

Acal BFi: Evolution timeline

From our beginnings as independent franchised distributors to present day solutions provider, we consistently strive to enhance the technological solutions of both today and tomorrow. During our evolution, we have undergone many business transformations as we develop our cross-selling strategy to become a multi-technology solutions specialist.

Together, we are stronger.

2023 -
the future

MULTI-TECHNOLOGY SOLUTIONS SPECIALIST

- Multi-technology approach developing complete solutions
- Integrated cross technology selling
- Technology centres providing product support to sales and customers
- High growth end market focus

2020
to 2022

SOLUTIONS PROVIDER

- Transformation from specialist distributor to solutions provider
- Application focussed approach
- Technology centres are more prominent

2012
to 2019

SPECIALIST DISTRIBUTOR

- Territories consolidated
- Specialist technical sales approach
- Highly skilled, SBU specific technical sales
- Uniform software systems / processes
- Consult, Design, Integrate, approach established

2001
to 2011

MERGERS AND ACQUISITIONS

- Group companies consolidated
- Additional complimentary acquisitions made
- Increased portfolio and broadened custom capabilities
- Centralised purchasing, inventory and logistics hubs

1965
to 2000

INDEPENDENT FRANCHISED DISTRIBUTORS

- Independent companies
- Isolated niche approach

