




CORPORATE PRESENTATION  
BIANCHI VENDING SOLUTIONS  
ED 01-2023

**Design your break**

# THE CLIENT AT THE VERY CENTRE

## Design your break

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 **Bianchi Industry** strength and passion of a great family at its helm.





## HALF A CENTURY OF HISTORY

### THE BEGINNING WITH BICYCLES



1950

Angelo Trapletti taking over **Chiorda**, a bicycles manufacturing workshop.

1972

Trapletti acquired the Treviglio-based Bianchi bicycles.

### THE FAEMA OPERATION



1976

Nuova Bianchi emerged from the acquisition of the historical brand **Faema**.

Trapletti taking over operations and all the activities regarding the automatic vending sector.

### THE MOVE FROM BICYCLES TO VENDING



1991

After having sold off all the bicycle sectors to Piaggio S.p.A., the Trapletti family focused exclusively on the production of **vending machines** and began to grow internationally.

### THE RETURN OF THE TRAPLETTI FAMILY AT THE HELM OF THE COMPANY



2008

Trapletti departure leaving the command of the family business.

2014

After a break lasting six years, return of the founding family at the helm of the company. **Bianchi Vending S.p.A** is founded.

### BRASILIA & BIANCHI INDUSTRY



OCTOBER 2015

Acquisition of **Brasilia** brand.

DECEMBER 2015

**Bianchi Industry SpA** was born, the union of two production realities in a single brand.

### SUSTAINABLE TRANSITION



TODAY

We design more than breaks, we also design the future. A future where the **environment** and **people** are our tomorrow.





## BIANCHI INDUSTRY IN THE WORLD

2

PRODUCTION PLANTS IN ITALY

Zingonia and Latina

5

SALES BRANCHES  
IN WORLD

France, Spain, Portugal,  
Nordics, Brasil

3

AFTER SALES  
SERVICE BRANCHES

Torin, Milan, Genoa

1

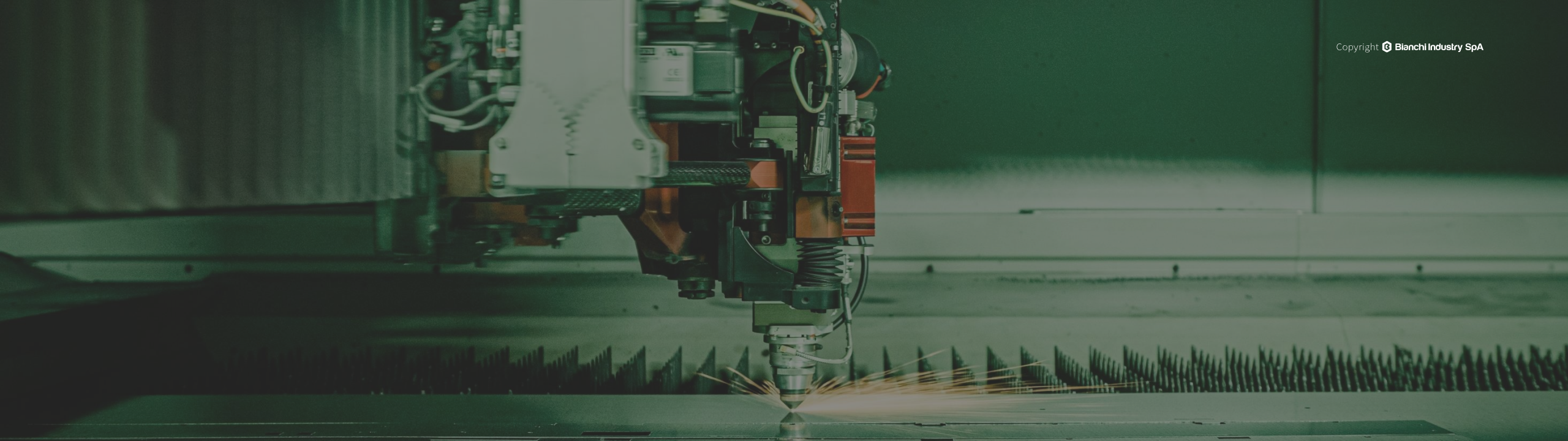
REPRESENTATIVE OFFICE

Latam

50 +

COUNTRIES COVERED





## TECHNOLOGY AND QUALITY

The latest production technologies ERP, scheduler, configurator, lean supply chain

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80% of components  
are produced internally

Lean manufacturing  
+ quality + speed + efficiency - costs

Digital transition





## RESEARCH AND DEVELOPMENT

Internal team of about 20 designers with an experimental laboratory to test the new solutions

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Designing the simplicity of our customers' future

**Hardware:** solutions easy to configure and maintain

**Software:** solutions that allow to look towards the future

## QUALITY AND CERTIFICATIONS

The Zingonia (Bergamo) and Cisterna di Latina plants completely satisfy all the requirements relative to the compulsory standards applicable to the company certification UNI EN ISO 14001:2015 and UNI EN ISO 9001:2015.

CSQ 14001:2015



CSQ 9001:2015



IQNET 9001:2015





Design your *sustainable* break

## THE ENVIROMENT AND PEOPLE ARE OUR TOMORROW

At Bianchi, we design more than breaks, we also design the future.

We see it as more respectful of the environment, more attentive to the needs of local communities and to personal well-being.

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 **ENVIRONMENT** SUSTAINABILITY

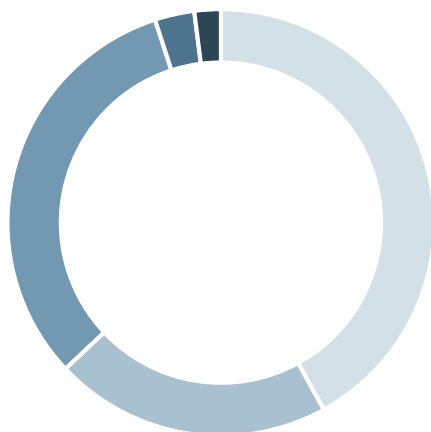
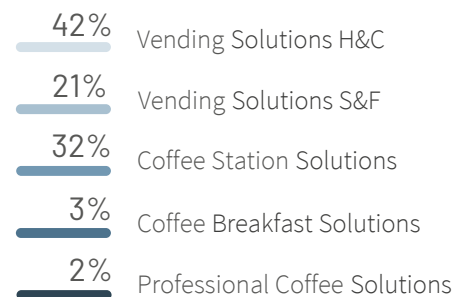
 **SOCIAL** SUSTAINABILITY

[➔ DISCOVER MORE on www.bianchiindustry.com/en/sustainability/](https://www.bianchiindustry.com/en/sustainability/)

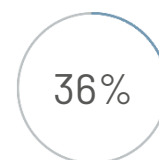


# SOME FIGURES

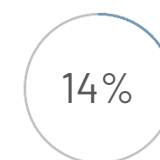
## NUMBER OF MACHINES



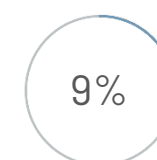
## TOP MARKETS (sales volume)



