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## With Open Innovation: A Focus on Collaboration and Technological Innovation

At Saima, in Arezzo, we have opened the doors to the Open Innovation Italy Association. The aim is to promote innovation and collaboration between entrepreneurs with a particular focus on the Italian context.

The mission of the Open Innovation Italy Association is the development and dissemination of Open Territorial Innovation in the country, with the aim of attracting companies, bodies, institutions, associations of excellence and rebellious managerial talents. In this context, the intention is to develop the "Knowledge Workers" of Open Innovation, promoting the knowledge economy and networks of economic and social value. The dissemination of Open Innovation Best Practices is another focus of the association's activity, which is also committed to promoting deserving young talent oriented towards Open Innovation.

During the event, several innovative initiatives and projects were discussed. The president of the Association, Gianni Gentili, presented the various guests including the important Hubruzzo initiative, focused on creating connections, providing value to the industrial system and supporting



research, with particular attention to solutions and technologies for small municipalities and mountain areas. The goal is the dissemination of best practices related to open innovation.

Italia 4 Blockchain was also discussed, the first Italian association dedicated to the study, dissemination and knowledge of blockchain technology. This Association, in collaboration with Open Innovation Italia, is a reference point for public and private organisations seeking to integrate blockchain protocols into their business processes.

The meeting was also an opportunity to explore issues related to **Artificial Intelligence**, with an intervention by the architect. Matteo Olivetti, Director of the Adriano Olivetti Foundation.

On this occasion, coinciding with the 450th anniversary of the death of Giorgio Vasari, given that the Saima company is based in Arezzo, the historical art professor Roberto Bellini dedicated time to explore the figure of the Artist. During the cultural and historical presentation, the Professor stressed not only the pictorial, architectural and historical genius of Giorgio Vasari, but also his role as a great Renaissance entrepreneur.

In this cultural and historical context, Gabriele Moretti, Global Sales President and partner of Saima, took the opportunity to present the Vasari motorised access, the result of a collaboration with Pininfarina. This exceptional design model has been specially created to ensure maximum safety in sensitive environments, embodying a perfect balance between technological innovation and refined aesthetics. It is no coincidence that the most recent installations include the one that sees the Vasari gates installed in some of the most popular stations of the Milan metro.

It was an important meeting of Open Innovation companies to identify new ideas and synergies for the training and growth of many companies. Creating a business is - in fact - the ambition of every







entrepreneur, as well as that of finding talent to create value. The point on Artificial Intelligence was made with the superb presentation by Edoardo Olivetti who played the audience a carefully crafted video where the ancient portrait of his great-grandfather Adriano Olivetti spoke who already in 1952 was referring to the "social innovation" of companies. The Olivetti ancestors - present in the video in ancient portraits thanks to AI - were able to speak to today's entrepreneurs, narrating the story of Olivetti's evolution. A technological miracle that truly creates culture.

"Nothing happens by chance - Gabriele Moretti began - in fact, on the 450th anniversary of the death of Giorgio Vasari, Saima Sicurezza installed in Milan the first turnstile bearing the name of the great Arezzo character. We no longer seek to sell "only" a turnstile but a model that is at the same time an object of furniture, as well as an expression of technological security and interdisciplinary production. It is no longer just about safety - therefore - but about a mix of art, design and technological innovation, which makes the use of our products increasingly welcome. Today - concluded Gabriele Moretti - the new way of doing business is to not only think about the business but also and above all about the service being offered.



