustness. Includes individual protection for each LED, NTC probe and a design designed for the evacuation of temperature and not accumulate dirt.

In summary, it is not only a matter of illuminating, but of facilitating the mobility of citizens in conditions of comfort and maximum security, that citizens enjoy the urban landscape, feel more comfortable in the city and provide a better quality of life for people.

TELEGESTION



SENET is an innovative technology that allows total control of each light spot independently the design of existing networks, it does not need to perform extra works in the installation

Thanks to the logic lighting control and the integration of sensors, we provide intelligence to the network.

SENET offers the most innovative software to lighting world.

WHERE WE WORK

SENET can be used on public lighting located in any type of route: squares, urbanizations, parks, historic area, tunnels ...
Adapting it to the specific needs.

We have solutions for outdoor lighting of shopping centers, stadiums, sports centers ...

We adapt to interior solutions, with facilities special in factories, sport ports...

In addition, we can combine our telemanagement system sensors, providing intelligence: detectors presence, air quality, luxometers, thermometers ...

ADVANTAGES

- Reduce maintenance costs.
- Suppress control checks.
- Detects failures in real time.
- Light reductions.
- More efficient installations.
- Selective off and on.
- Real time remote control.
- Savings in consumption.
- Reduction of CO2 emissions.
- Compatible with other systems



INVESTIGATION AND DEVELOPMENT

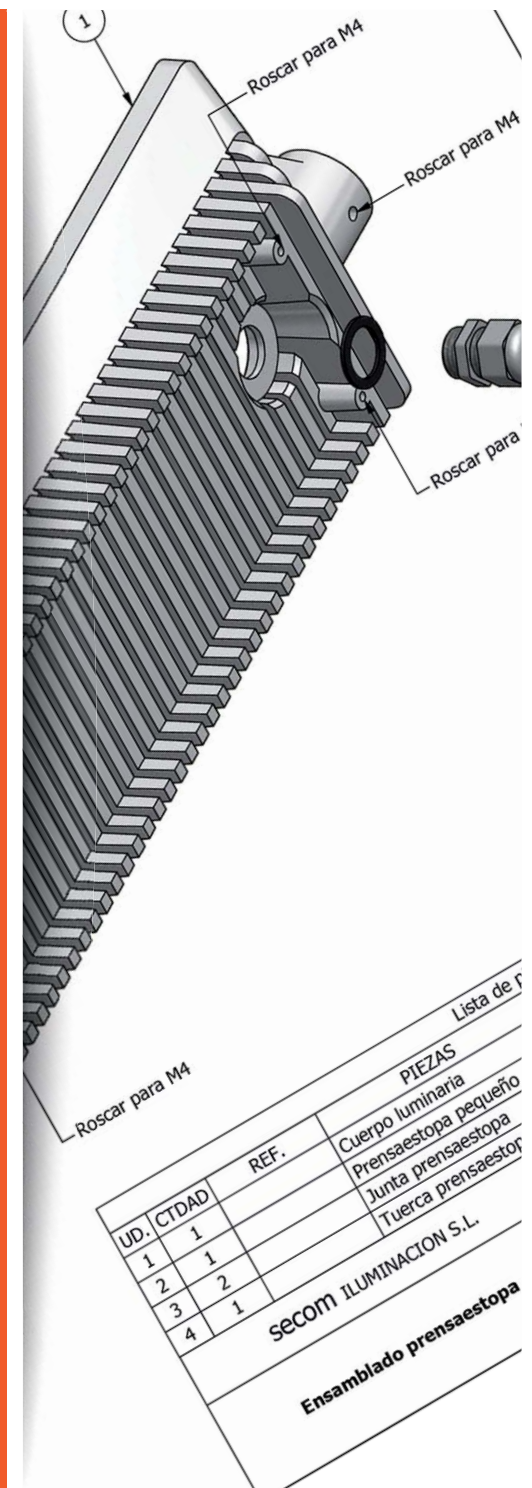
Nowadays, in our society, there is no doubt that productivity and competitiveness of companies are linked to innovation and the ability to integrate new technologies. That is why SECOM has spent years investing in this field to make innovation a strategy in the future and a fundamental element for succeed in an increasingly global market and competitive.

Only by dedicating enough resources, we can increase the capacity for innovation, and in this field, marketing, new ideas, concepts, design, prototypes, industrialization and processes of business interact.

In SECOM, we work on it, and the results are Quality and design guarantee on all our products. During the last years, SECOM has been doing a constant effort in investment and innovation, with a growing and sustainable number of I+D resources and a clear objective: boost competitiveness through technological innovation with great respect to the environment.

The commitment to research with a trained human team and adequate technical means, give excellent results for SECOM, its clients and the company's social environment:

- Creation of new products. Our catalog is the most eloquent demonstration: our products of LEDs have an original innovative design and success tried.
- The use of new materials for a production more efficient, more versatile products, etc. The improvement of our production systems is in continuous process and is one of our most goals.
- For all this, we will maintain the efforts of SECOM I & D, and even increase as it is one of the main objectives of the company.