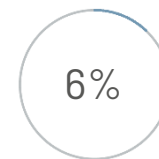
ITALY



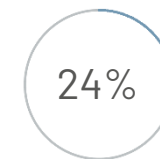
FRANCE



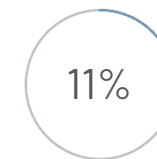
BRASIL



SPAIN + PORTUGAL

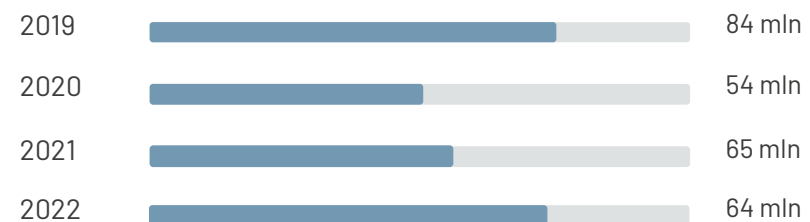


EAST EUROPE

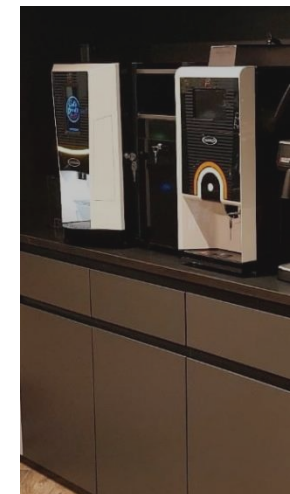


OTHER MARKETS

## SALES TURNOVER (in M€)



## SOME REFERENCES



**ivsgroup**

**MaxiCoffee**

**café+co**

**KIMBO**

**delikia**  
fresh

**miko**

**Strauss**  
COFFEE

**JDE**

**Julius Meinl**

**AUTOMATIC**  
SERVIS



# BIANCHI VENDING

Design your break  
Solutions



# Design your break

## TARGET

### CONSUMER

Beverages

Create your beverage by meeting choice and quality in different consumer environments



### OPERATOR

Machines

Create your offer with flexible and quality solutions that improve profitability



# CONSUMER




## **CONSUMERS** HAVE BECOME MORE DEMANDING AND ARE EXPECTING:

### HIGHER QUALITY DRINKS

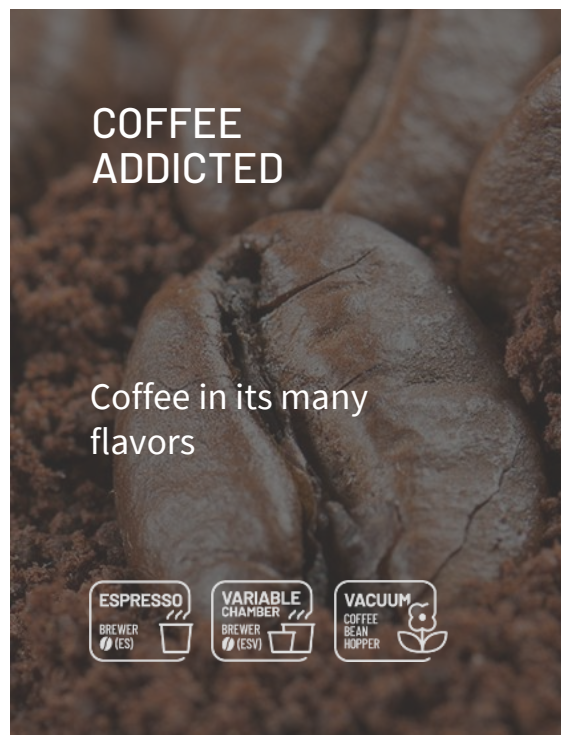
- Fine coffee blends.
- Recipes with fresh milk.
- Tea and infusions in bag.

### LARGER OFFER

- Beverage customization.
- Large assortment of snacks and drinks.

 **CONSUMER**  
DIFFERENT TARGETS,  
THE SAME COMMITMENT

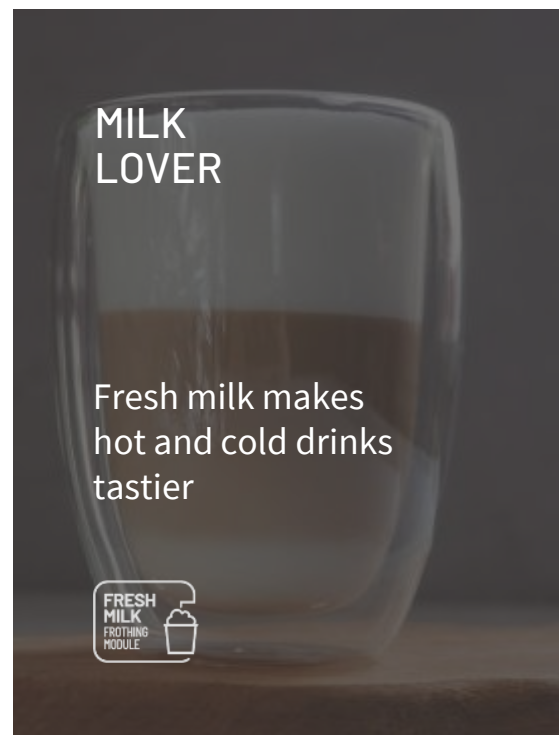
A different flavor experience at any time of the day, with every break.



**COFFEE ADDICTED**

Coffee in its many flavors

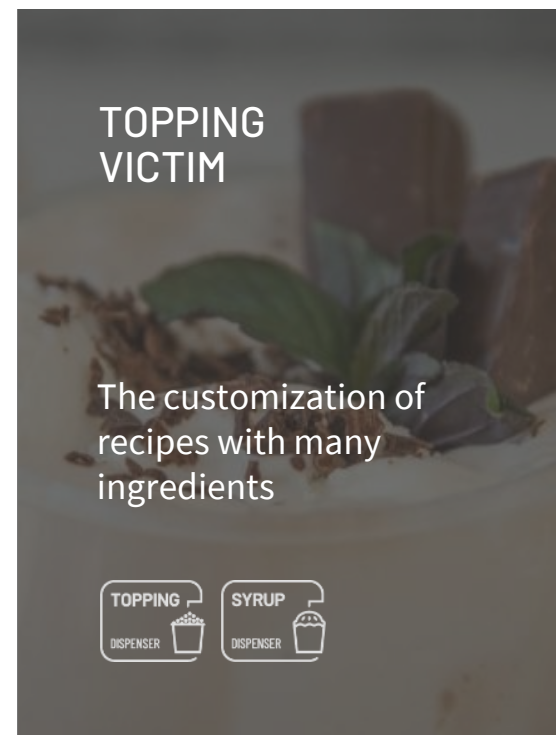
**ESPRESSO BREWER (ES)** **VARIABLE CHAMBER BREWER (ESV)** **VACUUM COFFEE BEAN HOPPER**



