



Be ahead



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Introduction

(Pride and inventiveness –
an Italian success story.)

Situated just a short distance from the Alps, the place where the agricultural Po valley meets Italy's industrial heartland provides fertile ground for originating and developing new ideas.

Such ideas can flourish within a business that remains curious, one in which ingenuity and creativity help those ideas grow and take life, incorporated into products and solutions that are designed to improve people's work by making it easier, quicker and more secure.

Management, control and security are the three concepts that guide Bft's approach to the automated entry systems it designs and manufactures.

The boldness of its past, the dynamism of its present growth, and its passionate desire to turn complex technologies into the simple results needed in the future are what Bft is all about.



Our philosophy

Courage, creativity and resourcefulness – these powerful concepts are hard to condense into a single term. Could any single word, in fact, describe a company that right from its foundation has been able to grow by evolving, improving and never resting on its laurels.

Perhaps just one: curiosity.

This is who we are, ever eager to learn. We have always been that way, ever since more than fifty years ago we learned the value of imagination, a quality that makes anything possible. And even today, as we find ourselves still fascinated about what else we can discover, we realise that curiosity is what

gives us the energy to think outside the box. That means listening to the people who entrust us with their safety as we guide them towards the solution they are looking for.

Our products are designed, produced and implemented exactly as we imagined them. We are curious about shaping the future that awaits us, and we face it every day with pride and the knowledge that the best is yet to come.

As we come to work for Bft every day, we meet that challenge – to never stop experimenting, lead from the front, and always “be ahead”.

Our people

(When being individual means being part of a team.)

A mechanism can be said to have been perfected when all its constituent parts work with the same determination – a determination that motivates them to always give their best.

It's therefore no coincidence that Bft is primarily a group of teams. That's because the people within the Group have a deep connection to both its past and present, and also to its understanding of their day-to-day work. In this context, "working" isn't just a word: it means sharing values, looking in the same direction and being driven by the same desire to discover new opportunities for growth from every possible angle.

The people who work with us are unique: we know their talents and appreciate the qualities that distinguish them from one another. After all, difference is what makes each person special and what makes Bft stand out. The pride that each employee feels when talking about their role within the company is the best possible testament to our success. It proves that when a team is united around its goals, it can achieve just about anything.





The Bft Group (Once upon a time there was an inventor...)

Our story began with the creativeness and ingenuity of an ordinary man – one who understood that imagination was an indispensable element of intelligence.

Francesco Bonollo knew how to imagine the future. Thanks to this special gift, his instinctive ability to solve problems and his unusual dexterity, he was able to devote his mechanical skills in the 1960s to the production of gears. Since Bonollo founded his first company in 1967, a lot of things have changed: a new corporate structure has helped the business to grow, moving from an owner-led hierarchy to the adoption of organisational models better suited to today's increasingly competitive markets. In 2004, we became part of the **SOMFY Group**, a multinational and world leader in the field of automation for rolling shutters and awnings. The acquisitions made in 2006 of **Sacs**, a company

specialising in parking systems, and in 2008 of **O&O**, a long-established Italian firm with expertise in barriers and bollards, completed the first major phase of our development. Those acquisitions made us stronger and allowed us to focus on new international opportunities offering major potential. We therefore involved local businesses from all around the world in this ongoing process of evolution as new Bft subsidiaries. Thanks to the great experience that each of the three associated businesses have brought to the table, we can safely say that **Bft** has achieved its goals, in constantly empowering individual teams to do their best, creating high-quality products that provide solutions tailored to every customer's needs and, above all, making life easier for those who opt for Bft's automated systems. This is why even now we consider every step we take with an engineer's precision and an inventor's passion. Our mission? To never stop.



Business Unit

(Individual entities within a larger group.)

Bft developed its new structure with the aim of identifying specific internal units that could work in specific areas, thereby combining their skills and experience not for the benefit of the product but for the customer.

With the rapid speed of change in today's world, companies are obliged to become increasingly flexible and agile – without, however, sacrificing efficiency. That's why we have reorganised our activities into business units, vertical groupings that each carry out the functions of a company within a company, sharing the information and skills that enable us to design the solutions that our customers have come to expect.

