



The Cloud Digital Platform specifically designed for General Contractors and Professionals for the management of Building Redevelopment projects compliant with the ECOBONUS by-law

Section 1

Introduction

Who are we



Flavio Terzi - project conceiver



Flavio Terzi is an experienced and proven Senior Executive and Business Partner, with a vast experience of operating at senior committees and C-level roles within global blue chip ICT and Energy international organizations.

- Flavio has a solid IT-Technology background, with a proven track record of success for over 25+ years delivering multimillion dollar global, ICT, Digital and Business Transformation Programmes to major blue-chip companies..
- Extensive Regional vs Global corporate governance and international experience..
- Furthermore, Flavio is Business visionary, he combines two decades of Exec Mgmt experience spent in large Organisation, with a natural Business Development and Entrepreneurial mindset and a proven track record in developing and growing SME / Start up business. He partnered and founded new Investments and Starts Up Companies in EU, operating in the Renewable Energy sector, raising up to 70Mln€ to fund the industrial plan in just 2 years.
- Flavio holds a MSc in Electronic Telecommunication Engineering from the University Polytechnic of Milan, Italy

Specific Achievements:

- 2020 **MD & Founder** - *Ecobonusitalia.eu* - Milan Italy
- 2018- 2020 **SENIOR ADVISOR – Business & Digital Transformation** ICT-Energy Consulting Companies Italy (*Fujitsu Global, Business Integration Partners, Deloitte , Rina Consulting*)
- 2017 **GROUP CIO – Digicel-** Mobile Leader Operator Latam&Pacific – The Caribbean.
- 2009-2016 **MD & Founder- ELY spa** - / Renewable Energy Investment and EPC company- Milan Italy
- 2007-2009 **BUSINESS DEVELOPMENT DIRECTOR- Patni** Global ICT Service company – UK London
- 2005-2006 **CIO - Cable & Wireless ISP BU** – UK London
- 2000-2005 **HEAD OF DELIVERY GLOBAL SERVICE PLATFORMS Vodafone Group** – Germany Dusseldorf
- 1994-2000 **IT DIRECTOR - Vodafone Italy** – Milan

MS-Azure Cloud infrastructure

L'infrastruttura Ecobonusitalia.eu si basa su Microsoft Azure, una piattaforma completamente gestita con garanzia di manutenzione dell'infrastruttura, sicurezza e scalabilità. Azure ha ricevuto il numero più elevato di certificazioni di conformità rispetto a qualsiasi altro provider.

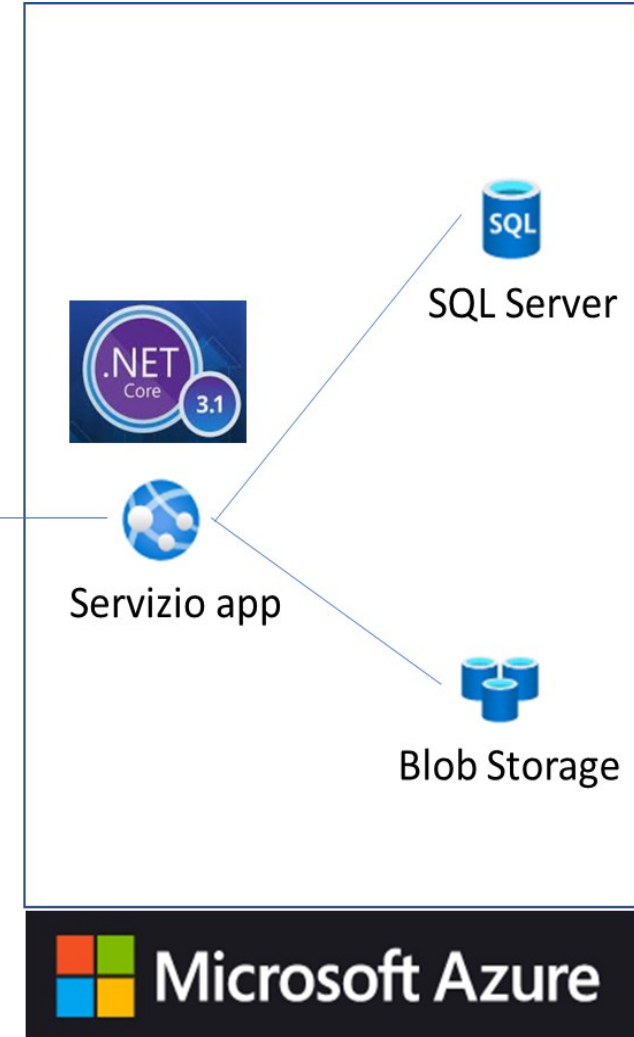
L'accesso avviene attraverso browser da qualsiasi tipo di dispositivo.

Le informazioni sono salvate su database SQL Server per la parte relazionale e su Blob storage per la parte documentale, con disponibilità elevata, ripristino di emergenza e backup.

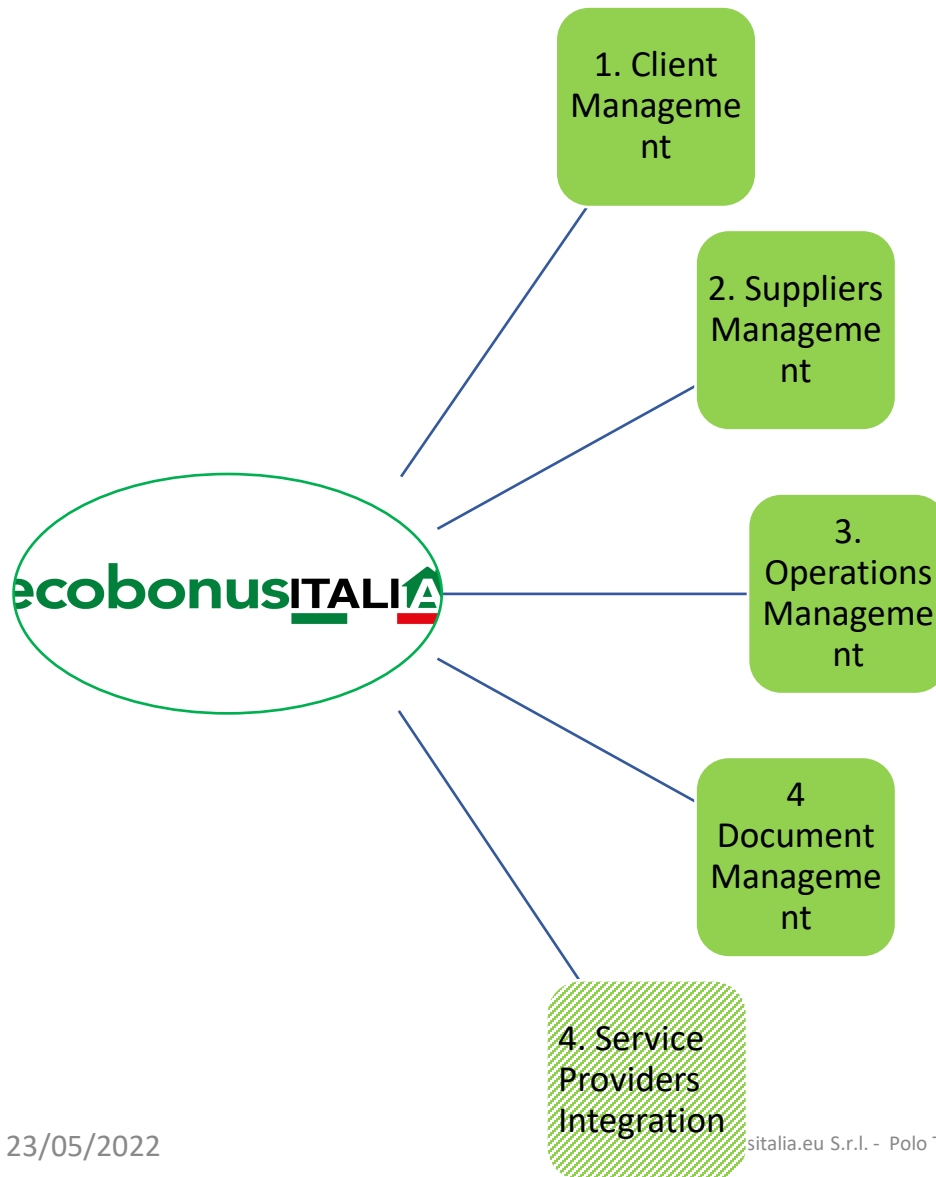
L'infrastruttura affronta potenziali minacce in tempo reale con una protezione intelligente e con avvisi proattivi sulla valutazione delle vulnerabilità.