**MILK LOVER**

Fresh milk makes hot and cold drinks tastier

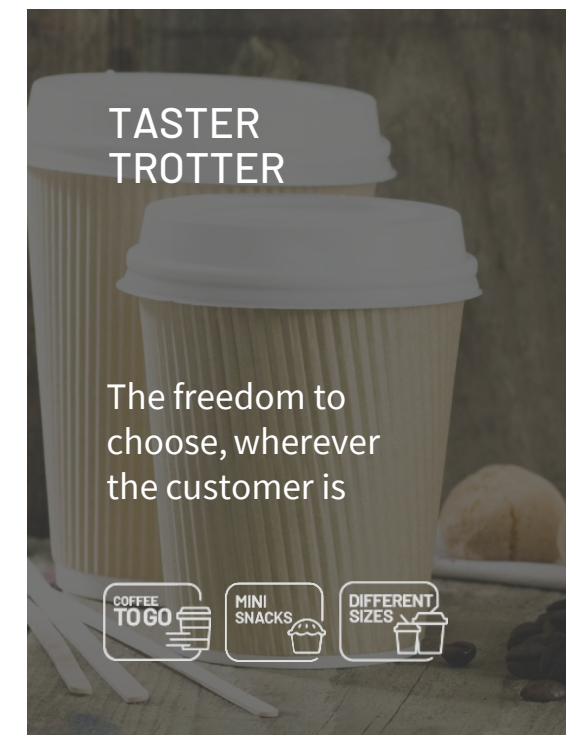
**FRESH MILK FROTHING MODULE**



**TOPPING VICTIM**

The customization of recipes with many ingredients

**TOPPING DISPENSER** **SYRUP DISPENSER**



**TASTER TROTTER**

The freedom to choose, wherever the customer is

**COFFEE TO GO** **MINI SNACKS** **DIFFERENT SIZES**






## OPERATOR

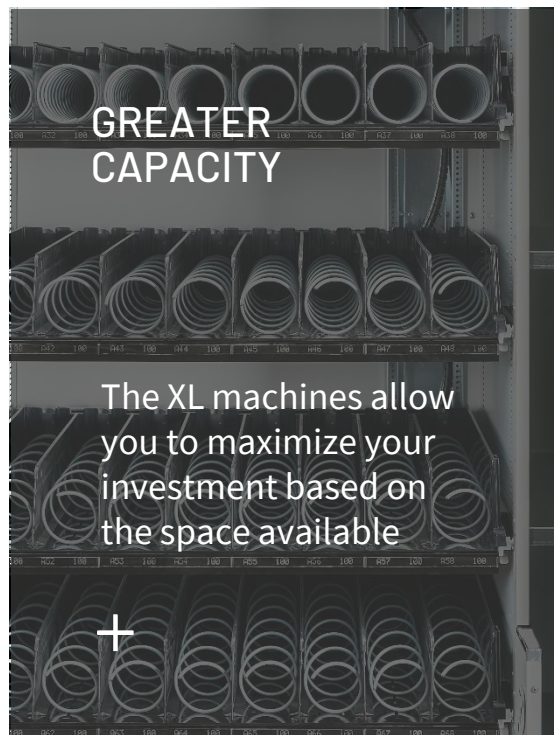
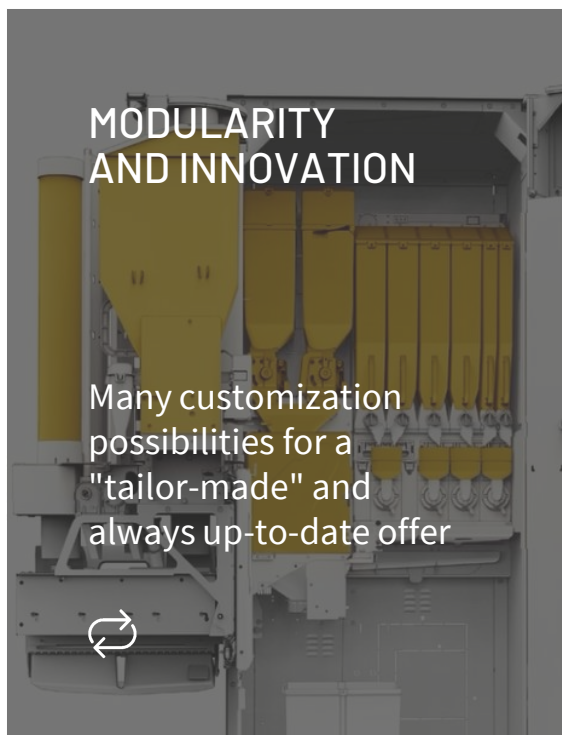


**OPERATORS** HAVE TO ADAPT THEIR OFFER TO THE NEEDS OF THE USER IN THE SIMPLEST WAY:

- Choosing a technology and installing it must be quick and immediate.
- Changing your offer over time must be quick and effortless.
- The HW and SW configuration must be at the lowest possible cost.

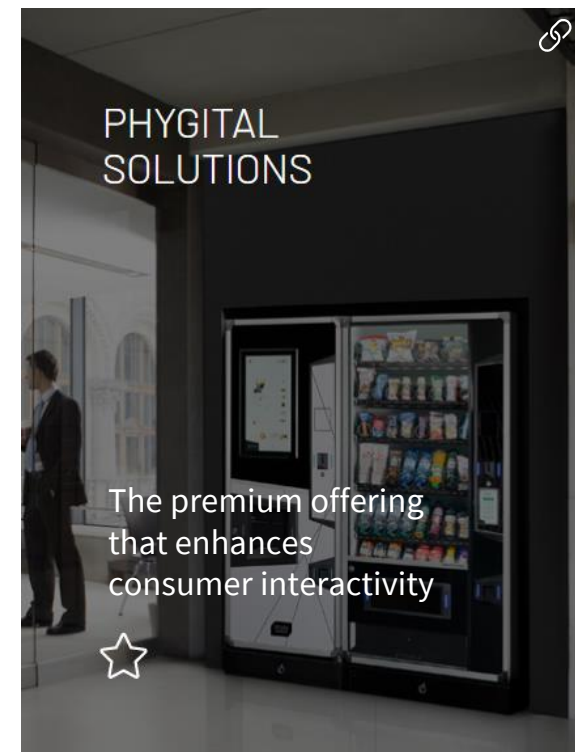
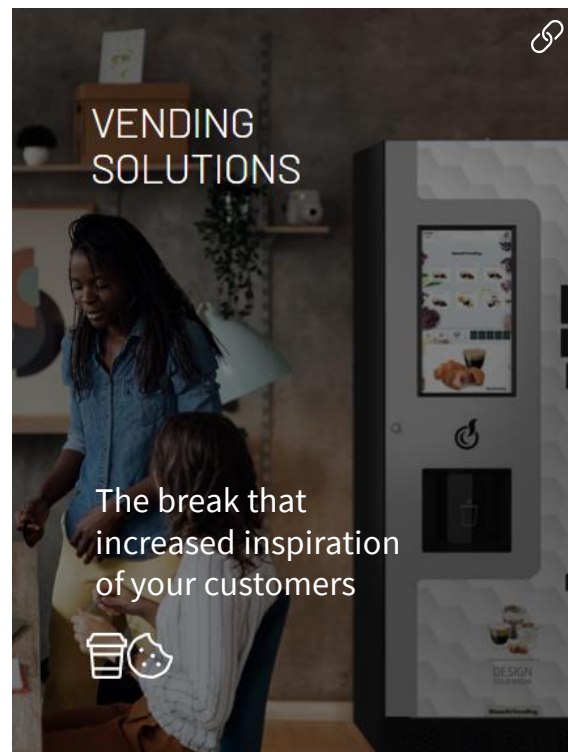
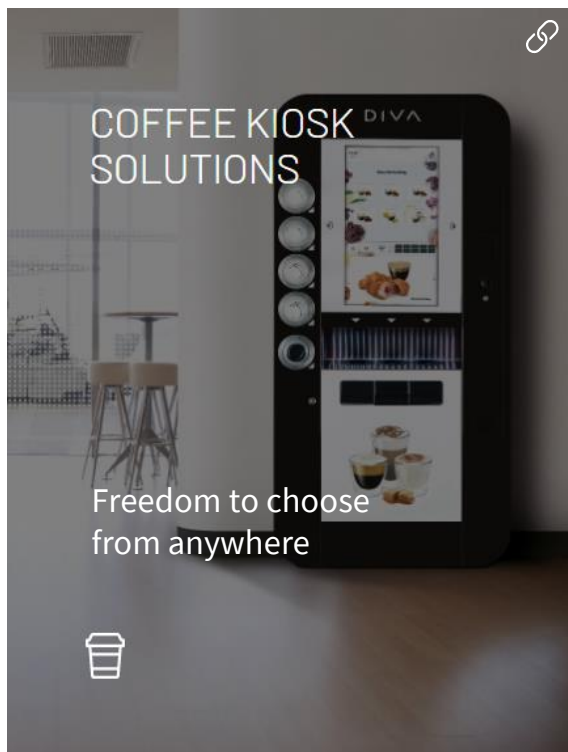
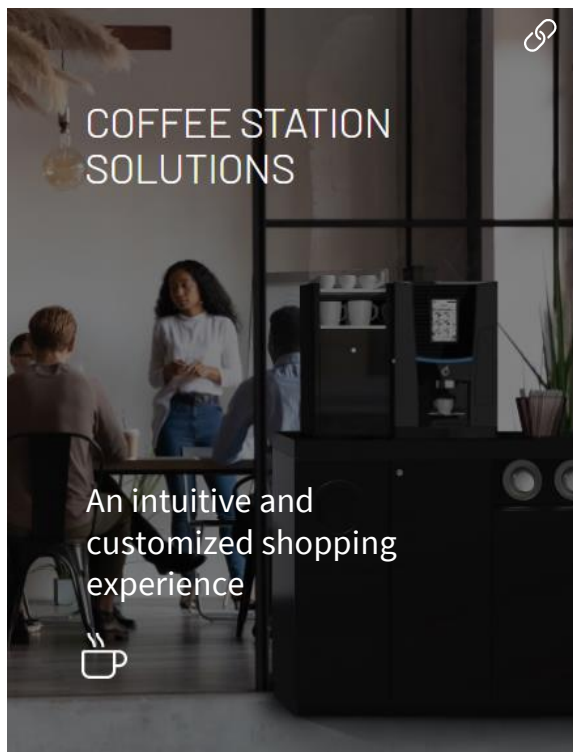
 **OPERATOR**  
TO FACILITATE AND  
IMPROVE THE  
OPERATOR'S WORK