"Residential & Industrial" is the name we have given to the business unit focused on developing and marketing automated entry systems for private homes and businesses. This is a very broad market with great potential. It represents an exciting challenge for us as it allows us to measure our performance in terms of the two activities that best motivate us: firstly, our constant research into new solutions and secondly, our exploration of cutting-edge technologies that can make our products even more intelligent.

We have given the name "Commercial and Urban" to the second business unit we identified. The unit is specifically dedicated to infrastructure solutions for large-scale operators – in other words, settings that experience high flows of people and vehicles. As well as focusing on road barriers, bollards and automatic doors, which have been in production for some time, we have also added a special section dedicated to access control and parking systems. This ensures that even major institutional clients can see that Bft is trusted and competent partner.

Research and development

(From experiment to innovation)

In constant ferment, free and original, the creative mind doesn't just wait till ideas pop up but anticipates, develops, and transforms those ideas. Because without research there can be no progress.

Bft has never forgotten its origins, conceived as it was by an inventor's mind. This inventiveness remains at the heart of the solutions we research and motivates our innovation to advanced technologies in a magical linear process that turns problems into solutions. Our willingness to face up to the challenges that the markets impose on us is the factor that

sets Bft apart. It demonstrates that there is no such thing as an unachievable outcome but only opportunities that haven't been grasped. That's why the teams in each of our three R&D units actively collaborate with the help of methodologies such as the "lean and agile" approach. The ease of use that characterises our products – a quality of which we are incredibly proud – is due to the day-to-day passionate collaboration of our teams in analysing and designing innovative, efficient solutions that are at the cutting edge of technology, safety, design and user experience.



(The proprietary technology that opens every door.)

As a communication platform for all types of units and receivers that allows users to monitor and intervene with access systems even from a distance, U-Link simplifies the work of our installers and makes life easier for their customers.

The Internet is in constant flux. We are seeing the worldwide web turn into an Internet of me, a world in which everything revolves around each of us as individuals. Science suddenly looks easy, while the most complex technologies have become accessible to all, designed around our needs and capable of communicating with each other for the benefit of users.

It was this concept that set us on the process of developing our proprietary platform **U-Link**, enabling technology to bring different systems into dialogue with one another. This allows automated systems to be activated and monitored irrespective of whether they are connected by cable or wirelessly. U-Link has given life to many of the solutions offered by Bft. These include systems that enable automated units to be easily opened and closed by smartphone (**U-Control Home**, perfect for end users); solutions in which a tablet is used for diagnosing and programming the various stages of movement for doors and gates or for introducing or replacing remote control systems (**U-Base**, designed mainly for installers); and products that enable integration and dialogue between Bft solutions and pre-existing building management systems (the **U-SDK** range, aimed at system integrators and general contractors).

Thanks to all this, we can be sure we have given concrete help to those who rely on us, by providing them with the most suitable method possible for intervening quickly when needed, for programming maintenance operations even from a distance, and for remotely controlling all access systems, even those produced by third-party manufacturers.

That's why we talk about products that are "Empowered by U-Link", as real communication means being able to talk to anyone – whichever party is involved.



1982

E5, the small-scale electromechanical actuator with articulated arm.

1984

LEM, the robust and reliable actuator for sliding doors.

Thanks to BETAKIT, the wholesalers were supplied with products better suited to their needs.

