



PORTFOLIO

TENDER MANAGEMENT

C R E A T I N G A B E T T E R R E A L I T Y

ATI | Project

LA REDAZIONE DI OFFERTE
TECNICHE PER GARE OEV E
APPALTI INTEGRATI, SINTESI
PERFETTA TRA DISCIPLINE
DIVERSE E ASPETTI OPERATIVI CHE
RICHIEDONO PIANIFICAZIONE,
CONCERTAZIONE DELLE
SOLUZIONI E UN'OTTIMIZZAZIONE
COMPLESSIVA DEGLI ASPETTI
TECNICO-ECONOMICI
AFFRONTATI.



80%

100MIL+ SUCCESS
RATE



3 Bilion

CAPITALE DEI LAVORI
DEI CANTIERI APERTI

Λ TENDER MANAGEMENT PORTFOLIO

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SUPPORTIAMO I NOSTRI
CLIENTI NELLA FASE
DI COSTRUZIONE E
REALIZZAZIONE DEL
SITO, DALL'ANALISI DEI
PROGETTI ESECUTIVI
ALLA MODELLAZIONE
BIM AS-BUILT.

- PISA
- MILANO
- BELGRADO
- ODENSE
- COPENAGHEN
- PARIGI
- GINEVRA
- TALLINN

PROFILO

Creating a better reality

Un range completo di servizi, dalla progettazione al project management.

ATI Project è una realtà internazionale specializzata in progettazione integrata nel campo dell'architettura e dell'ingegneria, che propone una vasta gamma di servizi tecnici completi negli ambiti della **progettazione integrata**, del **project management** e del **tender management**.

Il **Tender Management** e la redazione di Offerte Tecniche per gare nazionali e internazionali è un settore con numeri consolidati e punto di partenza dei lavori di più ampio rilievo.

L'esperienza maturata nella gestione complessiva del progetto, in tutte

le sue fasi di sviluppo e in tutte le discipline, è il know-how che permette di raggiungere risultati che garantiscano un **success rate del 45%**.

L'opportunità per i nostri clienti è il nostro successo; l'investimento proficuo consolida il rapporto con ognuna delle realtà che collabora con noi, estendendo la partnership anche alla fase post-aggiudicazione.

Il **Project Management** in BIM della commessa e le tecniche di cost & time control sono servizi operativi che accompagnano le realizzazioni che seguiamo fino alla redazione degli As Built.




12
ANNI DI ATTIVITÀ
A CRESCITA
COSTANTE


21,5 Milioni
FATTURATO
IN EURO


8
SEDI
INTERNAZIONALI


1+ Milione di m²
DI PROGETTI
SVILUPPATI



SANITÀ

Ospedale Universitario NYT OUH DP03 – DP04

LUOGO
Odense, Danimarca

TIPOLOGIA
Sanità

ANNO TENDER
2018

STATO ATTUALE
Costruzione in corso

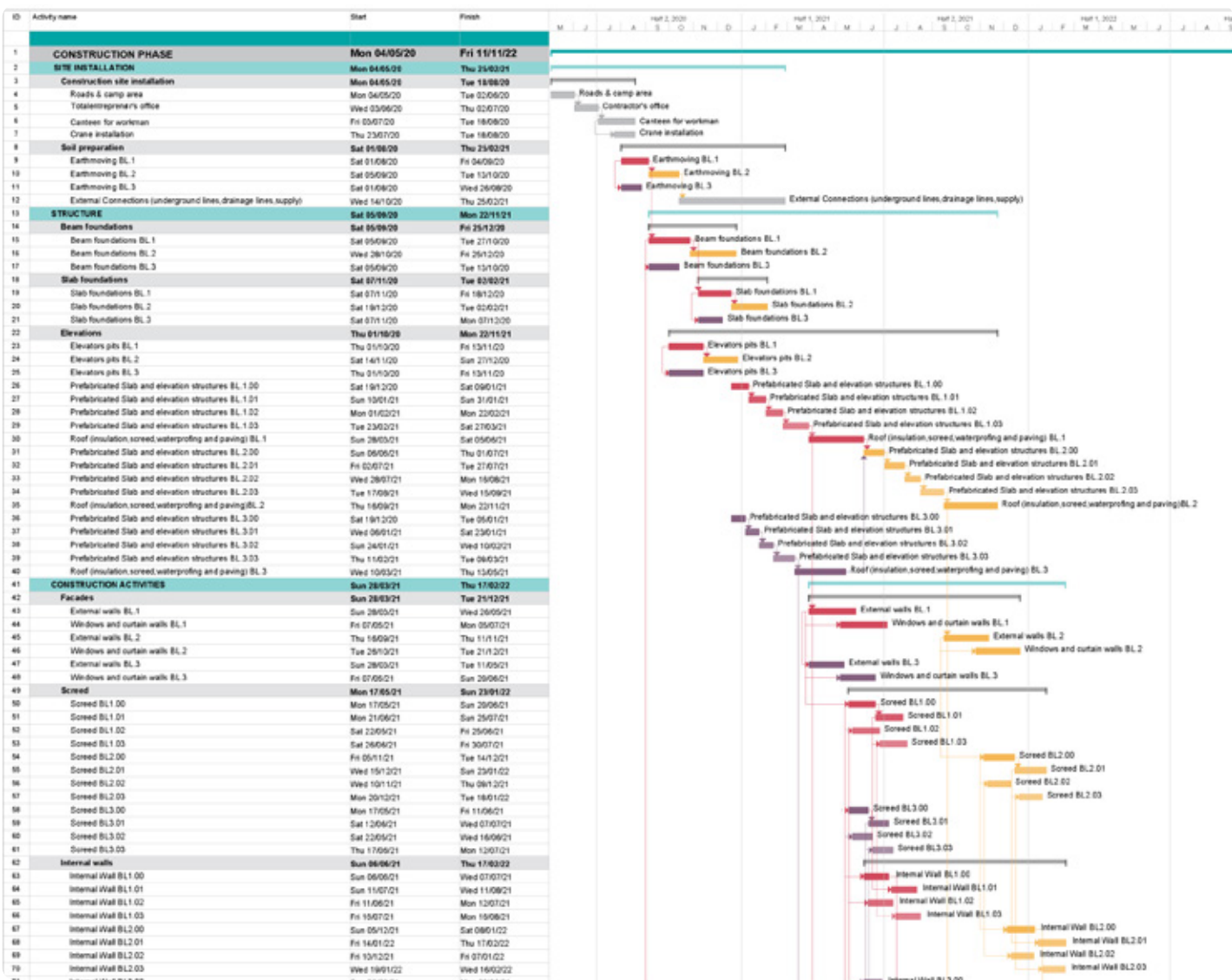
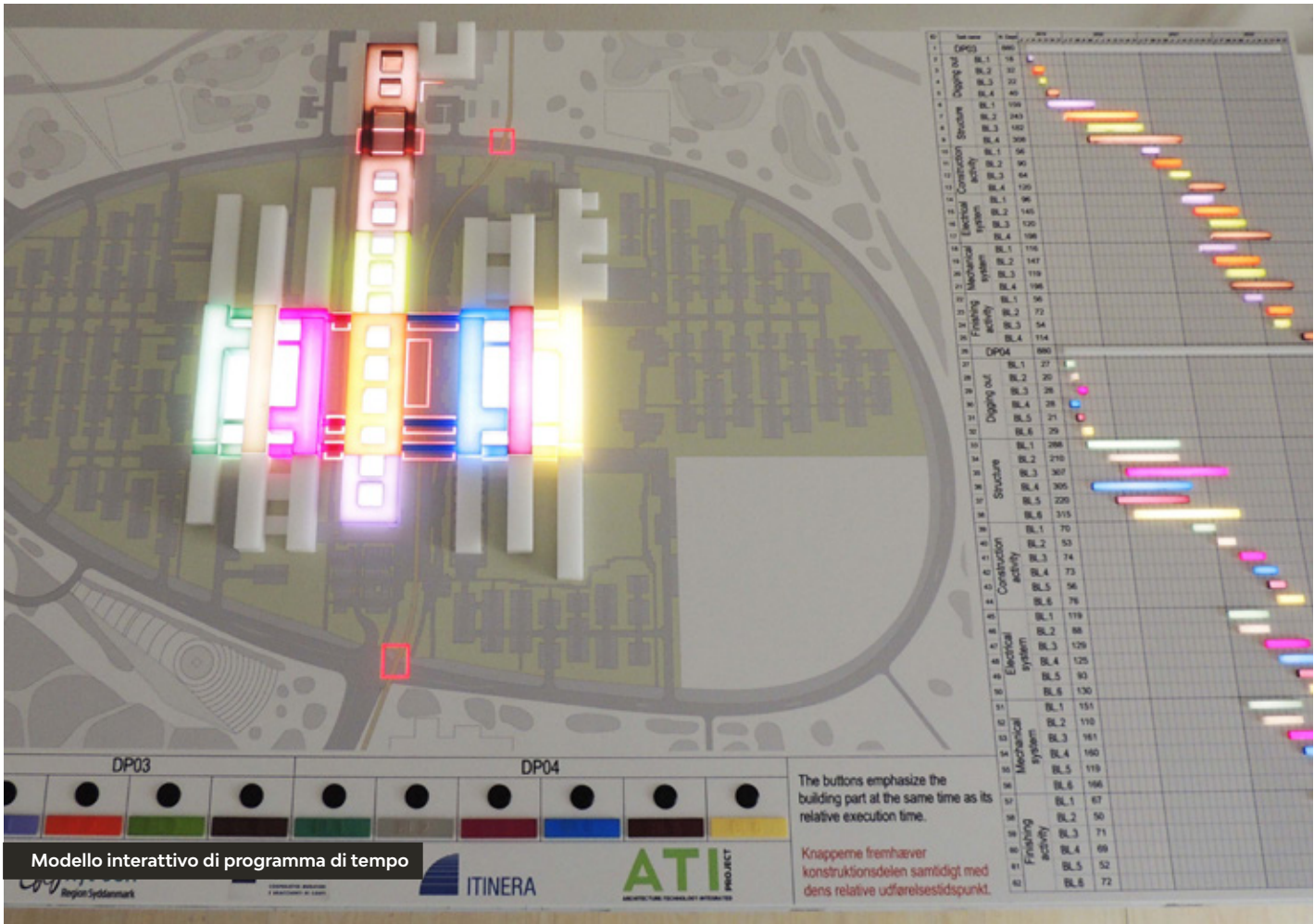
CLIENTE
JV (CMB+ITINERA)