Give your business more momentum by satisfying end-user desires and always creating new ones.



## SOLUTIONS TO IMPROVE YOUR WORK

A wide-ranging and varied offer solutions. Automatic vending machines created to render your business even simpler and more productive.







DESIGN  
YOUR BREAK

# COFFEE STATION SOLUTIONS



## COFFEE STATION SOLUTIONS

THE COFFEE CORNER PERFECT FOR ANY ENVIRONMENT.

Premium coffee solutions that walk the line between vending and Ho.Re.Ca to create a coffee corner that can satisfy the palate and enhance any interaction, even in areas where space is at a premium.

Semi-automatic OCS (Office Coffee System) machines for hot beverages.



### A WIDE RANGE OF COFFEES TO SUIT ALL TASTES

The best of Italian espresso tradition combined with international tastes to create a wide offer of coffee.



### MILK WITH A SOFT AND TASTY CREAM

Cappuccinos with soft, long-lasting foam and lots of other delights thanks to ideal fresh milk handling options.



### EVERY DESIRE BECOMES A DRINK

Chocolate, tea, barley, ginseng, every moment of the day has its ideal drink, always of the best quality, always prepared just right.

## COFFEE STATION SOLUTIONS



EVIA

150 cups day

ESV

Touch 10"

Mod. Fresh Milk opt.



TALIA

100 cups day

ES / ESV / IN

Easy / Touch 7"

Mod. Fresh Milk opt.



GAIA STYLE RY

80 cups day

ES / ESV / IN

Easy / Touch 7"

Mod. Fresh Milk opt.





FRESH MILK MODULE FOR  
IRRESISTIBLE BEVERAGES



## FRESH MILK MODULE FOR IRRESISTIBLE BEVERAGES

More than what you would expect: with the Fresh Milk module, add further quality and choice to your menu, enabling your customers to make cappuccino and many other delectable beverages in an instant.

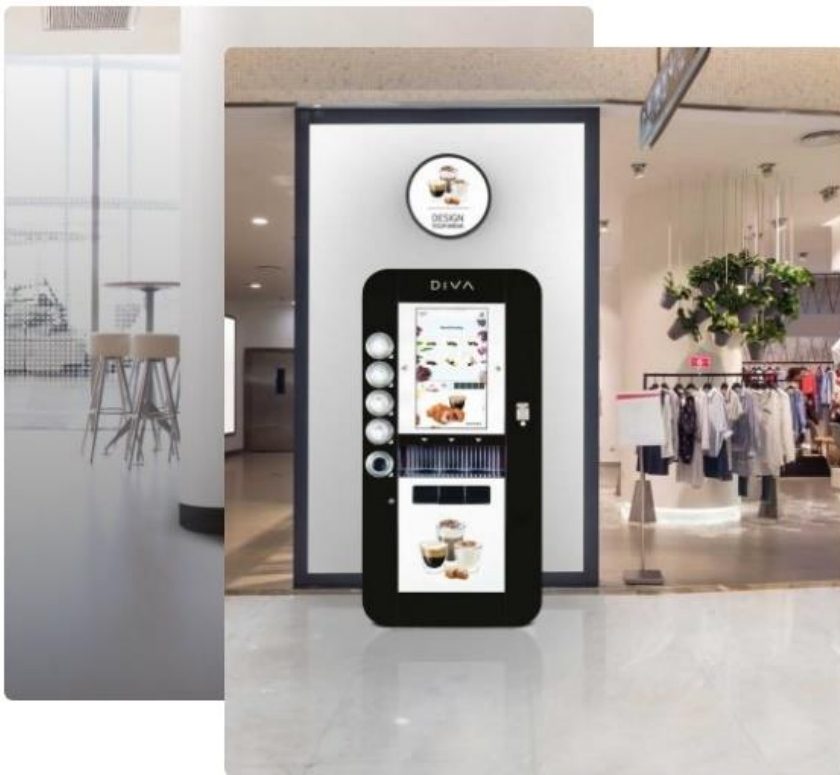
 Your range becomes even more tempting: beverages with milk are among the products that consumers love most of all.

 The Fresh Milk module improves the handling of this ingredient. The result? Creamy beverages that people adore.





# COFFEE KIOSK SOLUTIONS



## COFFEE KIOSK SOLUTIONS

INNOVATION HAS ITS OWN INTERPRETER.

DIVA is the most versatile and innovative coffee corner on the market: it fully meets consumers' extensive needs offering 350 combinations of different drinks and aromas, relying on a highly interactive and intuitive interface.



### OFFER A PREMIUM EXPERIENCE

Guided path that allows to create many different product combinations based on coffee, fresh milk and instant products.



