

# Strategic partners for an electric revolution

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## LITHIUM BATTERY PRODUCER FLASH BATTERY READY TO MEET UP WITH EUROPEAN POWERTRAIN SYSTEM INTEGRATORS IN COLOGNE

▶ Finding a lithium battery supplier with experience and a strong technology background is one of the most pressing needs of producers and industrial OEMs with plans to move towards electrification.

Added to this requirement is the increasing urgency to find a reliable turnkey product. This most often happens through partnerships with system integrators that bring together comprehensive market knowledge and superior component expertise in a single partner.

### Strong network

To meet these demands for simplification, over the years Flash Battery has strengthened its network of international partnerships with experienced powertrain system integrators operating in Germany, Austria, Benelux, France, Spain and the Czech Republic, countries representing the state of the art in Europe for transition to electric, both in the industrial sector and the vehicle segment, so much so that they account for close to 80% of the entire market.

"In these particularly dynamic markets, not only are the sustainability, performance and reliability properties of Flash Battery lithium batteries appreciated, but also the fact that we are among the most active players in major European projects laying the groundwork for electrification in Europe," says Marco Righi, founder and CEO of Flash Battery. "This is evidenced by our participation in IPCEI and the Batteries European Partnership Association, an organisation that sees industrial enterprises, universities and research institutes working side by side to reach the targets of the European Commission's Horizon Europe programme."

### Joint projects

Making a customised battery pack means understanding the needs of industrial machine and electric vehicle manufacturers and designing an ad-hoc solution for their intended use. In terms of joint projects, Flash Battery aims to find the right level of integration between its systems and those of its European partners so as to provide efficient and complete powertrain solutions.



ABOVE: Flash Battery customised lithium battery solutions for industrial machines and vehicles

For example, the partnership in German-speaking markets (in particular Germany, Austria and Switzerland) has involved Atech GmbH since 2021, a well-known German system integrator that extends and complements its range with Flash Battery lithium batteries for industrial applications in all core sectors of the company: goods handling, manufacturing, construction, agriculture, light and heavy electric vehicles, marine applications, aerial work platforms and industrial robotics.

"For manufacturers in need of highly customised solutions, we are now able to offer lithium battery packs that meet the energy, mechanical and electrical requirements of application," says Anton Eberharter, managing director of Atech GmbH. "As a result of our collaboration with Flash Battery these are equipped with a battery monitoring and management system that is one of a kind, a high-power balancing system, and plug-and-play charging solutions. Together, we can offer these markets even more customised and, above all, more complete solutions, enabling us to strengthen our work as system integrators."

### Customised solutions

Thanks to the partnership established in 2022 with Q-tronic BV, on the other hand, producers and OEMs in Benelux are guided through the process of electrifying their vehicles with an energy package tailored to their needs, with hands-on support at each design stage, where technical characteristics and available energy are mapped out exactly based on what each application needs.

Q-tronic BV, like Flash Battery, works on a diverse range of projects, ranging from off-road applications for the construction sector to agriculture, right up to the electric mobility industry, particularly the airport and industrial sectors, as well as the earth moving machinery segment, with applications such as compact loaders and mini diggers.

Over 60 new projects were implemented in 2022 by Flash Battery with European companies operating in these industrial segments. The Italian company has therefore further accelerated the development process, which in just 11 years has led it to become one of the main lithium battery producers for industrial machines and vehicles. **ivT**



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