Client



Areas of address



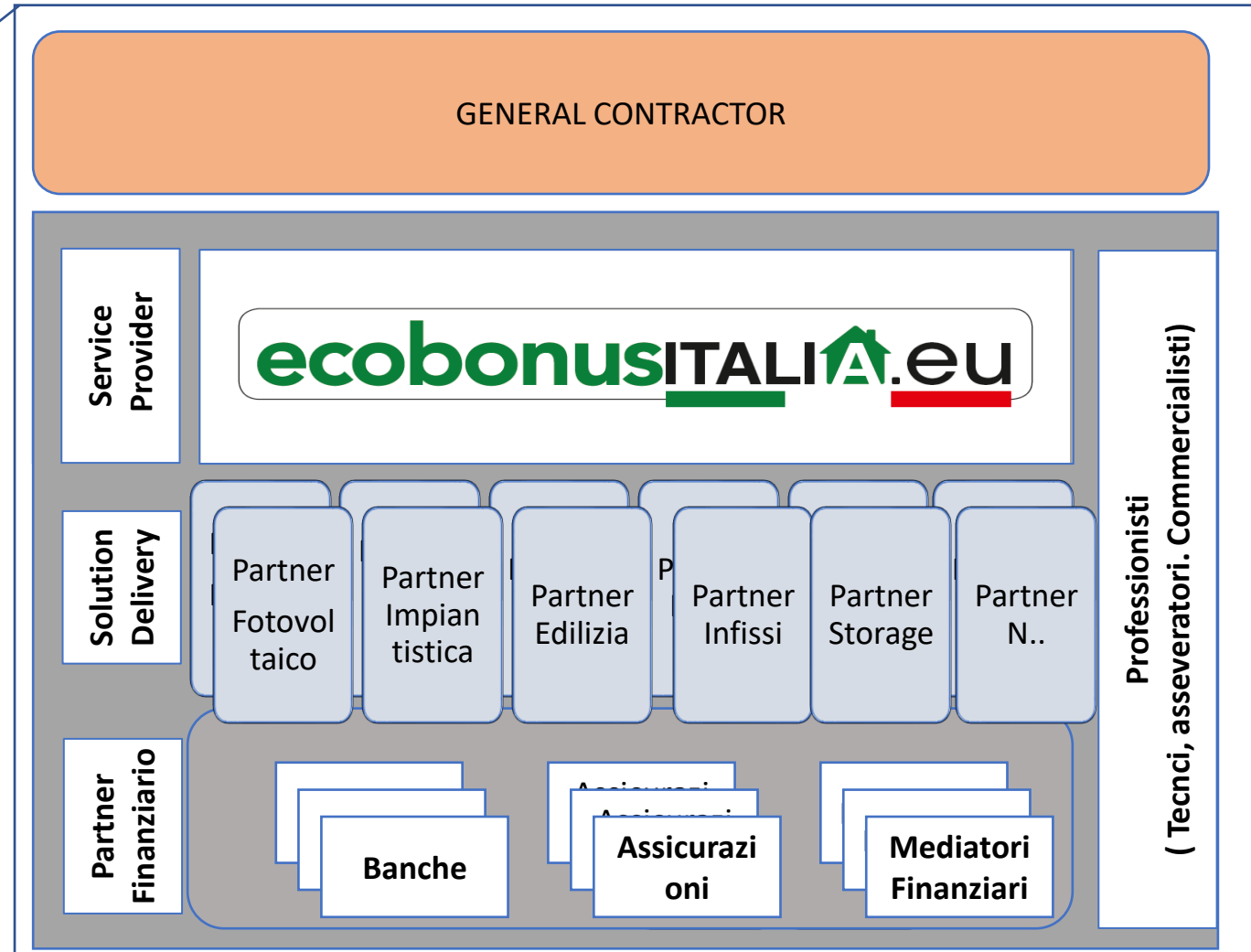
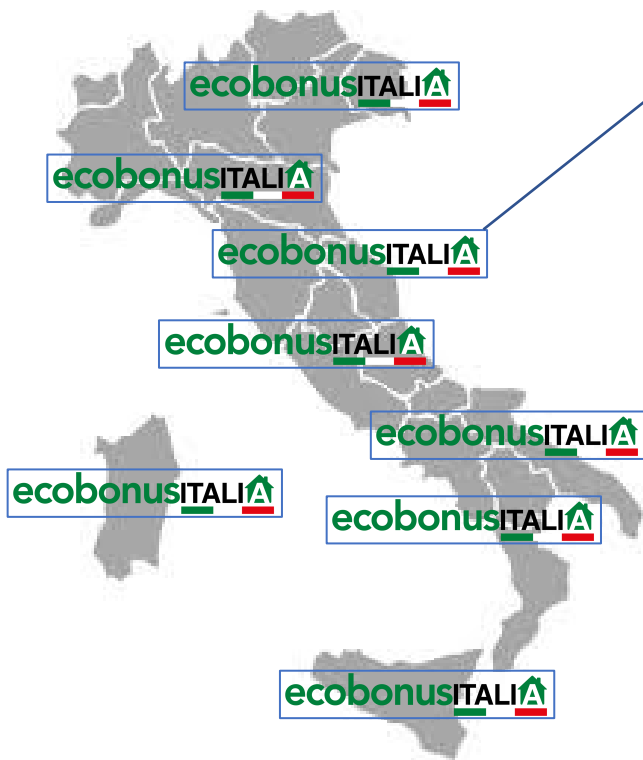
Clients and Users

- ✓ Buildings Administrators
- ✓ Buildings Owners
- ✓ Private Citizens

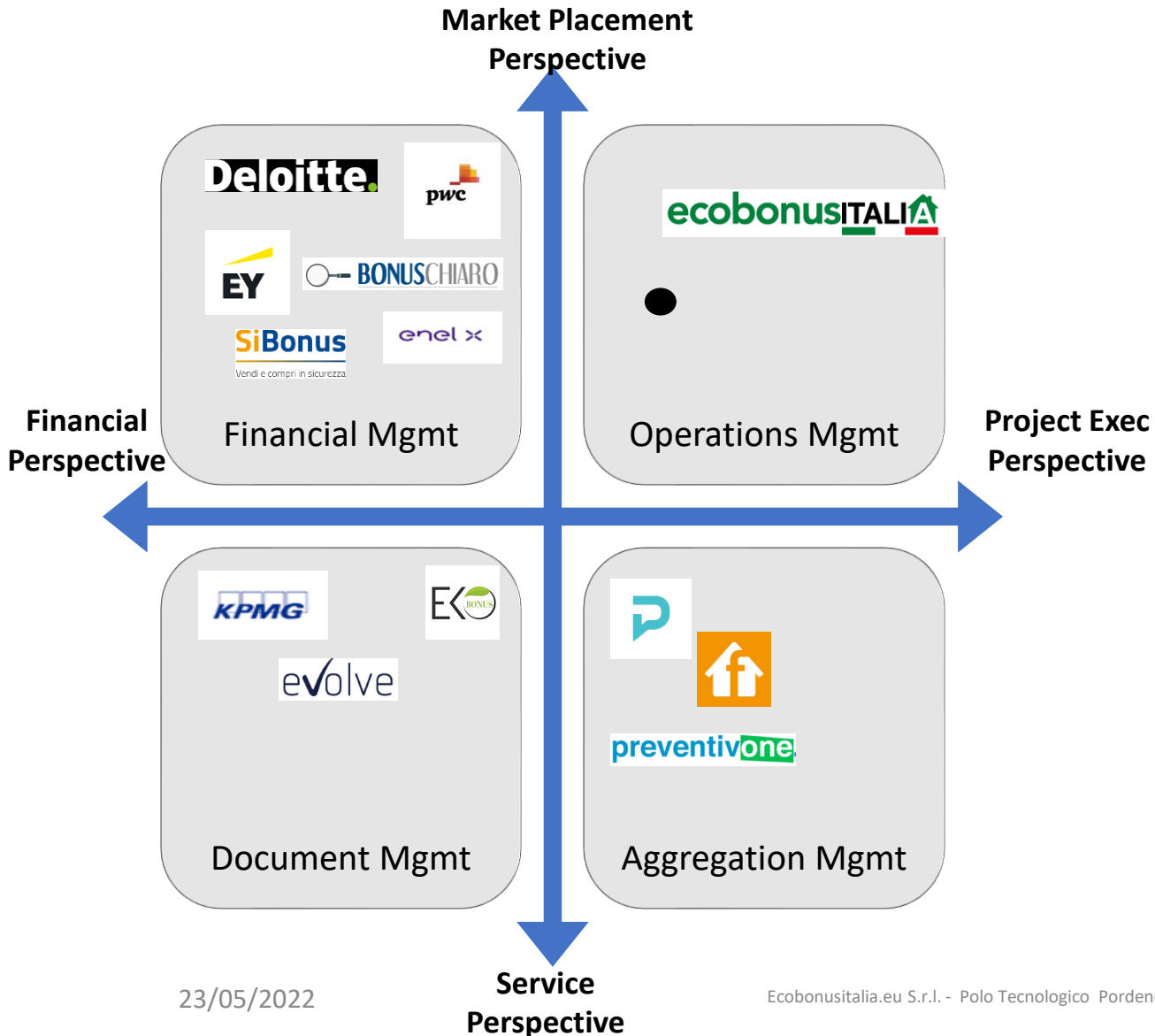
- ✓ Professionals
- ✓ Costruction corporates
- ✓ General Contractors

- ✓ Advisors
- ✓ Banks – Financial Istitutes
- ✓ Insurance Companies
- ✓ Service Providers

Networking & Collaboration – The ecosystem arena



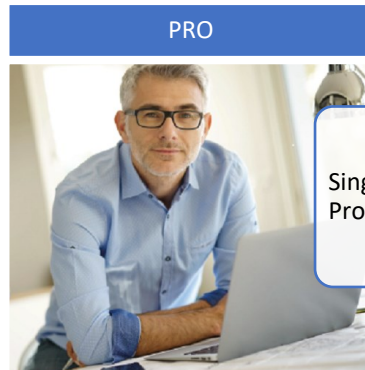
Our Market Positioning : 4 dimensions



COMPETITIVE ADVANTAGES

1. Ecobonusitalia is one of the very very unique platfroms specifically designed for the **Ecobonus Mgmt of the On Field Operations**
2. The In Cloud solution features unparalleled Networking & Collaboration functionalities to scale up the business
3. Open and Ready to integrate Third Parties solutions and External Service Providers