1989

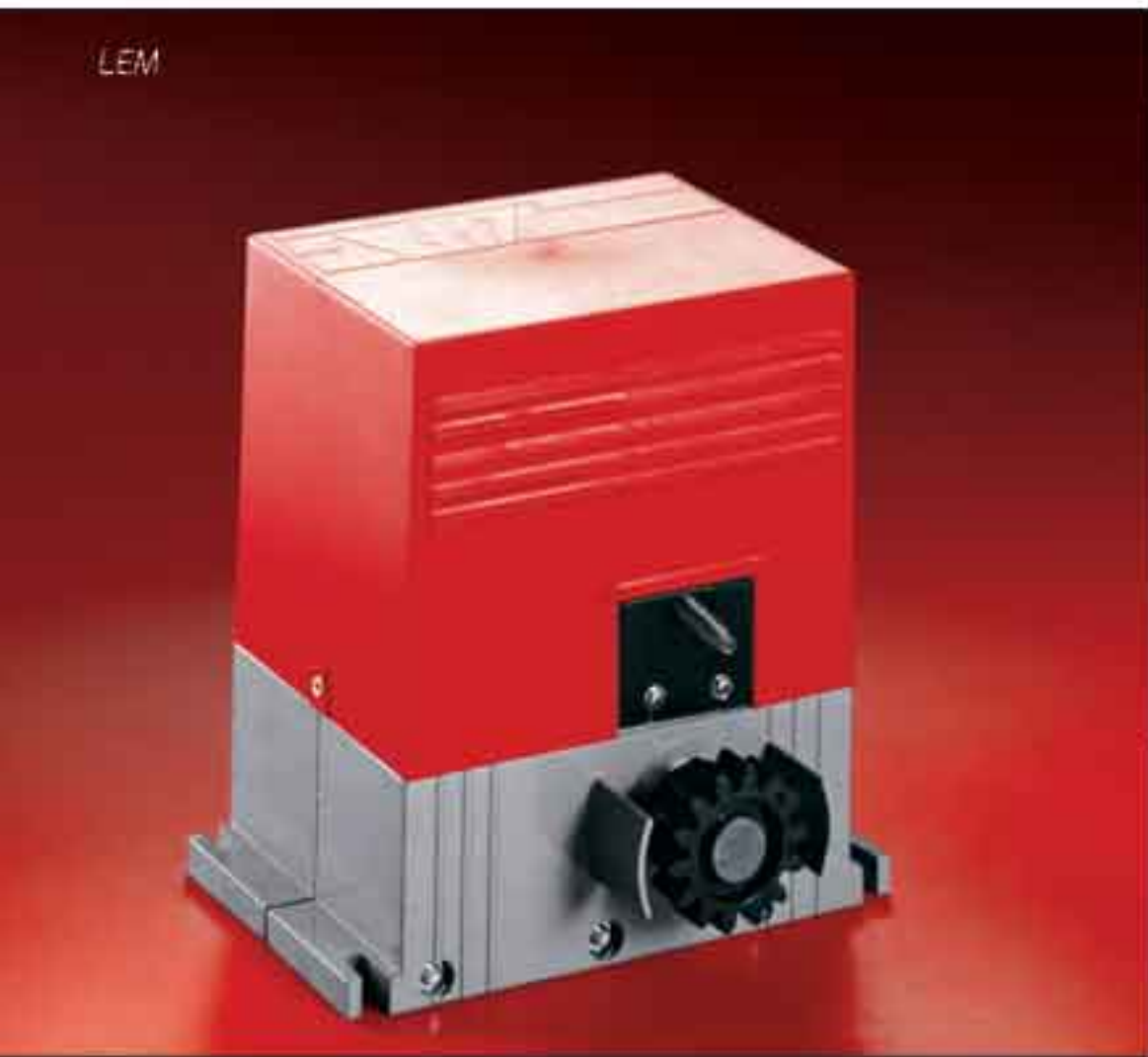
FL50, the first photocell using the Fresnel lens.

1992

SUB, the single-unit underground hydraulic operator

MILESTONES

(Our products come onto the market.)



