

ES FRANCE (EQUIPEMENTS SCIENTIFIQUES)

www.es-france.com



A FEW NUMBERS

- Founded in 1963
- Turnover 2021 : 73 M€
- Capital + reserves : 16 M€
- Employees : 95 (including 45 sales engineers)
- Dun & Bradstreet Notation : 19/20
Duns Number : 76-586-6108
- Bank of France Notation : C3+

SINCE 1963: E.S., A VALUE ADDED DISTRIBUTOR, LOOKING TO THE FUTURE



- Equipements Scientifiques (ES) is a value-added distributor, founded in 1963, can propose you the best solutions for components and instrumentation in the electronics, electric and physico-chemical fields.
- Equipements Scientifiques (ES) carefully selects foreign partners to represent in France and all French-speaking area according to 3 key factors:
 - Strong technology and innovation
 - Price/quality ratio
 - Certification to the highest, internationally recognized standards
- ES has grown along with the evolution in electronic components and equipment market, including major market changes and expansions.
- Once an obscure niche focused on military use, scientific testing equipment is now purchased primarily by industry. Wireless and IoT applications dominate.
- They build and integrate systems that can be monitored, analyzed, and adjusted to safely scale production.
- And they support risk management of critical processes.

MOVING FORWARD WITH CONFIDENCE



- ES is a remarkably strong, stable company. Our capital flows enable smart growth. Our trusted partner relationships have integrity.
- We connect foreign manufacturer partners with European and Canadian customers (through our new subsidiary : ES Canada) Our goal is always to create lasting connections.
- This means helping clients select equipment to build systems that scale efficiently and helping partners build their reputation for quality products in a competitive market.

COMPUTER TOOLS

- ES has a powerful and integrated computer data system with a unified ERP that manages 95% of our applications.
- Quotations, customers' and suppliers' orders, shipments, invoicing, payments, stocks' follow-up and wages : everything is centralized on a unique platform which allows us an easy access to different information and figures.
- As an example, we can launch a research for specific sales statistics and get the answer very quickly in order to support us in our decisions.

sage X3

Microsoft
Dynamics CRM

Google
AdWords

BEST POSSIBLE QUALITY OF SERVICE: CERTIFIED ISO 9001 V.2015



- The ISO 9001 certification is recognition of the EFFORTS MADE FOR CONTINUAL IMPROVEMENT IN OUR ORGANISATION AND OUR METHODS, to the benefit of the quality of our products and our services.
- It means that we can ensure that our products and services systematically correspond to the level of quality that you require.

Our quality policy is based on the following 3 points:

- Obtaining total satisfaction and the renewed trust of our customers
- Simplifying and improving our Quality system
- Continuously listening to our customers so as to select suppliers likely to meet their present and future needs.

7 INDEPENDENT SALES DEPARTMENTS

ES has seven vertical sales departments focused on niche industry knowledge.
Each department is considered a separate business.

DISTRIBUTION

SERVICES & INTEGRATIONS

COMPONENTS

INSTRUMENTATION

IT & MOBILITY

POWER SOLUTIONS

Components & Modules

RF & Microwave

Tests, Energy, Measurement

NI (National Instruments)

Bio-Tests & Industries

Mobility & Embedded Systems



SUPPLY CHAIN

- Our store-logistics service manages our inventory in a 600 m2 (7,000 sqft) warehouse using the latest computing and logistic tools :
- Buffer Stock closed to Roissy Charles de Gaulle Airport for Import/Export Operations
- DAP delivery in all countries of the world to the gates of your factories, wherever they are
- 30% of our sales are made for export.
- More than 100 000 references available from stock
- Stock management :
 - Buffer stock (24h delivery)
 - Consignment stock
 - Vendor-managed inventory (VMI)
 - EDI (Electronic orders) in process
 - 20 000 packages shipped each year
 - Management of logistic flows in ASIA from our office in China
- Ariba Networks register



CHINA OFFICE

- In 2014, ES opened a branch office in Shenzhen, China. This office supports our European customers by managing logistics, auditing quality or CSR (Corporate Social Responsibility) metrics and monitoring buffer stock via two warehouses in Shenzhen and Hong Kong.

