

THE ENERGY

THAT LIGHTING YOUR FUTURE

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FGM
electrical service

OUR STORY

FGM was created in 2000 as a family-run project that aims to hone the skills and experience gained over the years by the founding members.

The goal was to create a company that would fully meet the needs of the customer placing customer satisfaction as the core of their work, ensuring a high quality service at the lowest cost possible.

FGM operates from its early life stages in the field of **electrical engineering both in manufacturing, civil and commercial industries**, an ever changing environment where the company was able to respond appropriately mostly because of the frequent staff training and the use of advanced skills and techniques. This process of improvement has suggested new paths towards which direct its efforts, resulting in a wide range of services including **home automation, computer systems, renewable energy and special equipments** (video surveillance, burglar alarm, smoke detection, data transmission, telephone systems).

Technological innovation combined with the choice of qualified trading partners have led to a rapid growth in every sector making **FGM a reference always reliable and on time in the market**. The company's response to the loyalty of its customers was to provide an even more accurate service by including **an internal workshop assembly and wiring of electrical LV/MV high quality**.

Investing in new ventures is not only a question of money but also of people, because only expert hands can guarantee a job carried out from the design to the commissioning of the plant.

Since 2010, when the financial world suffered in the wake of one of the strongest global crises, FGM has moved boldly to the opening of an office equipped with autonomous technical hardware and state of the art software solutions in order to improve the planning, budgeting, the general ledger and industrial, as well as to optimize business processes and monitor them over time, in accordance with the **provisions of ISO 9001** quality management systems.

2012 was a year of improvement in every point of view. The acquisition of the prestigious **mark of quality CSQ**, was a new starting point for the Company in order to grow completely free from geographic limits and allowing to earn the trust of new customers in foreign markets. The new goal has required a complete overhaul of the corporate image, from the logo to the brochure, from gadgets to website, completely revisiting his way of communicating.

Today, as in 2000, the values that have made FGM enlighten his future. The **spirit of research**, the **quality**, the **reliability**, create a perfect union only if there is customer care from the human even before the professional point of view. **Trust is a strong and intense bond** that develops by looking in the eyes and strengthens in achieving goals.



N - 9165



IT - 84156

CIVIL, INDUSTRIAL, COMMERCIAL ELECTRIC SYSTEMS

The electrical system is an area where very often the importance of the labor force is neglected, placing as the only quality model the materials and the tools used.

FGM firmly believes that a good system can only be achieved by joining the high technological and qualified **technical staff** and **continuous training** both in terms of the design and the implementation of the system. In this way it is possible to provide a fully functional product to the customer, congenial to its particular needs.

During the **planning**, the staff is guided and supported by the use of registered software like **CAD, CAM, CAE** related to software house of great magnitude as AUTODESK, ACCA, ELECTRO GRAPHICS, SDProget.

The tools used in the installation, maintenance and in technical-functional analysis, guarantee highly reliable **certifications**, with the possibility of **infinitesimal errors**, documented and attached to the report of the work done, in full compliance with the current regulations. The electronic and mechanical **equipment is calibrated and certified periodically** by laboratories certified by SIT.

The vast experience gained by years of work in the industry together with the meticulous care of every production process, has allowed us to improve the **documentation available** day by day, providing customers with a complete overview of all the system solutions and technology available in the market. This approach has proved over the years an indispensable and irreplaceable orientation to **establish strong common goals** between the company and its customers.

Registration all'UNAE of the Umbria region as "**qualified company**" to medium and low voltage and the FGM employee training at their centers, has allowed an agreement as a selected **partner by ENEL**.