DIMENSIONI
160.000 mq

BUDGET
€ 395 mln

ATTIVITÀ
Supporto al tender management

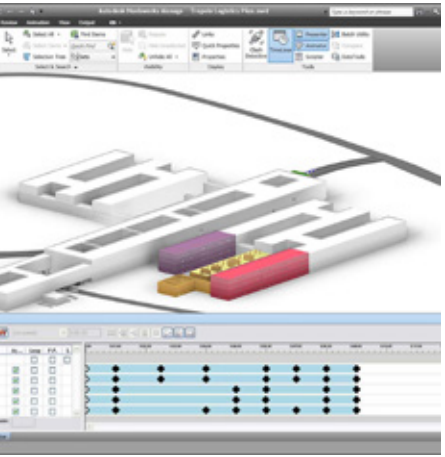




FASE 1



FASE 2



FASE 3

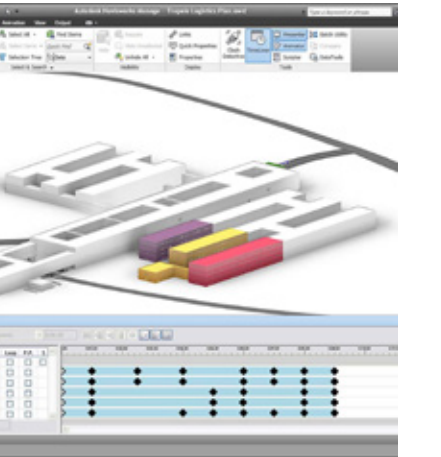


Diagramma del programma temporale

02 Time Schedule

- Diagrammi di Gantt
- Struttura di ripartizione delle risorse (RBS)
- Pianificazione degli approvvigionamenti
- Percorso critico
- Struttura di ripartizione del lavoro (WBS)
- Gestione dei ritardi
- Struttura di ripartizione dell'organizzazione (OBS)



Vista a volo d'uccello



NYT OUH University Hospital DP 05-06-07-08

LUOGO
Odense, Danimarca

CLIENTE
JV (CMB+ITINERA)

