

PLC-City

PLC-City – Industrial Automation Broker from Naples, Italy

About PLC-City

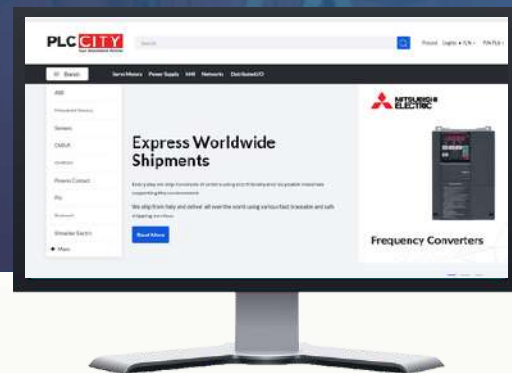
PLC-City is a global automation broker with a **€50 million turnover** and a team of **80 employees**. Trading with more than 100 brands, it holds authorizations from **Mitsubishi Electric** and others. It deals with local brands too, selling both new and refurbished products. The strategy aims to cater to diverse customer requirements. With an **inventory of over 17.000 parts**. In short, PLC-City is an independent broker in the automation field with a varied brand portfolio and global operations.

The goal

PLC-City wanted a quicker and better way to check the stock availability of their current business partners and new distributors so that they could quicker serve their customers and provide a quote.

PLC-City operates in the industrial automation market where the number of products, brands, and component alternatives is extremely wide. Many of their business partners were providing inventory data to PLC-City in **different formats and via different channels like FTP, webshop, online Excel or google sheets which were hard to handle because of lack of structure**. The browsing of the data was even more complicated and clumsy as product conditions, brands, MPN and other data sets had different naming conventions and differs a lot across their supply chain network.

The PLC-City team was also looking for an **easy way to access the information from the market** and get an **easy way to find companies specializing in certain brands** so that they could find new suppliers, widening their services and product offering to better serve their customers.



PLC CITY
Your Automation Partner

The results

More than 18K products offered on Automa.Net

In the first year of implementing Automa.Net, the PLC-City team achieved the following statistics:



€2.5 MLN revenue through the Automa.Net platform



An impressive number of **4553 RFQs** sent by the PLC-City Purchasing Team



2650 RFQs received from **502** companies coming from **52** different countries!

Why did PLC-City choose to partner with Automa.Net?

"From the beginning, we have seen Automa.Net as a great opportunity to solve problematic product searches, but also a way to confront supplier prices. The range of products and their alternatives is extremely wide in our business sector and it is sometimes difficult to find the exact product the client is seeking. Automa.Net as a search engine is definitely of great help in this matter and a useful tool."

Barbora Ivankova, Product Manager at PLC-City, Italy



Automa.Net B2B Platform with integration capabilities

Automa.Net tackled PLC-City's challenges by providing a single dashboard to manage diverse supplier inventories, ensuring uniformity across data sources. This improved the speed of stock checks.

The platform:

- **streamlined the handling of 140 product conditions, mapped to a standard 8**
- **Simplifying data filtering and navigation amidst an array of products, brands, and components.**

The team could easily locate specific parts from the 24 million daily offers using intelligent search and watchlist capabilities, enhancing response speed.

Connecting with 3,500+ industry specialists

PLC-City has a team of 30 users on Automa.Net who now have quick access to one dashboard where they can easily browse over 400 industrial distributors and their up-to-date inventory.

This new setup dramatically reduced the time needed to check stock availability and respond to customer inquiries.

The platform allowed incoming RFQs to be delivered in a unified format, simplifying the process of creating and sending quotations. This efficiency meant the team could handle higher volumes of customer inquiries more effectively.

Would you like to try Automa.Net yourself? We offer a free, 14-day demo account so you can see how we can support your business!



Automa.Net is a B2B platform that specializes in providing live information about inventories from hundreds of automation companies worldwide.