



# Andrea Contrasto

Industrial automation, software and AI — Founder of Contech S.r.l.

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Rome, Italy · 1985

Twenty years of industrial automation, with field commissioning in **seventeen countries**. Since 2017 I lead **Contech**, with an office in Rome and a workshop in Fermo; in parallel I build **software products** — web, mobile and AI — from the first line of code to deploy. A **granted patent**, a **published book**, and a case study with **-30% energy consumption** across an entire plant.

## EXPERIENCE

JAN 2017 – PRESENT

### Contech S.r.l. — Founder and sole director

Rome · Ponzano di Fermo (FM)

- Industrial automation and Industry 5.0: PLC, SCADA, robotics, industrial networks, OT cybersecurity.
- Plant supervision across machines from different vendors; retrofits without stopping production; commissioning in Italy and abroad.
- Case published in *Automazione Oggi*: over 20 machines under a single supervision system, continuous monitoring, -30% energy consumption.
- Founded at the worst point of the cycle and grown through three crises (2017, 2020, 2024) by investing instead of retreating: new operations site, workshop and vehicles in Fermo.

OCT 2016 – PRESENT · ROLE SINCE AUG 2020

### Spotter — Co-founder and co-inventor

Rome — privacy-respecting retail media

- In-store displays that adapt content to whoever is in front of them, without identifying anyone: recognition stays on the device, only aggregated counts reach the server.
- Patent «Multimedia system for message distribution», filed with my brother and granted in 2023. Pilot demo in summer 2026 with ten shops in Rome.

APR 2026 – PRESENT

### Sagrato — Founder

The parish square, digital — events, communications, donations, records

SEP 2009 – DEC 2016

### Automate S.r.l. — Automation Engineer

- Baggage handling systems at the Rome Fiumicino and Palermo airports.
- Energy and oil & gas: metering, HVAC, water treatment, thermal and cogeneration plants.
- Process control and traceability in automotive.

MAY 2007 – AUG 2009

### Energy Automazione S.r.l. — Automation Engineer

- Design, development and commissioning in plastics, food, chemicals and tobacco.

## CREDENTIALS

### Granted patent

IT 102021000000185 · 18/01/2023

Multimedia system for message distribution. Co-inventor.

### «I robot ti hanno già fregato»

2025 · ISBN 979-8282094244

260 pages on facing AI and technology without being replaced (in Italian). 5.0★ on Amazon (33 reviews).

### Published case study

AUTOMAZIONE OGGI

Over 20 machines, a single view: -30% energy consumption across an entire plant.

## EDUCATION

### I.T.I.S. «A. Einstein», Rome

1999 – 2004

Technical diploma in electronics, electrotechnics and telecommunications.

### Technical training

SEAM · Beckhoff TwinCAT 3 · ASEM / FactoryTalk Optix · AVEVA System Platform (Application Server + OMI) · Carel 1tool · Siemens PCS 7

## IN THE FIELD

**17 countries** of commissioning: Italy, Slovakia, England, Poland, Germany, Switzerland, Norway, Sweden, Romania, Czech Rep., Qatar, Oman, Egypt, Kuwait, Pakistan, India, United States.

## LANGUAGES & MORE

Italian native · English professional · Slovak basic

Vice president of the E.CO music school in Rome, since 2020

## PRODUCTS BUILT FROM SCRATCH

- Pleya**  
IN REAL USE  
Multi-tenant management platform for Italian service companies: projects, hours, signed quotes, HR, ticketing, banking with reconciliation, AI assistant. Native SDI e-invoicing, not a plugin. Data in the EU.
- Spotter**  
PILOT DEMO  
Retail displays measuring the qualified impression (glance  $\geq 2$  s) with on-device-only recognition. Covered by a granted patent.
- Lokkit**  
PUBLIC BETA  
One-click hardening for Windows HMI/SCADA and kiosk workstations: 40+ controls, snapshot and revert, audit log. A single Go .exe, offline activation with Ed25519 signatures.
- Eatab**  
IN DEVELOPMENT  
The restaurant's operating system: tablet and QR ordering, kitchen orchestration, native Italian fiscal compliance. Runs on a box on premises: it keeps working without internet.
- Sagrato**  
WAITLIST OPEN  
Events, communications, donations with receipts, attendance and records for Italian parishes. GDPR-compliant even on Article 9 data.
- Serpidex**  
ALMOST READY  
Recognises a snake from a photo, with species sheets and first aid one tap away. Built for Reptile Nation.
- Kai**  
IN PROGRESS  
Proactive AI assistant: opens the day, prepares meetings, remembers expiring promises. Silence is the default.
- contech.xyz**  
ONLINE  
My company's website, built by me: four languages, technical blog, tax-deduction simulator, vCard API.

## SKILLS

### Automation

- Siemens Beckhoff Mitsubishi  
Ignition AVEVA FactoryTalk Optix  
Cybersecurity OT NIS2

### Software

- Next.js TypeScript Postgres  
Supabase Vercel React Native / Expo  
Go Python

### AI

- Claude models OpenAI RAG · pgvector  
Agents On-device AI

## HOW I WORK

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**I understand the problem.** If the project doesn't hold up, I say so before signing.

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**I build.** Frequent, visible deliveries — not three months of silence.

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**I stay.** Real documentation; the code and the repository are the client's.

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