### THE TASTE OF CHOICE

The user interacts with the machine and prepares personalized recipes in a "do-it-yourself" mode that will allow him to enjoy gourmet sensations.



### STYLE BECAMES ATMOSPHERE

Innovative design, high quality materials, large touch display: consumers enjoy their drink in a unique atmosphere.



## DIVA

DESIGNED TO SATISFY THE WISHES  
OF THE MOST DEMANDING USERS.

*An unconventional solution!*

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200 cups day

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ESV

---

Touch 32"

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Different cups size

---

6 instant canisters

---

4 topping

---

2 syrups

---

Fresh milk



DESIGN  
YOUR BREAK

# VENDING SOLUTIONS





## VENDING SOLUTIONS

THE VENDING AREA TAILORED TO ANY SPACE.

A complete line of hot-drink and snack vending machines that incorporate latest-generation technology to improve consumer experiences, wherever they are and whatever they desire.



### CREATE THE MACHINE YOU NEED

With the modular solutions you can easily change the configuration of the machine according to actual consumption.



### CHOOSE THE MOST SUITABLE CAPACITY

Adapt the quantity of products according to the context of consumption: fewer empty spaces in the window, fewer loading interventions, less operational costs.



### OFFER A PERSONALISED EXPERIENCE

Display touch coinvolgenti e intuitivi, con la possibilità di personalizzare e di arricchire le bevande con topping e sciroppi, con sistemi che preservano la qualità delle materie prime.

## VENDING SOLUTIONS



LEI600

600 cups

ES / ESV / ESV BC / IN

Easy / Smart / Touch 21"

-



LEI400

400 cups

ES / ESV / IN

Easy / Smart / Touch 21"

-



LEI301 EVO

300 cups

ES

Easy / Smart / Touch 15"

2 cups or topping opt.



LEI250

250 cups

ES

Easy / Smart / Touch 15"

-

## VENDING SOLUTIONS



ARIA L EVO

Master / Slave

8 spirals

Electronic tags opt.



ARIA M

Slave

6 spirals

Electronic tags opt.



ARIA S EVO

Slave

8 spirals

Electronic tags opt.



# PHYGITAL SOLUTIONS



### Phygital platforms

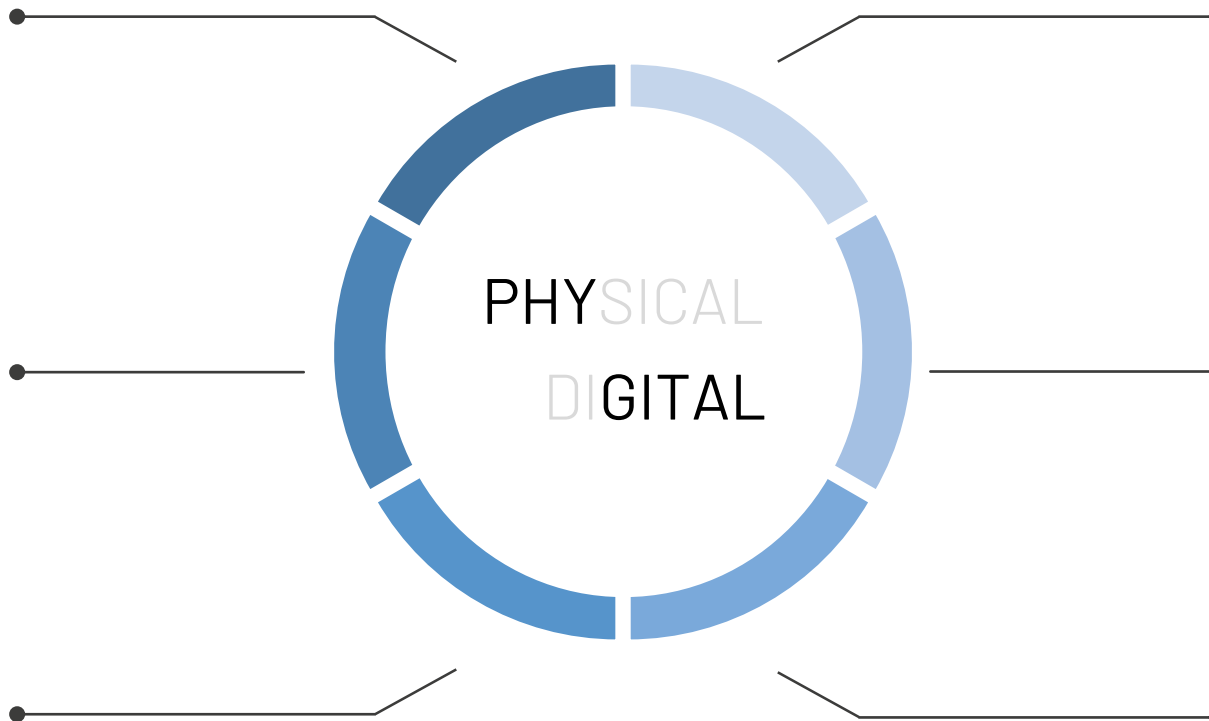


INTUITY      AGILY      FLESSY

Design your offer

## BI::CREATOR

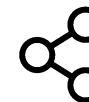
GUI



API



IOT



 Future

Design your learning

## BI::TRAINING

Design your machine

## BI::CONFIGURATOR

Buy spare parts

## WEB SHOP



## PHYGITAL SOLUTIONS

THE VENDING REVOLUTION.

Body and soul, physical and digital, Phygital solutions were designed by integrating a flexible hardware structure with advanced software tools to make your business even faster, more profitable and above all, simpler.



