



„In this partnership, we clearly see the important synergies for a win-win situation“

Jozef Omelka, Founder & Managing Director of MicroStep-MIS

When high-quality forces join, success and customer satisfaction can multiply

MicroStep-MIS has been operating in the area of environmental monitoring since 1993. Since then, MicroStep-MIS has established itself as an accepted and respected worldwide player in the field.

Jozef Omelka is the Founder, Managing Director and Co-Owner of MicroStep-MIS with decades of experience in the field of international projects.

Today we have the pleasure to interview him on his long-term partnership with nowcast.

Jozef, your company has taken the opportunity to become a nowcast-partner in 2014. Can you briefly describe the main reasons that motivated you to join forces and add nowcast-products to your portfolio?

First of all, I would like to stress I am proud that our company belongs among nowcast partners. I had

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learned about some years ago, but seriously I started to consider options of possible co-operation in 2013 or 2014, when there was a tender for delivery of lightning detection system (LDS) in the Slovak Hydrometeorological Institute (SHMU) which you won. Since then I can hear only good references about functionality and reliability of your system as well as all-over co-operation with nowcast. This knowledge has supported my interest in cooperating with you to such an extent that I am happily doing this interview today!

In what way are nowcast-products complementary to your own products and what is the major value for your customers?

Our company is specialized in monitoring and information systems, our portfolio is of a very wide scope and one of few things we are not producing is the lightning detection system. Thus, we can respond to customer requirements for the supply of LDS, your system is fully compatible with our software and it can be easily integrated into our meteorological and forecasting systems. The major value for our customers is the complexity of products and services we can supply.

What are the common use-cases at your customers when it comes to lightning detection integration?

In fact, so far, we do have integrated nowcast's LINET LDS into one of our Airport Weather Observing Systems. LINET data together with the radar data, and data from other remote and local sources enable to provide a complex information on weather conditions for air traffic control. The functionality of this system confirms the right choice of particular components integrated into the system and is a good reference for other potential clients

When collaborating with partners, what is most important to you?

If we want to succeed in tough competition, we need reliable partners producing reliable high-quality products, partners keeping word and willing to work together towards solution that ultimately leads to meeting customer requirements. It is, of course, an advantage, when the business partners understand each other also from a human point of view. It simplifies mutual communication and even complicated issues are easier to be solved in a friendly environment.

You and your company have extensive experience in international weather-tech-projects.

How important is partnering with manufacturers and specialized solution-providers for you?

We are suppliers of complex systems but not producers of all components used in the systems. Partnership is thus crucial for us, only with reliable partners providing top quality products and services can we win in hard international competition.

Looking back to the several years partnership with nowcast, how would you best describe the collaboration over the years?

I think that feelings are sometimes more important in assessing the quality of cooperation than the exact number of years of cooperation. And that's exactly how I see our co-operation. This may be influenced by the fact that the way our companies operate is similar in many ways, and the values you apply in management are very similar to mine. I am convinced that the coming years will allow us to expand our cooperation on the basis of the principles I have set out in my answers above.

Thank you Jozef!



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