LEM

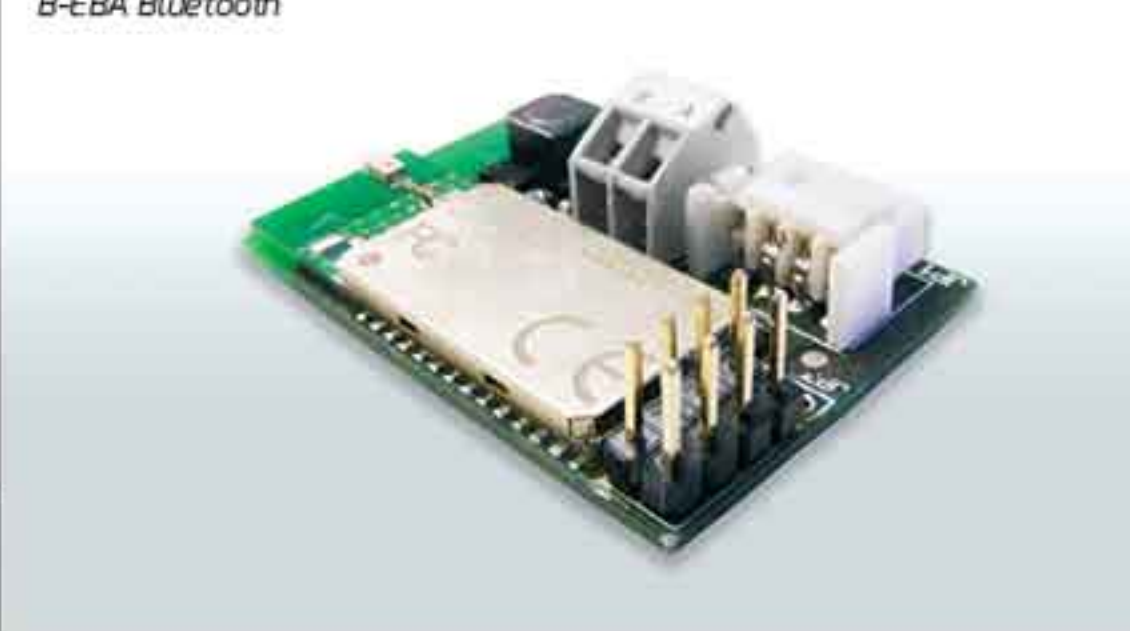
BETA KIT



TM1, TM2, TM3



B-EBA Bluetooth



2010

D-TRACK, an intelligent torque management system.

2011

U-LINK, a wireless system for simplified maintenance and management of installations.

B-EBA SYMBIAN, the first wireless gateway that allows bidirectional communication with an external network.

U-SDK, the software development kit designed to enable Bft automations to be controlled by third-party BMS systems.

FLX (patented in 2009), photoelectric cells incorporating blinkers.

2012

U-Base: remote control (B-EBA TCP-IP required) and service management for Bft automated systems.

RADIUS



B-EBA TCP-IP e U-CONTROL



PHEBE BT A ULTRA



Mems Tech

2013

BLUE ENTRY, smartphone apps that enable users to control their own gates simply by touching the display.

2014

X-PASS, the anti-terrorism bollards tested and certified to the highest safety standards (equivalent to K12 and K14 standards in the US).

B-EBA GATEWAY



1994

MOOVI GET, Bft's first automatic gate.

1997

PROTON, the first electromechanical motor and a precursor to the Phobos series.

1999

ROLLING CODE, a coding system that allows users to manage remote control transmissions securely.

2000

SUPER, a control unit with fully digital serial adjustment based on an LCD display.

DISPLAY, the first integrated display for automated systems that facilitates direct programming and expands the options available for monitoring parameters.