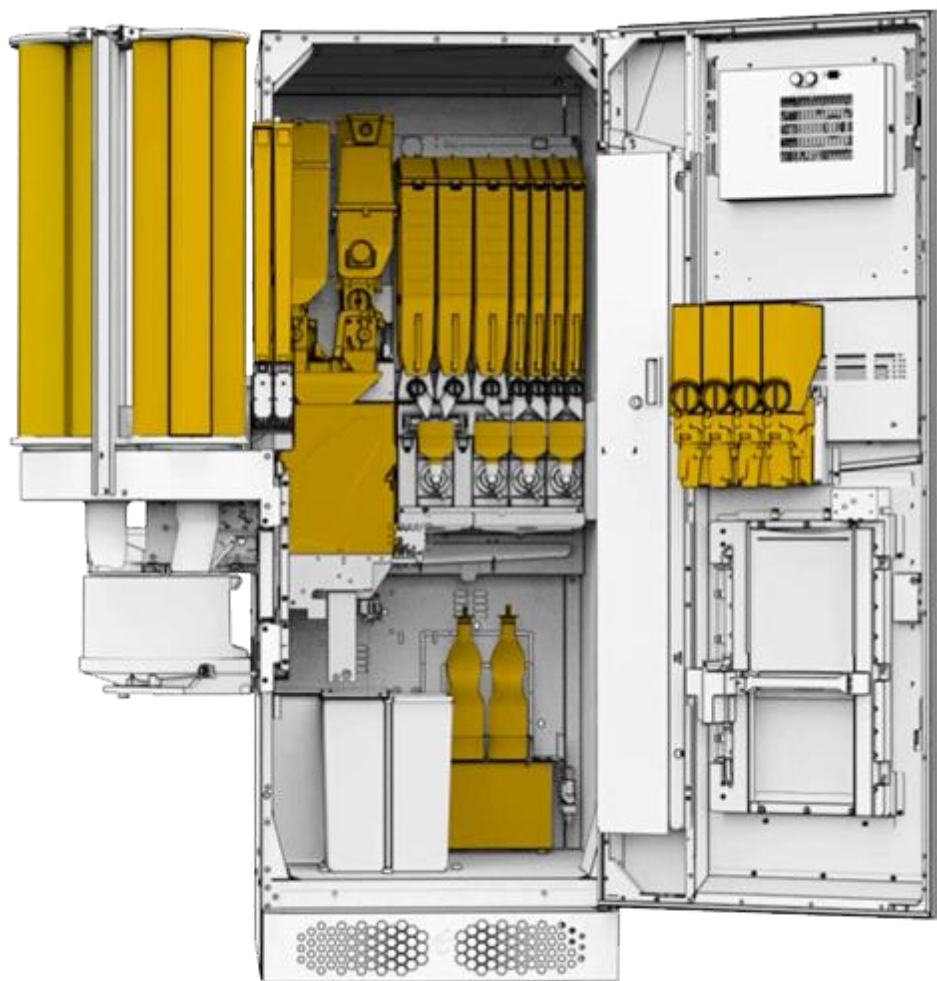
**EASY**  
CONFIGURATION



**EASY**  
MAINTENANCE



**EASY**  
INTERACTION



## EASY CONFIGURATION

### PHYSICAL

#### NEW FUNCTIONAL STANDARD MODULE

Each machine is the sum of «N» standard functional modules and it will be possible to:

- Set up the number of mixers and canisters.
- Choose the brewing unit.
- Decide to use 1 or 2 cups dispensers.
- Decide to propose 1 or 2 kinds of sugar.
- Add accessories modules (topping, syrups, ecc).

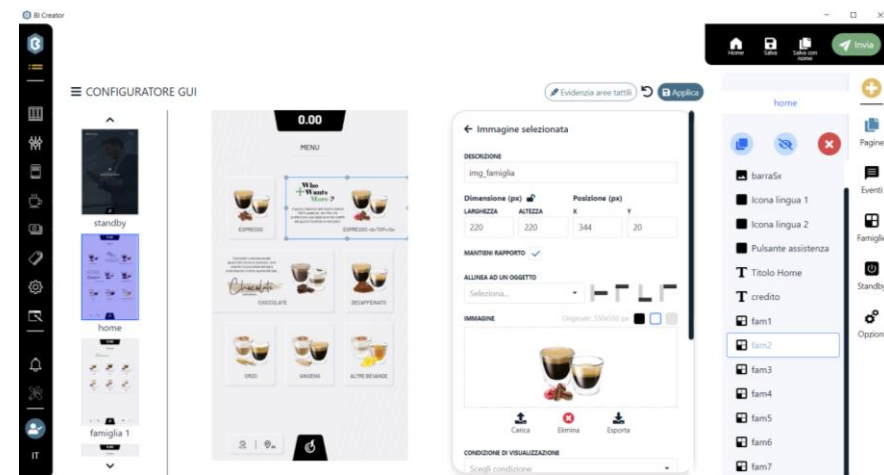
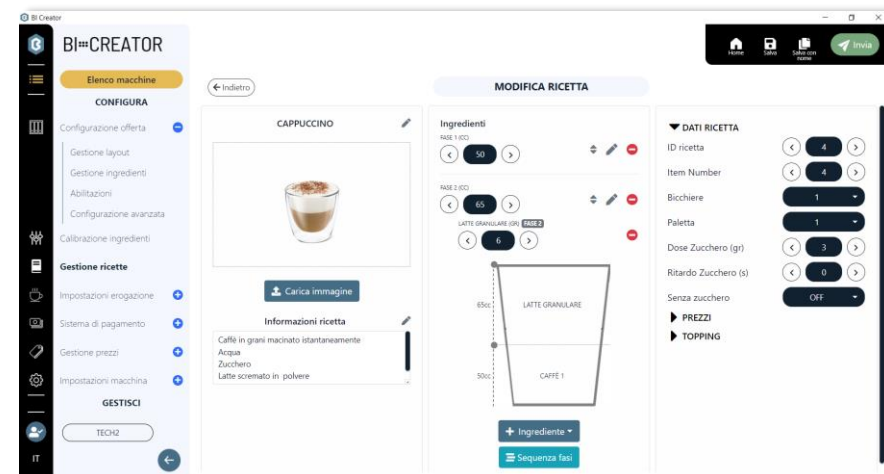
EASY  
CONFIGURATION

DIGITAL  
BI::CREATOR

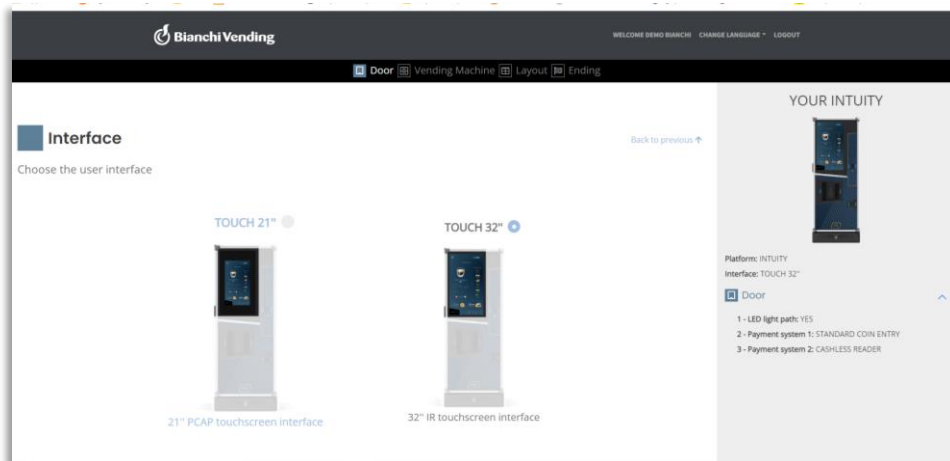
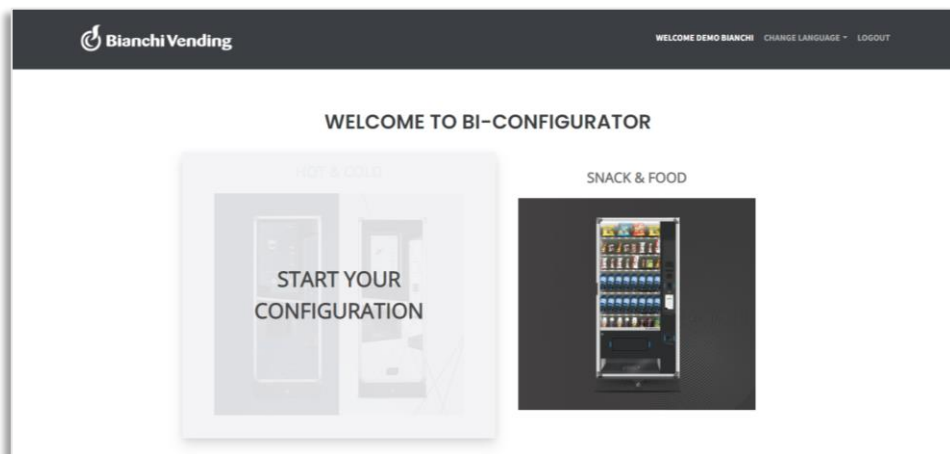
Design your offer

The new configuration software is simple because:

- Graphical and intuitive.
- Designed to make you set up just what you need.
- You have the freedom to customize recipes and graphics.