"STANDING OUT IS DOING ORDINARY THINGS WITH A QUALITY THAT NO ONE ELSE ACHIEVES"

SYSTEM CLUB
Plus

UNAE
UMBRIA
N° Albo 179

un progetto di
Schneider
Electric

Schneider
Electric

ABB
ABB SACE
INSTALLATORE QUALIFICATO

ELECTRO

ACHIEVEMENTS:

- **Cofathec Spa:** cogeneration plant for Policlinico Gemelli, Rome; supply and installation of a new generator 1250 kva for Policlinico Gemelli, Rome
- **Inse Srl:** switchboards for laboratories Enea, Rome; substation MV/LV Ministry of Commerce, Rome; construction and installation supervision and control panels for the Unicredit branches of Rome, San Benedetto, Ascoli Piceno, Pescara, L'Aquila
- **Municipality of Terni:** public lighting of the Industrial Area and Via degli Artigiani
- **Superconti Supermercati Terni Srl:** electrical and special systems on various supermarkets
- **Supermercati Super Elite Spa:** electrical and special systems on various supermarkets
- **Fucine Umbre Srl:** design and construction substation MV/LV; design and construction electrical systems and electrical panels in the various departments
- **Garofoli Spa:** power plants at factory
- **Tecnis Spa:** electrical panels for constructions and galleries Terni/Rieti and San Quirico Scarl
- **Elettronica Spa:** new electrical substation MV LV, adaptation plants, construction of system departments
- **Fratelli Canalicchio Spa:** design and construction electrical and special systems new productive site

ELECTRICAL PANELS WORKSHOP

In the field of the electrical plans design, assembly and wiring of electrical panels is often delegated to third parties.

FGM has preferred to invest financial and human resources training and acquiring the necessary skills for the creation of a workshop panels, in order **to carry out each phase of implementation within the company** and ensure the highest quality to the customer starting from the most basic details.

The workshop cabinets has acquired in **2002 the certificate SYSTEM CLUB**, quality registered trademark of **Schneider Electric**. To date, the continuity of the training and the accuracy of the achievements, has allowed FGM to be a leader in the Umbria region in the wiring industry and the only company in the region to have retained this title successfully for more than a decade. The joint venture with Schneider Electric has strengthened its relationship in 2012 with the acquisition of certifications **System Smart*** and **EV PRO****.

The synergy between the frame in working islands and the precise quality management has enabled **close monitoring of contracts**, in particular with regard to the supply of third parties, returned goods nonconforming or defective, non-compliance with plans and/or projects, to ensure the final clients with a **detailed report** of the work and the possibility of comparing professional distributors and designers.

By using the tools for testing and certification in accordance with current regulations, provide the client with a clear and complete documentation with an **EC declaration***** and the guarantee that at the time of commissioning of the framework will not occur any failures or non-compliance with customer requests.

All processes are monitored in phases and each operator involved in the processing of the panel, sign and check its assistance.

The **mechanical assembly** is strictly made with help of operating manuals of the manufacturers. A particular care is provided for the **tightening**, performed by dynamometric devices that provide in every point the torque expected by the manufacturer, and the **goods in copper** thanks to the machine tools in possession of the best on the market.

Electronic and mechanical instruments are calibrated periodically by laboratories certified by SIT.

“PROFESSIONALISM IS
IN THE CARE OF EACH PARTICULAR”

SYSTEM CLUB
Plus

un progetto di
Schneider Electric

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(*) **Smart System:** wiring, installation and configuration of electrical panels measuring electrical quantities, connected Modbus/Ethernet and can be monitored remotely.

(**) **EV PRO:** qualified installer of current distributors for machines with electricity in partnership with Renault and Nissan.

(***) **The EC declaration** accompanying the documentation, is available in Italian and English and guarantee the option to install the product throughout the European Community.

SPECIAL PLANTS

With dynamism and spirit of research, FGM has been able to follow the development of modern technologies, specializing its wide range of services.

In the first years after its foundation, FGM subcontracted to third parties the share of special plants. After **careful analysis** it was considered appropriate to incorporate these system solutions in their range of services, in order to comply fully and independently to customer needs, providing even higher quality.

A careful study of the production processes has enabled FGM to optimize the selection and training of its personnel, defining highly specialized figures able to manage both the **physical installation of the plants** and the **configuration and development of integrated devices**.

Although the first approach was closely related to the electricity sector, referring mainly to **smoke detection** and the **telephone market**, with time it has been possible to provide high quality standards, a high degree of training and a thorough knowledge of brands and products, in particular **CCTV systems, transmission data, burglar alarm, automation and home automation**.

In order to enhance the category of structured cabling, FGM is aiming to expand its technical expertise by **installing and configuring active equipments of the latest generation**, some real **IT facilities** in remote units connected to the centralized server.

