

PARTNER



SOLUTION

BUILD *the experience*

COMOLI FERRARI
dall' **HUB** al **LAB.**

We have
all you
NEED

Today's professionals can face the future with confidence knowing they can count on a **360-degree service.**

In 2019 we celebrated our **90th anniversary** in a business which has undergone profound change, radically altering our profession.

We have learnt to evolve, grow, seize the opportunities and stand out from the crowd. We have learnt to take advantage of **technological innovation** while remembering to **take care of people and adopting the right behaviours.**

We strive to offer the **very best service** day in day out, with **replenished stocks**, efficient logistics, fast deliveries and the **support of expert technical staff.**

And that's not all. We can also offer **credit** and all the **administrative and financial support** you need to secure and execute major projects.

Your partner of choice

As Italy's largest independent distributor, there's no doubt we offer more value.

After all, we've been doing so for over 90 years.

And the fact that we are growing faster than our market, is tangible proof of the added value of our services.

An all-Italian hub



One size doesn't fit all



Products, solutions, consultancy



Our “**hub**” is a series of contact points, tools and activities which endeavour to create the best opportunities for all players in the electrical installations market.

The **contact points** are the “where” and our experience is the “how” we make the difference.

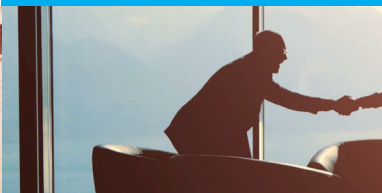
All businesses are unique: they are made up of unique individuals and grow and evolve in many ways. Hence our **customised approach** to suit the characteristics, size, sector and in-house competences of our customers. We build a **growth path** and work alongside our partners from the word go.

Our warehouse caters for tens of thousands of solutions, including the more complex, and our specialists can offer the **most suitable, usually highly innovative, technologies** for the most diverse applications. Every day, we provide specialised services including **expert advice** on technical and business challenges.



All-round experts

**Manufacturer
certification**



By developing partnerships with leading domestic and international manufacturers, we have **extended our global offer** and provide a service focused on **improving the quality of installations, raising safety standards for people and installations** and making life simple for customers who need special support to grow their businesses.

Comoli Ferrari is a **VAR Value Added Reseller**, certified by Schneider Electric, specialists in industrial process tools. We are the first certified distributors in industry, building technology, industrial strength networks and cyber security products and solutions.

Specialised technical consulting



From the initial concept through to testing and managing installations, our experts are on hand to provide all the support you need.

We are the first in the world to become **AVP Authorised Value Providers** of ABB SACE Division. We are also the first distributors in Europe and one of the first three in the world to be certified for medium voltage products and solutions. We are **ISD Industrial Specialist Distributors** for Schneider Electric and certified in industrial products and solutions (automation and MV and LV switchboards).

With over 50 civil and industrial engineering specialists, we offer daily, expert support in assessing and selecting installation solutions.

- Technical and specialist **quotations**
- Order **management**
- **Project analysis and consultancy services** for complete installation projects
- **Support** for the construction and assembly of electrical and industrial automation panels
- **Inspections** by qualified personnel for technical advice
- Simulation software for **lighting calculations**

- **INDUSTRIAL SYSTEMS**
- **LIGHTING**
- **HOME AND BUILDING AUTOMATION**
- **SAFETY FEATURES**
- **AIR CONDITIONING AND AIR TREATMENT SYSTEMS**
- **STRUCTURED CABLING AND WIRELESS NETWORKS**
- **WIRED ELECTRICAL BOXES AND TRANSFORMERS**
- **RENEWABLE ENERGY SOURCES**
- **AERIALS**
- **TOOLS**

What more do we offer?

A range of advanced services from products to systems and project management.

Winning important orders is so much easier with the support of Comoli Ferrari.



Valuable solutions

We understand that every business is different, with **specific equipment and solution requirements.**

The products and solutions we offer are the result of an **ongoing process** to select **the most viable technical solutions at the best possible prices** that will yield additional returns over time.

Customised incentives

Our ad hoc incentive programmes include **special purchase conditions** and access to numerous events which are organised in collaboration with our partners:

over 1,000 promotions a year

With over 1,000 promotional campaigns a year, you can be sure to find the opportunity you were looking for with presentations of **new products, trade fairs**, guided tours and special events.

