

COMPANY PORTRAIT

Long version

Reichle & De-Massari AG (R&M), Wetzikon (ZH), is an independent Swiss family business with more than 49 years of experience in the information and communications technology market. Since its founding in 1964, R&M has grown into one of the leading providers of passive cabling solutions for high-quality communication networks (Layer 1). The company contributes significantly to operational reliability and safety in voice, data and video transmission worldwide with its copper and fiber optic systems. As a system provider, R&M strives to develop optimum functionality and, most importantly, to satisfy the highest quality criteria. R&M also delivers maximum convenience in installation and maintenance.

R&M solutions are compelling in their ability to deliver excellent availability and cost-effective network operations. With its high product quality and forward-looking system design, R&M ensures that networks are fit for the future and that investments remain sound in the long term. R&M cabling solutions are used in offices, data centers, by network operators, in homes and in industry. R&M helps individuals and organizations to communicate quickly and efficiently without limitation. The company is driven by and passionate about creating a passive cabling infrastructure for end customers that guarantees maximum reliability and transmission security.

R&M is a leader in the Swiss market and one of the top three players in Europe and the Middle East. The company is represented by subsidiaries or its own marketing organizations in over 30 countries. In 2012 R&M recorded sales of CHF 183.6 million. EBIT over the past five years has averaged 2.9 percent. R&M currently generates 69 percent of its sales abroad.

The innovative power of the company is evident in its R&D ratio. R&M annually invests 5 percent of sales in research and development. Twenty percent of total sales are achieved with products less than three years old. The company has over 100 international patents and is active in a variety of international standards bodies. Development work generally revolves around new concrete market and customer needs.

The company has special experience and skills in the manufacture of connection and distribution equipment (connectivity) for copper and fiber optic networks (fiber optic technology). R&M offers solutions based on these technologies in two divisions: Private Networks and Public Networks.

Private Networks provides structured cabling solutions for offices and computing centers, industrial buildings and homes. The focus in this segment is on maximum transmission speeds and maximum network availability in the various areas of application. The modular system supports high-speed network protocols for capacities up to 10 Gigabit Ethernet. The solutions also meet the tough demands for use in industrial buildings. Along with these superb transmission characteristics, the solutions provide major protection from mechanical stress and from environmental influences.

Press Contact

Public Networks offers carriers customized and reliable all-in-one solutions for modern long-haul and access networks of any size and topology, be they xDSL or FTTx. R&M assists telecom providers in building up next-generation networks, including communication infrastructure systems that extend all the way into the homes of service subscribers. In other words, the range consists of systems for an end-to-end infrastructure for voice, data and video transmission from a single company.

R&M is one of the 500 largest companies in Switzerland and has more than 700 employees. The company was founded in 1964 and is wholly owned by the Reichle family which is represented actively in the Board of Directors by Martin and Peter Reichle. The dynamic company is managed by Michel Riva, CEO; Martin Gasser, CFO; Marilena Della Casa-Puntillo; CHRO, Andreas Rüsseler, CMO; Markus Stieger-Bircher, COO and Gianfranco Di Natale, CTO.

Press Contact