TIPOLOGIA
Sanità

DIMENSIONI
100.000 mq

ANNO TENDER
2019

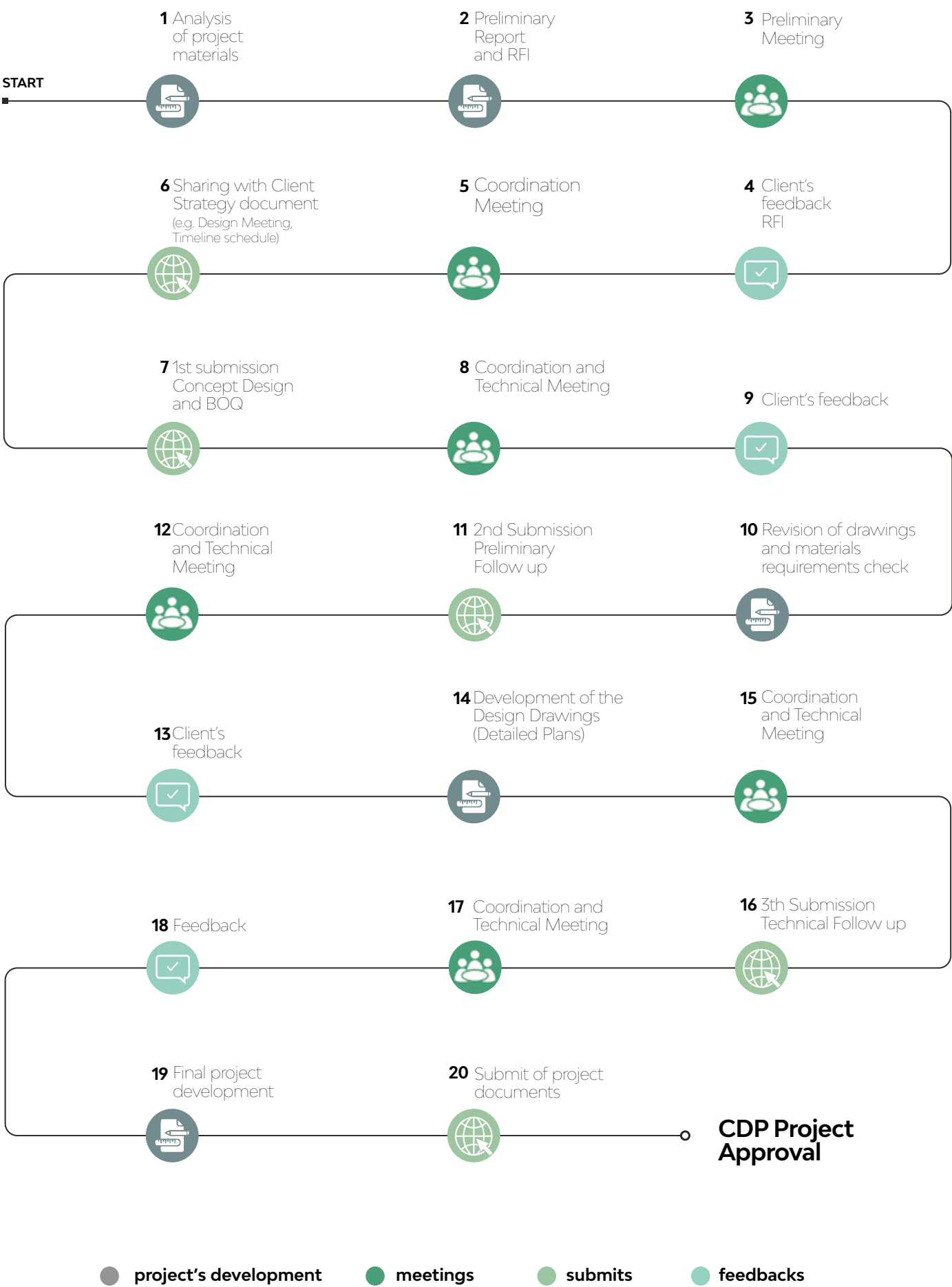
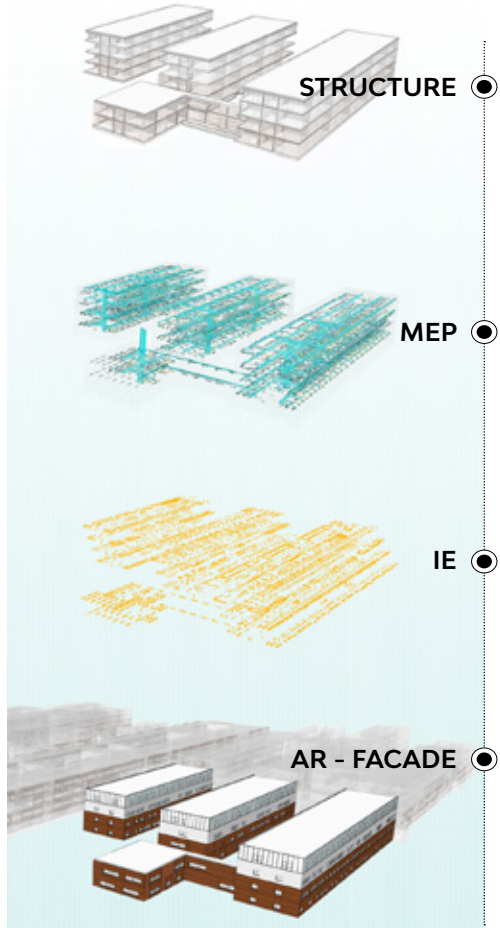
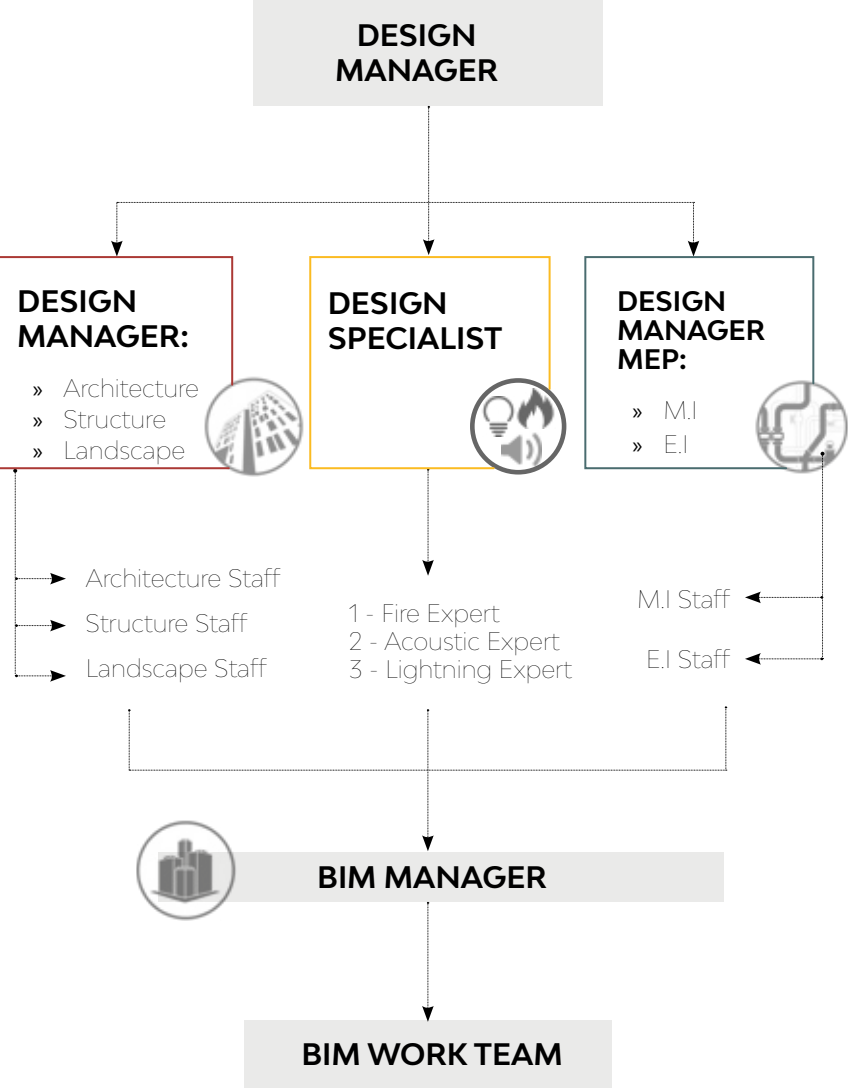
BUDGET
€ 205 mln

STATO ATTUALE
Costruzione in corso

ATTIVITÀ
Supporto al tender management



Dettaglio del cantiere

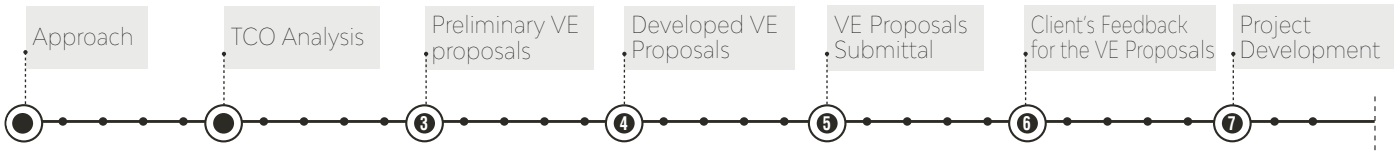


01 Design process organization

- Organizational Chart and Key figures
- Submission Plan
- Document Managaement
- Communication Plan
- Reporting System
- Information Technoogy tool

