

# Security and technology around the world

*Enter the house with the smartphone. Today you can*

Nestling in the enchanting setting of Lake Iseo, at Pisogne, since 1969 Iseo Serrature has been exporting its next generation lock systems throughout the world. Founded by Giuseppe Facchinetti, the business has significantly grown over the years, thanks to the enterprise and perseverance of Evaristo Facchinetti, son of the

founder and actual president. Today Iseo, supplier of products designed for intelligent lock control for entrances, people's security and anti-theft devices, has offices and branches throughout the world and over 150 products for high profile customers. In spite of all this it has retained a family run business approach, as explained by Giuseppe Facchinetti,

deputy chief sales officer and third generation of the family bearing the same name, expanding this company with commitment and dedication over the years: "Being part of an industrial family means to really live the business, understand its needs and continually invest in R&D, sales force and new technologies to constantly broaden horizons. It implies maximum planning flexibility and rapid decision making. Naturally, even though the Facchinetti family has always been the 'engine' of the enterprise, our management is decidedly of the managerial kind, considering our international character". Iseo Group in fact boasts a global presence through the various branches in Europe, the Middle and Far East and South Africa. In 2014 Iseo Serrature took over a business in Rumania with 290 employees, both to expand in that country as well as to penetrate the East European markets in a more systematic manner. "We also want to offer our East Eu-



From left Evaristo Facchinetti and Pierre Bourgmayr

ropean customers quality, cutting edge solutions. And this top quality standard can only be achieved through direct control over the entire production chain" explains the general manager Pierre Bourgmayr. Another just recent joint-venture, dating back to March last, was with Locken, a leader company in the field of wireless lock control systems at major users in sectors such as telephony, energy, waters, motorways, banks. With this takeover the Iseo Group has consolidated its position on the French, Spanish and British markets even further. "Our aim for the future is greater expansion in the American continent. If all goes well, in the next biennial we shall be opening other branches in both North and Latin America", declares Bourgmayr. The top management of Iseo Serrature, European leader in the sector and amongst the first 10 on a global scale, does not hide its ambition to rank first in the world market. And the figures are encouraging: with 1,100

employees distributed in the various branches throughout the world, Iseo will be closing the year with a turnover worth 140 million Euro. "Here with us the crisis has been transformed into opportunity: unfortunately many enterprises have failed to react in the latter years, whilst Iseo dared, threw the dice and continued to invest 5% of its turnover in research and development, determinedly staking on innovation and the future" explains Giuseppe Facchinetti. And talking about innovation, why not mention the electronic cylinder Libra Smart in the Iseo Zerol line, by which locks can be opened, controlled and operated thanks to Argo App, the Iseo application for iOS and Android smartphones. "This solution allows you to open the door with your smartphone, but also to control who and when someone entered. It is also possible to control attempts to break in, for increased security, and can open from a distance of 10 metres" explains Facchinetti. So keys

are no longer necessary. Another of the Pisogne centred business strong points lies in its numerous certifications, as Bourgmayr says: "The Iseo goal has always been to continually improve corporate performances. With the responsible participation of all the collaborators Iseo has gained important certifications, certifying an integrated quality management system, worker's safety and respect for the environment. Our next certification will be for energy saving and will cover all the Group enterprises". Iseo is today an international group but is the symbol of an alternative enterprise to the great financial concentrations; it represents a true and proper team of synergic enterprises with a top management open to the new, qualified human resources and production units of undeniable excellence. "Also for the near future we want to offer our customers all the very best in the way of range of products and quality of service", concludes Giuseppe Facchinetti. ■