

Large Employer of the Year Nominee



Name of Business: Advantech Incorporated
Address: 151 Garrison Oak Drive – Dover, DE 19901
Primary Contact: David Sweeney, CEO
Telephone: 302-674-8405
Website: www.advantechsecurity.net



Describe the business:

Mission/Philosophy: We embrace our core values everyday to achieve our core focus of “*Making a Difference by Creating Safe and Secure Environments*”.

Our Core Values consist of:

- Customer-centric
- Make it Better
- Passion for Learning
- Do the Right Thing
- Commitment Above Self

Primary good or service provided: Advantech is a security integration company specializing in solutions to include access control, video surveillance, intrusion detection, fire alarm/life safety, emergency communications and identity management.

Number of years in business: 30 years

How did your business start?

Advantech Incorporated was founded in 1990 by 4 Dover residents to provide a truly one of a kind customer service experience while deploying state of the art security technology. As time has passed the business has evolved to become one of the premier Systems Integrators serving the Mid-Atlantic Region of the United States.

Number of employees: Full-time – 60

Describe the growth of your business: (Info from Company Profile 2020)

Early in 2019, we completed construction and moved our operations into a new, state of the art, corporate headquarters. Our new facility consists of approximately a 16,000 square foot building on a 10-acre parcel. Strategically located in the middle of Delaware, just off route 1, we support our customers throughout the Delmarva Peninsula, as well as the DC/Baltimore metropolitan area and Philadelphia metropolitan area. Advantech also operates a satellite office in Wilmington, DE.

In Sales: Just meeting project requirements is not our goal. We are driven by tailoring our solutions and services to maximize our customers’ return on investment.

Describe the challenges facing your business:

Our biggest growth challenge is finding qualified Team members that embrace our Core Values.

Describe solutions developed to address those challenges:

We have developed a very strong internal training program to allow us to develop talent internally and have focused on evaluating “core value match” during our interview process for new team members. We place great value on, and invest much time and money on, training. This is an on-going process and is evidenced by the large quantity of industry and product certifications we hold. Learning never ends.

Describe a creative, imaginative or innovative process you have developed that has helped your business grow:

Without a trusted team, a state-of-the-art security system is useless. At Advantech, we know it’s not just about our innovative products, but having a committed team working with you from the planning stages to implementation and beyond with our ongoing tech support.

Doing the right thing when no one is looking is expected. In addition, doing the right thing when others will never know is part of our make-up. Whether it is fabricating custom parts to improve functionality or adding features to an integration project, we constantly strive to do what we would want others to do for us.

What are the goals for your business in the next three to five years?

Our goals are simple – to continue to provide quality service and support to our customers/partners while also providing an opportunity for our Team Members to grow. This will be accomplished by our focus on continual learning and development with a keen focus on Technology. We will be deploying and managing technology in 3-5 years that has yet to be invented or deployed in a commercial setting – but we will be ready!

What distinguishes your business from the others? (Info from Company Profile 2020)

Without question we have the most talented technical staff in the Mid-Atlantic region. We believe in a layered approach to fields of expertise. We maintain multiple certified technicians for our primary product offerings. All Advantech employees, regardless of function, are licensed through and receive periodic background investigations through the State Bureau of Investigation. A key component of our success is our investment in our Technical Services Team. This team and associated processes are responsible for exceptional project performance. They are the foundation of success in a rapidly changing technical industry.

What contributions have you made in the community?

Serving on boards/committees and volunteering: We have team members that are engaged with numerous non-profit organizations, including The Red Cross, Children & Families First, Rotary, and The Police Chief’s Council to name a few. Many of our team members are active members of local religious organization and play active roles in youth coaching and development along with school PTO’s and PTA’s. As a business we also are committed to a community and charitable giving, mirroring the values of our employees.