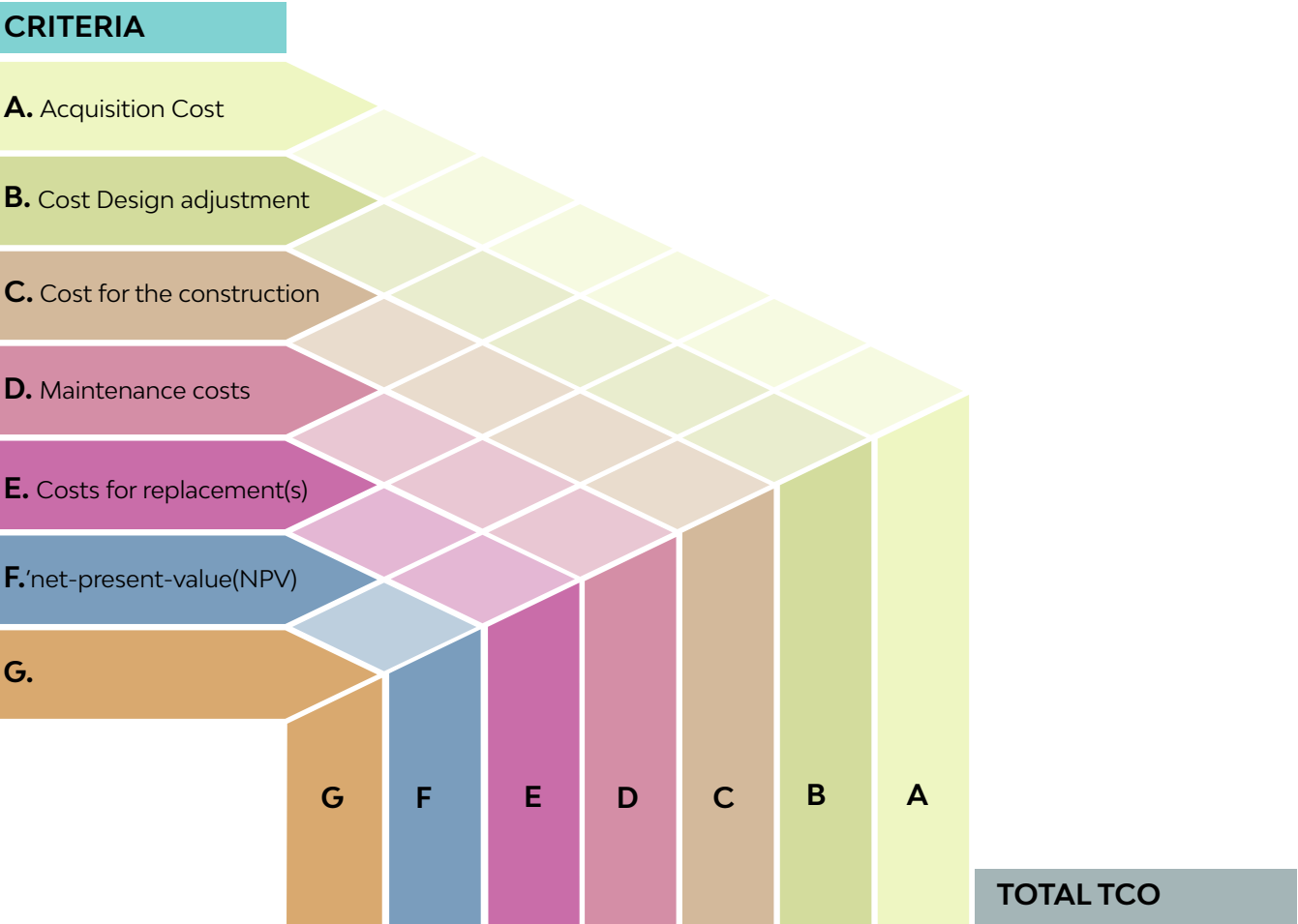


VE PROPOSALS LIST _ FORMAT									
Code	Category	VE solution description	Technical specification ORIGINAL SOLUTION	Technical specification VE SOLUTION	TCO ORIGINAL SOLUTION	TCO VE SOLUTION	Client's feedback		
							Y	N	I
ST	Structures								
EN	Envelope								
IN	Internal works								
FN	Finishes								
MEP	MEP								
FF	Fittings, Furnishings, etc								



VALUE ENGINEERING PROPOSALS

PROJECT: ☐ ARCHITECTURAL ☐ MECHANICAL ☐ STRUCTURAL ☐ OTHERS



1.Original Solution		14	14	11	4	4	40	87
2. Alternative n°1		14	14	7	8	6	50	99*
3. Alternative n°2		20	20	16	10	10	10	86
4.								

*Selected based on weighted evaluation

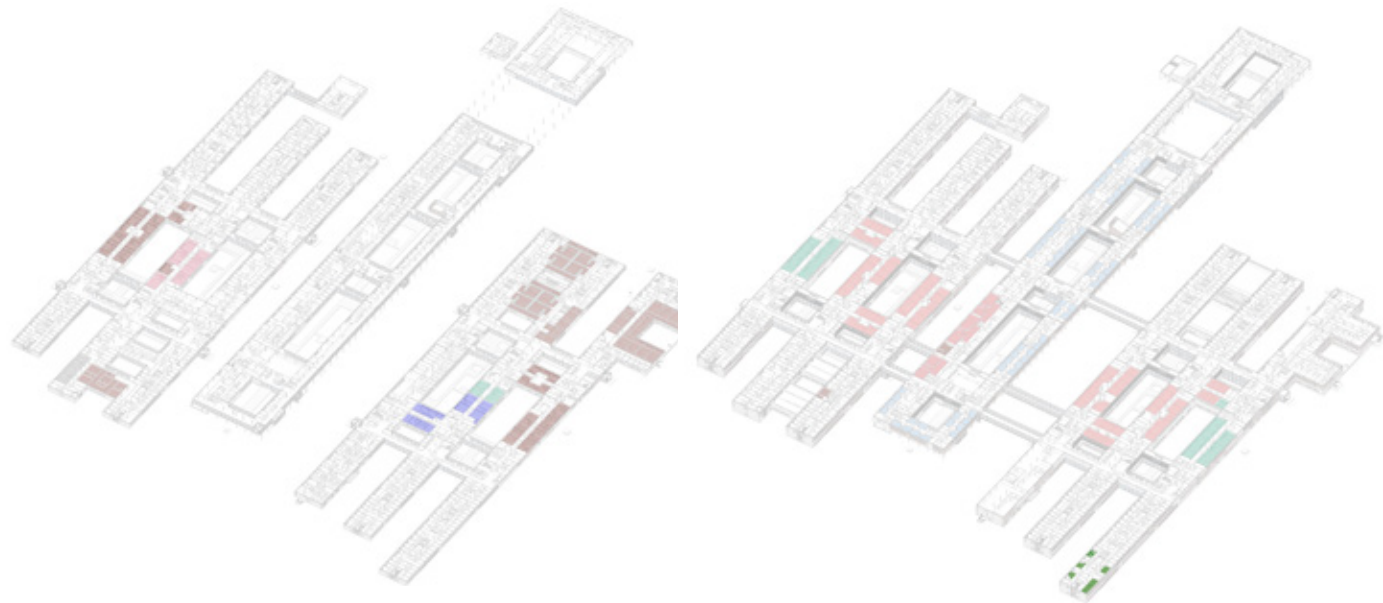
02 Value Engineering

- Value Engineering Strategy
 - Analysis of alternative
 - Value Engineering Check List
- VE Documentation
 - Time and costs impact evaluation
 - Project Update



Bird's eye view

FUNCTIONAL DIAGRAM



FIRST FLOOR

- DIAGNOSTIC IMAGING - 50:
 - » 8 Accelerator
 - » 10 CT Scan
 - » 9 MR Scan
 - » 14 X-Ray Rooms
 - » 4 PET / CT
 - » 4 SPECT / CT
 - » 1 PET / MR

- ENDOSCOPY: 11
- PRE / POST OPERATIVE: 13
- OPERATING ROOMS: 65

GROUND FLOOR

- INTENSIVE CARE UNIT: 68
- PRE / POST OPERATIVE: 13
- OPERATING ROOMS: 65
- MAMMOGRAPHY: 6

HEALTHCARE

NYT OUH University Hospital
DP 100 – Raw Rooms

LUOGO
Odense, Danimarca

CLIENTE
JV (CMB+ITINERA)