## Businesswomen who have been collaborating with SAIMA for years: Fermina Martin Corral (Saima Seguridad)

A phone call that changed her life – Fermina tells us about it -. As soon as she graduated in Management and Business Administration in Madrid, Amador Chamorro Chamorro of ELKRON was calling her on the other end of the phone, inviting her to start her first work experience with him in the company. Many years have passed since then and Fermina, a "corporatista" par excellence, also after obtaining a "Master's Degree in Accounts / Auditing, from the Official Board of Auditors of Madrid, was able to participate actively and successfully in the various work projects also with Saima Sicurezza of Arezzo, forging an important and solid network of friendship and professional esteem between the two companies, the Spanish and the Italian. Over 33 years of careful and prudent work have seen her as a hidden but valuable director behind that desk in Madrid. On 18 March 1993, Saima Seguridad S.A. was set up, which thus spawned many excellent commercial relations in Spain and South America under the authoritative leadership of Amador Chamorro Chamorro. Fermina Martin Corral, with her excellent English and the diplomacy needed to work in a world of men, has always been at the "administrative side" of Amador Chamorro Chamorro, sharing with him the company's successes. From that moment on, Fermina was one of those women who "make a difference" in companies, with her competence and professionalism. The synergy with Saima Sicurezza in Arezzo is still today an important one of intentions and business between Italy and Spain. Very married, and a devoted and attentive mother, Fermina also has two children, one aged 23 and the other 20. Currently and deservedly, she is the Finance Director at Saima Seguridad as well as the General Manager of Sicuralia Systems. The company managed by Juan Carlos – her husband and General Manager – is a reference point for all Saima Sicurezza access control systems in a direct bridge between Italy and Spain.



### What can you tell us about "gender equality" in Spain?

I think that as in the rest of the world and especially in Latin countries, a woman must demonstrate and work hard to have the same power and authority as a man in the management of a company. In the security sector, where the male gender predominates, it is even more difficult. In fact, in this type of company, women in power - unfortunately - are almost absent. Some progress has been made on the "equality issue" in Spain but many obstacles still remain to be overcome.

### Working with your husband isn't always easy. Do you consider yourself privileged?

It's true: it's not easy, but not that hard either. Let me explain: the positive part is that you have with you your life partner to whom you do not need to explain why, when you come home from work, you are tired or worried and why you work so many hours. The good thing is – however – that we can also sometimes travel together for work. The problem arises when you have to make work decisions that you both don't agree on.

For me, however, the most negative aspect is that it is difficult to separate work from personal life. Work is always present in our relationship, it is difficult to disconnect even on holiday, and I think this is caused by the responsibility that we both have in the company.



# IN THE MM (METRO) OF MILAN WITH SAIMA SICUREZZA SUPER TURNSTILES



And here they are - finally the turnstiles that Saima Sicurezza has already installed in various metro stations in Milan: the "super turnstiles" - as they are called - because they are designed to prevent entry without paying tickets. Higher (2.30 m) and equipped with a sensor that detects the possible access of two persons at the same time, they send the signal to the central supervision system that monitors abnormal accesses. Starting with Duomo M3, many stations will see the installation of these turnstiles completely renovated from both a design and performance point of view. Once the work is completed, there will be a total of **172 new generation gates** that will change the look and perception of the "travel experience" of the many metro users in the Lombard capital.

Beautiful, safe and... with a prestigious name: the "Vasari" gates are conceived from the collaboration with Pininfarina and - not surprisingly - are being installed this year to commemorate the 450th anniversary of the death of Giorgio Vasari, the illustrious Arezzo artist to whom the turnstiles made in Arezzo owe their name!





# OUR SAIMA SECURITY TRADE FAIRS

A 2024 always at the trade fair with Saima Sicurezza.

## Dubai

A great success with the public and contacts: this is the business card of Saima Sicurezza at the first of the new year trade fairs in which it participated. After Intersec Dubai our products will become almost as famous as futuristic skyscrapers and artificial islands...



*Excellent products, a well-made stand and a motivated team: this is one of the secrets of our success!*

## Las Vegas

At ISC East Last Vegas, Saima Sicurezza products also passed the exam of... "American". Great and important collaboration with Saima of North America! Our models were some of the most popular ones!



*From the Persian Gulf to the USA: the Saima team is always ready for new successes.*

## Intertraffic Amsterdam

In the Netherlands, our boarding gate for airport access control is much valued: the words of Emiliano Rinaldi at the trade fair!

## Frankfurt

Old and dear Europe presents an unmissable event: the airport is a market in which Saima Sicurezza presents models and solutions that are enjoying considerable success. Today in Frankfurt and in 2025 in Madrid, with this interesting appointment of "Itinerant Fair" for airport security.