SW Licenses & User Profiles



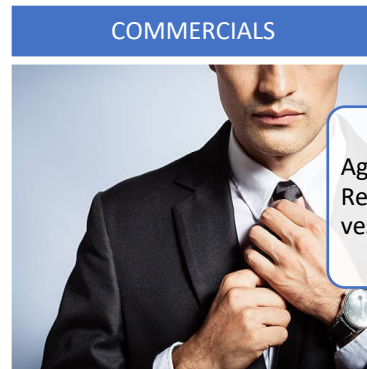
Single
Professional



Studio multi
disciplinaries



General
Contractor



Agents or
Representatives



• Building
Administrator



Construction
Company

Core Functionalities

1. Aggregazione Domanda&Offerta
2. Allocazione Team di Lavoro
3. Fattibilità del Progetto
4. Gestione di Reti Professionisti
5. Gestione Reti di Imprese in sub-appalto
6. Gestione Reti di Agenti Commerciali
7. Ammissibilità & Detrazioni
8. Project Planning del cantiere
9. Repository Documentale di Progetto
10. Sezione Adempimenti
11. Libreria Tecnica di Consultazione
12. Messaggistica Integrata
13. Integrazione Advisors esterni
14. ..ed altro ancora..

**SUPERBONUS 110% -
ECOBONUS - BONUS
FACCIATA - BONUS
RISTRUTTURAZIONI
BONUS CASA-BONUS
VERDE SISMABONUS**

The screenshot displays the 'In Lavorazione' (In Progress) section of the ecobonusITALIA.eu application. It features a sidebar with navigation icons and a main content area with several tabs: DETAGLI, INTERVENTI, CHECKLIST, OFFERTA, GESTIONE, and DOCUMENTI.

Avanzamento progetto (37%) and **Avanzamento Checklist** (0%) progress bars are shown at the top.

Verifica Sopralluogo presso il Cliente, **Verifica di conformità**, **Verifica prestazione energetica**, and **Verifica prestazione sismica** are listed as tasks.

Offerta (Offer) section shows a table with columns: CATEGORIA, TIPOLOGIA, INTERVENTO DETRAIBILE, TIPO DI BONUS, ALIQUOTA, AREA INTERVENTO, UNITA IMMOBILIARI, DETRAZIONE MAX / U.I., SPESA MAX AMMISSIBILE / U.I., SPESA MAX TOTALE AMMISSIBILE, COSTO, IVA, and VERIFICA. The table lists services like Studio Fattibilità, Progettazione, Direzione Lavori, and Asseverazione.

Gestione (Management) section shows a Gantt chart for the project timeline, with tasks like Sostituzione impianti Acqua Calda Sanitaria (ACS), Installazione stazioni di ricarica elettrica, Isolamento pareti perimetrali (esterni), Sostituzione impianti termici, and Sostituzione lavori.

Documenti (Documents) section shows a list of documents, including Documenti autorizzativi (Visura Catastale, Conformità Edilizia, Contratto di affidamento incarico, Verbale Assemblea Condominio, Dichiarazione di Eligibilità Superbonus, Dichiarazione di Conformità, Altri documenti organizzativi, Comunicazione Inizio Lavori), Documenti cessione credito, Documenti sal-fine lavori, and Documenti tecnici di progetto.

Patents- Innovation



1. Brevetto Invenzione Industriale IT – MISE N. [102021000014744](#)
2. Brevetto Disegno & Modello – MISE N. [402021000001532](#)
3. Brevetto Invenzione area EU – N. [EP21193680.2](#)
4. Deposito SW SIAE-

I Partners

Partners Tecnologici



Partners di Settore

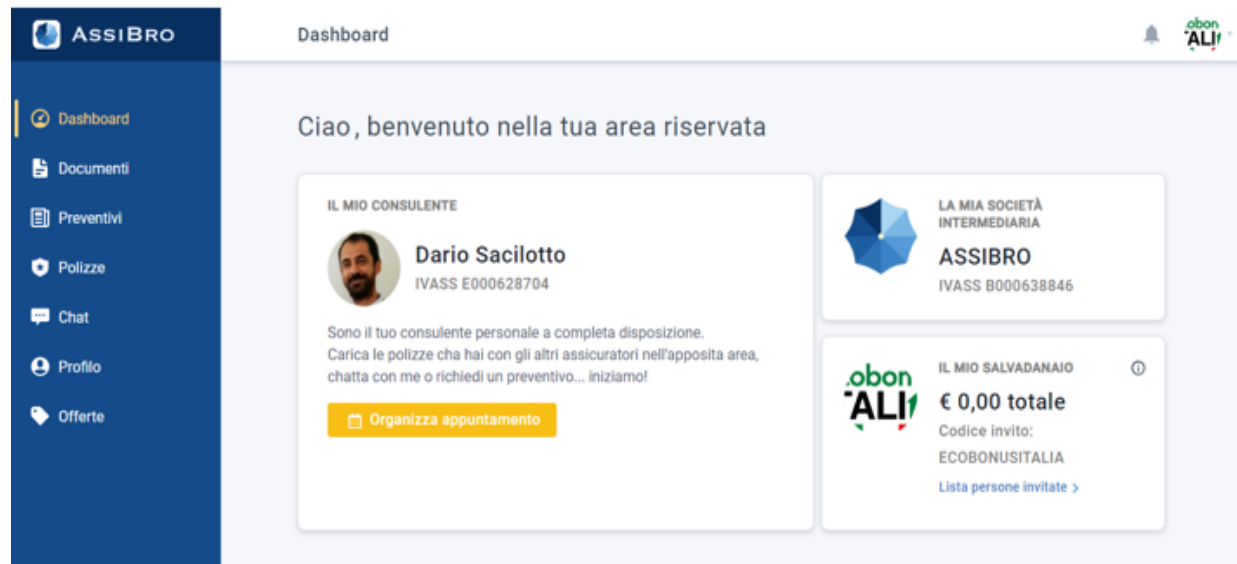


Sez. 2

Integration with Third Parties- Partners

Case Study 1- ECOBONUSITALIA & ASSIBRO

Insurance Service Company



1

2

3

4

5

Categoria

Anagrafica

Struttura

Competenze

Documenti

☐ Nazionale (su tutto il territorio)

Operi in una rete di professionisti e imprese sul territorio? *

Specifica il tuo network di professionisti esterni o studi partner (entro i 20Km)

PARTNER	NUMERO
<div>Aggiungi partner</div>	

Sei iscritto ad un albo professionale? *

☐ Sì
 ☐ No

Possiedi un'assicurazione professionale dal valore di minimo 500.000,00€? *

☐ Sì
 ☐ No

Che tipologia di polizza possiedi per le attività di asseverazione relative al Comma 14 art. 119 del DL34/2020?

☒ Estensione/integrazione di una polizza RCP ricorrente
 ☐ Polizza indipendente a consumo con massimale aggregato
 ☐ Polizza indipendente stand alone o per singola opera/progetto
 ☐ Non la possiedo ancora

Messaggio polizza rosso

Maggiori informazioni

Indietro

* Campi obbligatori

Conferma

Case Study 2- ECOBONUSITALIA & CGN

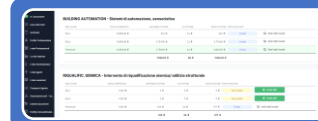
Service Provider

Fiscal project assessment service

In depth Data Solution integration



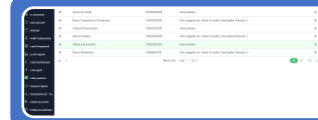
Profilazione Beneficiari



Profilazione Interventi



Gestione dei SAL e Fatturazione XML



Gestione dei Cessionari prescelti



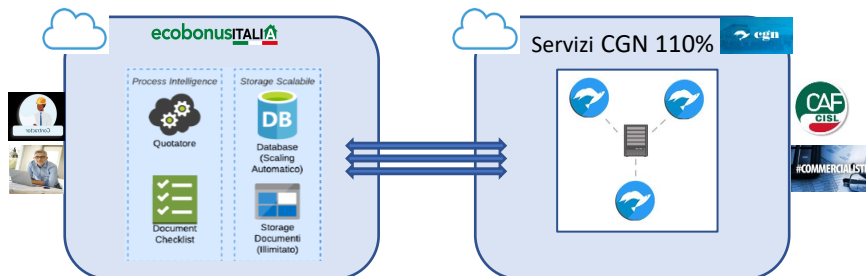
Invio Documenti allegati richiesti



Gestione avanzamento pratica e ritorni di stato

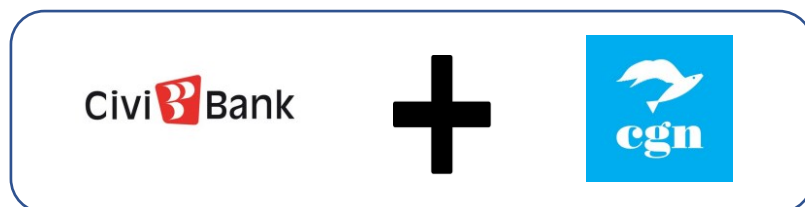


Trasmissione dei Dati via API



Case Study 3: ECOBONUSITALIA & BANKs

Financials Services Integrated



Procedure errors significantly reduced

Accuratezza e Qualità delle informazioni

- Profili anagrafica dei Beneficiari strutturati in forma di dati significa maggiore velocità di valutazione
- Interventi catalogati per tipologia riducono gli errori di gestione

Controllo Documentale Qualificato

- Documentazione di progetto nativa in Piattaforma Ecobonusitalia . Nessun passaggio di mano.
- Controllo diretto preliminare da parte del Professionista qualificato che gestisce il progetto, prima che i documenti arrivino sul portale dell'Advisor.

