



GAVO

IMPIANTI ELETTRICI
di Gaviglio Roberto

COMPANY PRESENTATION

Solutions, Products and Services

www.gavoimpianti.it

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Gavo Impianti Elettrici, in Vigevano since 1995

For over 25 years we have been offering solutions for **industrial electrical systems** and **large areas**: from consultancy to installation, from assistance to maintenance, we support our customers with reliability and precision.



The quality of our services is demonstrated by all our interventions and is certified: **SOA Qualification Certificate for the execution of public works** (pursuant to Legislative Decree 207/2010), **UNI EN ISO 9001:2015 & F-GAS Regulation (EC) No 2067/2015**.



We always work with the same passion for the 'light' that led us to found the company: this has allowed us to continue to develop new skills in the field of electrical systems and automation of production processes, as well as to extend our knowledge in the field of renewable energy and energy saving.



We continue to keep ourselves updated on state of the art technologies, such as **"intelligent" lighting** and energy efficiency in industry and large areas.

In Gavo Impianti Elettrici we invest in the research of advanced techniques and methodologies such as **Infrared Thermography** or **Monitoring of Energy Consumption**.

Our distinctive values: Solution Providers, Problem Solvers

Experience: the only value that cannot be improvised or 'cloned'. Our experience has been witnessed by over 25 years of activity in the sector, which have allowed us to consolidate a significant number of loyal and satisfied customers.

Quality: this is the only way we work! In addition to always working with top-level suppliers.

Innovation and Technologies: all our operational activities are stimulated by the continuous search for process, product and market Innovation. The whole company, at all levels, is a Laboratory for the Practice of Innovation.

Passion and Competence: we work with the same passion for the 'light' that led us to found the company: this allows us to continue to develop our knowledge of this sector, and to consolidate our expertise.

Solutions for customers: we develop with our customers the most appropriate offer, adapted to their needs; we "own" the customer's problem, and together we design the "Solution", with flexibility and speed.

Customer Satisfaction: that's our goal! We pay "maniacal" attention to "after-sales" activities, our Customer is never left alone.

Our Strategy

Objectives:

- **Innovation** in Technologies and Corporate Behaviour
- **Focus** and Functional Growth
- **Strengthening** the current range of customer-oriented products and services
- **Innovative** products and services to extend the presence on current and new customers
- **Advanced services as a distinctive way** to consolidate the relationship with strategic customers

Our Management, our Network

- Roberto Gaviglio - Founder, General Manager, Marketing and Sales
- Alessandra Piacentini - Administration and Quality Manager
- Matteo Bassi - Warehouse and Shipyard Manager

PLUS

A network of companies, made up of a large range of Gavo Impianti's partner companies in the territory, which are involved and coordinated through the various phases to carry out 'turnkey' customer projects.

Our Unique Value Proposition: TURNKEY DESIGNS

Thanks to more than twenty years of experience in **the design, construction and supply of turnkey electrical systems** in the most diverse industrial sectors, we at Gavo Impianti know the importance for our customers to be able to turn to a **'single' qualified partner**.

In fact, we are aware of how frustrating it is to turn to multiple professionals (electrician, technician, installer, programmer, mechanic, mason, plumber...) and different counterparts (from large distributors of electrical equipment... to the specialized supplier of individual parts) for the construction of a complete system. For this reason we support our customers from design to installation, from cabling to testing, with **custom projects**, designed and customized according to their business and industry requirements.

We guarantee the maximum **safety** and **efficiency** of the plants, with cutting-edge solutions and in compliance with actual regulations. We also know how important the quality and timeliness of the service are to **minimize "downtimes" and their consequences**.

For this reason, we at Gavo Impianti Elettrici can say: **"we take on board the problem of the customer and together we design the best solution with flexibility and speed"**

Gavo Impianti Elettrici and Corporate Social Responsibility

Gavo Impianti Elettrici firmly believe that **Innovation** applied to companies does not only mean the adoption of advanced ICT technologies in production processes, but also the transformation of corporate behaviour towards the environment, the energy saving, the territory, the training of young people, in general the Society in which we live.

This is the meaning of 'Corporate Social Responsibility', and Gavo Impianti strongly wish to become a virtuous 'testimonial' of an effective management of the problems of social and ethical impact within them and in the areas of activity, not only referred to the single company, but to the whole Community in the Territory.

This Gavo Impianti distinctive strategy is perfectly aligned with Industry 4.0 Plan defined by MiSE, aimed at supporting SMEs towards a technological transition that also rewards environmental sustainability.