Logistics

What you need,
when you need it

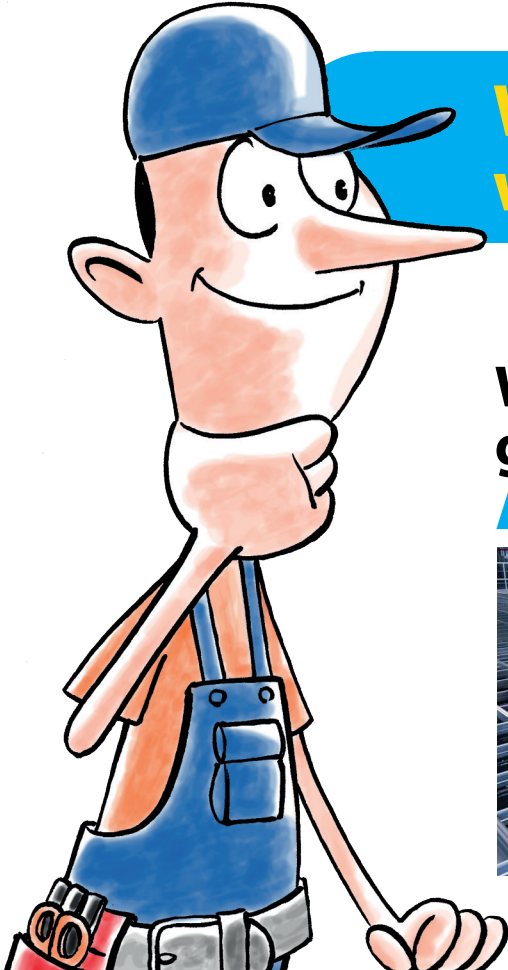
Why don't you
give us
A TRY?



Centralised and decentralised logistics offer outstanding innovation, efficiency and management. With our extensive network, and immediate availability of **over 85,000 products**, we can respond quickly and efficiently to all demands for civil and industrial installations.

Our **new robotized warehouse** can prepare up to **1,000 lines per hour** and has a **storage capacity** of 30,000 crates, **equivalent to 1,500 pallets**.

We deliver all over Italy (and Canton Ticino, Switzerland) **within 24 hours** of receiving an order and if orders are placed by 7.30 pm, we guarantee delivery the following morning to the place of your choice: **our local branch or your facilities or building site**.





At Comoli Ferrari
**YOU'RE SPOILT
FOR CHOICE!**

We have
**PERSONALISED
PROGRAMMES**
designed with you in mind.

Apply for a CLICK CARD and the advantages soon add up

With Click Card, you've everything to gain

Get VIP treatment in all our points of sales with our **loyalty card!**

Click Card is your **fast track to personalised offers** designed just for you, plus a host of other **opportunities, advantages, special initiatives, competitions and reward schemes.**

Get a Click Card and become part of Comoli Ferrari's **loyalty programme:** earn points for every purchase you make in **all the group's points of sales**, then **select your prize** from our special catalogue.



More value for your business

EXTRA BIZ
More value for your business 

EXTRA BIZ... More value for your business

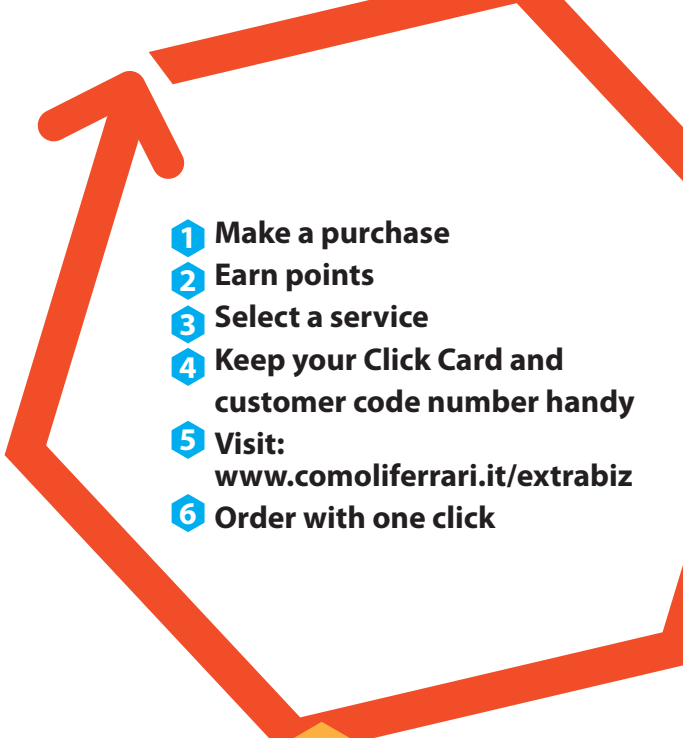
is our new reward scheme designed for you as a valued customer.