Monitoraggio dello Stato di avanzamento della pratica

- Controlli di Stato del Processo in Piattaforma consentono interventi immediati correttivi da parte del Professionista Gestore del Progetto
- Notifiche ed instant messaging dirette consentono interventi correttivi immediate

Gestione informatica dei SAL e Fatturazione in XML

- Gestione Informatica delle transazioni economiche = azzeramento degli errori

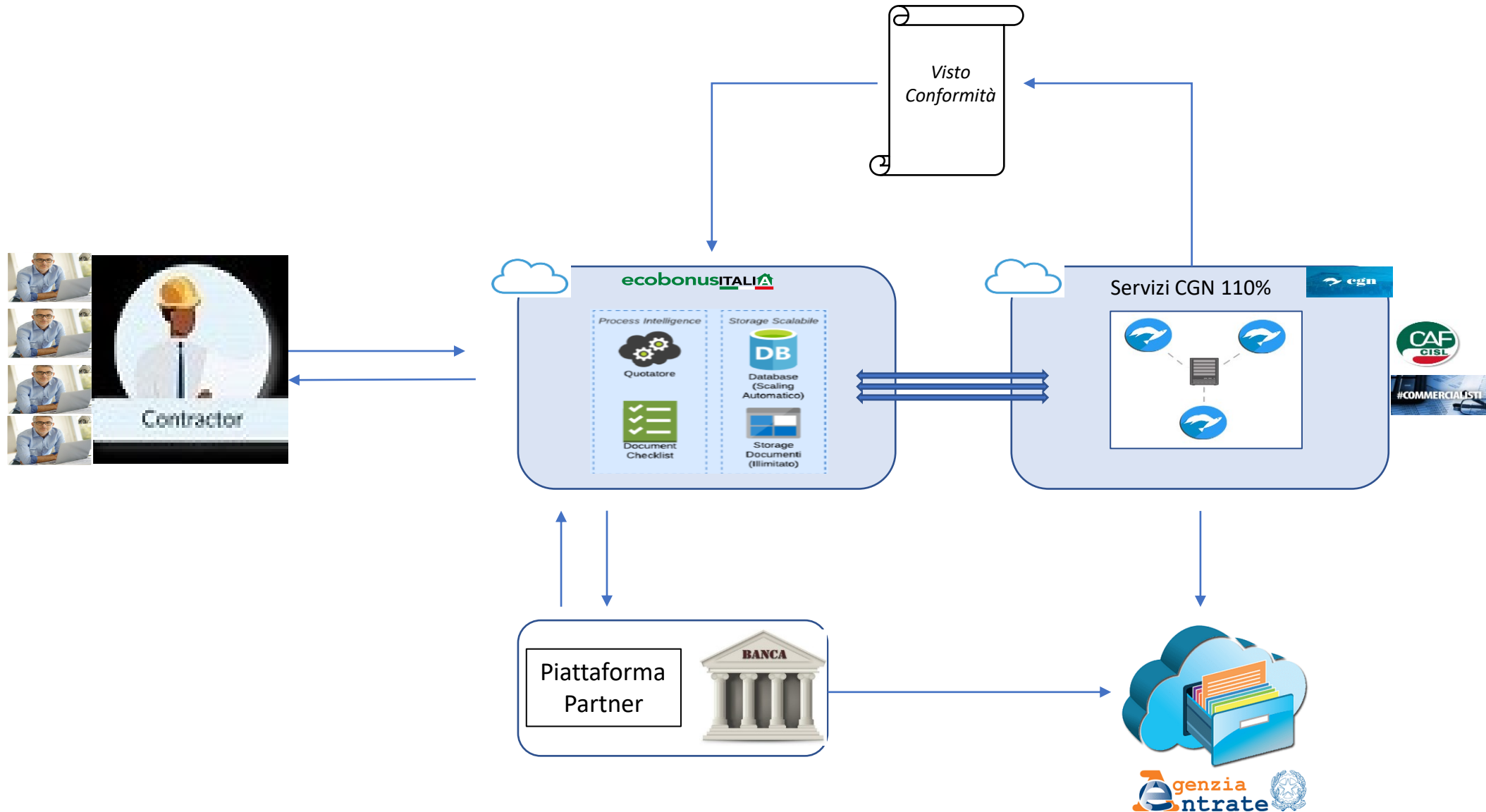
Una sola interfaccia per Beneficiari e Imprese

- Per i Committenti Beneficiari : Unica piattaforma per la cessione dei crediti ai Clienti
- Per le Imprese: un unico pannello per la gestione dello Sconto in fattura , o per richiesta di Finanziamenti Ponte legati agli interventi

Opportunità di Cross Selling

- Accesso alla Piattaforma con Account Profilo "Banca" semplificato per il controllo diretto degli avanzamenti dei lavori
- Opportunità di operazioni di Cross Selling , acquisizione nuovi Clienti

The Architecture : Ecobonusitalia front-end of the process



www.ecobonusitalia.eu



OVERVIEW By

Flavio Terzi

May 2022

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1. Project Overview

1.1 The Genesis of the project

With the new Law Decree (DL) Relaunch issued in May 2020, the 110% Ecobonus assumes considerable emphasis to incentivize those interventions of energy efficiency, reduction of seismic risk, the installation of photovoltaic systems and charging infrastructures for vehicles. electrical.

The previous legislation already summarizes a series of deduction measures for energy efficiency interventions, which are in fact varied and complex.

The Ecobonus Decree of May 2020 considerably extends the spectrum of incentives up to 110% with a series of economic measures that are advantageous for the client, both in the tax deduction option and in the form of a discount on the invoice.

The innovative guiding principles of the DL 2020, diversifying from the previous rules DL 63 of 2013, can be summarized as follows:

<u>NUOVI PRINCIPI INNOVATIVI</u>	<u>IMPLICAZIONI / EFFETTI</u>
1. Incentivo maggiorato al 110%	➤ ovvero con possibilità di un margine di guadagno per la committenza.
2. Possibilità di copertura totale dei costi	➤ ovvero si elimina l'ostacolo di un esborso cash iniziale per l'operazione
3. Il costo dell'opera diventa quindi "secondario" rispetto alla "qualità" della realizzazione.	➤ ovvero si attenua la competizione sui prezzi di mercato al ribasso in favore della capacità dei fornitori e qualità dei materiali
4. Lo Stato diventa il Garante finale	➤ ovvero si attenua l'importanza dell'analisi dei Rischi dell'opera
5. Interventi congiunti per migliorare di +2 Classi energetiche	➤ ovvero incentivante per una soluzione omnicomprensiva su più aspetti. Una soluzione parziale NON può rientrare nei parametri di applicabilità del Ecobonus

1.2 Identity

1.2.1 Ecobonusitalia.eu

Ecobonusitalia is a Technical Platform with an engineering perspective specifically designed for the management of Building Redevelopment Projects, primarily assisting the service of Clients and Operators of the Sector.

Ecobonusitalia.eu Srl was founded in July 2020, under the wing of the Technological Pole of Pordenone, where Skills and Entrepreneurs of the sector have contributed to the project and found the right combination to develop a Platform as innovative as it is commensurate with the needs of the Operators of the Construction sector and redevelopment.



The project is conceived and developed by Flavio Terzi, a TLC and Information Technology engineer with extensive international experience in managing complex ICT projects in multinational companies, as well as an entrepreneur in the Renewable Energy and Sustainability sector. The combination of Information Technology, Program Management, Plant Engineering and Energy skills has made it possible to develop a unique solution on the market, focused on the actual needs of Professionals and Companies in the sector.

1.2.2 Flavio Terzi – Profilo e Biografia



Flavio Terzi is an experienced and proven Senior Executive and Business Partner, with a vast experience of operating at senior committees and C-level roles within global blue chip ICT and Energy international organizations.

Flavio has a solid IT-Technology background, with a proven track record of success for 25+ years delivering multimillion dollar global, ICT, Digital and Business Transformation Programmes to major blue-chip companies.

Flavio has an extensive Regional vs Global corporate governance experience. Among others senior international appointments, Flavio served as Global Delivery Director at Vodafone Group in Germany, CIO at Cable&Wireless, the ISP Broadband Business Unit in London.

Flavio is a Business visionary, he combines two decades of Exec Mgmt experience spent in large Organisation, with his natural Business Development and Entrepreneurial mindset and a proven track record in developing and growing SME / Start up business.

He partnered and founded new Investments initiatives and Starts Up Companies in EU, operating in the Renewable Energy sector.

Most recently, he served as Group CIO at Digicel, the leader CSP in Latam & Pacific, where he has driven a large Business-IT Reorganization and Digital Transformation programme, heading up 400 IT HCs in over 32 multi-markets spread across the Caribbean and the Pacific regions. Introduced a new IT Target Operating Model that enabled a Run Rate Opex savings of 10Mln USD.

