

An Italian-German turnkey power train

A EUROPEAN COLLABORATION BETWEEN A LITHIUM BATTERY PRODUCER AND ELECTRIC-POWERED SYSTEMS INTEGRATOR COULD HAVE POSITIVE RAMIFICATIONS FOR ITS OWN LOCAL MARKETS



Germany's path to electrification has been stepped up with a new and important strategic partnership that includes the participation of Flash Battery, a market leader for lithium battery production. This stands as a concrete response to Germany's SMEs and large OEMs which, when it comes to power train systems, are increasingly more focused on interfacing with only one partner.

The partnership between Italian-based Flash Battery and Atech GmbH - a well-established German-based firm in the field of drive train equipment of industrial electric-powered vehicles - means a strong presence in the German-speaking markets of Germany, Austria and Switzerland, in particular.

Symbiotic partnership

The market for which the Flash Battery-Atech partnership was created will be able to count on a local partner that has boosted its own range with latest-generation lithium batteries that are perfect for industrial application in the Bavarian company's core sectors: goods handling, manufacturing industry, building construction, agriculture, light and heavy-duty electric vehicles, nautical applications, aerial work platforms and industrial robotics.

"For Atech the collaborative agreement with Flash Battery means, first and foremost, to rely on ultra-high quality and highly customised products that integrate perfectly with the



products we represent in the market today, such as inverters, battery chargers, electric motors, DC contactors, gearboxes," says Anton Eberharter, Atech's managing director. "We will be able to respond to our customers' electrification demands in an effective way, offering complex power train solutions.

Lithium solutions to meet requirements

For manufacturers in need of highly customised solutions Atech will be able to offer lithium battery packs that meet the energy, mechanical and electrical requirements of the application, along with high-quality battery monitoring and management system, a high-powered balancing system and plug-and-play charging solutions.

"This is all the result of the work of Flash Battery, a company that has been in these markets for many years," says Eberharter. "Together we can offer these markets even more customised and complete solutions, enabling us to strengthen our work as system integrators."

ABOVE: The collaboration between Flash Battery and Atech offers a potentially sizeable electric powerbase
LEFT: Flash Battery's solutions have major benefits

"Atech is the partner of excellence to strengthen our presence in very demanding markets, where an in-depth knowledge of the sector is required for project development, including at the prototype level," says Marco Righi, CEO of Flash Battery.

Shared interests

It is in the sectors in which the two companies share an interest that the skills and experiences they have accumulated coincide. Examples include robotics, agriculture, AGV, EWP, GSE and specialty machinery.

"Lithium batteries are prevalent in the goods handling field," says Eberharter. "In this area Flash Battery delivers remarkable performance, from 7kWh all the way to 300kWh, just as it provides excellent tailored solutions for specialty industrial vehicle applications, where it was the first to experiment with solutions before they became widespread. In the agricultural and construction machinery fields, but also in the off-road vehicle field, electrification is in its infancy. We will capitalise on the experience of our Italian partner, which has invested large sums in research and cutting-edge applications that could spur on electrification processes, the advantages of which are clear." **iVT**

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