

Interconnect Product Assembly AS

YOUR PARTNER IN ESTONIA

Since 1999

www.ipa.ee



Company Profile

- Established in 1999 Interconnect Product Assembly is an independent privately owned company specializing in the contract manufacture of electro-mechanical products and solutions for a selected group of industries including: Railway, Automotive, Medical, Energy and Industrial electronics.
- The range of services provided includes: design development, prototyping, serial production, supply chain management and hub sourcing.



Current IPA Facility

- 5,600 square meters of manufacturing space
- Simple access: 5 min from airport; 15 min from harbor; 10 minutes from city center
- Two shift operating schedule (three shift as required)



- Full ERP operating system (Microsoft Dynamics Navision)
- Over 220 skilled experienced employees
- 2006 modern own purpose built open space facility

Quality System

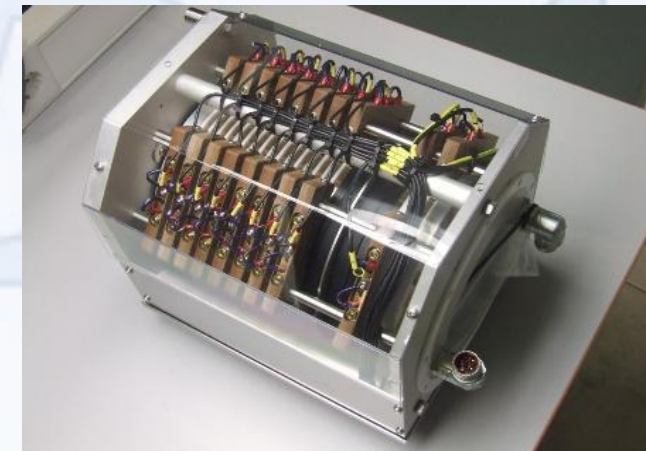
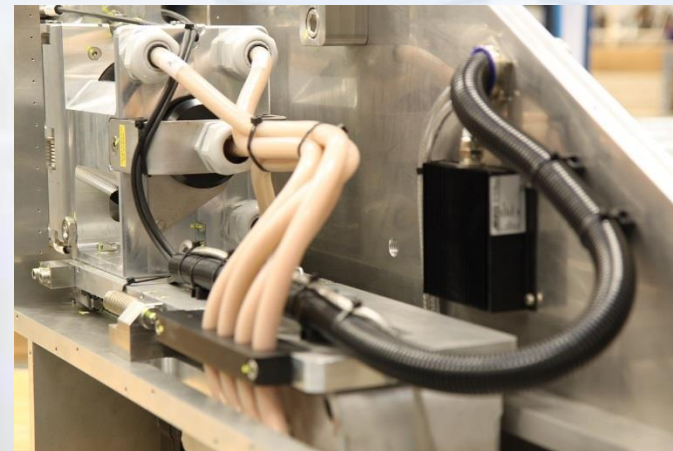
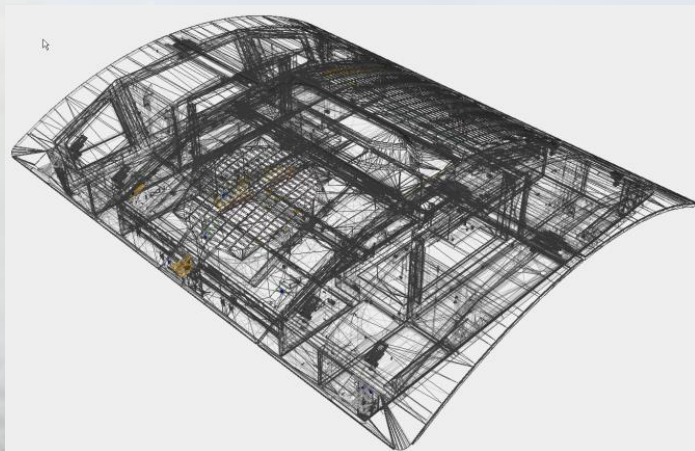
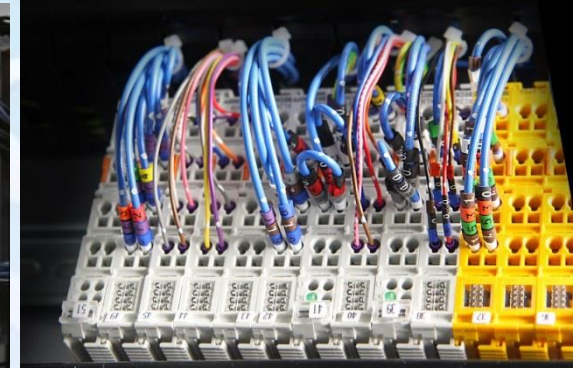
- ISO 9001 and 14001 certification
- OHSAS 18001 Occupational HS certification
- UL508 Industrial Control Equipment certification
- ISO/TS 22163 IRIS International Railway Industry Standard certification
- EN ISO 13585:2012 copper and silver brazing certification
- Welding incoming inspection
- Full time training team
- Fully equipped inspection room (3D measuring capability)