“COMFORT AND SAFETY
FOR YOUR WELLNESS”

Installed **LANs** are rigorously **checked and tested by Fluke device**, providing the client with the related certification.

An almost obligatory step was the entire computerization of the firm, involving not only the aspects of **quality management** but also of purely administrative aspects; particular attention was granted to the **partnership with Microsoft**, to allow constant and profitable product updates. The **future of FGM** in the industry will go towards the purchase of the **Microsoft qualification** to ensure a corporate network administration service for small and medium enterprises.



RENEWABLE ENERGIES

Public awareness for years is pushing the market towards energy sources both environmentally friendly, safe and low cost.

The market and technological response has been to focus on the power of renewable energy sources, which thanks to modern technologies provide consumers and businesses on one hand an instant and substantial **savings on consumption**, on the other hand a considerable **reduction of CO2 emissions**, thereby **increasing the value of the property**.

In full compliance with the Corporate Mission, FGM provides its customers with **"turnkey" plants**, built with the best components and the highest guarantees, both in terms of the quality of materials used, both for the 'installation entrusted to the experience of technical/skilled operators and within the company, so as to ensure at all times a high professional profile.

The customer will have a **single interlocutor** who, on his behalf, will take the necessary action for the **installation, testing and certification system**. The purpose is to establish a transparent and trusted relationship with the client, so that it may always be in full control of his project, channeling his needs to the **best solutions in productivity, cost and aesthetic/environmental integration**.

Quality has been since the dawn of FGM its strongest asset, due to the importance given to the staff training and the continuous improving of its technology. In 2012 FGM aimed to certify the quality of his work acquiring the **UNI EN ISO 9001** both for the design, construction and maintenance of the plants made with renewable sources, and the **certificates** for the design, installation, maintenance and certification of anchoring devices to **UNI EN 795** that deliver the same plants on roofs of high-rise with the highest safety standards.

To date FGM is among the first to design and produce **plants totally in island** in which the various photovoltaic structures, wind and/or micro hydro, allow, by means of a set of accumulators of the latest generation, the **operation of a plant without the aid of the supplying body**. The **accumulators** have the function of maintaining an **energy reserve** to be managed at the time of the absence of the primary source (sun, wind or water). In this way it will be possible to have useful and consumable energy for a period much greater than the physical presence of the force generating.

**"MAN HAS LEARNED
THE BEST THINGS FROM NATURE"**

THE MAIN PARTNERS in renewable energy:

- Power-one
- Ingeteam
- Sma
- Scheuten Solar
- Zythec Solar
- Sunerg Solar
- Conergy
- Bosch Solar
- Isofoton
- Solarwatt
- Hilti
- Würth
- Berner
- Fischer
- Cabur
- ABB
- Schneider Electric
- Linea Vita