Flavio holds a MSc in Electronic Telecommunication Engineering from the University Polytechnic of Milan, Italy

Among others qualifications, Flavio is certified as Energy Efficiency Engineer, Renewables , ICT governance.

Specific Achievements:

- 2020 **MD & Founder - Ecobonusitalia.eu - Milan Italy**
- 2018- 2020 **SENIOR ADVISOR – Business & Digital Transformation**
ICT-Energy Consulting Companies Italy (*Fujitsu Global, Business Integration Partners, Deloitte , Rina Consulting*)
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Vodafone Group – Germany Dusseldorf
- 1994-2000 **IT DIRECTOR - Vodafone Italy – Milan**

<https://www.linkedin.com/in/flavioterzi/>

1.2.3 Market Opportunity

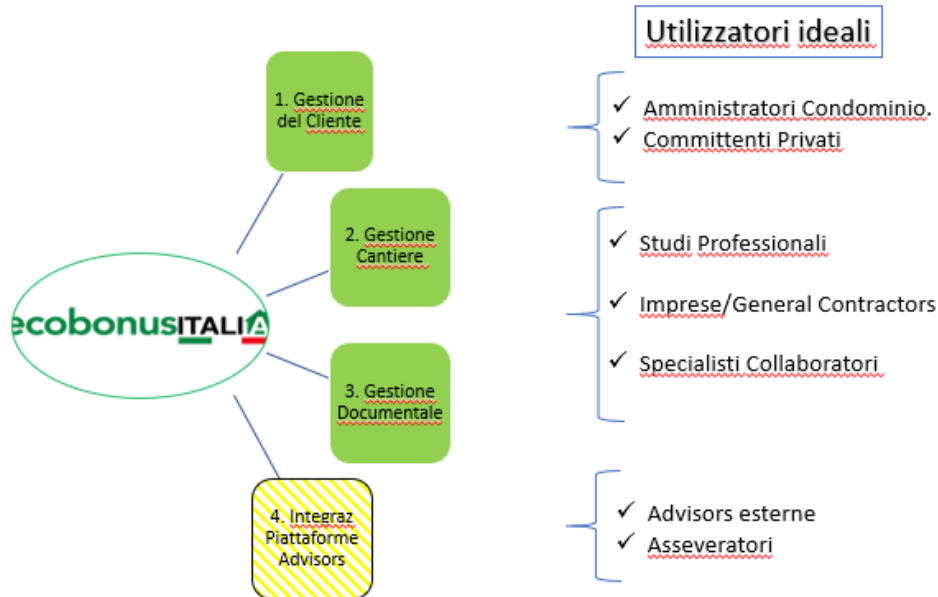
The new scenario introduced by the DL of May 2020 imposes the need for new players to respond to the new demands of the market. Among these, the services that the market requires today are:

- Technical Services, or Solution Delivery, Construction Management, Certification and support to EPCs, on behalf and on behalf of the client (eg condominium administrators).
- Financial Services, that is Financial Services and also Insurance Services to support EPCs and clients, in line with the provisions of the new Ecobonus Decree and guaranteeing the works.
- Administrative Services, or corollary support services to Professionals, and Companies that intervene to complete the project registration procedures to the various authorities bodies in charge (ENEA, Revenue Agency, etc.).

Ecobonusitalia.eu, aims to fulfill this role identifies itself as a single Service Center for the construction community

1. A WEB Platform Aggregator of Demand & Supply of redevelopment interventions as per DL Ecobonus.
2. A Network of Qualified Partners: Sector EPCs, Certified Professionals, Financial Partners. Guarantee of a scalable business model in franchising mode.
3. A single Service Provider to the client (condominium administrators). that can offer and manage the entire Technical-Authorization-Financial file of the operation.

4. A single Qualified Partner also for the Bank, Financial Institutions that can facilitate and industrialize the financing practices - credit transfer to cover the intervention.
5. A single Works Management for the management of projects, typically multidisciplinary, and therefore complex in the management and coordination between the parties.



1.3 The Stakeholders: Roles & Responsibilities

1.3.1 Ecobonusitalia.eu - Piattaforma Service Company

- a. Industrialization of the Ecobonus Service with the following functions of:
 - Aggregation and acceptance of the Application through the ecobonusitalia.eu portal
 - Allocation of Demand to Supply Capacity on a Territorial basis
 - Network of selected and qualified Technical Partners in the area
 - Financial Partners for specific support in the area
- b. Technical Reference for the Client and Partner with the following functions:
 - Construction management and on behalf of the Client
 - Service Center for the management of Financial practices
 - Management of the overall procedures and final instruction of the project to the authorities entities (ENEA stec)
 - Permanent Training for Professionals: Superbonus Regulations, Proj Management

1.3.2 Technial Partners EPC (Engineering Procurement Commissioning)

- c. Medium sized local construction companies :
 - Executive Manager of the Operation on behalf of the customer.
 - Management of the construction site
 - Procurement & Commissioning
 - Management of the technical project documentation

d. Projects Engineering Studies - Architecture, Professionals, Auditors with the following responsibilities:

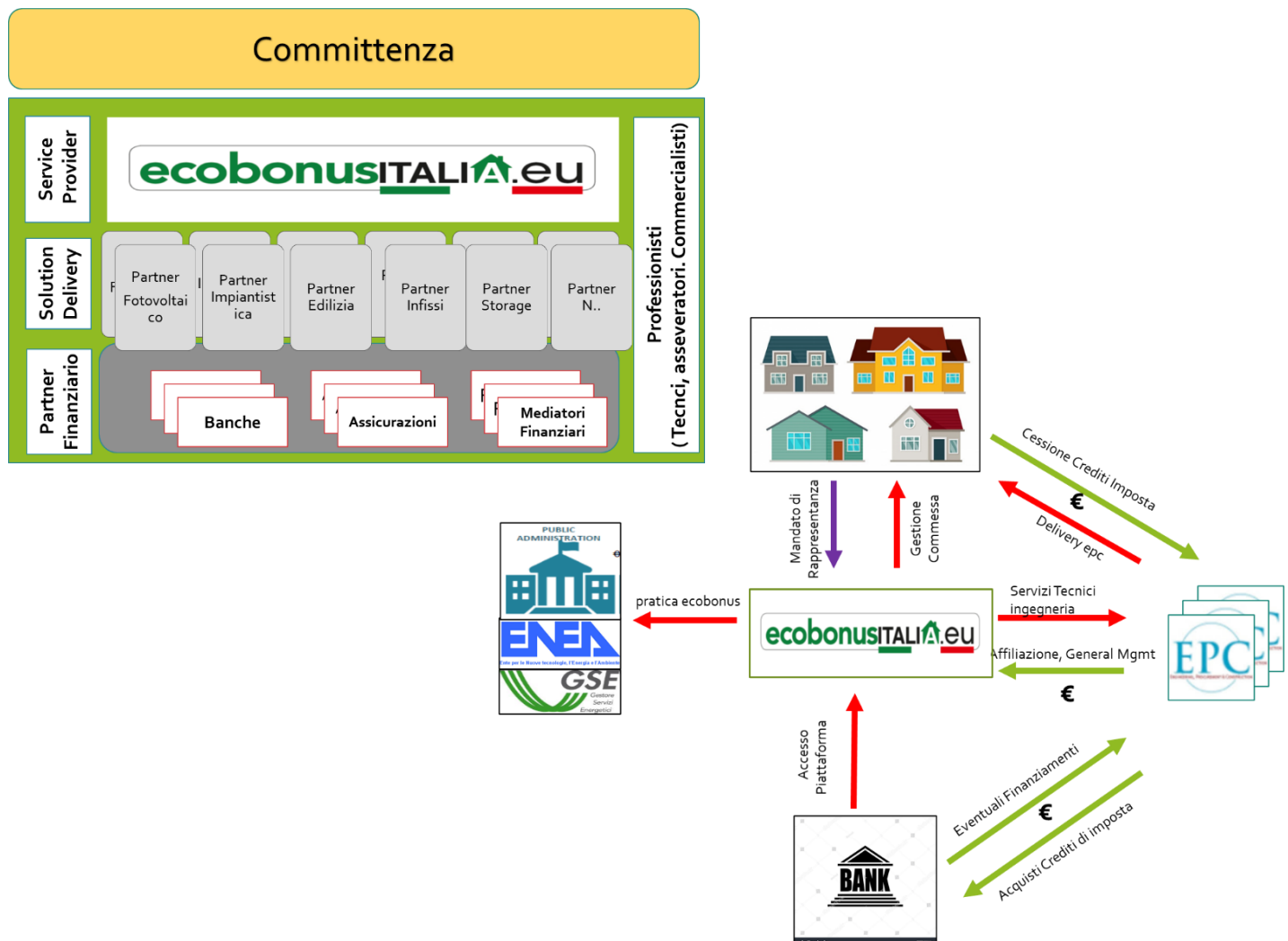
- Preliminary analysis of project requirements and customer requests
- Energy Certification Before intervention
- Post-intervention Energy Certification
- Professional certification of works
- Construction management and client management

1.3.3 Financial Partners

Banks / Financial Institutions, Insurance companies,

- Project Validation .
- Subsidized loans to EPC companies member of the Ecobonusitalia.eu network.