TIPOLOGIA
Hospital - 225 heavy equipment rooms
+ 350 secondary rooms

DIMENSIONI
15.000 mq

ANNO TENDER
2019 - in corso

BUDGET
€ 205 mln

STATO ATTUALE
Costruzione in corso

ATTIVITÀ
Supporto al Tender Management



Construction site detail

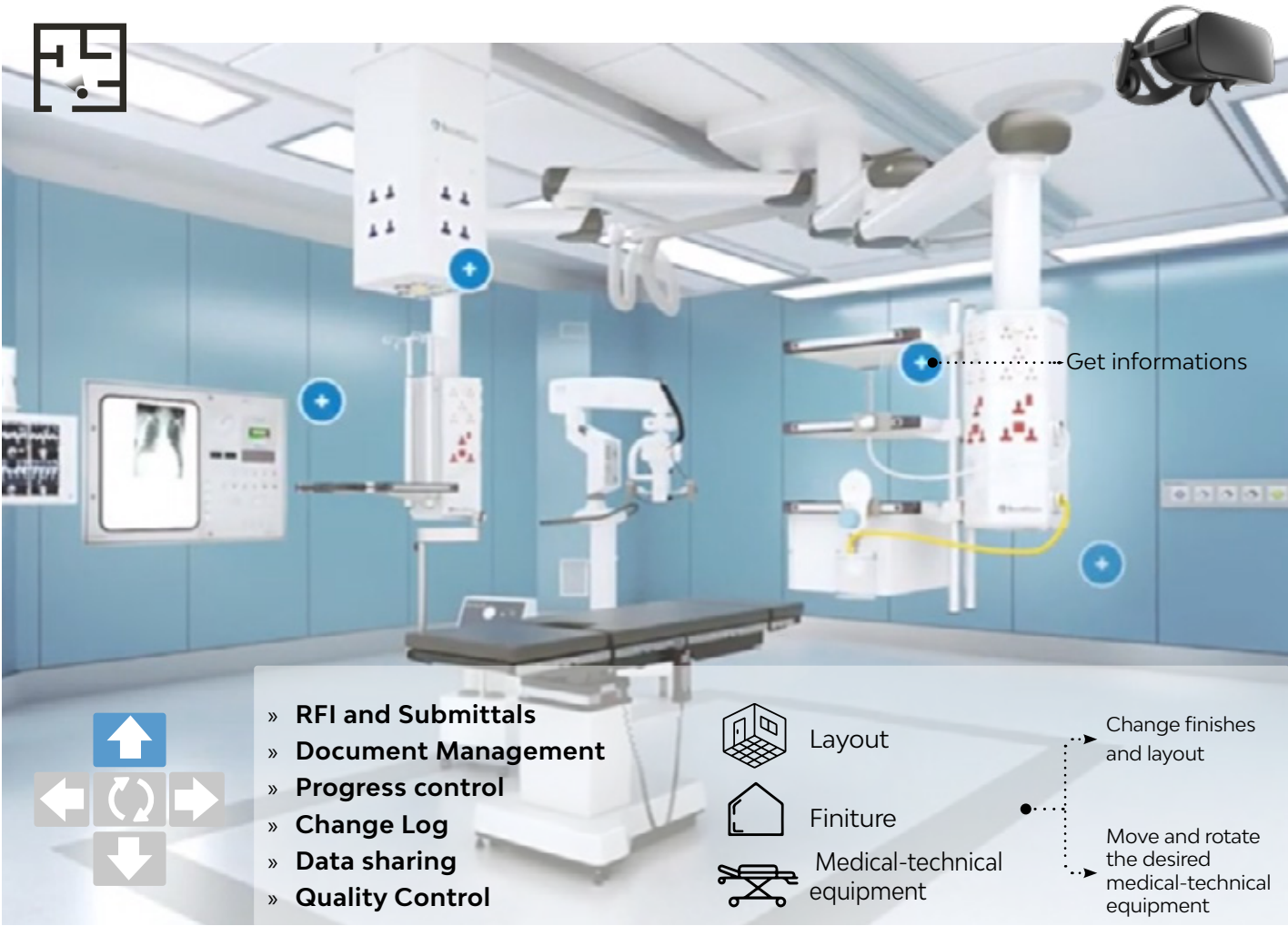
SUBCONTRACTORS' PROPOSALS EVALUATION

TECHNICAL SCORING CRITERIA			Subcontractor 1		Subcontractor 2		Subcontractor 3	
			Score (1-5)	TOTAL	Score (1-5)	TOTAL	Score (1-5)	TOTAL
1	Technical solution proposed	Technical solution details, project well analized, general solution proposed, qualification and optimization proposed	3	3,2	5	4,6	4	4,4
		Storage managing	3		4		4	
		Labelling system	3		4		5	
		Tracking and managing software	3		5		5	
		Packaging and move solution	4		5		4	
2	Level of experience in similar works	Pre-qualification requirements	Compliant	3	Compliant	5	Compliant	4
3	Previous experience	Previous experience and tested capacity to fulfill project requirements	Not directly	4	Not directly	3	Not directly	4
4	Time schedule	Compliance with execution times	2	2	3	3	4	4
5	Capacity to carry out the work	Compliance with technical specifications	4	3,5	5	4,5	5	5
		Level of technical assistance proposed	3		4		5	
6	References QA, Environment, etc	Quality issues proposal	2	2	4	3	4	4,5
		Environment high level proposal	2		2		5	
Total			2,95		3,85		4,32	
Technically validated			Y		Y		Y	