EASY  
CONFIGURATION

DIGITAL

# BI::CONFIGURATOR

Design your machine

Bi-Configurator is the functional and intelligent software that leads you through structural and aesthetic configuration processes for all Bianchi Phygital solutions.

CHOOSE YOUR MACHINE THROUGH A DIGITAL CONFIGURATION EXPERIENCE.

COMING SOON

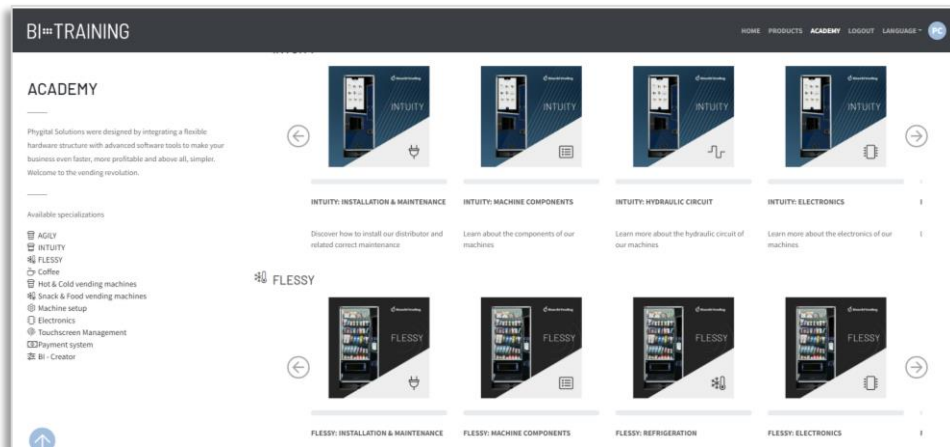
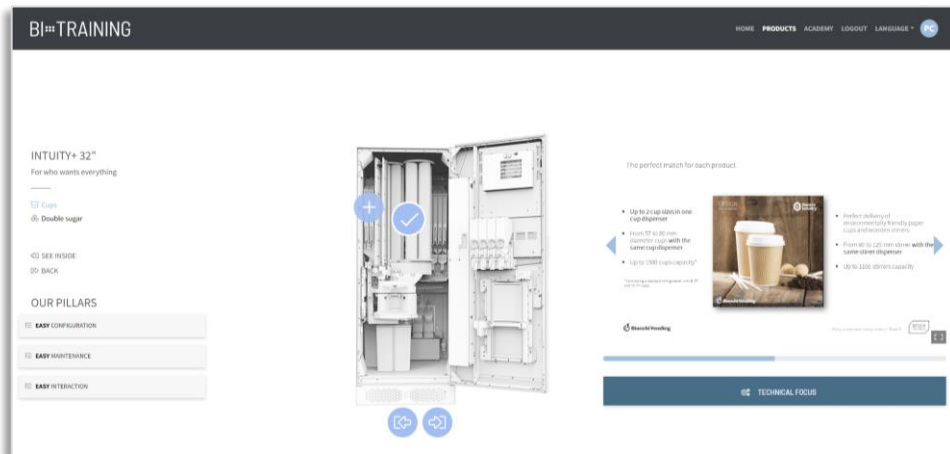
## EASY MAINTENANCE

### PHYSICAL

AN AUTOMOTIVE ELECTRONIC JUNCTION PLATFORM

- Each machine is able to recognize its state, at the level of a single electrical/electronic component.
- Modular internal components can be removed individually.
- Minimize downtime for maintenance.
- The use of tools to remove the modules is minimized.





EASY  
MAINTENANCE

DIGITAL

BI-TRAINING

Design your learning

Bi-Training is an interactive training, support and update platform targeted at the network of operators and technicians in the Bianchi universe, aimed at further examining, developing and sharing all skills and new applications.

## EASY INTERACTION

### PHYSICAL

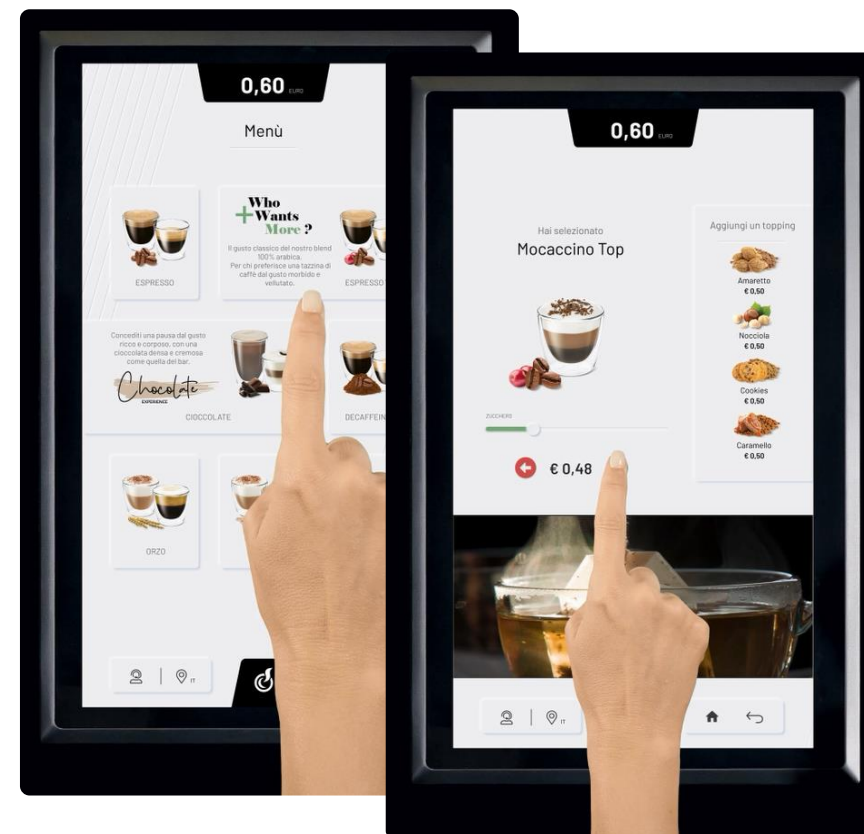
OFFER AN EASY INTERACTION TO YOUR CUSTOMERS