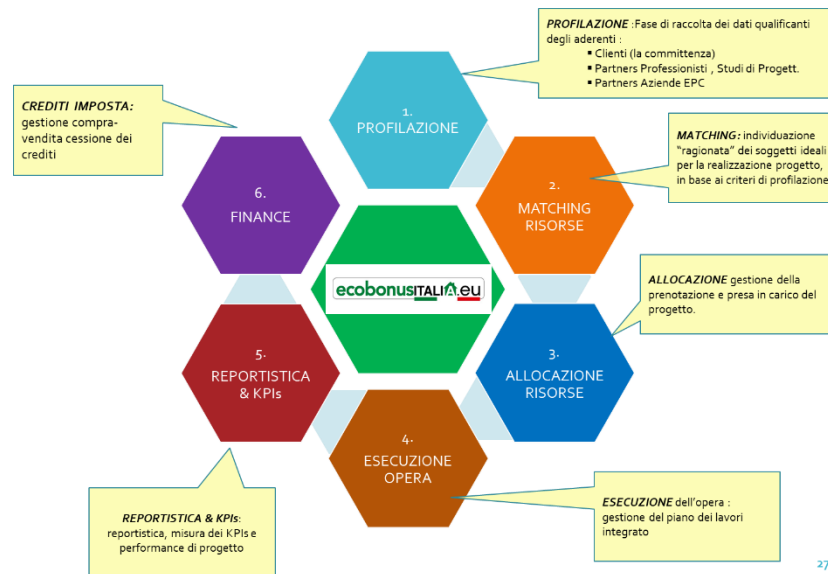
1.3.4 The Ecosystem arena



1.4 The Digital Platform

1.4.1 SW Functionalities

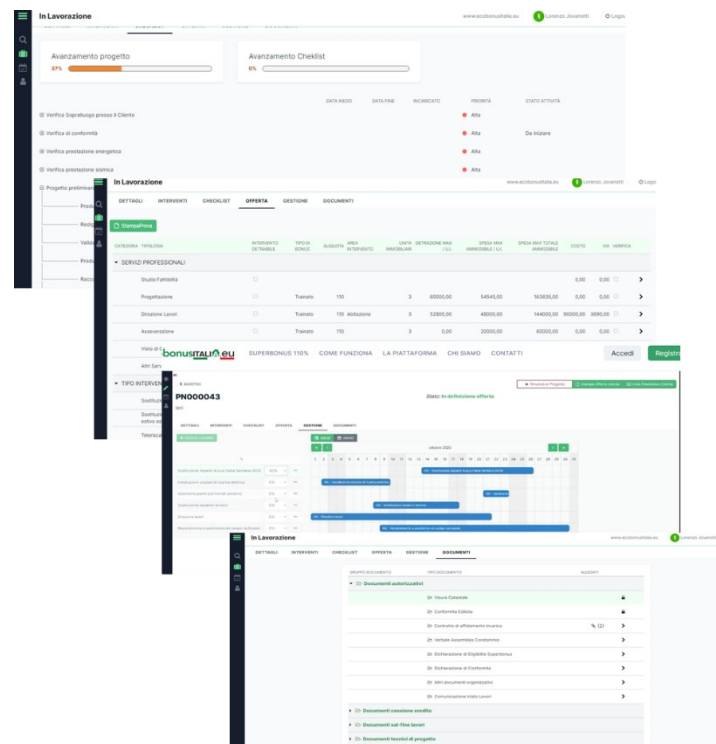
There are 6 SW modules that describe the characteristics of the Platform.



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In summary, the available features are as follows:

1. Supply & Demand Aggregation
2. Project Feasibility Task Management
3. Management of Professional & Business Networks
4. Eligibility Intervention Ecobonus_X conditions
5. Admissibility Deductions with Tav.Z Plots Integrated Professionals.
6. Site Project Planning Tool
7. Project Document Repository
8. Technical Consultation Library
9. Compliance to the Accountants Association
10. Integrated Messaging



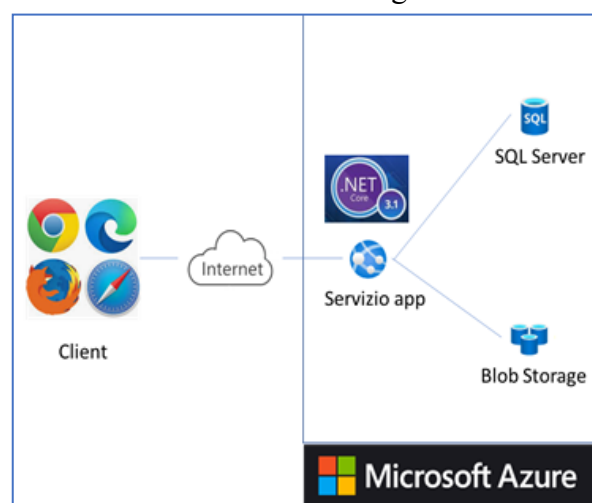
Key Features	Ecobonusitalia	Altre Soluzioni
1. Profilazione & Qualifica dei Partners	✓	✗
2. Algoritmo di Matching "ragionato"	✓	✗
3. Selezione preventiva Risorse di progetto	✓	✗
4. Check List di Fattibilità di progetto	✓	✗
5. Planning Gestione attività di Cantiere	✓	✗
6. Sistema di Controllo e Misurazione KPIs	✓	✗
7. Gestione Reti di Impresa, Reti Professionisti	✓	✗
8. Modulo di comunicazione Cliente –Fornitori	✓	✓
9. Wizard Calcolo Detrazioni , Massimali e Servizi Professionali	✓	✗
10. Rendicontazione Vendita-Acquisto crediti	✗	✓
11. Repository Documentale	✓	✓
12. Fino a 10 Modelli di Schede Interventi	✓	✗
13. Wizard Ammissibilità & Adempimenti BonusX	✓	✗
14 . Check List Visto di Conformità	✓	✗

1.4.3 The Infrastructure

Ecobonusitalia is based on MS Azure as a scalable, redundant and secure Cloud infrastructure that guarantees cost-effectiveness of the service, without compromising the configuration flexibility.

L'accesso alla Piattaforma è consentito da qualsiasi browser o tipo di dispositivo.

MS Azure has received the highest number of certifications and compliance more than any other



provider. Access to the Platform is allowed from any browser or type of device.

The information is saved on DB SQLServer for the relational part and on Blob storage for the documentary section.

The infrastructure ensures to cope with any potential intrusion threats in real-time with intelligent self-protection mechanisms and proactive alerts on vulnerability assessment.

Finally, ML.NET offers the ability to add Machine Learning capabilities to .NET applications, in online (cloud) or offline scenarios. With this feature, you can make automatic predictions using the data available to your application.

The Ecobonusitalia solution is natively ready for the application of Machine Learning algorithms for the service.

1.4.4 The Licenses

The Ecobonusitalia SW Suite consists of 3 SW versions in Public Cloud and 1 in Private Cloud.

The versions are designed to adapt to any type of Technical Profile that operates in the Project.

❖ License PRO

PRO version suits Individual Professionals who work in total autonomy for the management of their projects. The PRO version is the cheapest version of the Ecobonusitalia suite, without compromising the functions and IT tools to assist the professional in his work.

❖ License STUDIO

The STUDIO Version is specifically designed for Multifunctional Professional Studios. The Head of the Team of Professionals, employees of the Firm or external collaborators, has full control and supervision of his Team, being able to assign specific tasks to the specialists identified by role and skills through the platform.

❖ License PRIME- (Public Cloud)

The PRIME version suits Prime Contractors who manage projects also scattered throughout the territory and need a platform that can manage both the networks of professionals and the networks of the partner companies that carry out the work. The PRIME version reflects a pyramidal organizational structure, which from the center allows you to assign responsibilities to the lower levels for the management of your area of competence, for example by geographical area. PRIME adds to the STUDIO the possibility of taking a census of its own Partner Companies for the direct assignment of specific projects or interventions.

❖ Versione PRIME- (Private Cloud)

The PRIME version in PRIVATE Cloud adds the flexibility of customization and personalization of its Platform, making it in fact for exclusive use.

The operational functions of the PRO, STUDIO and PRIME Versions reflect the responsibilities and functions of a traditional Hierarchical Corporate Organization, where the upper level has superior functions and control over the lower level.

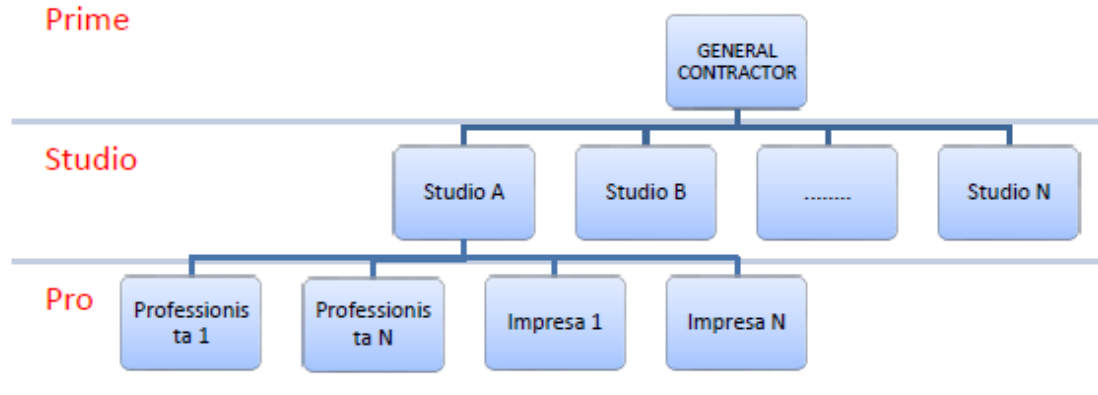
The applicability of the SW Profiles reflects a typical hierarchical organizational structure on 3 levels, as indicated here.