IRIS
Certification



Services provided

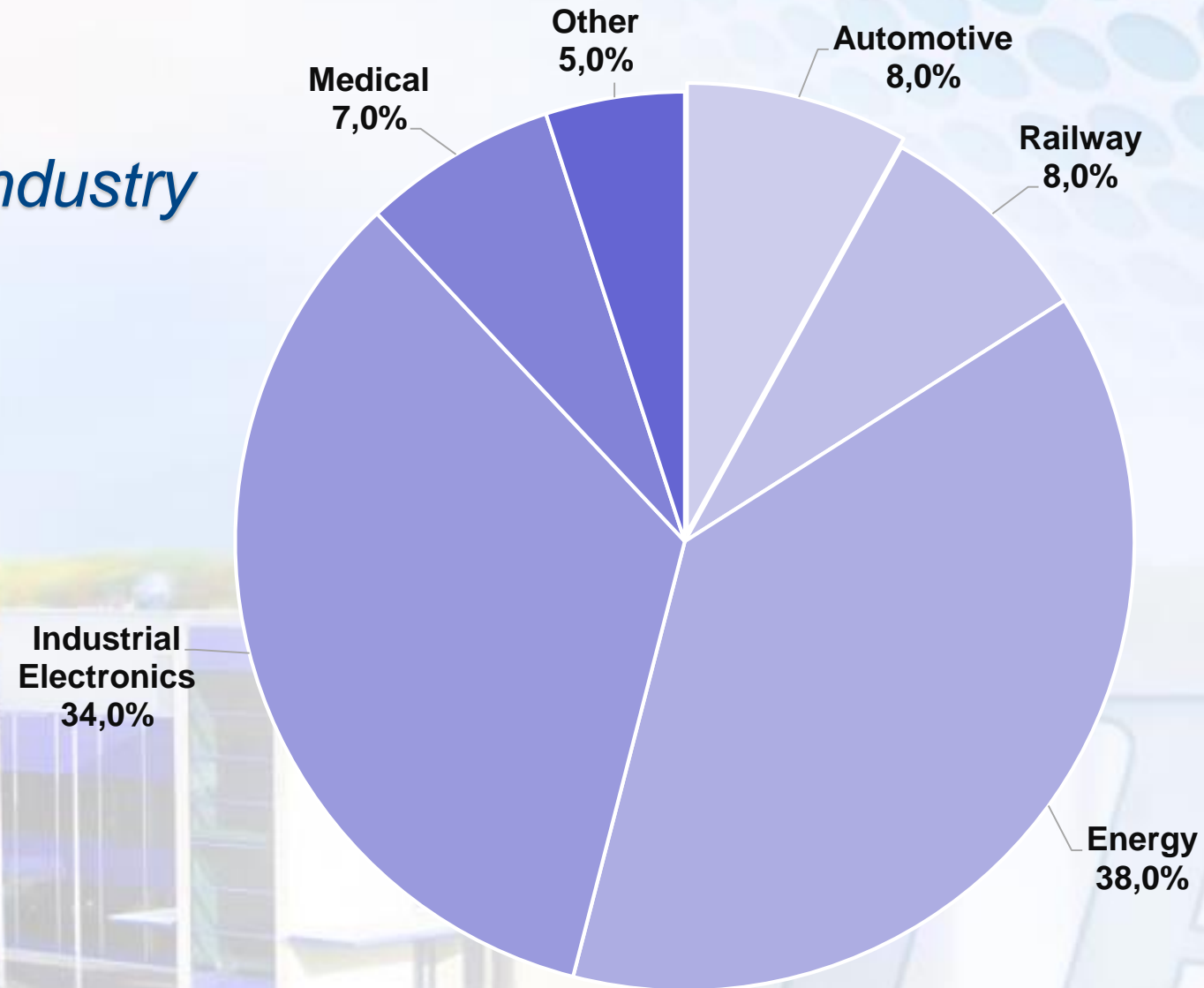
- Electro-mechanical assembly
- Assembly of electrical cabinets and control equipment
- HVAC assembly (including refrigeration)
- Cable and cable harness assembly
- Design maintenance and product development
- Reverse engineering, FAI and PPAP approval processes