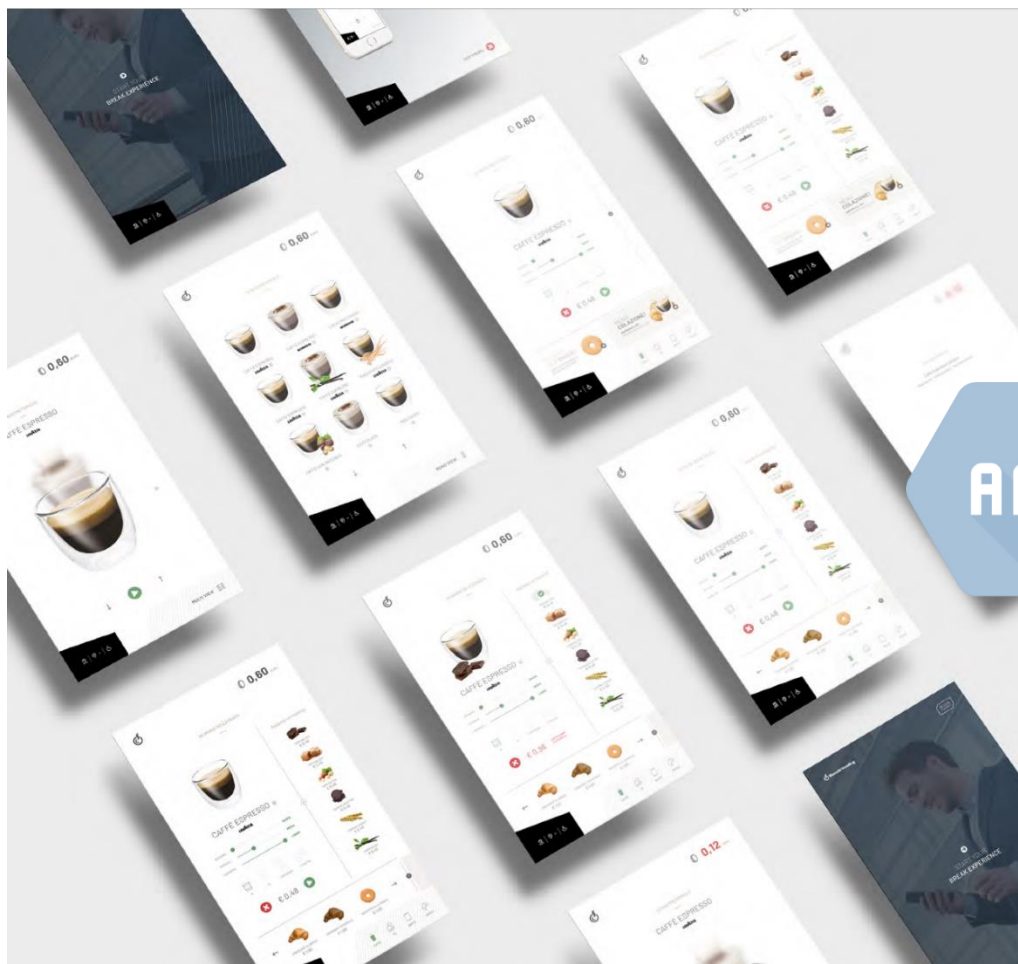
Help them in their choices with:

- Beverage customization
- Promotions
- Bundle-sales

It will allow you to enrich your offer and take advantage of the mechanisms of:

- Up - selling.
- Cross - selling.





## EASY INTERACTION

### DIGITAL

A SYSTEM ALREADY FOCUSED ON THE FUTURE

### A DIGITAL FUTURE

Each machine has a native API system that will allow you to install third party applications \*

- Weather report and others web contents.
- User profiling mechanisms.
- Digital Signage.
- Voice Assistant.

*\* Bianchi Industry provides the API but none of the products mentioned have been produced (..for now!)*





**PHYSICAL + DIGITAL**  
A NEW VENDING EXPERIENCE!

AN EASIER TODAY  
FOR AN OPEN TOMORROW

# PHYGITAL SOLUTIONS



INTUITY



AGILY



FLESSY

# INTUITY

For those who want everything





Intuity plus (touch 32")



Intuity (touch 21")

## INTUITY + / INTUITY

### EASY INTERACTION

- 32" (Intuity +) or 21" touchscreen interface.
- Intuitive and guided user experience.

### EASY CONFIGURATION

- Internal layout highly configurable with :
  - Traditional coffee espresso brewer (ES) or variable chamber coffee brewer (ESV).
  - Up to 2 standard or vacuum (VH) coffee bean hoppers.
  - Up to 10 instant products canisters and 5 mixers.
  - Up to 2 sugar canisters.
- 2 cup sizes chosen from diameters of 57/70/74/80.
- The largest menu with topping dispenser (x4) as standard.
- Door with large, customizable and backlit glass surface.

### EASY MAINTENANCE

- Easy installation and maintenance.
- Interactive on-board configuration SW.

## WHAT'S NEW? WHAT'S BETTER?

- **Functional modules** to gain control of your configuration and adapt your offer on the go.
- **Double sugar canister** to wide your offer with white and brown sugar.
- **New user interface** to ease the interaction for your customer.
- **New on-board software** to ease the interaction for your technician.
- **Backlit glass surface** on the door fully customizable.
- **LED illuminated path** to guide the user.
- **New design hinges** to hide junctions.





# AGILY

You have total control  
over change





Agily L touch 21"



Agily M smart

## AGILY L / M

### EASY INTERACTION

- 21" touchscreen user interface or Smart user interface with 7" touchscreen.
- Intuitive user experience.
- Luminous pathway to guide the user (on request).

### EASY CONFIGURATION

- Menu that can be enriched with :
  - Traditional coffee espresso brewer (ES) or variable chamber coffee brewer (ESV).
  - Up to 2 standard or vacuum (VH) coffee bean hoppers.
  - Up to 10 instant products canisters.
  - Up to 2 sugar canisters.
- Alternative with topping dispenser kit (x2) or second cup kit (a choice of diameters from 57/70/74/80).
- Door with large surface that can be personalized with stickers.

### EASY MAINTENANCE

- Easy installation and maintenance.
- Interactive on-board configuration SW.

## WHAT'S NEW? WHAT'S BETTER?

- **Functional modules** to gain control of your configuration and adapt your offer on the go.
- **New user interface** to ease the interaction for your customer.
- **New on-board software** to ease the interaction for your technician.
- **Interchangeable user interface** Touch 21" or Smart.
- **New design hinges** to hide junctions.



# FLESSY

A show on display





Flessy XL

Flessy L

Flessy M

## FLESSY XL / L / M

### EASY INTERACTION

- 7" touchscreen user interface.
- Luminous pathway to guide the user (on FLESSY XL and L versions).
- Versions with digital price display on the drawers.
- LEDs on each drawer for perfect product visibility.
- Transparent delivery bin.

### EASY CONFIGURATION

- Flexible configuration up to 7 drawers (on request).
- Extra capacity for bottles and cans dispensed by hidden C&B columns (on Plus versions).
- Door with large surface that can be personalized with stickers.

### EASY MAINTENANCE

- Easy installation and maintenance.
- Interactive on-board configuration SW.
- Refrigerating unit with latest generation R290 Gas easy to clean and easy to substitute (slide in and slide out).



## WHAT'S NEW? WHAT'S BETTER?

- **Double insulated cabinet** and **new door** to give better structure.
- **7" touchscreen user interface** to facilitate:
  - Interaction
  - Set-up
  - Maintenance
- **LED bars, positioned above the products**, to improve the products illumination.
- **Additional bottle and can column**, to increase beverage capacity up to 34 bottles, easier to maintain.
- **Luminous pathway** to guide the user (on FLESSY XL and L versions).
- **Refrigerating unit** with latest generation **R290 Gas** with easy maintenance (slide-in slide-out) and easy cleaning (filter easy access).



# One brand, many different solutions.

From need to product.  
This makes the difference!

# Design your break



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*I dati tecnici e le informazioni  
riportate sono indicativi e soggetti a  
cambiamenti senza preavviso.*

**Bianchi Vending**