FL 50



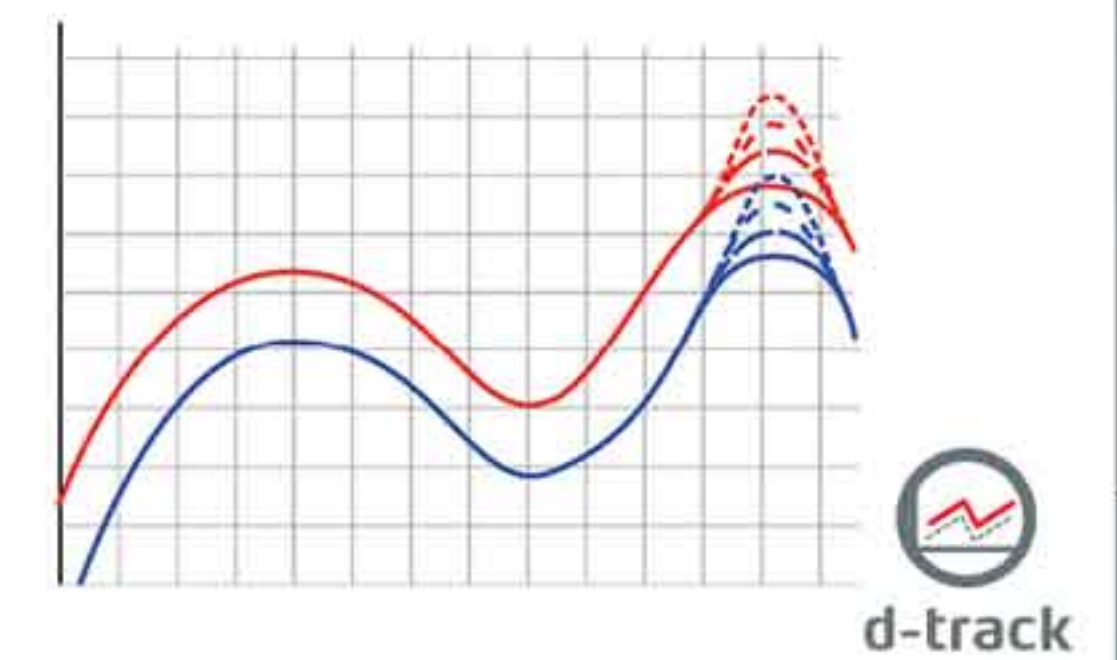
SUB



BGV



Cellulo FLX



KLEIO



U-BASE



X-PASS B



2017

PHEBE BT A ULTRA with MEMS technology, in anticipation of the expected patent for the virtual AUTOSET limit switch

B-EBA WI-FI, thanks to which Bft has become the first company to offer an intelligent and "updatable" product. All U-Link operators can now connect directly to the router without the need for a control unit.



HOME BUILDING URBAN www.bft-automation.com

Solutions and worlds

(Each client is unique and every requirement a special one.)

URBAN ACCESS AUTOMATION BUILDING ACCESS AUTOMATION HOME ACCESS AUTOMATION

Knowing what to ask for is important – but knowing where to look is essential. Bft has created three specific areas to help users find their way around its world of products.

Since there can never be just one answer to a set of questions, our task lies in knowing how to grasp the nuances of every request we receive and identifying the best way to translate that request into reality. That reality should then give rise to experience and allow us to build our knowledge so that we can better face the challenges of the future.

We tend to see ourselves as full access specialists, with 360° expertise in the field of automation, as we know that this involves looking to the future and grasping the opportunities it presents. Each and every day, we approach this ambitious task with dynamism and passion, focused on both what we do and why we do it.

In order to find the right solution to our customers' needs, however, it is vital that we are clear about the different ways in which their access systems are used. For that reason, we have identified three specific focus areas that we term Home, Building and Urban.

In doing this we are helping both installers and end users to find what they are looking for. Whether that involves automating doors and gates for private residences, controlling points of entry for public and private organisations, developing advanced systems that integrate barriers, bollards and parking spaces within an urban transport system, there is virtually no limit to the solutions we can create.

In designing customised systems with the potential to become product variants, we have seen the added value that every customer can bring: a value based on their uniqueness.