Our commitment to the Community /1

We are very sensitive to "green" aspects and we maintain an **ethically correct behaviour** towards colleagues, suppliers and customers.

This is what guides our business decisions (such as the choice to adopt only methane vehicles) and our behaviour in the Community, where we continuously commit ourselves by making our technical skills available, in addition to our customers, also to trade associations, schools, public bodies and territorial services.

All this, with the sincere conviction that for conscious and correct energy consumption we must focus on education (especially of young people), on a responsible use of energy in all its different forms and the development of renewable sources.

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Our commitment to the Community /2

Our commitment to society, the environment and stakeholders in general (staff, customers, suppliers, local communities) led Gavo Impianti Elettrici **to be awarded in 2016 for its commitment to Corporate Social Responsibility**, as part of the "Day of Good Practice in Lombardy", organized by UnionCamere Lombardia and Regione Lombardia.



Our commitment to the Community /3



We are active members of **Confartigianato Imprese Lomellina**: Roberto Gaviglio is President of the plant designers group, member of the Board of Directors and the Council with the position of Vice President, and member of the Regional Electrical Plant Engineers Council. We are engaged in social activities, professional training and promotion of the category.



We're **CdO Pavia** associates. In addition, we actively collaborate with local, municipal and provincial authorities to promote a culture of collaboration between companies and territory that can accompany the evolution of companies like ours where tradition of crafts and technological innovation, business and social responsibility coexist.



Since March 2018 we have been a member of the **Consorzio di Aziende DISTRETTO 33**, the North-West Network whose objective is the promotion and development of Italian SMEs.

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di GAVIGLIO ROBERTO
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We work with **local schools** to educate on the correct use of energy and the development of renewable sources. Our company supports the **CIAI in Milan** and their development cooperation projects.

We are official sponsor of the **Vigevano Junior Basketball**.

Our Certifications /1

Since June 2016 Gavo Impianti Elettrici has been a "**Company with a Certified Quality System**".

For the implementation of the quality management system, we adopted the process approach promoted by the **UNI EN ISO 9001:2008** standard. During 2018 the company made the transition to the **UNI EN ISO 9001:2015** standard. This approach is representing an important guideline for managing our company. We set ourselves clear, unique objectives, defined for each activity/process, and identifying related responsibilities, expected results and the connections amongst the people involved.

With the adoption of the quality management system, we aim to demonstrate our ability to regularly deliver installations that meet the requirements of customers and the mandatory requirements applicable.

Our company also operates with an **F-GAS management system** in compliance with EC Regulation 2067/2015.



Our Certifications /2

From November 2019 the Gavo Impianti Elettrici is in possession of the **SOA Qualification Certificate for the execution of public works** (pursuant to Legislative Decree 207/2010), which certifies that the Gavo Impianti is in possession of the technical and financial requirements for the following categories:

OG9 - Plants for the production of electrical energy (Photovoltaic), in Class I that is up to € 258,000

OG10 - Plants for the medium voltage transformation and for the distribution of electrical energy in alternating and direct current and public lighting systems (M voltage cabins), in Class I that is up to € 258,000

OS30 - Internal electrical, telephone, radiotelephone, and television systems (electrical installations), in Class II that is up to € 516.000

The SOA certification represents an added value for our company, as well as a qualifying element for our professionalism: our seriousness is a further distinctive reason in a market characterized by competitors that are sometimes inadequate or poorly reliable.



Our staff and our equipment

Our team is composed of **experienced and qualified technicians**. All technical personnel are constantly trained on safety, reference standards and working methodologies.



In particular, we are **qualified to work at height and to use aerial platforms**. More over, we are qualified according to the new standard CEI 78-17 for the maintenance of **electrical cabins**.

In addition to being in possession of **all the equipment necessary to provide a complete service, we directly own:**

- **aerial platform** (electric motor with lithium battery, certified for indoor and outdoor use)
- **infrared camera**
- **network analyzer**

Our areas of activity

- Industrial electrical systems
- automation of production processes
- electrical systems for large areas
- photovoltaic systems



- design of **new** electrical installations
- **standard and extraordinary maintenance** of electrical systems
- refurbishment and revamping of existing electrical installations

Our team of professionals is composed of experienced and qualified technicians able to support Customers from design to installation, from wiring to testing, with custom projects designed and customized according to business and industry requirements.