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EVpro
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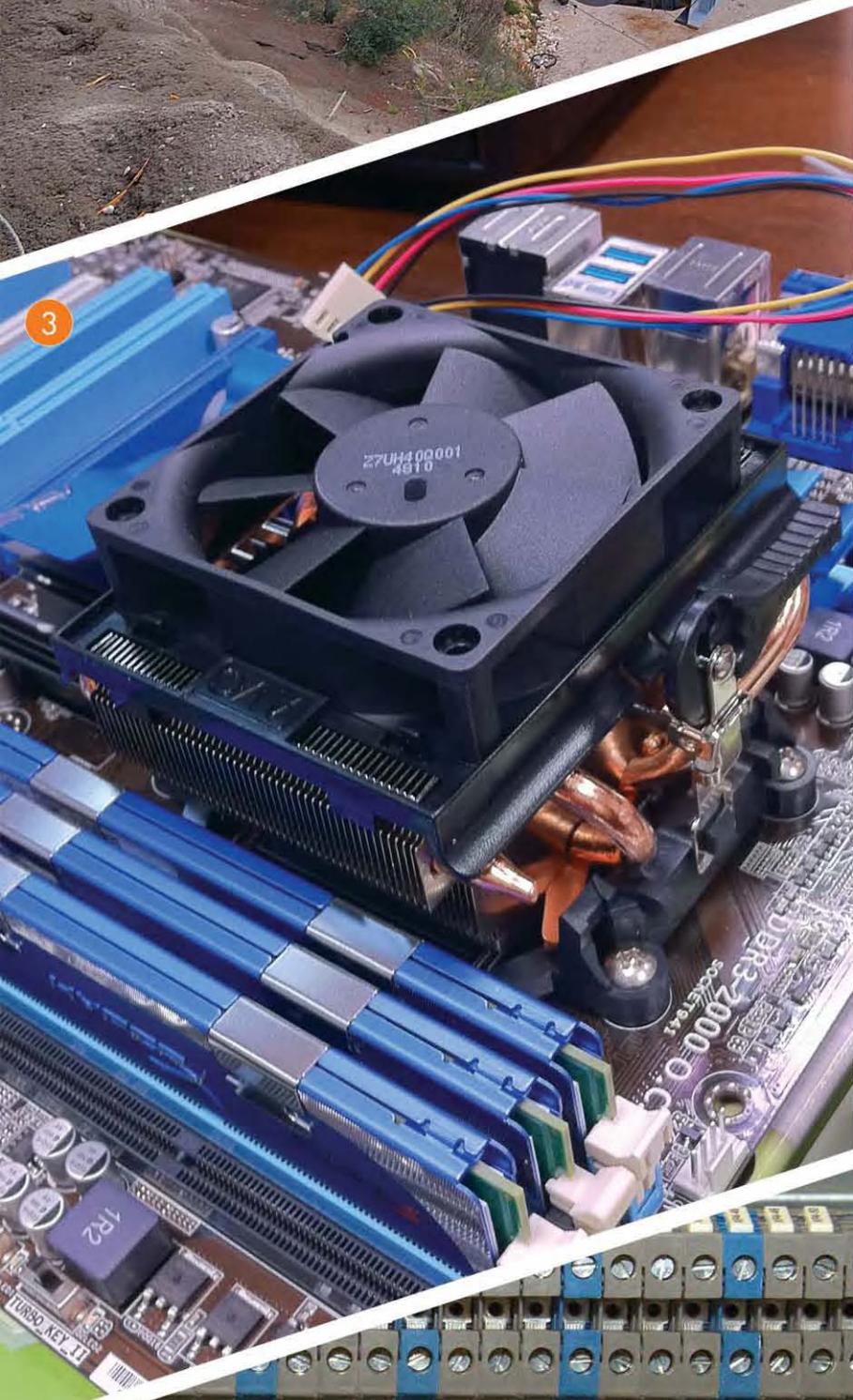
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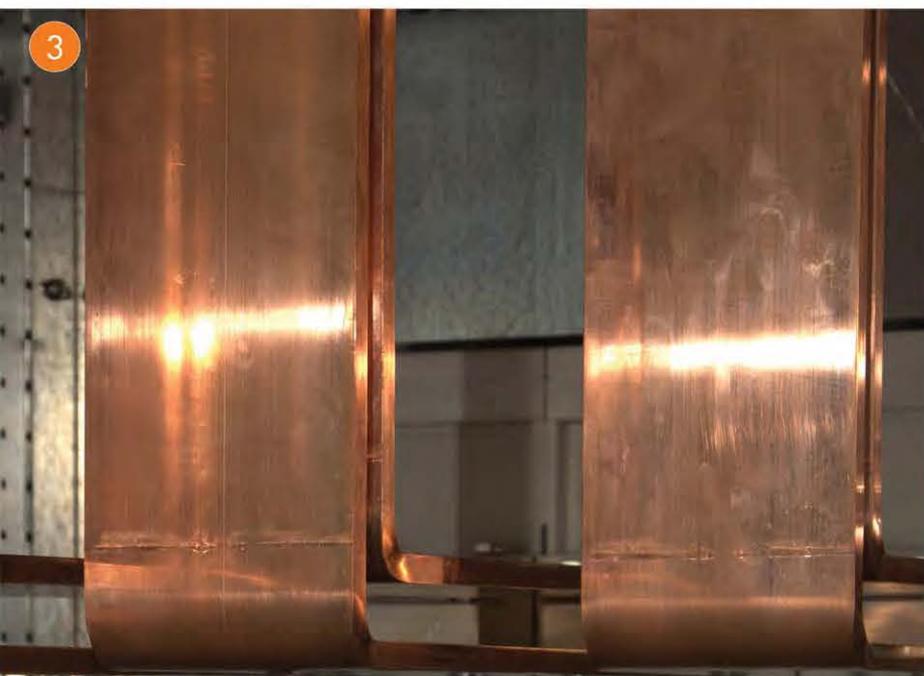


