



**If you seek me, seek me in your hearts. I have found a home there, I live on in you.**

*Rainer Maria Rilke*

## CEO's Note

Dear Reader

It is with great pleasure that I would like to introduce Mr. Achim Ott to you today as my successor in the position of CEO of our ESPROS.

In 2006, I had the chance to start ESPROS as a startup with the bold idea of a new type of semiconductor technology and a green field in front of us. Today, ESPROS is a medium-sized industrial company with successful products that have pushed boundaries together with our customers. An industrial company that is recognized as a competent and reliable partner.

The journey took us from a simple idea - TOF camera chips with high NIR sensitivity, CCD and CMOS combined on a monolithic substrate - into sometimes impassable terrain. We first had to develop a semiconductor technology that made all this possible. But that wasn't enough: products had to be developed, manufacturing processes and finally there was the marketing, which had to be built up from scratch. What a complex project. Now, after almost 18 years, the whole thing is standing firm and has developed from a start-up into an industrial company. And what was that about the "impassable terrain"? Well, achieving something like that is like Baron von Münchhausen, who pulled himself out of the mire by his shoelaces. It was very often an iterative process. Because without technology there are no devices in silicon and without devices there are no products. And conversely, it is only with the products



*Handover from Beat De Coi to Achim Ott (right)*

that you recognize the properties of the technology. Whatever the case, we did it.

It is now time to hand over the leadership of ESPROS to competent, experienced and younger hands. Achim Ott brings with him an impressive career and a variety of qualifications that make him an ideal successor. Mr. Ott has proven his expertise and leadership skills in various renowned companies. He has successfully led large teams, developed and implemented innovative strategies and achieved significant business results. His vision and commitment to sustainable growth and innovation will give ESPROS new impetus and take us further along our successful course.

I am convinced that Mr. Ott, with his fresh perspective and commitment to excellence, will lead ESPROS into a promising future. I ask you to approach Mr. Achim Ott with the same openness and support that I was able to experience during my time as CEO.

I would like to take this opportunity to thank you all for your cooperation and the trust you have placed in me. I am confident that our company will continue to grow and be successful under Mr. Ott's leadership.

I will continue to be available to ESPROS as Chairman of the Board of Directors. I will also be working part-time in North America to take care of market development and technical support.

Beat De Coi

## Interview with Achim Ott, new CEO

### Who are you?

I am an 51 year old engineer with a passion for high technology, challenging tasks and ambitious goals. I grew up in Germany and moved to Switzerland in 2000. I am married, father of an 11-year-old son and together with my family, I live in Rhäzüns, about 40km south of Sargans.

### What drives you?

Continuous improvement as a result of teamwork is my main driver. If the team succeeds in developing an innovative solution for a customer problem that can be successfully marketed by the company, then I'm happy :-).

### Tell us about your values?

Authenticity, honesty, loyalty and equal treatment of everyone are my core values. I am convinced that these values form the basis for long-term successful collaboration in teams and a trusting relationship with partners in both business and private life.

### What are your expectations of the employees?

I expect all employees to treat each other and all business partners with respect and to do their best to achieve the best possible result for everyone involved together with the team. I also expect every employee to be open to constructive criticism and to offer

constructive criticism themselves, regardless of their role within the company.

### And what can they expect from you?

Employees can expect that I will not demand anything of them that I would not demand of myself. The team can also expect me to act according to my values and set a good example. Reliability in leadership and clear communication are further aspects that all employees can expect from me.

### How do you deal with mistakes?

Mistakes are always an opportunity to improve. This said, mistakes happen and are not a problem as long as we learn from them. However, it is important to me that mistakes are not kept secret but are addressed openly and that the same mistake is not made repeatedly.

### What do you wish for the next 10 years at ESPROS?

10 years are a long period of time... My wish is that ESPROS will be the best choice and preferred partner for our customers – existing and potential ones – when it comes to innovative solutions of optical high-end sensor applications. We ideally achieve that status before 10 years are over!

### What was your biggest challenge in the past?

My biggest challenge in my career so far was the restructuring of a business unit during my time at Trumpf. For a variety of reasons, the business unit posted significant losses. However, thanks to the great commitment of everyone involved, the turnaround was achieved within two years.

### Is there a talent you would like to have?

I wish I could fly 😊. Joking aside, I wish my memory – especially of names and faces – was better than it actually is. I find it embarrassing to know people and not be able to recall their names.

### Who has had the biggest influence on you in your life?

Those were definitely my parents. They made me the person I am today and taught me many things that have helped me a lot in life so far.

### What do you like to do in your spare time, how do you relax?

Besides spending time with my family, I love being active out in nature. I like cycling and cross country skiing. And when I'm not on my bike or skis, I'm working on our "Maiensäss" or I'm felling trees in the forest...

### What is your motto in life?

"If you can dream it, you can do it!"

## IoT Solution

Have you ever discovered something like in the picture below? A public trash can that is overflowing?



The picture is from the area of a 5-star hotel and not from a train station or city center, where one has almost become accustomed to such sights.

An IoT provides a very simple solution: the fill level is monitored with a 3D-TOF sensor. If a certain level is exceeded, an alarm is triggered so that the unsavory disaster can be prevented.

But this solution is also extremely useful in other ways: only those trash cans that are full to a certain extent need to be emptied.

An unnecessary trip to an empty (or almost empty) trash can can be avoided.

Automation in this public domain can help a lot in making our environment more clean. And, it is helping to avoid unnecessary waste and save resources.



TOFcam-611

- Volume monitoring
- Solar powered
- IoT
- Vandal proof

### ESPROS has the solution...

The solution is called the Internet of Things (IoT). It is based on the TOFcam-611, a solar panel and an interface to the Internet (4G/5G) to a cloud. The data is collected there and made available to those responsible. Direct alarms are also possible. To ensure that the whole thing is vandal-proof, it is extremely robust and designed to be as inconspicuous as possible.

If you are interested in such novel IoT solutions, call your ESPROS sales contact.

You want to purchase our products? Check out on [Digi-Key](#) or get in touch with our [sales team](#).

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