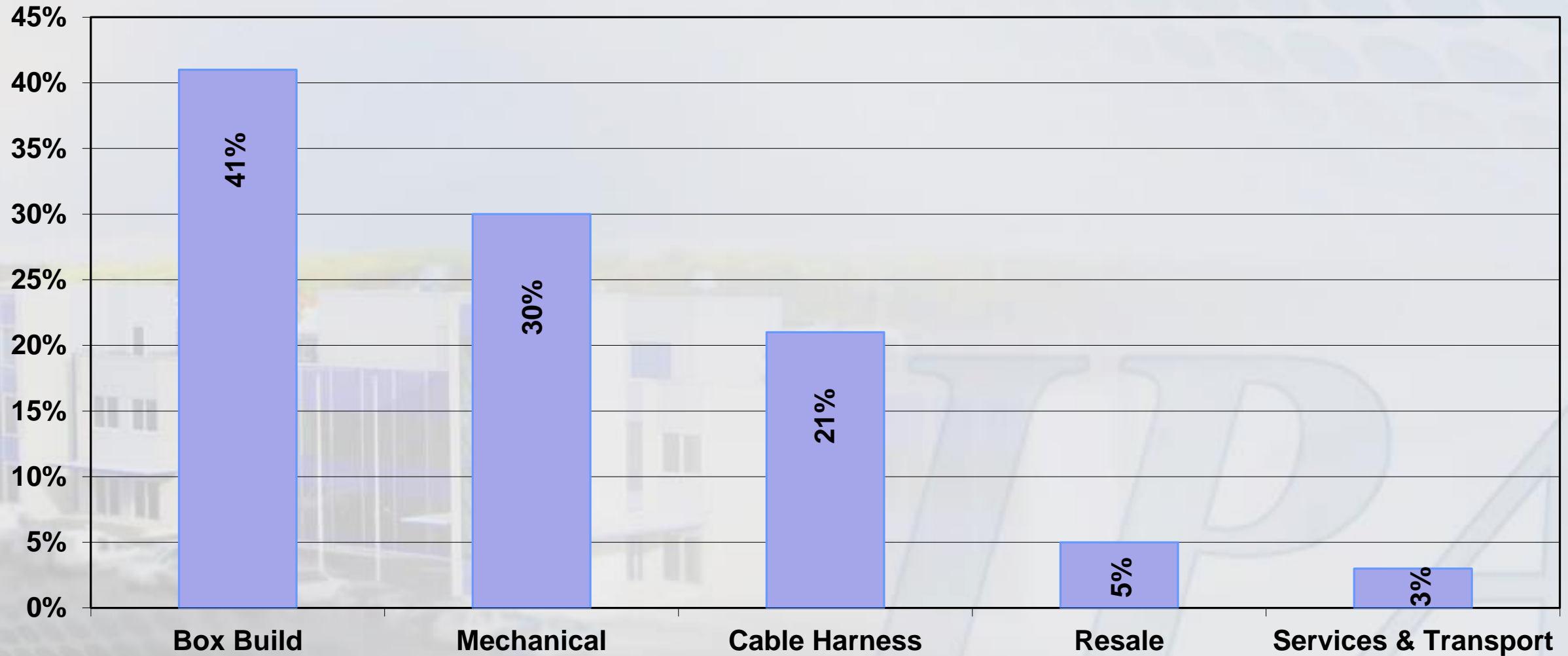
Annual Turnover €



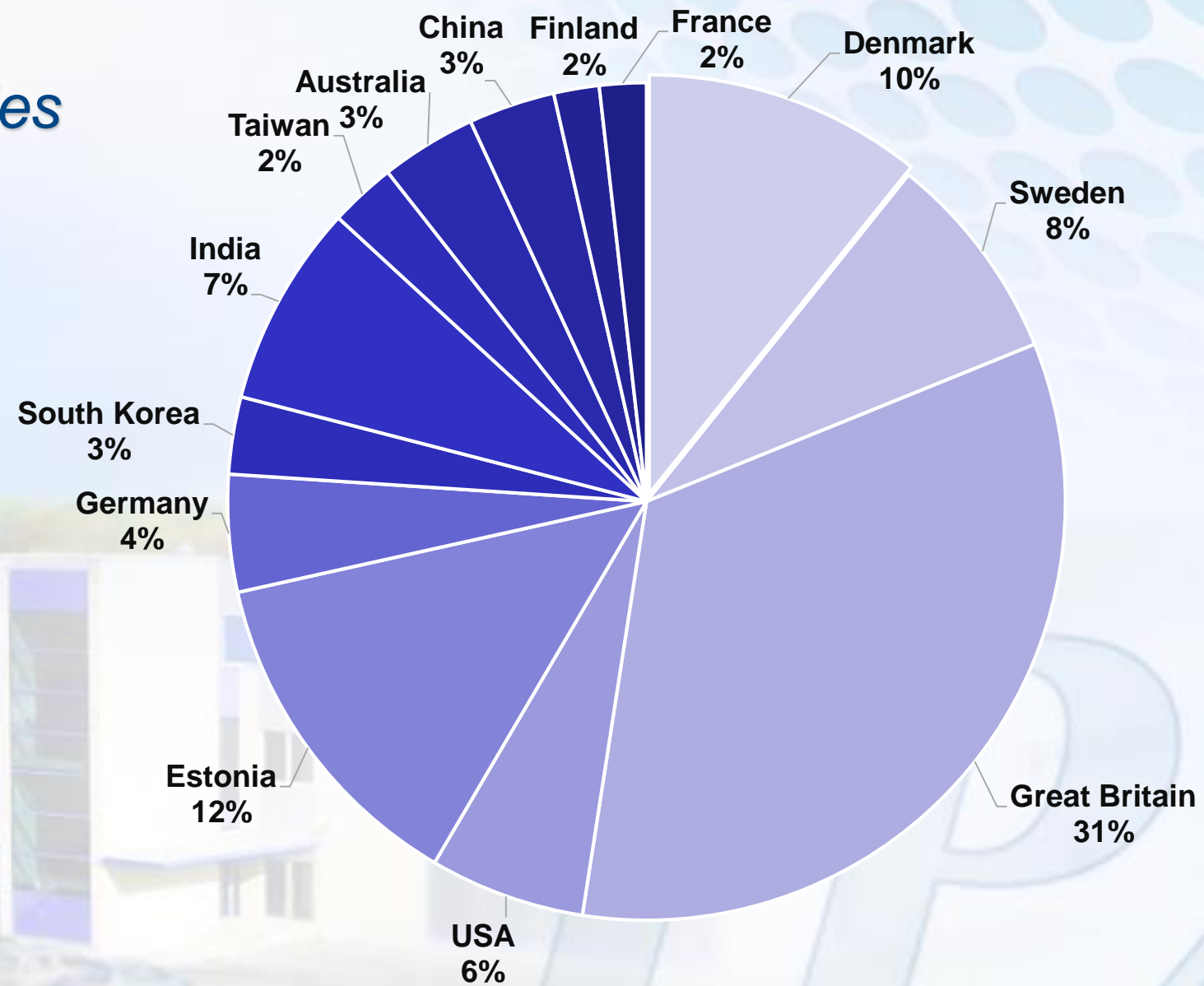
2020 Sales by industry



2020 Sales by product type

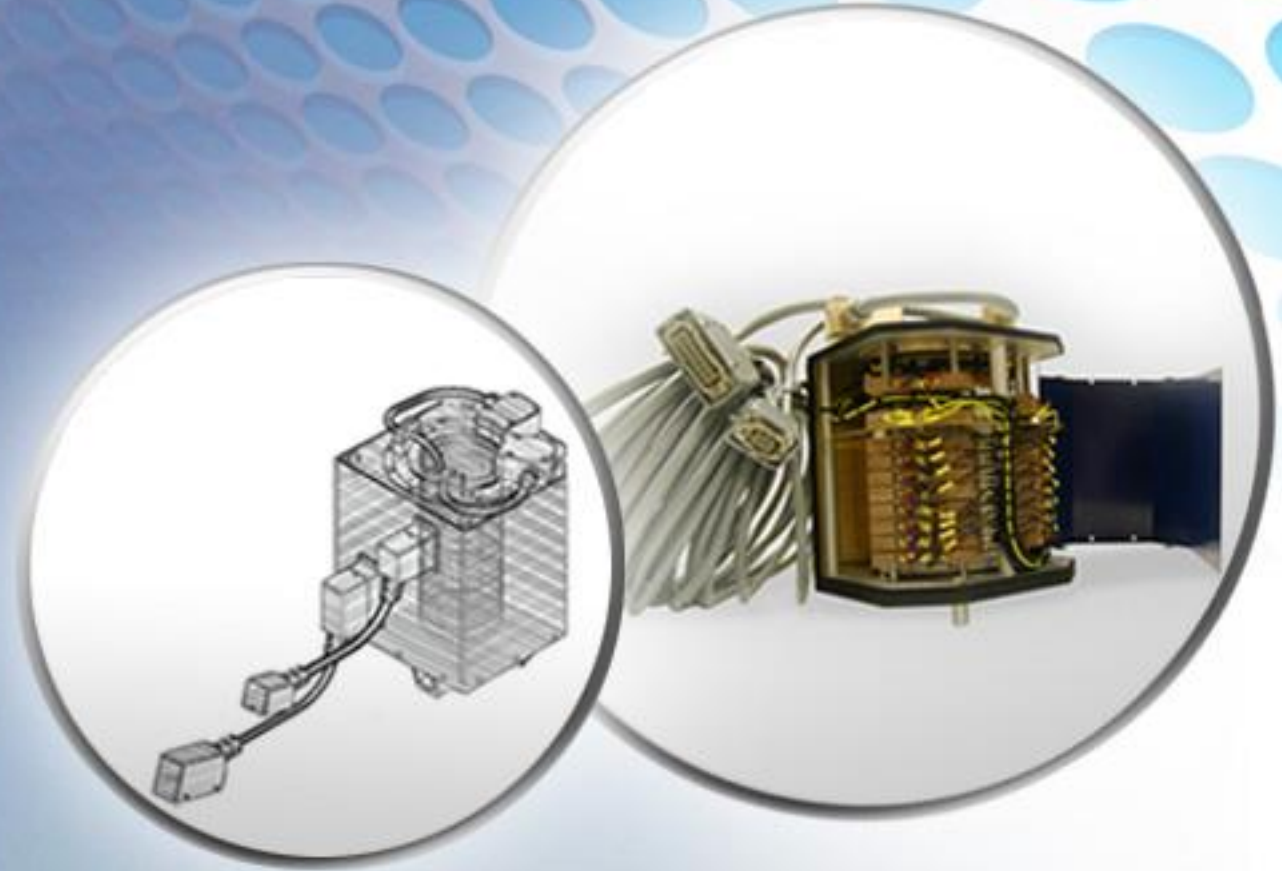


2020 Sales by countries