TECHNICAL EVALUATION SCORE

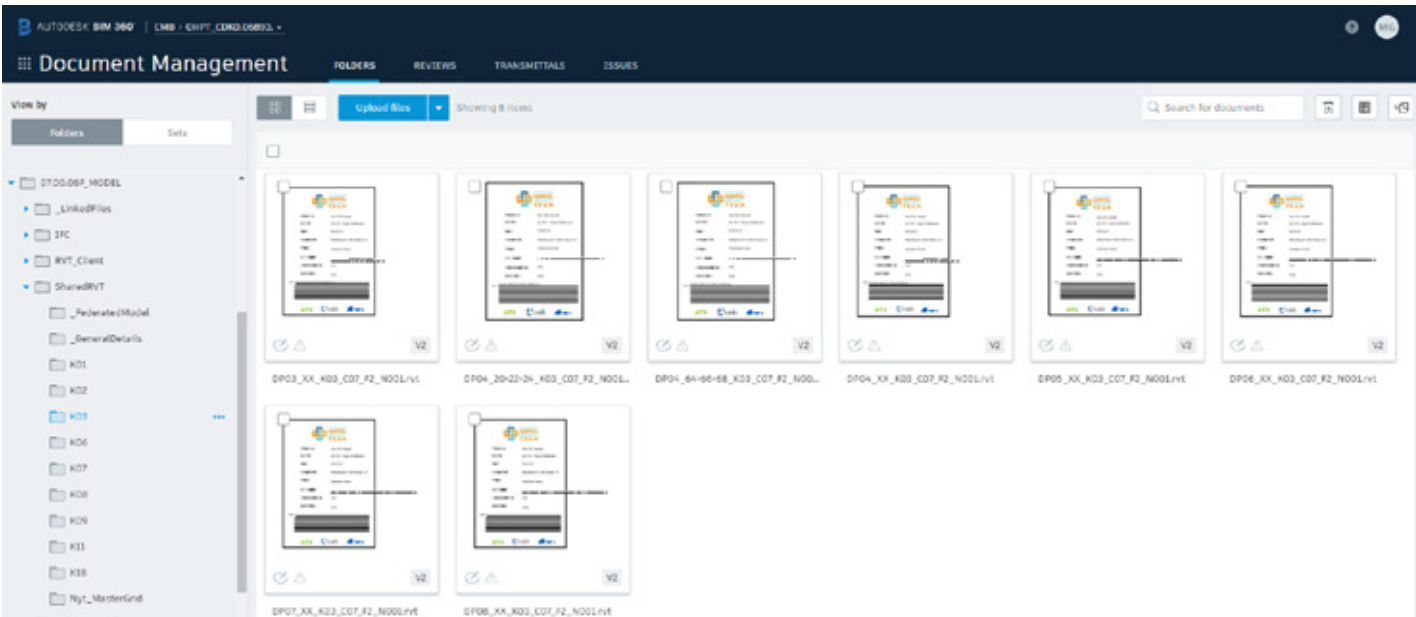
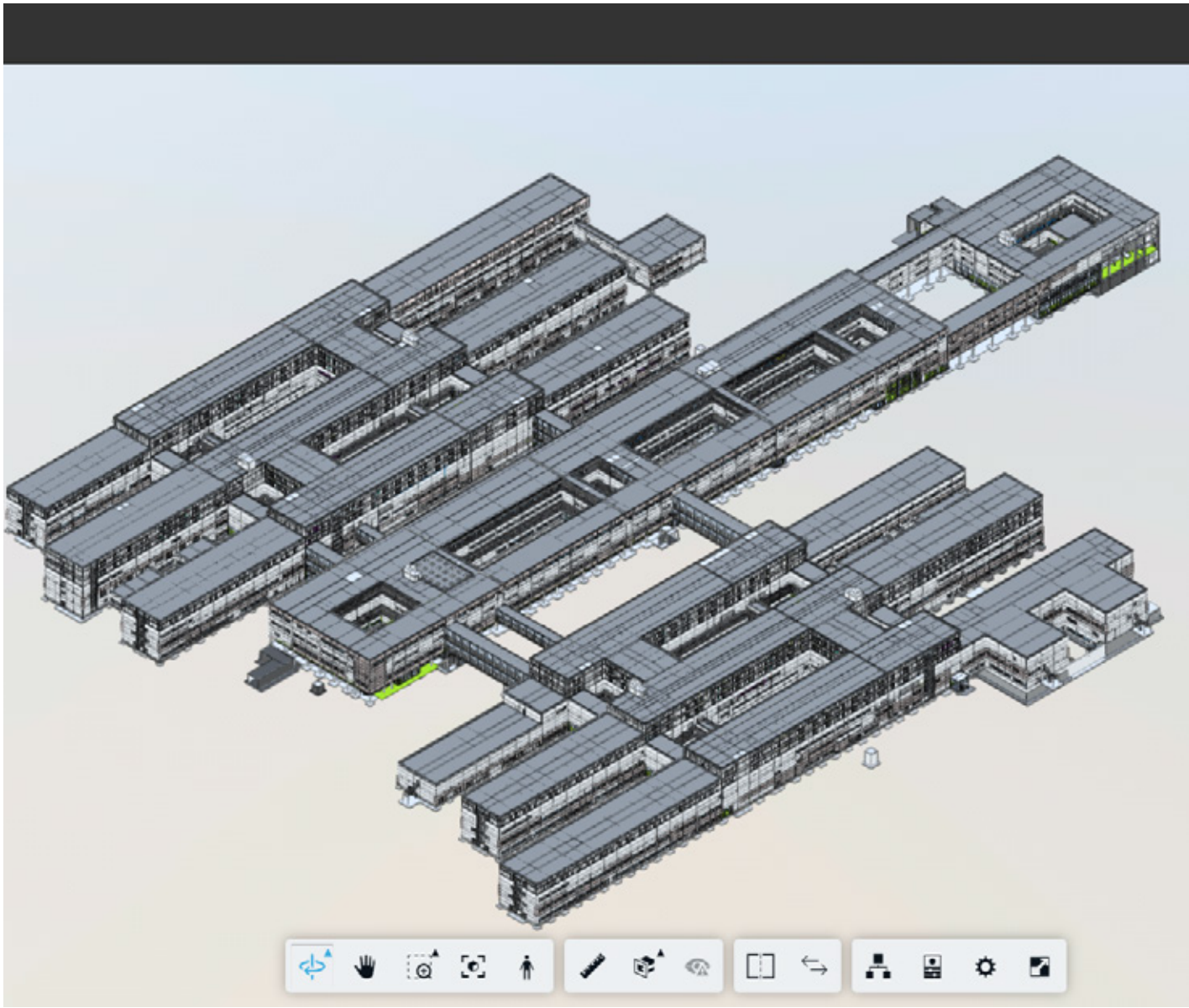
Recommended

5	Optimization	4	Compliant with requirements	3	To be agreed - so maybe compliant	2	Deviation to be discussed	0	Deviation - not acceptable
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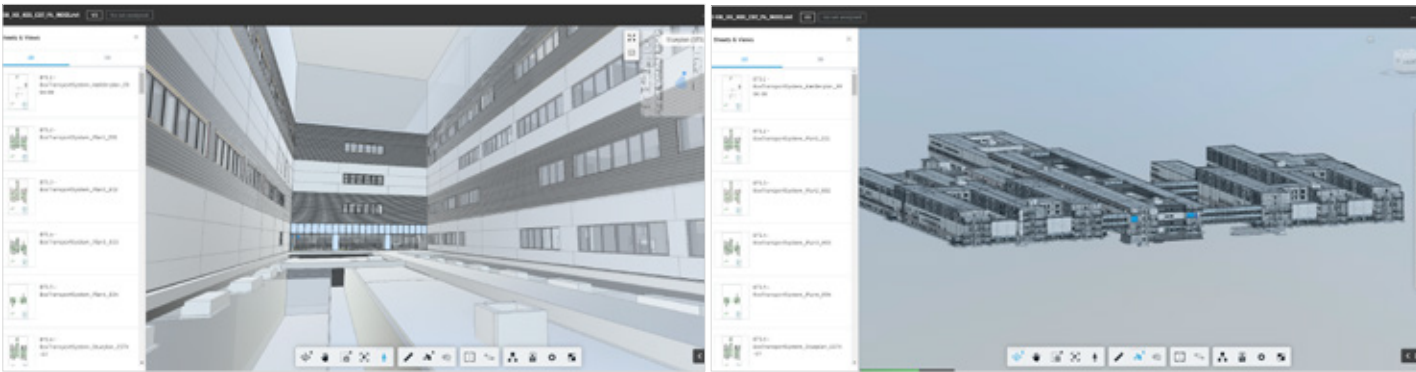


01 Procurement

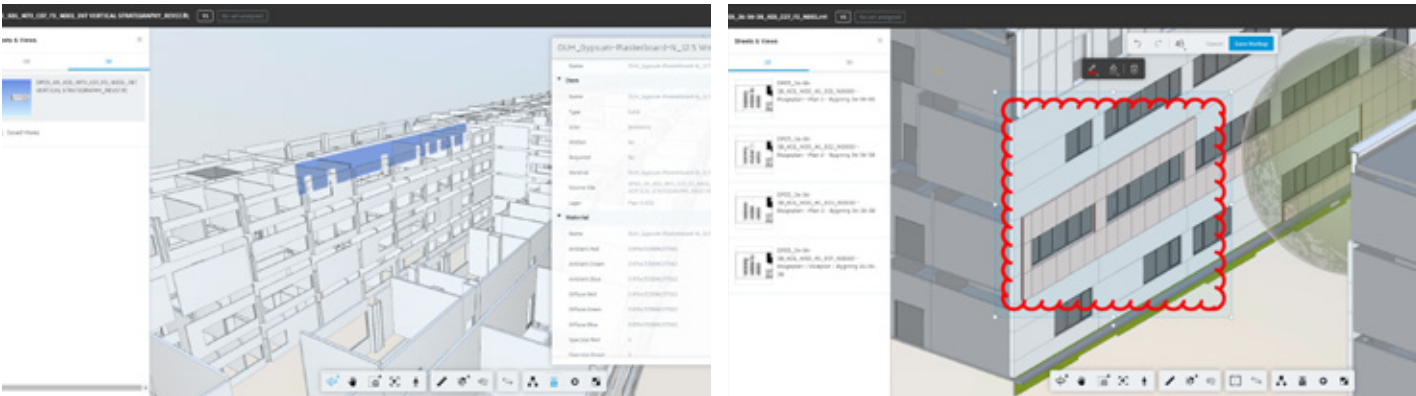
- Procurement Strategy
- Subcontracotrs/Suppliers management
- Procurement Plan
- Communication Plan
- Tenders Management
- Mock up and Virtual Reality