Our primary market: industrial electrical systems



- **transformer rooms for medium voltage (15KV) delivery** including excavation, foundations, prefabricated concrete structure and ENEL bureaucratic paperwork
- **switchboards, channels and distribution lines**
- **solutions for power consumption reduction**
- **security and video surveillance**
- **lighting**
- **automation of production processes**

Revamping Existing installations:

- accurate analysis of the efficiency and energy productivity of the machinery to be powered, according to its actual use
- optimisation of operation, e.g. by introducing sensors and inverters
- adaptation of the optimized solution in the production environment
- resolution of all integration problems



Maintenance and Services

Continuous availability: 24h/7 days with telephone lines always active

Quick intervention: 1h within 30km range

Wide range of electrical and electromechanical spare parts available

Management of "**safety stock**" customized for each Customer installation

Ability to intervene on any type of machinery,

With 70% reduction of the need to call for direct assistance from the "mother company"



Consulting approach, quality and timeliness of the assistance service, maniacal attention to 'Customer Satisfaction', with the aim of minimising the impact and consequences of 'downtimes'.

Our development markets: Innovative Diagnostic Services



INFRARED THERMOGRAPHY

- Detection of thermal anomalies, heat dispersion and malfunction of ELECTRICAL, ELECTRO-MECHANICAL and PHOTOVOLTAIC systems
- preventive and predictive maintenance with no need to halt the plant

MONITORING OF ENERGY CONSUMPTION

- QUANTIFICATION of energy use throughout the plant
- IDENTIFICATION of any critical issues and waste
- Evaluation of corrective actions



Our development markets: Lighting systems

WE BUILD:

- **Industrial, consumer, street and large space lighting systems**
- Original solutions with **traditional or LED technology**
- Solutions for **reducing power consumption**
- Lighting design to perfection, with development of **environmental renderings and light outputs**
- **Estimated metric calculation**
- Plans to **reduce power consumption and costs**

SELECT THE SOLUTION THAT'S RIGHT FOR YOU:

- Designing new lighting systems
- Ordinary and extraordinary maintenance of lighting systems
- Renovation and revamping of existing lighting systems

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Our development markets:

Solar photovoltaic

- **Innovative designs with high durability** using quality materials, made to ensure maximum durability over time.
- **Optimisation** and monitoring of existing systems, with solutions for increasing production and integrating security systems (fire prevention, anti-theft).
- **Monitoring and control systems** for plants producing energy from renewable and conventional sources, ensuring optimal coordination of energy flows from sources to users, maximizing the efficiency of the overall system.
- **Turnkey solutions that can be totally financed.**



The markets of the future: Smart Lighting, E-mobility

Innovative technologies for the lighting sector:

- **OLED:** ultra-thin, warm and glare-free diffused lighting systems

- **SMART LIGHTING:** light combined with environmental sensors for maximum efficiency and comfort in domestic and street lighting
Electric mobility

- **VEHICLE RECHARGING COLUMNS:** not only a source for recharging but also a totem for receiving and sending information



The offer of Products and Services

Our CATALOG:

- design and construction of plants
- assistance and maintenance (24h/7 days)
- consultancy for energy saving and efficiency
- automation of production processes
- medium voltage transformer rooms
- data network
- distribution boards
- anti-theft, smoke detection, video surveillance
- lighting systems with lighting design studio
- electric mobility
- photovoltaic solar
- energy storage
- photovoltaic system enhancement
- heat pumps
- conditioning
- evaporative cooling
- reduction in electricity consumption

... AND ALL PRODUCTS THAT WILL BE AVAILABLE
IN THE FUTURE FOR PRODUCING AND SAVING ENERGY,
WITH FULL RESPECT FOR THE ENVIRONMENT!

Our objectives

We want to increase our turnover by more than 20% per annum over the next three years

Striving to become the First Supplier, "supplier of choice" of our Customers, we will increase our active presence at strategic Accounts

Investing in resources to improve our presence in the territory

Carrying out various communication initiatives, including a new website, to acquire new customers in fast developing new markets

Our markets, some of our customers

Gavo Impianti is a reliable partner in a wide range of sectors:

CHEMISTRY

PLASTIC and RUBBER

PAPER and WOOD

MECHANICS and STEELING

Water and Energy

FOOD



SIDERINOX



Large AREAS (sports centres, shopping areas, car parks...)

Our team of professionals is made up of expert technicians with skills that include all the facets of the industrial sectors, able to support you from design to installation, from cabling to testing; all systems are designed and customized according to business and sector requirements.

Our future is next to you

We want to build our future with our Customers.
We make a customer's problem "our" problem
and together we design the proper solution,
with Flexibility and Rapidity.



This is the way we innovate!