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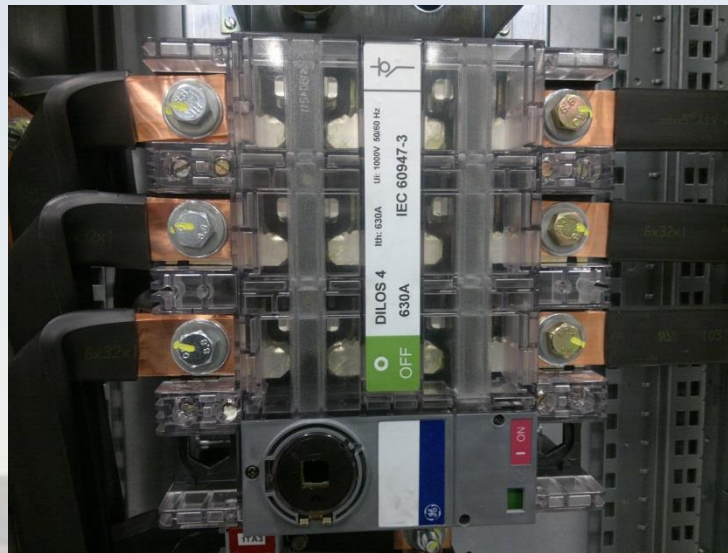
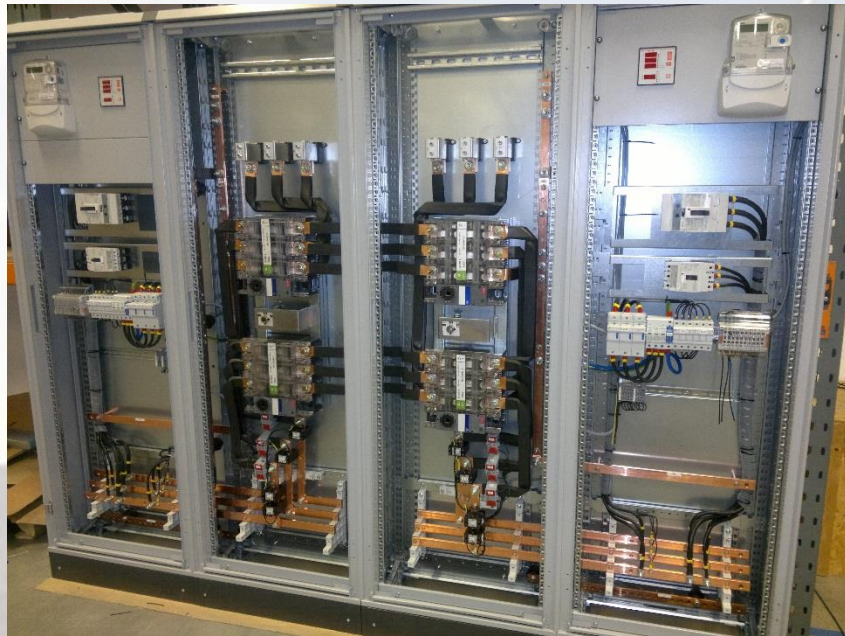
Energy and Infrastructure



Energy and Infrastructure

38% of sales year 2020

- Low and Medium voltage power distribution cabinets
- Various electro-mechanical assemblies (including offshore)
- Wire- and Cable harness assemblies
- Vendor approval and procurement of machined & fabricated parts
- Design support and product development