1 - Maeg spa: Realizzazione impianto di cantiere appalto Terni-Rieti
Maeg spa: Realization of construction site procurement Terni-Rieti

2 - Todi Fotovoltaica srl: Realizzazione impianto FTV 130 KWP Agriturismo Nizzi, Assisi (PG)
Todi Fotovoltaica srl: Realization FTV 130 KWP plant for Agriturismo Nizzi, Assisi (PG)

3 - Vendita e assistenza Hardware e Software
Hardware and Software sales and support

4 - Particolare cablaggio morsettiera quadro elettrico
Special cabling electrical panel switches



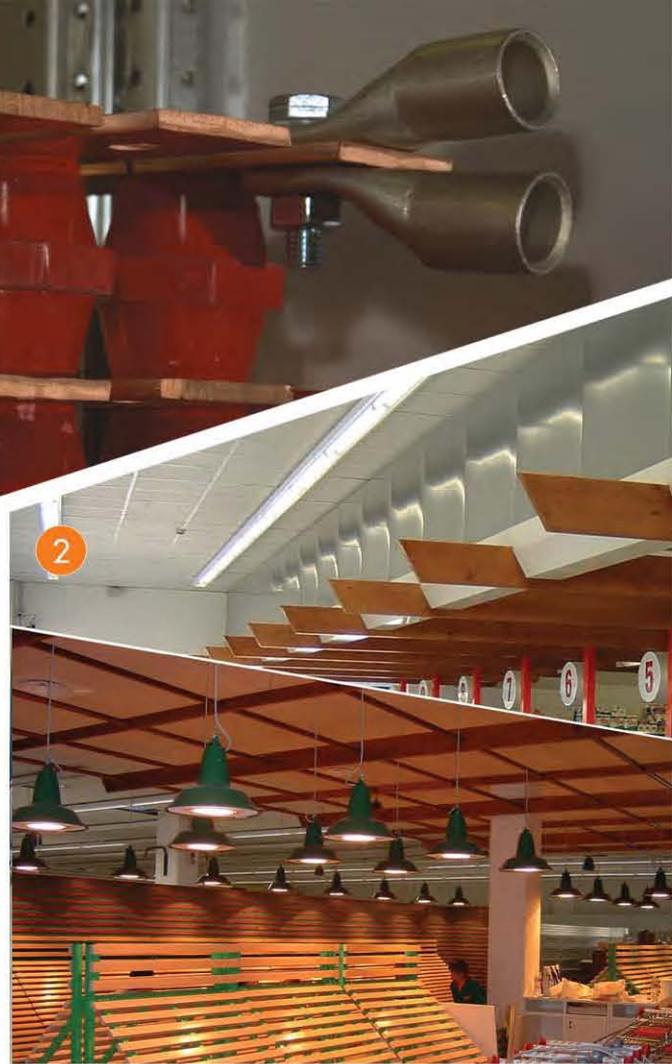
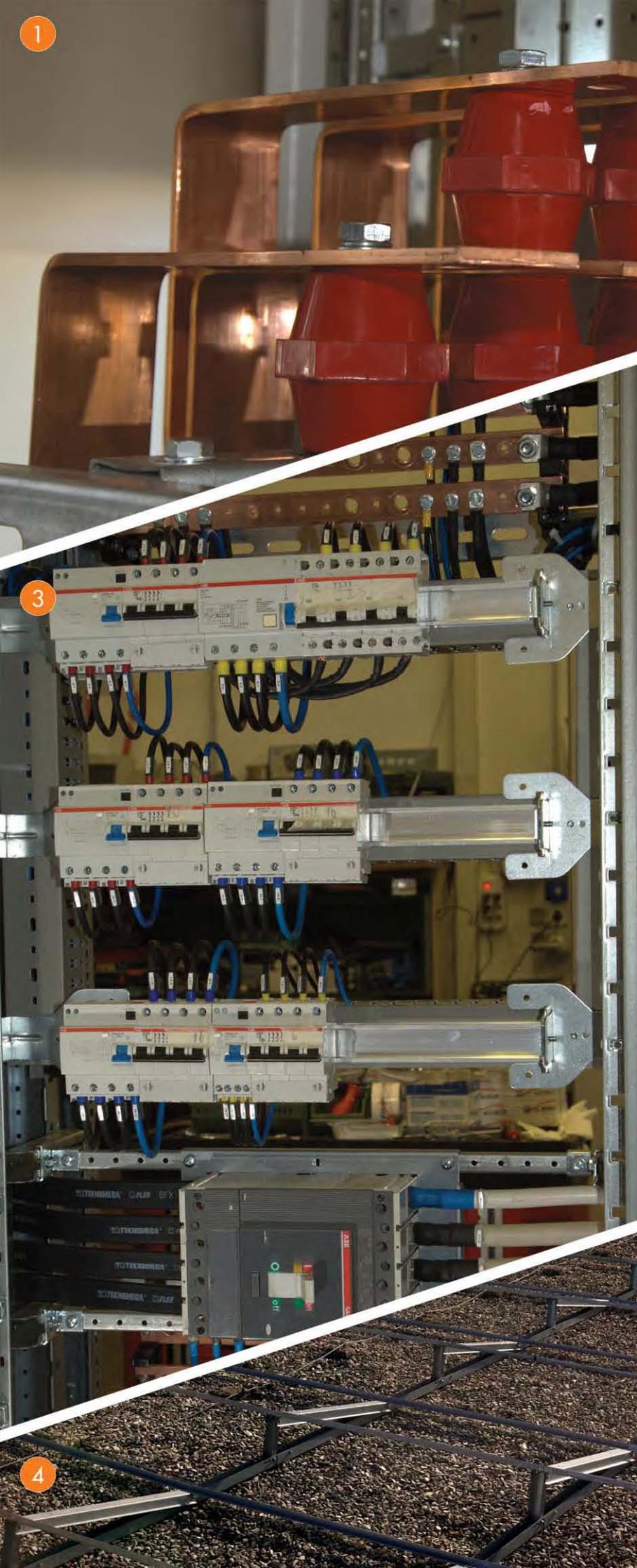
1 - Fucine Umbre srl: progettazione e realizzazione quadro elettrico bt 3200 A
Fucine Umbre srl: design and implementation electrical panel bt 3200 A