Versioni SW

Prime

Studio

Pro



Below is a comparative table of the functionality of the available SW versions.

N.	FUNZIONALITA'	PUBLIC CLOUD			PRIVATE CLOUD
		Versione PRO	Versione STUDIO	Versione PRIME	Versione PRIME-PRIVATE
1	Registrazione Progetto-Committenza	✓	✓	✓	✓
2	• Anagrafica della Committenza del progetto	✓	✓	✓	✓
3	• Registrazione dati Intervento, Edificio, dati tecnici.	✓	✓	✓	✓
4	Registrazione Profilo Professionista Singolo	✓	✗	✓	✓
5	• Anagrafica	✓	✗	✓	✓
6	• Dati identificativi di Competenze, qualifiche, ruoli professionali etc	✓	✗	✓	✓
7	• Dati tecnici qualificanti	✓	✗	✓	✓
8	Registrazione Profilo Studio/General Contractor	✗	✓	✓	✓
9	• Anagrafica	✗	✓	✓	✓
10	• Dati identificativi di Competenze, qualifiche, ruoli professionali etc	✗	✓	✓	✓
11	• Dati tecnici qualificanti	✗	✓	✓	✓
12	Registrazione Profilo Imprese Esterne	✗	✓	✓	✓
13	• Anagrafica	✗	✓	✓	✓
14	• Dati identificativi di Competenze, qualifiche, ruoli professionali etc	✗	✓	✓	✓
15	• Dati tecnici qualificanti	✗	✓	✓	✓
16	I miei Professionisti	✗	✓	✓	✓
17	• Censimento dei propri professionisti/collaboratori per ruolo e competenze	✗	✓	✓	✓
18	• Assegnare un progetto preso in carico dal Gestore ad uno dei propri professionisti/	✗	✓	✓	✓
19	• Vedere e modificare tutti i progetti dei propri collaboratori/professionisti	✗	✓	✓	✓
20	Le mie Imprese	✗	✗	✓	✓
21	• Censimento delle proprie Imprese per ruolo e competenze	✗	✗	✓	✓
22	• Assegnare un intervento preso in carico dal Gestore del progetto ad una delle Imprese censite	✗	✗	✓	✓
23	• Vedere e modificare tutti i progetti delle proprie Imprese Censite	✗	✗	✓	✓
24	Progetti Disponibili	✓	✓	✓	✓
25	• Funzione di Matching dei Progetti Disponibili	✓	✓	✓	✓
26	• Presa in carico dei progetti selezionati	✓	✓	✓	✓
27	• Inserimento e Gestione in autonomia di Nuovi progetti del Professionista	✓	✓	✓	✓
28	Gestione Interventi	✓	✓	✓	✓
29	• Assegnazione di Interventi ai Professionisti Censiti Internamente	✗	✓	✓	✓
30	• Assegnazione di Interventi alle Imprese Censite Internamente	✗	✗	✓	✓
31	Studio di Fattibilità	✓	✓	✓	✓
32	• Analisi di Fattibilità assistita da Check List delle attività	✓	✓	✓	✓
33	• Documentare ogni Task di Fattibilità con Reports e note del professionista	✓	✓	✓	✓
34	• Assegnare Task specifici ad altri Professionisti Specialisti della propria Rete	✗	✓	✓	✓
35	• Assegnare Task specifici alle Imprese della propria Rete	✗	✗	✓	✓
36	Cronoprogramma degli Interventi	✓	✓	✓	✓
37	• Project Plan di gestione Interventi	✓	✓	✓	✓
38	Preventivazione	✓	✓	✓	✓
39	• Calcolo Massimali e Detrazioni per tipologia di intervento del Progetto	✓	✓	✓	✓
40	• Validazione dell'ambito di applicabilità dei Termini di Legge e della famiglia Bonus X	✓	✓	✓	✓
41	• Parcella Professionale (DM 2016) integrato al Calcolo	✓	✓	✓	✓
42	• Gestione voci e spese aggiunte al calcolo	✓	✓	✓	✓
43	• Stampa Preventivo e Contratto Professionista (Modello CNI)	✓	✓	✓	✓
44	Repository Documentale	✓	✓	✓	✓
45	• Organizzazione Cartelle Doc di Progetto – albero a 3 livelli	✓	✓	✓	✓
46	Check List Visto di Conformità	✓	✓	✓	✓
47	• Riproduzione della Check List di Conformità	✓	✓	✓	✓
48	• Compilazione della Check List da Repository Documentale	✓	✓	✓	✓
49	• Download ed invio a Terze Parti	✓	✓	✓	✓
50	Libreria di Consultazione	✓	✓	✓	✓
51	• Libreria di consultazione Ordinata in Normativa-Circolari-Guide Operative-Modelli	✓	✓	✓	✓
52	Associazioni di Impresa	✗	✗	✓	✓
53	• Invito di entrare in Rete per Imprese esterne	✗	✓	✓	✓
54	• Censire le Imprese associate	✗	✗	✓	✓
55	Personalizzazioni	✗	✗	✗	✓
56	• Personalizzazione della Libreria di consultazione Normativa-Circolari-Guide Operative	✗	✗	✗	✓
57	• Personalizzazione della Check List Visto di Conformità	✗	✗	✗	✓
58	• Organizzazione Personalizzata delle Cartelle Doc di Progetto	✗	✗	✗	✓
59	• Personalizzazione dell'Analisi di Fattibilità.	✗	✗	✗	✓

1.5 Market Analysis

1.5.1 Introduction

The DL SuperBonus 110% mainly refers to the residential, private or residential sector, excluding the Corporate market in this first phase.

The overall total of investments made in Italy in 2018 was over € 7 billion. In the last 5 years the trend has remained very positive, recording a CAGR growth rate of 12%

As regards investments in the Energy Efficiency sector in recent years, the Home & Building residential segment still leads the ranking of investments, with 65% of the total; the industrial sector follows with 33% and finally P.A with 2%

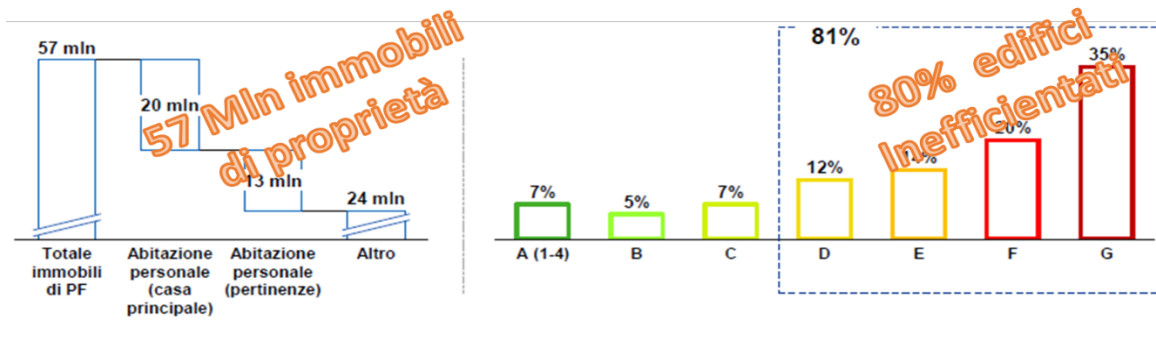
	AMBITO			TOTALE
	Industriale	Home & Building	PA	
Investimenti realizzati nel 2018 (mln €)	2.342	4.628	149	7.119
Variazione % rispetto al 2017	+4.1%	+7.6%	+12%	+6.3%
Variazione % 2016-2017	+12%	+10%	+11%	+10%

Fonte: Energy&Strategy Group – Politecnico Milano

The new DL Relaunch provides for further investment in greater ease of access in the coming months. The most recent estimates show very interesting values



Fonte: Elaborazioni KPMG su dati ANCE, ANACI, e ISTAT



Immobili che fanno capo a proprietari persone fisiche in Italia pari a circa 57 mln. Il 60% è destinato all'abitazione personale, di cui il 34,2% utilizzate come case principali

La maggior parte (più dell'80%) delle compravendite coinvolge immobili non ancora efficientati, appartenenti a classi energetiche basse (D-G) e che avrebbero bisogno di interventi di efficientamento energetico.

Fonte: Elaborazioni KPMG su dati ANCE, ANACI, e ISTAT

We are therefore faced with a dated building stock, with a high percentage of fixed building capital built in the years 1946-1970, years of production marked by speculative models characterized by low building quality, among other things in the absence of anti-seismic legislation. ; a building stock that in 80% still has a measurable energy class between D and G.

1.5.2 Clients Target

In addition to final client customers, beneficiaries of the incentive mechanism, the SW platform ecobonusitalia.eu and related services, is specifically aimed at Operators, Professional Firms and EPC Companies in the sector who are involved in building redevelopment interventions in general:

- Prime Contractors specialized companies: construction, heat engineering, plant engineering, energy efficiency solutions in general;
- Professionals and Design Studios
- Trade Associations: Builders, Associations of Professionals, Accountants
- Service Companies: Banks, Financial Brokers, Insurance Companies



1.5.3 The Competitors

The Superbonus regulation has given rise to different types of Platforms and Services in support of the new mechanism.

