

New Festo Canada program helps end users find system integrators for automation projects

For end users wanting to incorporate more automation in their operations but lacking the in-house capability to make it happen, Festo Canada has a solution to overcome that barrier.

The company's new Certified System Integrator Program will match an end user with highly skilled system integrators, providing the validated know-how and expertise to turn the aspirational into the realizable.

Advanced automation solutions offer great productivity-enhancing possibilities. Yet, the latest in componentry and control system concepts can make a project more daunting for many end users to implement. The right system integrator can not only do the job, but also give an end user the confidence, both from a technical and financial perspective, to proceed.

Festo's Certified System Integrator Program is suited for Canadian end users and projects of all sizes. It might be a bakery that wants to add a palletizing system at the end of their line or an auto parts manufacturer that requires a machine retrofit to get more precision and data logging, or an end user in hardwood manufacturing that wants to build a complete line to rectify wood planchet, add grooves, sand and varnish the surface to produce final hardwood flooring.

The program ensures that participating system integrators are equipped with comprehensive technical knowledge and commercial benefits. They are certified by Festo Canada after successfully completing the company's extensive online training for multiple competencies, including mechanical, controls, and motion, based on Festo products, including the latest servomotors and drives, remote I/O systems, PLCs and motion controllers. That knowledge covers all of Festo's portfolio, including pneumatic, electric and process automation.

The system integrator is expected to propose the most suitable solution to the end user to increase its chances of winning the project.

Festo Canada's direct role is limited to matching end users with a certified system integrator.

The program is launching with an initial roster of certified system integrators and is welcoming applications from others wishing to join it.

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The participating system integrators define their limits when they enroll (maximum distance, minimum/maximum budget, etc.), so the end user's proposed project is sent to only to systems integrators that are suitable.

End users can initiate a request online by selecting "System Integrators" on the pull-down menu at [Sales partner | Festo CA](#), or download a project form at the [program page at Festo.ca](#) and system integrators will contact them, with no obligation. [The latter site](#) is also where system integrators wishing to join the program can initiate an application.

Press Images



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The Certified System Integrator Program from Festo is designed to connect end users with highly skilled partners for their automation projects. This program ensures that System Integrators are equipped with comprehensive technical knowledge ...

Festo CA (EN-US)

Festo at a glance

Festo, the world's leading supplier of automation technology and technical education, is deploying its products and services to meet the challenges of digitization and smart production. Founded in 1925, the family-owned company based in Esslingen, Germany supports a wide range of needs for advanced solutions in factory and process automation. Festo Canada, celebrating its 50th anniversary this year, has been continuously elevating the state of manufacturing in this country with innovative products, optimized motion control solutions and unrivalled support. Globally, some 300,000 customers put their trust in the company's pneumatic and electric drive products and technology. In addition, Festo Didactic provides state-of-the-art training equipment and educational programs for industrial companies and educational institutions – about 56,000 customers worldwide. The Festo Group registered sales of €3.45 billion in 2024 financial year and is represented worldwide at 250 locations with about 20,600 employees. More than 8% of its annual turnover is invested in research and development.