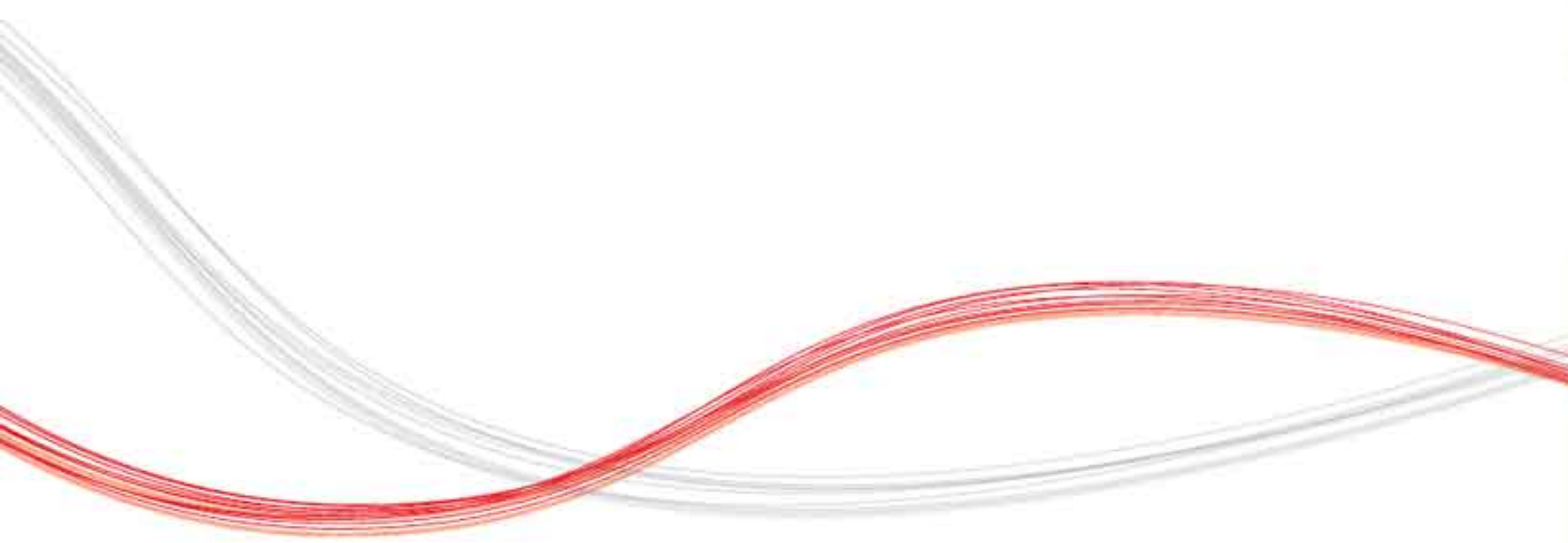
A global presence

(Close to you, forever.)

To be prepared and effective in our work while also being able to understand the demands of different markets and cultures, we need to have a comprehensive network on the ground.

This allows our customers to count on the reliability of the solutions we create to the highest degree possible and enables Bft to ensure that everything is done in line with the quality standards for which it is known.

This is not just a matter of exporting products; at Bft, we prefer to explore. For this reason, since 2002 our distribution network has gradually expanded from across Europe to the whole world. It now includes **530 distributors** and **20 subsidiaries** in more than **120 different countries**, so that the markets involved are now targeted using specific guidelines. As a result, our business is more stable, while our customers receive even better care and service.



Our close relationship with our installers and customers is evidenced by a specific commercial format: **Automatech**. This idea is reflected in Bft spaces that are instantly recognisable within the showrooms of non-exclusive resellers. There, customers can find staff members who have been specifically trained to talk to both installers and end users in the same straightforward and functional language.

It's worth repeating that we remain curious about the world and know that there are many more places to discover across the planet. Every day, both the Internet and new technological developments demonstrate how distribution channels and markets are becoming ever more dynamic and virtual. We will therefore continue to evolve as we apply the long-established Bft approach to these new spaces : an approach based on designing solutions that create value through systems and technologies built on the centrepiece of each of our activities. You.



MILESTONES BRANCHES

- 2002**
First Bft subsidiary was opened in Germany
- 2003**
Merger with the French subsidiaries
- 2004**
Opening of the subsidiaries in Spain and the north of the UK
- 2005**
Opening of the Belgian and Croatian subsidiaries
- 2006**
Subsidiaries in Poland opened and United States
- 2007**
The subsidiaries in Portugal and the south of the UK were set up
- 2008**
The company expanded further with the launch of subsidiaries in Australia and Czech Republic
- 2009**
Further expansion with the arrival of the Russian subsidiary
- 2010**
Opening of the subsidiaries in Turkey and Romania
- 2011**
The subsidiary in China was launched
- 2012**
BFT opened a subsidiary in the Middle East
- 2013**
New Zealand was added to the list of subsidiaries
- 2014**
Opening of the subsidiary in the Baltic region
- 2015**
The subsidiary in India became the latest addition to the Bft Group



Marketing (Dialogue and learning: the qualities of a winning team.)

The best ideas are those built around people, their requirements, and a desire to find the answers that will satisfy those needs. The Bft Group listens to people and aims to develop in the same way they are developing.

