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## PRESS RELEASE

### **RELATECH AND EFA AUTOMAZIONE ACCELERATE INDUSTRIAL SERVICIZATION WITH SOLUTIONS FOR DATA MONITORING AND ANALYSIS, ADVANCED SOFTWARE TECHNOLOGIES, SECURE CONNECTIVITY AND CLOUD INFRASTRUCTURE.**

**ZECO DI ZERBARO E COSTA E C. S.R.L.**, a leading company in the renewable energy sector as a manufacturer of hydroelectric plants, has focused on the solutions of **Relatech** and **EFA Automazione** to create a cloud-based platform for monitoring, collecting and analyzing plant data.

Milan, 4 December 2025

In an energy market increasingly oriented towards sustainability and business continuity, **Relatech S.p.A.**, Digital Enabler Solution Know-How (DESK), and its subsidiary **EFA Automazione S.p.A.** have supported the Vicenza-based **ZECO DI ZERBARO E COSTA E C. S.R.L.** with their technologies and digital solutions., a company specialized in the design, manufacture, installation, maintenance and assistance of hydroelectric plants, which has developed an innovative platform dedicated to the monitoring, data collection and remote management of plants.

The technological heart of the solution implemented by ZECO is **Ignition**, the development platform for IoT applications of Inductive Automation - distributed in Italy by EFA Automazione and in Austria and Germany by Relatech CXS GmbH - here installed in SaaS (Software as a Service) mode on the **Relatech Cloud Platform** infrastructure, to enable it in a completely innovative way to be used according to the modern paradigms of servitization. The collection and transmission of data from the field is entrusted to **the Ewon Flexy gateways/routers** of HMS Networks, EFA Automazione's historical partner in Italy, which, thanks to its characteristics of robustness, reliability and support of all communication standards, guarantees full flexibility and scalability of installation. For data transmission to the Relatech cloud, the Ewon Flexy use the MQTT protocol, whose agility and lightness allows the system to always maintain high performance, even if the number of interconnected devices is very high.

The use of Relatech's Cloud platform, a scalable and secure infrastructure that hosts not only the Ignition instance and the MQTT broker, but also a SQL data repository and a series of other support services, guarantees 24-hour availability 365 days a year, with centralized management of system updates, including those related to security, and access from anywhere in the world using any client with a connection: notebooks, smartdevices, PDAs, etc.

The system architecture, in addition to the hydroelectric sector, can be applied to centrally and securely manage data from all other types of plants for the production of energy from renewable sources, such



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as photovoltaic or wind. The result is in fact a servitization model that transforms the traditional customer-supplier relationship into a continuous and high value-added collaboration, leveraging digitization as a tool for efficiency and competitiveness that can give further value to the renewable energy sector.

The entire infrastructure is designed according to the highest cybersecurity standards, with advanced access management, two-factor authentication, and centralized updates. Thanks to the open and modular nature of Ignition and the universality of application of the Ewon Flexy gateways/routers, the system is able to interface with heterogeneous devices, supporting protocols such as OPC-UA, Modbus, Ethernet/IP, etc., as well as integration with SQL databases for data historicization and analysis.

*"It was crucial for us to have a system that was flexible, scalable and hardware-agnostic," says **Edoardo Manzardo**, Software Engineer Coordinator at ZECO. The collaboration with EFA Automazione and Relatech has allowed us to create a modern, secure architecture ready for integration with other tools, such as advanced analytics through AI and predictive maintenance".*

*"The project with ZECO demonstrates the effectiveness of an integrated solution that combines connectivity, software and cloud computing," comments **Pasquale Lambardi**, President and CEO of Relatech SpA. "Thanks to the synergy between our Group skills, we are able to propose ourselves as technological partners in accompanying our customers towards digital innovation, even in highly critical sectors such as energy, where reliability, security and availability of data are strategic factors".*

With the support of EFA Automazione and Relatech, ZECO confirms its role as a cutting-edge player, ready to face the challenges of the energy and digital transition on a global scale.

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If you are interested in the full case study on ZECO's experience, please contact the references at the bottom of the press release.

[Relatech](#) is a leading provider of enabling digital solutions, active in the Digital Transformation, Industrial Automation and Cybersecurity markets, supporting SMEs and large companies in their innovation and digital transformation paths, both in Italy and abroad. It offers end-to-end solutions — from the first digital interactions with the outside world to industrial automation — based on advanced technologies such as Artificial Intelligence, Cybersecurity, Cloud, IoT and Big Data, as well as Advisory, ICT Training and Data Analysis services, promoting responsible innovation and sustainable growth. Thanks to a solid R&D ecosystem and strategic partnerships — including Microsoft — the company leads companies towards a Digital Renaissance, in which technology is accessible and enabling for everyone

[EFA Automazione SpA](#), part of the Relatech group, it has been operating for 30 years in the field of industrial automation with products, solutions and know-how dedicated to the world of connectivity for system integration. An absolute forerunner of some of the issues that permeate the current 4.0 scenario, EFA Automazione has anticipated many technological trends, including that of IoT, which it currently rides as a protagonist by offering cutting-edge solutions in the use of the cloud and wireless communication in all its architectural forms. EFA Automazione is a unique reality in the national industrial landscape, able to offer a strategic advantage to all stakeholders in the ecosystem of which it is part: customers, system integrators, partners and suppliers. The synergy with Relatech makes EFA Automazione a hub equipped with 360-degree skills, technologies and assets in the field of IT/OT convergence, through which companies - both SMEs and large companies - can



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*access the most advanced digital technologies to solve all the needs of connectivity, collection, analysis and protection of data and machines in order to increase their margins and compete better and better on their outlet markets.*

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