*Trade fair moments.*

## OUR SAIMA MECCANICA TRADE FAIRS

In Poznan, a crucial meeting for Saima Meccanica with one of the most important events of the year. An event divided into two parts, the first relating to after-sale equipment and the second - instead - is a sort of car/motorcycle motor show that therefore involves a generous influx of visitors.



*In the photo Vincenzo Scoscini with our collaborators in Poland at a "Saima red" stand.*

The presence of Saima Meccanica at this international event was very interesting. "The Polish market - states General Manager Vincenzo Scoscini - has long been an established opportunity for us. Managed by two historic importers who have brought sales to interesting levels in recent years, this market has excellent growth prospects for the future. In addition to the important work of our importers, this is also due to the new government structure of the country, as proof of the fact that regardless of the quality of the product - which however in our case is already a superior business card - there are many contingencies (political situation, inflation, etc.) and factors that contribute to making the presence of a company in a market more or less profitable. Numerous visits were received, thanks also to the excellent work of our importers. In any case - the general director of Saima Meccanica concludes - the trade fair was undoubtedly a success for us, both from the point of view of consolidating existing relationships in that area, and with regard to new and concrete expressions of interest in our products.



*A detail of the stand.*



# Let's go to Serbia with Saima Meccanica!

Here we are at the Belgrade Trade Fair, with the first installation thanks also to our new partner ALTEMA.

Massimo Valeri, foreign sales manager of Saima Meccanica for some countries, including Serbia, tells us about the new and interesting cooperation with the company ALTEMA which - he adds with a smile - "has already borne fruit with an installation at the most important multi-brand body shop in Belgrade".



"Not a random result - continues Valeri - because Serbia is experiencing a time of good economic and social development. In addition, its neutrality in the Russian-Ukrainian conflict allows it to attract both investors from these two countries who find a natural outlet in this territory of Slavic language and Cyrillic alphabet. Then there is the fact that Serbia is also dealing with its entry into the European Community. This approach to Europe, in fact, although with a process that will unfold in the medium to long term, is another piece that also attracts investors



*Our stand at the trade fair.*

from other areas. This is why there is a growing presence of Italians, Germans, French etc. With Saima Meccanica we entered into a partnership that included joint participation in the important "BG Car Show 2024", essentially the most popular and famous trade fair for the automotive sector in the Balkan countries together with the one that takes place in Plovdiv (Bulgaria)".





The events in Serbia, which took place last March, were a huge success given the presence of many important European companies in the automotive sector and it is the first time that the world has had such a "massive" presence also in this country, full of good and promising prospects in this sector. Our stand was among the most visited and appreciated also for the presence of the products present.

This Trade Fair was an opportunity to meet several customers from ALEMA, Mercedes and BMW dealers and to visit our recent installation that presents particularly innovative management technologies with **Inverter** and **automatic phase programming**.



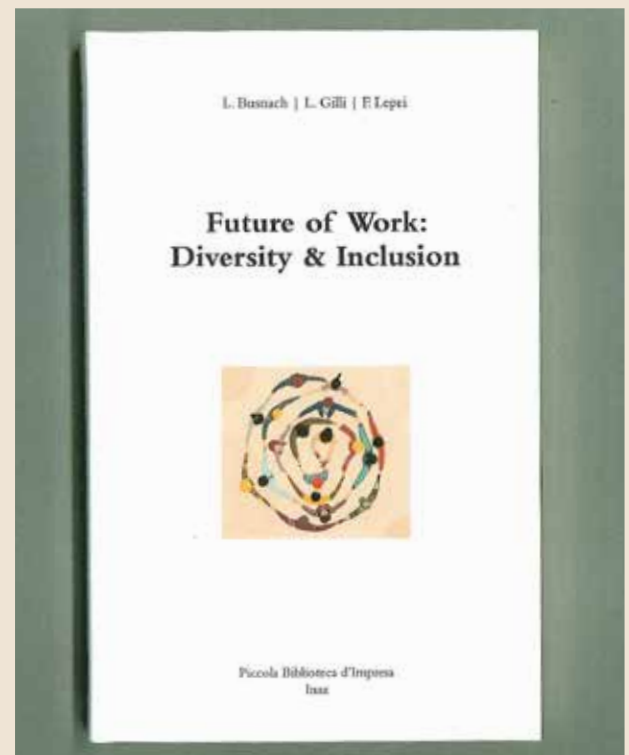
*In the photos, some technical details of our new installation in Serbia.*