Our task lies in giving our target audiences the best possible experience of our company and the solutions it develops. The relationship between Bft and its customers begins long before any direct contact, however, knowing the people who benefit from our day-to-day work is vital if we are to understand their needs and build a long-term, effective dialogue with them. Only through constant communication with those who place their trust in us can we come up with the new ideas that will allow us to develop innovative products and solutions. Such ideas are vital for ensuring installations are more convenient for professionals and more

user-friendly for end users. We have chosen to utilise the most advanced channels of communication because we want the relationship that we establish with our customers to continue beyond the mere sale of the product. Social networks, smartphone apps and a constantly updated web portal are the virtual means we use to stay in touch with anyone who requires our support. Even so, we would also point out that our doors are always open for those who wish to visit us in person. Entering our world is easy: the Bft website is available in more than 20 different languages, enabling everyone to see how our values and our innovations meet their needs. Our aim is to guide you to a clearer understanding of our world, just as we will always be willing to understand your world and discover the various means by which we can make it even more efficient. After all, giving our best is in our DNA.

Production and logistics

(Bft's winning model: flexible and constantly evolving.)

Our next goal – ever shorter delivery times – is already within reach.

The experience we have gained over time has taught us that a competitive market like ours has to be tackled with determination, intelligence and adaptability if a business wants to retain its leading position.

Without betraying any of the trust placed in us and with no reduction in the high quality of our products, we have optimised our manufacturing and shipping processes by making our organisation leaner every day.

Just as we are constantly refining the skills of those who work with us, we manage the a carefully selected network of trusted partners, whose work we personally supervise at the processing and testing stages. Nothing is left to chance: we carefully plan the hours, cost, purchases and production capacity of all those working with us as we've set ourselves an important objective: to bring the average supply time for standard products, from order to delivery, from three days down to 24 hours. This optional service is already up and running in Italy.



A woman with blonde hair, wearing a black blazer over a white top and dark trousers, stands in a classroom or training room. She is holding a small device in her hands. Behind her is a large screen displaying the text 'Be ahead' in a light, sans-serif font. The room is dimly lit, with several rows of chairs visible in the foreground and background. A laptop and a water bottle are on a table in front of the screen. The overall atmosphere is professional and focused on learning.

Be
ahead

Training and support

(There is no growth without knowledge.)

Only when experience is shared does it really become irreplaceable: passing on the know-how we've gained over time to those who choose the Bft brand has been vital for bringing us closer towards our target audience.

When, at a certain point, we realised that simply producing "things" – even if these are customisable and made to measure – was no longer sufficient, we truly came to understand the vital importance of training.

From that point on, educating and updating both the staff within our subsidiaries and our installers became an indispensable aspect of our work, one crucial to the growth of the BFT group at a commercial, technical

and above all human level.

Run at multiple levels and managed by qualified personnel within our very own Bft Academy, training and support allows those working at subsidiaries all around the world to keep up to date with our latest news and resolve any kind of problem they might encounter.

Although the task of training staff, including by remote means, has been a challenging investment in terms of resources and time, we are nevertheless proud to have embarked on a journey that has led us to learn about different cultures and requirements, to form new professional and personal relationships, and to share with the world the methods that have made the Group what it is today.



What awaits us tomorrow?

No one can know precisely what will happen but what we do know is that the future belongs to those who build it, day after day, with their eyes set on the goal.

We have chosen not to rest on our laurels, but always to look for new successes, staying curious about innovations and technologies that can make our products even more advanced. In doing this we pioneer

working methods that foster personal and professional growth, without prioritising one over the other.

New skills, professionals who are experts in their fields and involving the customer throughout the life-cycle of the product are the tools we will use to support the Bft Group's success.

For us, the phrase "Be ahead" is not a slogan but a promise – our promise to you.

Join our team: be ahead!

Advanced solutions, with unique and exclusive features. But also simple, accessible, and close to people.

New-generation technologies designed to improve the lives of all: installers and those who use them. This is us today: a company focused on the needs of the present, with an eye to the future.

A professional and understanding company, able to take its partners by the arm and, thanks to a full access specialist approach, make them proceed at a dynamic pace, allowing them to always be in the forefront.

A company where the technical component is supported by the power of passion, and where engineering expertise is completed by the brilliance of lively inventiveness. Because we like to listen to you, understand you, address your needs and offer new opportunities; always giving you the best, with increasingly sophisticated tools designed to enhance performance. A fast and smart technology, always accelerating; to advance at the pace of innovation and, together with you, always be a step ahead.



Be ahead

bft-automation.com