09.

INDUSTRIAL PROCESS

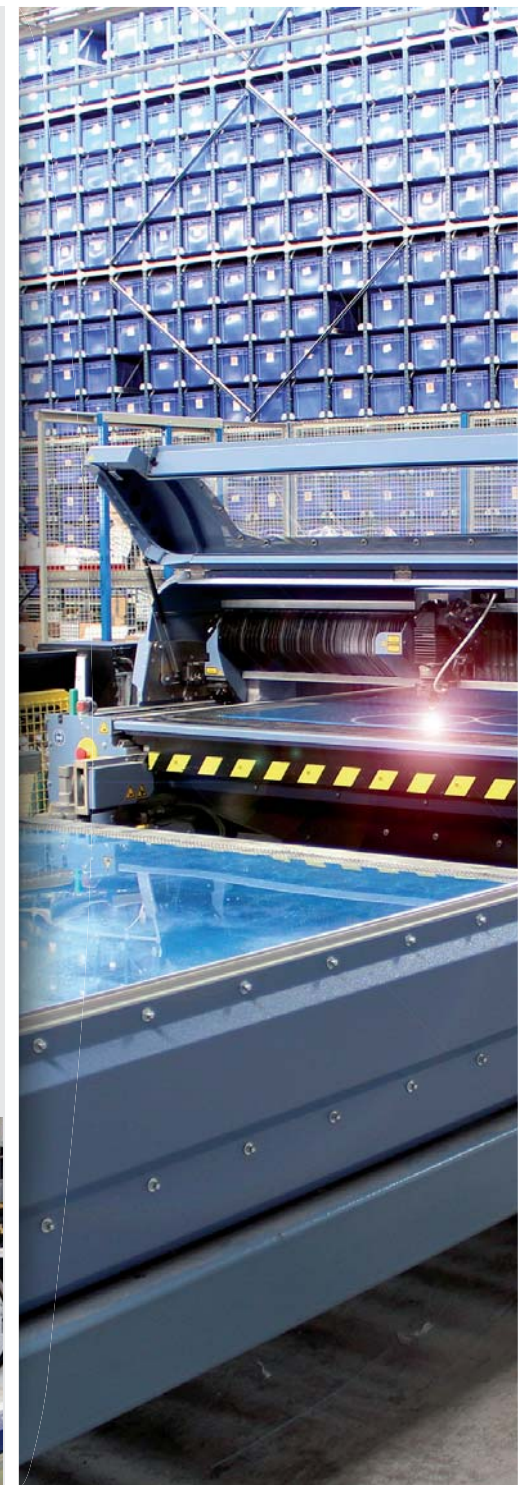
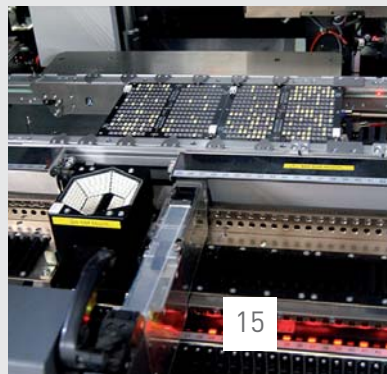
Only high technology allows to be competitive in the current markets. SECOM integrates this technology in design, prototypes, automated storage, and for all industrial processes (laser cutting, injection metal, robotic assembly lines).

The life of a product begins with the design conceptual developed by our designers and engineers, following by light simulations with specialized software and, continuing through the process of prototype that includes different parts of high Technology: resin prototype, laser cutting, printers 3d .. etc.

These prototypes allow to improve new products, since we can make quick samples at low cost that improve the competitiveness of the products.

Once the prototype is tested and developed, we started the production of the new product; we control the whole manufacturing process:

- Procurement of raw materials (aluminum, polycarbonate, LEDs, drivers, ...). Always materials of recognized brands and high quality.



10.



FUTURE

Prepared for growth of 25% or higher during the next 10 years, due to the change in technology and to our group of young capable engineers to develop new products.

We have also incorporated new machinery to our production system to deal with large sales increases. This with the growth and development of the commercial team make us think the following objectives of the future:

- MARKET POSITIONING.
- IMAGE OF THE BRAND.
- DEVELOP THE SECOM EXPANSION.
- SUSTAINABILITY / ENERGY EFFICIENCY.
- STRAIGHT RELATIONSHIP AND COMMERCIAL ALLIANCES.
(AGREEMENTS WITH THE MAIN FRANCHISES)



11.



PRODUCTS

TO GET THE MAXIMUM PERFORMANCE IN ALL USES, THE MAIN CHARACTERISTICS OF OUR LUMINAIRES ARE SIMPLICITY AND FUNCTIONALITY



LIGHTING

-  INDOOR
-  OTDOOR
-  INDUSTRIAL
-  STREET
-  SPORT
-  RGBW





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