# Did you know that...?

At Palazzo Vecchio for the 450th anniversary of the death of Cosimo I de' Medici Grand Duke of Tuscany, the Mayor Dario Nardella is presenting the book by the President of the Tuscany Region Eugenio Giani. The author, a historian of excellence, includes a piece of our important Italian history in the volume



We thank Linda Gilli (INAZ) who, with books to be discovered and useful for entrepreneurs and workers, continues to enrich the "Small Business Library". Her booklet written in collaboration with other Authors, "Future of Work: Diversity and Inclusion" contains very interesting ideas about the world of work that will come but that has already begun.



Small champions growing... and not only in height! The SBA of Arezzo, a historic local basketball team, is achieving excellent results in the under-14 ELITE championship. All good, but we challenge you to recognise Andrea, son of the General Manager of Saima Meccanica Vincenzo Scoscini, among these champions.





# Did you know that...?

Even AIDDA (Association of Women Entrepreneurs and Company Managers) needed to address a challenge such as that of **Artificial Intelligence**.

"Aidda will go to university one day" is in fact the title of the interesting conference on the theme of Artificial Intelligence. As also highlighted by the recent Davos Economic Forum, the greatest risk in the next two years will be of a technological nature: it will come from Artificial Intelligence if not governed and its possible effects in terms of disinformation and misinformation. The meeting organised by Aidda at the University of Bicocca on the theme "The ABC of **Artificial Intelligence**" was an opportunity to explore the characteristics, opportunities and risks of this constantly evolving tool together with experts. "As women entrepreneurs - states the national president Antonella Giachetti - we have returned to the university benches convinced of the need for new alliances between the university world, business and the third sector to respond to the challenges of the contemporary world".



Daniele Monaci from the Saima Purchasing Office to retirement to rest, but thanks to the grandchildren you can work even harder... and learn to smile. Well done Daniel who, like wine, has improved with age!



Club Italia participated in the workshop organised at the Next Mobility Exhibition at Fiera Milano dedicated to AI and electronic ticketing.

Special birthday to the Indicator: we celebrate Ms. Cristina Guerri, always a valuable collaborator of Saima Meccanica.



# A pinch of Tuscany...

## La Verna and its Sanctuary

Anyone who does not know La Verna and the famous Sanctuary has missed the opportunity to visit one of the most beautiful and magical places in the Casentino Forests. Centuries-old beech forests immersed in the Franciscan setting par excellence welcome and invite us to visit the most secret sites of the sanctuary where St. Francis lived and died. The walking tour includes seven to ten kilometres for a journey of true spirituality amidst the temple of nature that has remained unspoiled. 14 September 1224 marks the history of La Verna, since then a destination for thousands of visitors from all over the world. Art, faith, culture and history of the life of St. Francis will remain unchanged over time, with the historical and monumental testimonies of the church of S. Maria degli Angeli (1250-1260) and of the Basilica of S. Maria Assunta (1348). It is important to visit the Chapel of Relics, where the remains of



*The Basilica of La Verna.*

St. Francis are kept. On the floor there is a plaque that marks the point where the "miracle of the stigmata" received from the Saint took place. But the true mystery that defies the force of gravity and the normal rules of gravitational balance lies in standing before the "**Sasso Spicco**" where the "poor man of Assisi" used to kneel in prayer in front of the granite mountain. Even today, that protrusion of suspended stone continues to defy gravity. And there is no architect who knows how to find a rational answer to this extraordinary miracle of nature. Go and see it!



*The relic of St. Francis kept in the Chapel of Relics.*



*The famous Sasso Spicco that defies the force of gravity.*