

PRESS RELEASE

## **THE POTENTIAL OF IGNITION, BDF INDUSTRIES' VISION: A DIGITAL "PANORAMA" FOR GLASSWORKS**

**Ignition has been chosen by BDF Industries as the basis for the development of Panorama 4.0, an IoT solution for the integrated monitoring of hollow glass production processes. The unlimited license model, the scalable architecture, the features of the Perspective module, the openness to communication and the data buffering and re-sync functions of the Gateway module are some of the strengths that convinced BDF to focus on Ignition as a strategic choice for its project.**

Milan, 6 November 2025

**Ignition**, the **Inductive Automation** platform distributed and supported in Italy by Relatech SpA - Digital Enabler Solution Know-How (DESK) Company - through its subsidiary EFA Automazione SpA, has been chosen as the technological basis by **BDF Industries SpA**, a world leader in the supply of complete systems for hollow glass, for the development of Panorama 4.0, an IoT solution that monitors the production processes of glass factories by collecting, synchronizing and historicizing process data.

BDF first needed a flexible, scalable platform with a sustainable licensing model. Ignition has fully responded to these needs, natively offering communication drivers for all the most popular protocols, OPC-UA connectivity, MQTT, as well as intuitive tools for application development and, above all, the possibility of growing without limitations, in terms of tags and clients.

Ignition's unlimited licensing model allows you to scale your application at no additional cost while offering unsurpassed flexibility, ideal for plants of any size, even multi-site. It is possible to implement architectures that can freely grow over time, allowing you to integrate new plants, lines or devices without having to redesign the system, thus always maintaining a unified and centralized view of the production process. Thanks to Ignition's scalable architecture, BDF Industries' Panorama 4.0 has managed up to 700,000 tags, simultaneously monitoring five ovens and fifteen forming machines.

Using the Perspective module also added further value. In addition to the functionality of the Vision module, which BDF used to manage some outputs, with Perspective customers can access Panorama dashboards from any device and have a complete and centralized view of all plants, regardless of their geographical location or the type of interface used. The data buffering and re-sync offered by Ignition's Gateway capabilities ensures resiliency - without any data loss - in the event of network outages.

*"Panorama 4.0 was born from BDF's strategic vision: to offer glassworks an integrated monitoring and data collection system for the entire process, from melting to forming to final heat treatments, with the ability to monitor key KPIs such as Pack to Melt, enable predictive maintenance and react in real time to process deviations," says **Gianluca Cera, Energy, Melting and Automation Manager of BDF***



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**Industries SpA.** *"The choice of the development platform was the primary element for the success of our project: Ignition fully met all our expectations and proved to be a strategic development tool."*

*"We are proud to have made Ignition's technology available to turn BDF Industries' vision into reality, thus confirming our commitment to promoting innovation and digitalization in the manufacturing sector," says **Pasquale Lambardi, Founder and President of Relatech and CEO of EFA Automazione.** "BDF Industries' experience strengthens our role as a technology partner for all those companies that look to the future and want to transform data into strategic value in favor of productivity, efficiency and quality."*

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If you are interested in the complete case study on BDF Industries' experience, please contact the references at the bottom of the press release.

[Relatech](#), Digital Enabler Solution Know-how (DESK) has been active for over twenty years in frontier Digital Enabler technologies, such as Artificial Intelligence, Cybersecurity, Cloud, IoT, Big Data, Blockchain, Machine Learning. Relatech is the reference partner for the Digital Innovation of companies and leads a group of companies highly specialized in Digital Enabler Technologies united by the common mission of supporting customers in the digital transformation process. Relatech constantly invests in Open Innovation with an intense R&D activity carried out by internal hubs in collaboration with universities and national research centers. Thanks to the RePlatform digital platform and the know-how deriving from the ecosystem of scientific and technological partners, Relatech develops digital services and solutions capable of innovating the business model of its customers, ensuring sustainable business growth for all those companies that see the digital innovation process as the key to current and future success.

[EFA Automazione SpA](#), part of the Relatech group, has been operating for 30 years in the field of industrial automation with products, solutions and know-how dedicated to the world of connectivity for system integration. An absolute forerunner of some of the issues that permeate the current 4.0 scenario, EFA Automazione has anticipated many technological trends, including that of IoT, which it currently rides as a protagonist by offering cutting-edge solutions in the use of the cloud and wireless communication in all its architectural forms. EFA Automazione is a unique reality in the national industrial landscape, able to offer a strategic advantage to all stakeholders in the ecosystem of which it is part: customers, system integrators, partners and suppliers. The synergy with Relatech makes EFA Automazione a hub equipped with 360-degree skills, technologies and assets in the field of IT/OT convergence, through which companies - both SMEs and large companies - can access the most advanced digital technologies to solve all the needs of connectivity, collection, analysis and protection of data and machines in order to increase their margins and compete better and better on their outlet markets.

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