Collect points and discover all the **benefits and advantages that will make your business grow.**

Access is completely free of charge and no membership is required but you do need to have a CLICK CARD, Comoli Ferrari's exclusive loyalty card.

This scheme **boosts the value of your purchases, bringing you a range of attractive opportunities.**



- 
- 1 Make a purchase
 - 2 Earn points
 - 3 Select a service
 - 4 Keep your Click Card and customer code number handy
 - 5 Visit:
www.comoliferrari.it/extrabiz
 - 6 Order with one click



+39 0321 440911
from monday to friday
from 14 to 16 PM



extrabiz@comoliferrari.it

OTHER
OPPORTUNITIES

TRAINING

MARKETING

EXPERT ADVICE



Financial consulting



Over the past year, we have offered **tax and sales advice**, such as how to obtain VAT relief, to around 1,000 small- and medium-sized businesses, often by talking directly to their tax consultants.

For larger customers, our advice covers **intra-EEC and international trade**, contracts for complex projects such as the Cibus pavilion at the Milan EXPO or new business initiatives.

With partner companies, our services include advice on **energy efficiency** titles (EETs), **energy performance contracts** (EPCs) and **Industry 4.0** incentives, with a particular focus on research projects.

Credit



The Group offers credit to **over 45,000 customers a year**, handling credit facilities of over €350 million.

We give **more credit than the banking system**: on average, our credit facilities are two to three times those granted by our customers' main bank. We have helped hundreds of clients to amend their contracts to afford better protection.

When necessary, we help customers analyse and interpret figures, identifying the right way forward for the organisation. We use our knowledge of the market and experience in contracts to **assess the credit risk**. By establishing a close working relationship and by means of availment agreements, we enable our partners to win otherwise unobtainable tenders.

110% Superbonus Scheme



The Italian government's **Superbonus** scheme is a 110% tax deduction on the renovation costs of specific energy efficiency and seismic risk reduction measures, the installation of photovoltaic systems and indoor electric vehicle charging solutions. The cost is reimbursed in 5 annual instalments of the same amount.

Comoli Ferrari offers customers a range of services such as:

- **information guides and FAQs;**
- **webinars;**
- **a dedicated help desk** info.cf110@comoliferrari.it;
- products selected from the best brands on the market;
- **assistance and support** in choosing the products that best meet the customer's needs.



updates on
www.comoliferrari.it

**More training
courses available
for everyone
and more
opportunities to
meet with leading
manufacturers**

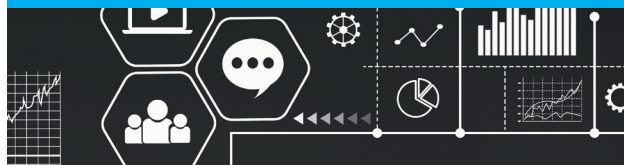
COMOLI FERRARI *Academy*

To keep up with a constantly changing market and the frenzied pace of technological innovation, professionals need to work on their skills relentlessly.

The **Comoli Ferrari Academy** offers a range of webinars that provide in-depth information on the **latest developments in the field**. Professionals come away with the skills and tools they need to meet the needs and expectations of today's increasingly well-informed, demanding customers, so winning their trust.

Our webinars are **agile, efficient and practical training sessions** designed to bring an engaging and interactive experience.

We draw together all the experience of our **product managers, trainers and technical specialists** to offer valuable content that caters for the real needs of installers/entrepreneurs and their staff.



**From specialist
courses to
wider events,
at Comoli Ferrari,
training courses
are a matter
of pride**

Grow with your customers



Training courses at the Comoli Ferrari Academy are designed to boost the practical skills of customers working in the civil and tertiary sectors and industry.

There are even courses that start from the very basics, building up skills and knowledge step-by-step until the participants feel confident enough to make business proposals to their customers.

At Comoli Ferrari, growing with our customers has allowed us to offer our valuable experience and respond effectively to users' requirements.