Organize, distribute, and share files across the project with a single, cloud-based document management platform



The entire team has access to the drawings, models, and documents



Connect workflows to improve quality control

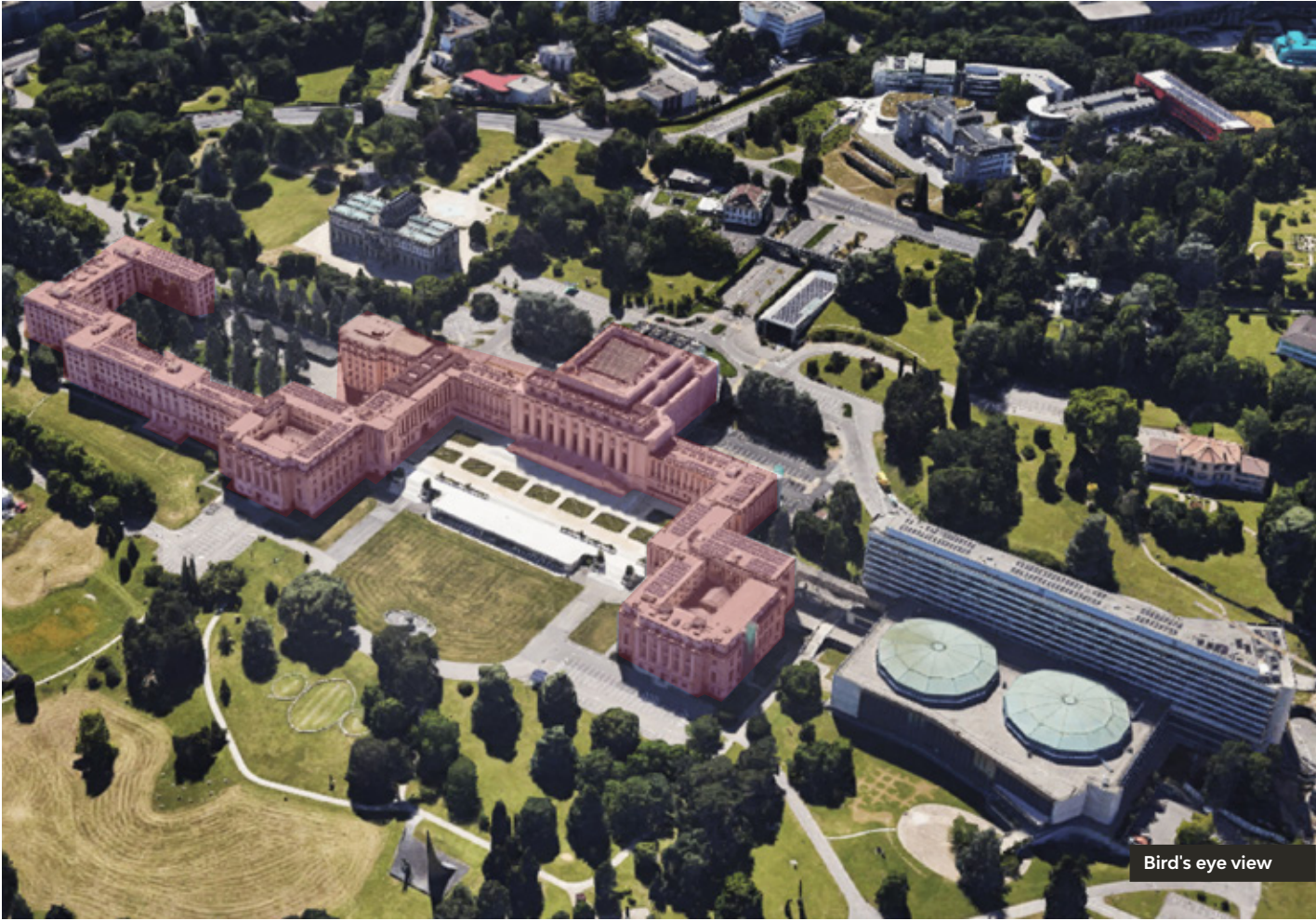
Quickly resolve quality-related problems

02

Common data enviroment (CDE)

- RFI and Submittals
- Document Management
- Progress control

- Change Log
- Data sharing
- Quality Control



^ OFFICE

United Nations Office at Geneva (A / AB / AC / B / C / D / E / S)

LOCATION
Geneva, Switzerland

YEAR
2019

TPOLOGY
Office

DIMENSIONS
170.000 sqm

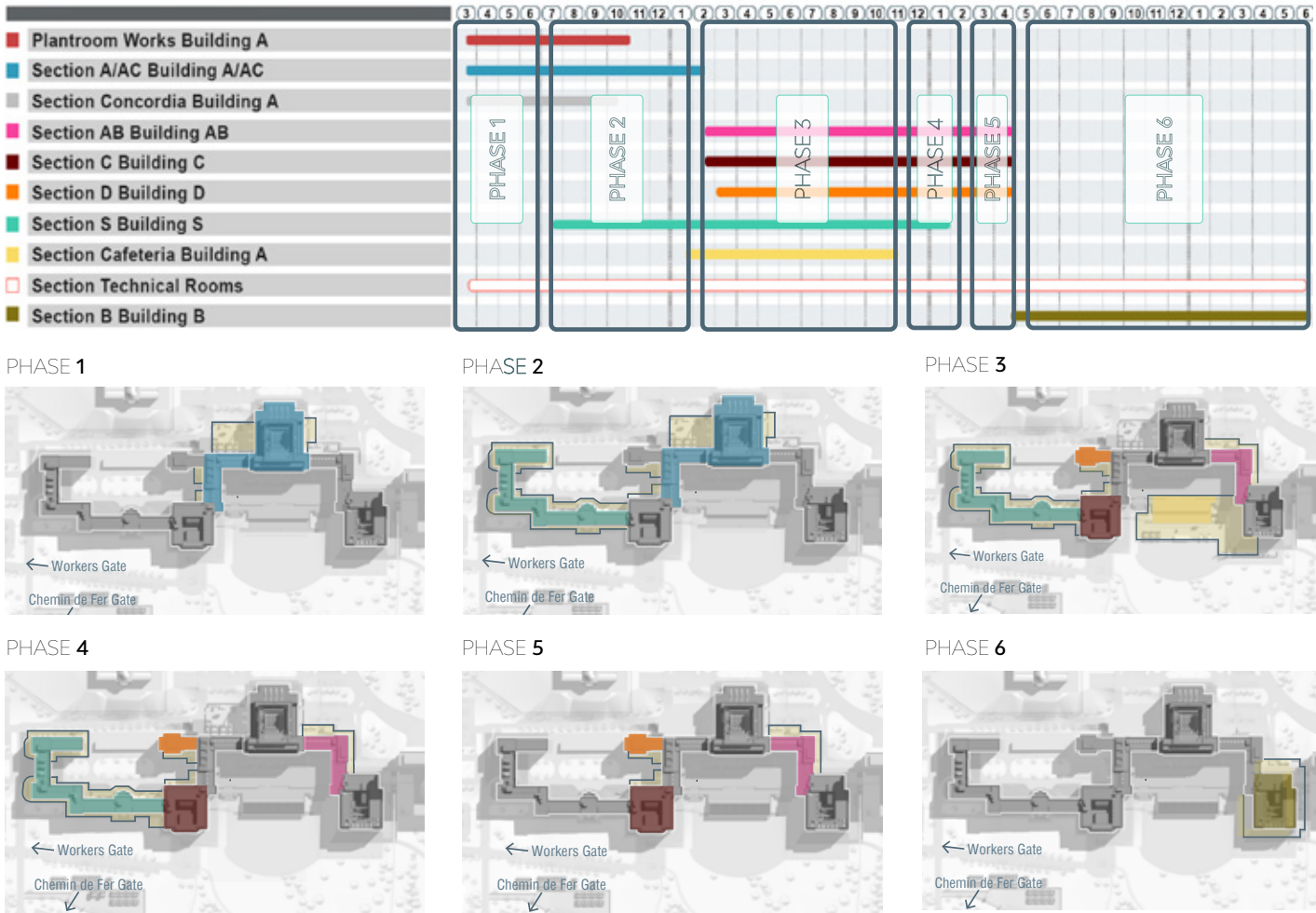
STATUS
TM concluded, PM in progress

CLIENTS
Jv (Cmb + Italiana Costruzioni + Csc)