@BUSINESS/@PROCUREMENT

- All products catalogues are available online. Technical information is updated daily.

APPROVED TRAINING CENTER

- ES provides training on all the solutions that we distribute. Our trainers mix a real technical knowledge acquired through their practical and field experience.
- They customize solutions to client needs and educate clients on what is possible.
- We are also implementing an online Learning Management Centre so clients can implement remote and just-in-time training for geographically dispersed teams.



INTERNAL MARKETING DEPARTMENT

- ES creates strong strategies for our partners through our internal marketing department.
- We focus on omni channel advertising, sales and communications campaigns. We also translate sales and support material - including video content - into French.

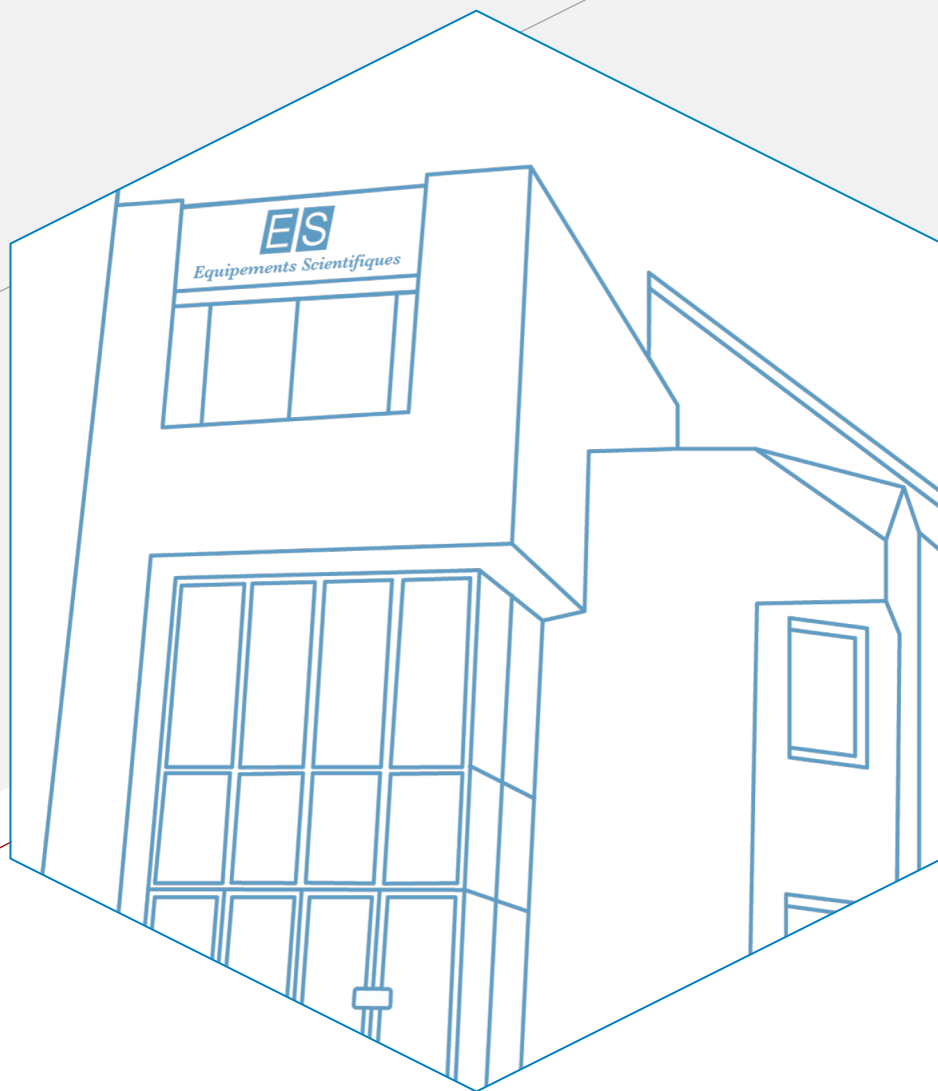


MORE 300 ACTIVES SUPPLIERS



MORE 3000 ACTIVE CUSTOMERS





THANKS



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