2 - Progettazione, installazione e certificazione sistemi anticaduta Uni en 795
Design, installation and certification fall protection systems Uni en 795

3 - Dettaglio particolare lavorazione barre rame rigido di elevata qualità
Detail of the particular processing of high quality hard copper bars

4 - Realizzazione impianti elettrici taverna Badia Foligno (TR)
Realization of electrical panels tavern Badia Foligno (TR)





2

3

1 - Particolare predisposizione barre rame rigido per ammaraggio cavi
Special predisposition of rigid copper bars for ditching cable

2 - Realizzazione impianti elettrici e speciali supermercati Superconti srl
Realization of electrical plants and special supermarkets Superconti srl

3 - Fratelli Canalicchio spa: Progettazione e realizzazione quadro elettrico generale 1250A
Fratelli Canalicchio spa: Design and construction general electrical panel 1250A

4 - Realizzazione impianto FTV 155 KWP Scuole Ragioneria-Geometri Terni
Realization FTV 155 KWP plant for Scuole Ragioneria-Geometri Terni

4



1 - Morellino Energy srl: realizzazione impianto FTV 400 KWP - Scuola ITIS Terni
 Morellino Energy srl: production plant FTV 400 KWP - School ITIS Terni

2 - Tecnis spa: Realizzazione Impianti Elettrici gallerie cantiere Terni-Rieti
 Tecnis spa: Electrical plants for the tunnels in Terni-Rieti

3 - Fucine Umbre srl: progettazione e realizzazione nuova cabina mt/bt da 4 MW
 Fucine Umbre srl: design and construction new cab mt/bt 4MW

4 - Garofoli spa: Cablaggio Quadri Elettrici Shelter Militari
 Garofoli spa: Wiring Electrical Panels Military Shelters