SFIDATI

Accept the SFIDATI challenge

SFIDATI is a **certified Comoli Ferrari training programme** that has been **successfully implemented** in the **electrical sector**.

Installers embark upon a series of well-structured training sessions to boost their professional skills.

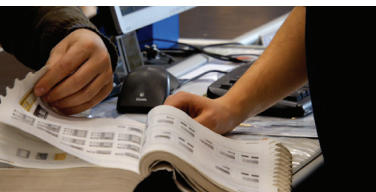


Architects, designers, university lecturers and acknowledged experts in the field have enabled participants to update their skills in a changing market.

■ ■ ■ **Upskill with SFIDATI**
and face the future with confidence ■ ■ ■



Our sales points



Visit a Comoli Ferrari sales point and you will find our entire company. Knowledge, experience and operating models are shared.

Our IT system and networking supports everyone, without forgetting agents and sales consultants working in our branch and throughout Italy and liaising closely with our technical team. All this amounts to **a wealth of added value, at your service, day in day out.**

Behind the Counter Days

Logo	Descrizione	Data	Incentivi
	presentazione prodotto	14/03/2023	
	presentazione nuovo prodotto	27/02/2023	
	presentazione di promozione nuovo prodotto	06/03/2023	
	presentazione nuovo prodotto con garanzia	10/03/2023	

Our **new series of Behind the Counter Days** have proved to be really popular!

Leading manufacturers **present a wide range of new products and provide technical support on set days so that customers can take advantage of some great offers!**

3ELabs



Our first 3ELab was opened in Novara in 2012 and another in Moncalieri, **these two showrooms** are for trade customers and the general public alike.

Electrical installations, lighting, automation, domotics and electric-powered vehicles can be viewed in real, functioning systems.

Website, apps, social media, newsletters



These virtual **contact points** give you all the latest on electrical installations and all the special events and initiatives at Comoli Ferrari points of sales.

Events



Together with our training courses, we take particular pride in the quality and number of events we organise.

Our magazine

With **6 issues a year**, you can pick one up in our branches, have it delivered or browse online. All our latest news, promotions and technical information.

In constant contact



Smile to the future

We have always endeavoured to **create value** for anybody who shares **an interest in the field**.

After over 90 years in the business, the Comoli Ferrari Group has acquired an **immense body of knowledge**.

We are the **“oldest” company in the market led by the youngest management team**.

As the **largest independent distributor** of electrical material with the most extensive national coverage we are all too **aware of our role**.

We are **committed to creating value** for all those who work with us and for us as well as local communities.

We will be honoured to continue doing so with you too.

SMILE TO THE FUTURE





The figures

380 supplies

45.000 costumers

85.000 products available in 24 hours

110 points of sales in 8 regions

1100 collaborators

50 technical experts

200 sales consultants

250 sales staff

140 agents

423 million turnover in 2019



Hop in and experience
the excitement of **WINNING**





The FUTURO QUOTIDIANO Forum 2021



#FFQ2021 • #NETWORKFFQ

• forumfuturoquotidiano.it

The individual is at the centre of

a physical and digital space
designed for living, working,
studying and taking care of others
and themselves.

To understand what lies ahead at Futuro Quotidiano we will group together the expectations of all stakeholders in different scenarios.

To plan ahead at Futuro Quotidiano we aim to transform each scenario into contexts, systems, experiences and behaviours.

EXPECTATIONS

BEHAVIOURS

OBSERVATION POINTS

TECHNOLOGY

NEW SCENARIOS

Working towards the future

The **Futuro Quotidiano Forum** aims to multiply observation points, analyse the dynamics, collect real-life data and use intelligence, including artificial intelligence, to further understanding.

Guaranteeing the future

The **Futuro Quotidiano Forum** identifies the fundamental skills needed to become an integral part of the new scenarios, as well as designing the tools that will make technology invisible.

Building the future

The **Futuro Quotidiano Forum** identifies integrated new models, standards and technologies that will become the basis of these new scenarios.

The **FUTURO QUOTIDIANO** Forum

is the factory where these scenarios are created. It is open to professionals, businesses, schools and universities, research centres, public and private bodies and institutions that want to find a common language and wish to be involved in the creation of cradle-to-cradle, ethical and sustainable scenarios for everyone.





www.comoliferrari.it



SISTEMI DI
GESTIONE CERTIFICATI

CQY
CERTIQUALITY

UNI EN ISO 9001:2015
UNI EN ISO 14001:2015