We can distinguish 4 dimensions of Products / Services that today distinguish the main Players who offer services through SW Platforms, within the Building Redevelopment sector inherent to the Ecobonus_X mechanism.

a. Mgmt of Fiscal Credits and Incentive

This is the incentive and monetization mechanism of the tax benefits introduced by the legislation: SW platforms with a strong perspective and of Financial origin.

Not surprisingly, the major players in this sector are typically the "Big5 Consulting Firms". In addition to this group, there are also Private Companies with large availability of Cash Flow, generally from the Energy Sector, similar Utilities that are able to replace the Banks and acquire the tax credits deriving from the Redevelopment operations directly from the beneficiaries.

These companies are: Enel, Eni, Snam, Large GDO, etc.

This dimension is certainly the most populated in terms of players of undoubted notoriety and consensus.

b. Mgmt of Project Documentation –

Document management is an important component of Superbonus Projects. These Platforms are “passive” Documents, normally Cloud solutions, which provide Backup, Security, and Repository services for the Documentation associated with the projects.

The most renowned players in this sense are Evolve, Kpmg, EKobonus.

c. Mgmt os Supply& Demand Aggregation

They are simple SW solutions for Demand & Offer Aggregation based on simple criteria of geographic compatibility between the customer and the supplier company.

They were among the first solutions offered on the market: as simple as they are of little effectiveness and commercial attraction.

Among the brands there are certainly: ProntoPro, Preventivone, RistruttendereFacile.

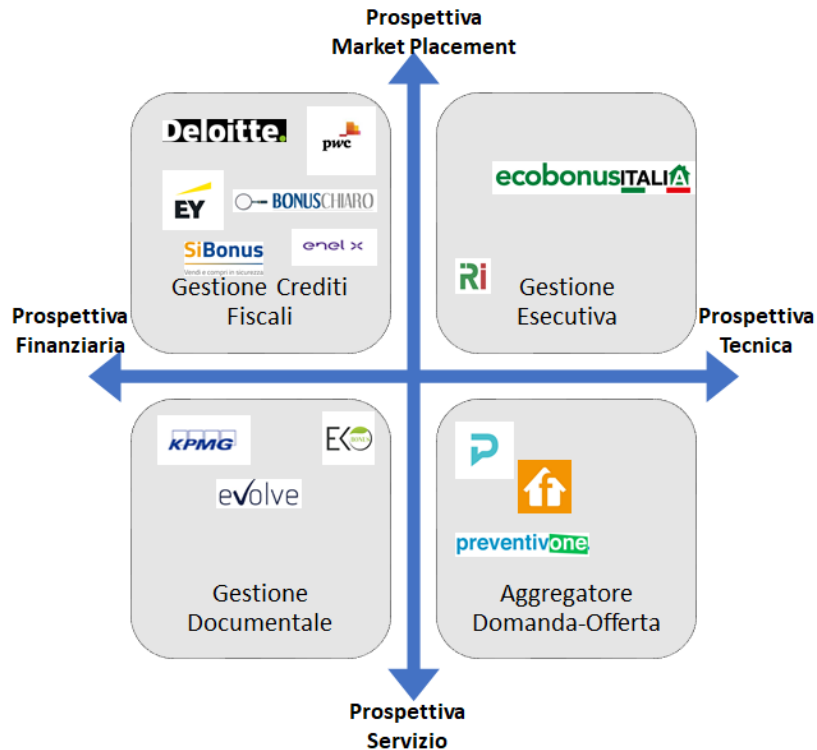
d. Mgmt of the Operations –

These Platforms are specifically aimed at Sector Operators who carry out the works and need IT tools to assist in the execution of the project.

It is certainly the most complex dimension of the dial. These platforms combine a Project Management perspective with Energy Efficiency issues, within the specific regulatory context.

The almost absence of Competitors in this quadrant is therefore explained.

Ecobonusitalia is still the only Technical Platform on the market with an engineering perspective that directs the Executive and Implementation Phase of the upgrading projects of the Ecobonus family.



1.5.4 Competitive Advantage

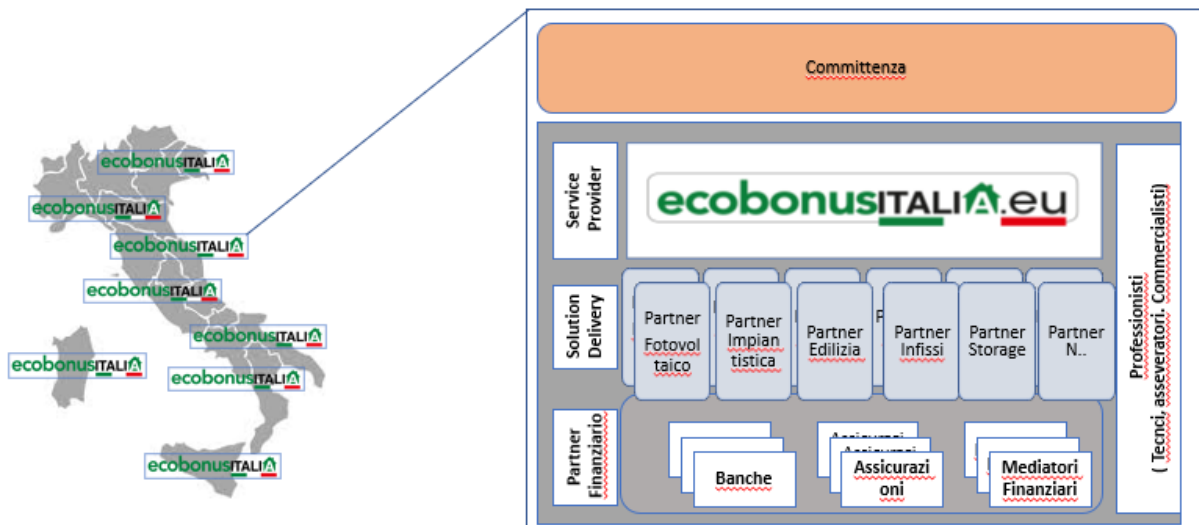
Ecobonusitalia, therefore, presents itself as the only "Technical" Cloud Platform, present on the market today. designed for Professionals and Companies for the management of Building Redevelopment projects of the ECOBONUS_X family, namely: Superbonus, Ecobonus, Facade Bonus, Home Bonus, Renovation Bonus, Sismabonus.

The market scenario that the new 110% Superbonus principles will impose highlights the need for a single interlocutor who represents the client and can manage a multiplicity of Operators in the Sector, professionals and Financial Institutions, which by operating jointly for their competence, will contribute to the implementation of projects. of Efficiency.

Ecobonusitalia.eu, through the network of its Partners, represents the legal entity that operates in representation and in the interest of the client to complete the Efficiency practices, both technical and financial, coordinating the relations between the Client and the Operators of the Sector, according to the directives contained in the relevant DL

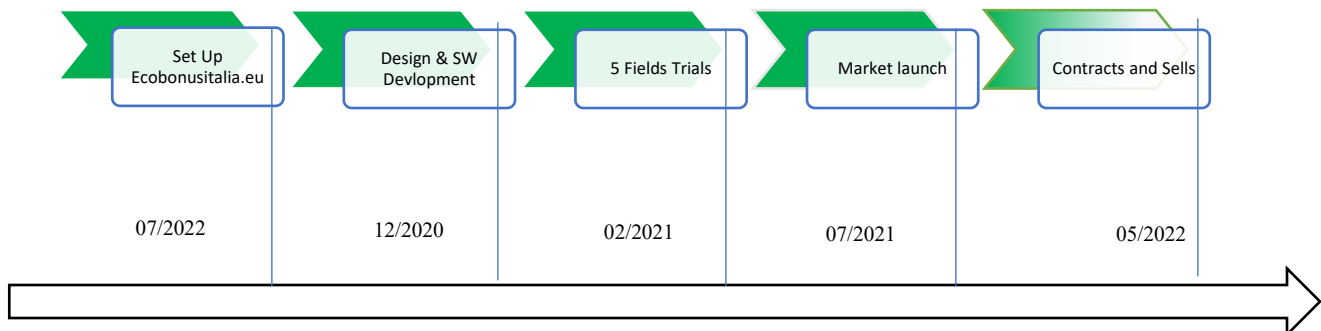


Finally, the development of the ecobonusitalia.eu Network according to the "Service Franchising" model is the most suitable and scalable one to respond to the considerable demand for service that the new DL will inevitably generate throughout the territory at a national level.



1.6 Project Status

1.6.1 The Timeline



1.6.2 On line Payment

Stripe is the electronic payment platform chosen by Ecobonusitalia.eu.

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See all photos + Add to

ecobonusITALIA.eu TEST MODE

Abbonati a Sottoscrizione mensile Professionista PRO

61,00 € al mese

Sottoscrizione mensile Professionista PRO	50,00 €
addebito mensile	
Subtotale	50,00 €
Aggiungi codice promozionale	
IVA (22%)	11,00 €
Totale dovuto oggi	61,00 €

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Paga con carta

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micastro@santineassociati.com

Informazioni sulla carta
1234 1234 1234 1234 VISA
MM / AA CVC

Titolare della carta

Paese o regione
Italia

Abbonati

Confermando il tuo abbonamento, consenti a Tempestive test di addebitare sulla tua carta questo pagamento e i pagamenti futuri in base a quanto previsto dai relativi termini e condizioni.