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FABRICATION



MACHINING



MOULDING



STAMPING

**IPA
BALTIC
HUB**

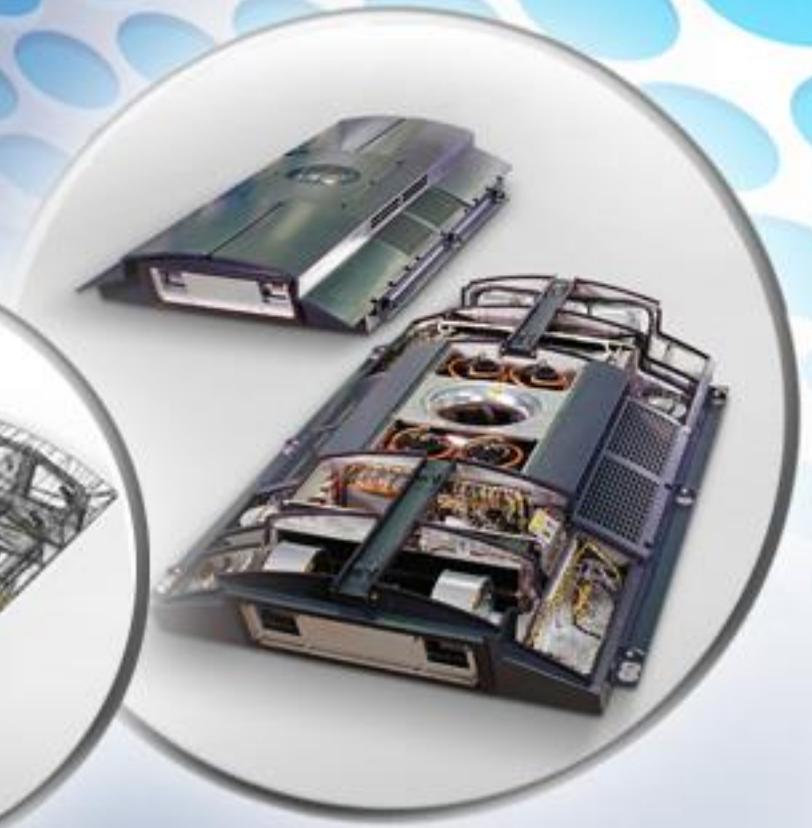
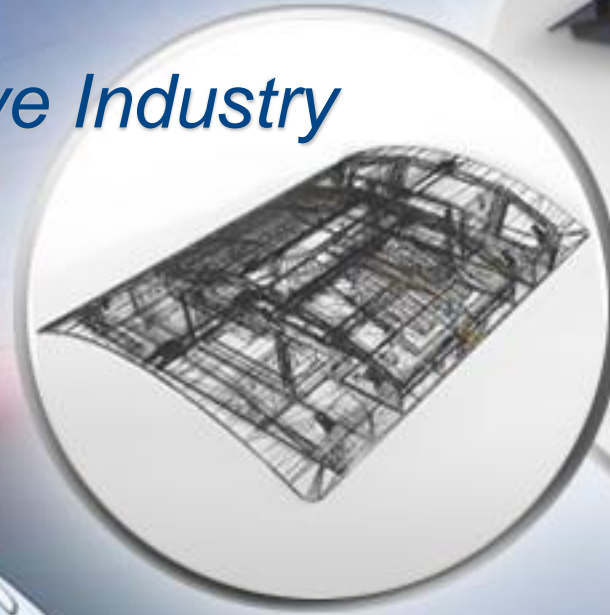
**SUPPLIER APPROVAL & MANAGEMENT
PROCUREMENT
ASSEMBLY
KITTING/CONSOLIDATION
QUALITY ASSURANCE
MICROSOFT DYNAMICS NAV
VENDOR SELECTION**

CUSTOMER



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Transportation – Railway and Automotive Industry



Transportation - Railway and Automotive Industry

16 % sales year 2020

- HVAC systems for passenger rail, driver's cabin, trams and busses
- Power distribution and Control panels
- Power protection and Automation cabinets
- Relay panels
- Design maintenance and prototyping, FAI approval



Important References – Railway HVAC units

•	2005 – 2006	70	Train Saloon HVAC Units	Germany
•	2006 – 2007	135	Train Saloon HVAC Units	Germany
•	2008 – 2009	50	Train Cabin HVAC Units	Japan
		95	Train Saloon HVAC Units	UK
		54	Train Cabin HVAC Units	UK
•	2009 – 2010	186	Train Saloon HVAC Units	UK
		78	Train Cabin HVAC Units	UK
•	2013 – 2014	143	Train Saloon HVAC Units	UK
•	2015 – 2017	120	Train Saloon HVAC units	UK
•	2015 – 2017	80	Tram Saloon HVAC units	Switzerland
•	2017 – 2018	120	Train Saloon HVAC units	UK

1 131 HVAC units



Important References – Railway HVAC control units

- 2005-2006 70 Train Saloon HVAC control cabinets Germany
- 2012 72 Train Saloon HVAC control cabinets USA
- 2012 30 Train Saloon HVAC control cabinets USA
- 2014 32 Train Saloon HVAC control cabinets Taiwan
- 2015 150 Train Saloon HVAC control panels Australia
- 2015-2018 674 Train Saloon HVAC control cabinets USA
- 2019-2021 277 Train Saloon and Cab HVAC control Australia
- 2021 88 Train Saloon HVAC control cabinets USA



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Industrial Products



Industrial Products

34% of sales year 2020

- Production of electro-mechanical assemblies and complete functional systems
- Technical support and reverse engineering
- Prototyping and FAI & PPAP approval process
- Full functional testing and onsite delivery



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Why you should choose Estonia - IPA?

- Flexible, customer-based approach
- Business language is English
- Multi-lingual personnel
- Technical competence and high productivity
- Excellent work culture and quality awareness
- Well developed supply chain
- Good geographical location
- Very stable political and business environment
- Member of the EU, all commercial laws harmonized to EU norms
- EURO currency from 01.01.2011





Please click the link below to see IPA short company presentation movies:

[Box build introduction video](#)

[Cable harness introduction video](#)