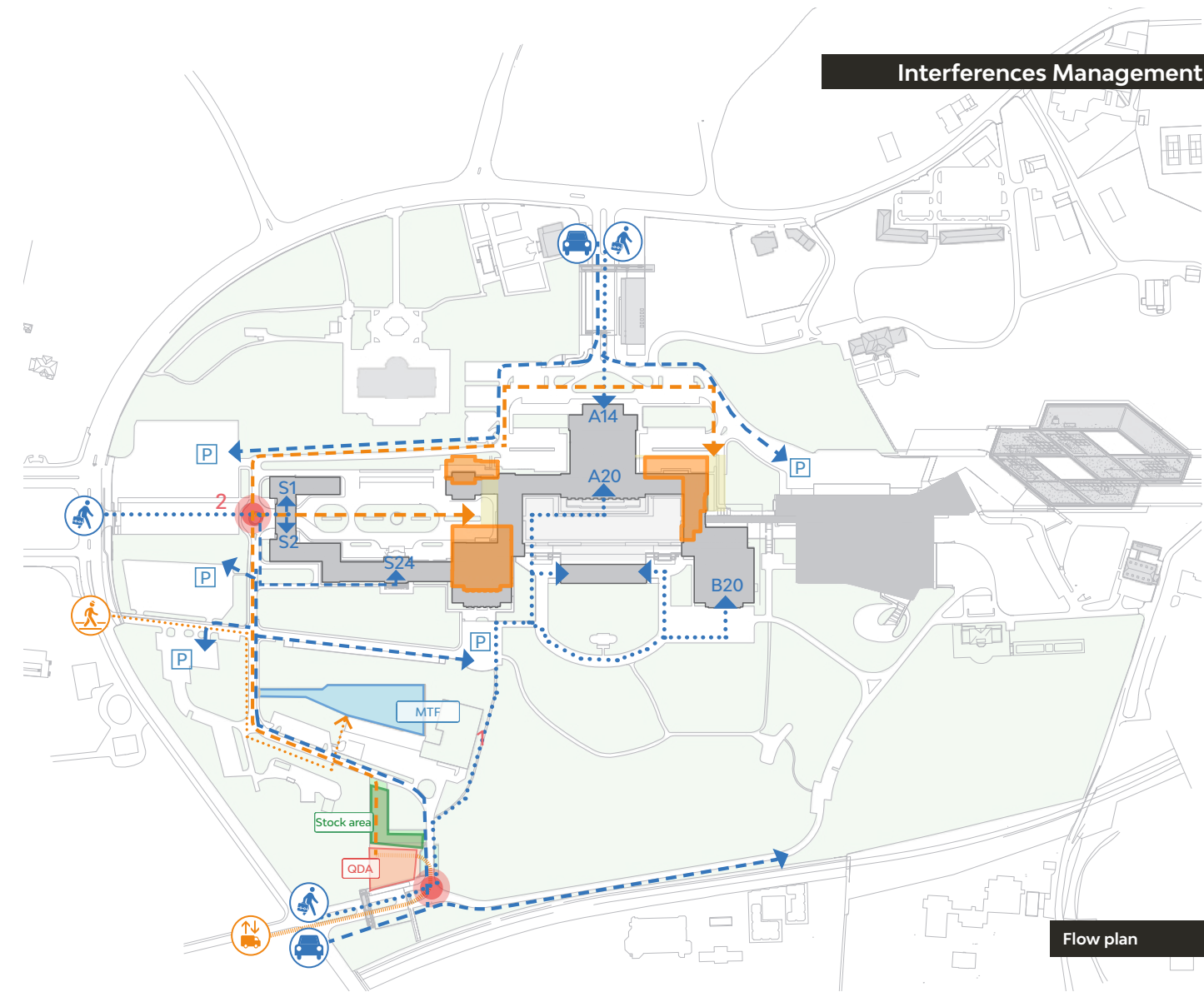
BUDGET
€ 240 mil.

ACTIVITIES
Tender Management support





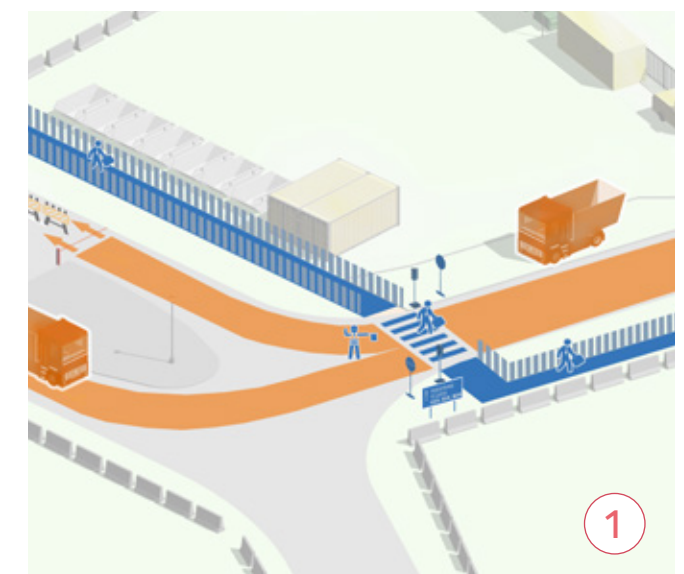
Phasing management diagram



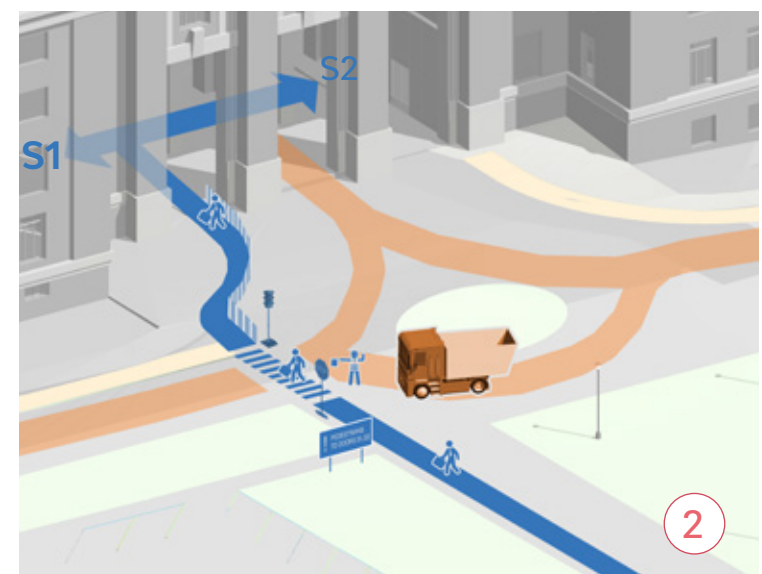
Flow plan

01 Phasing & Interferences Management

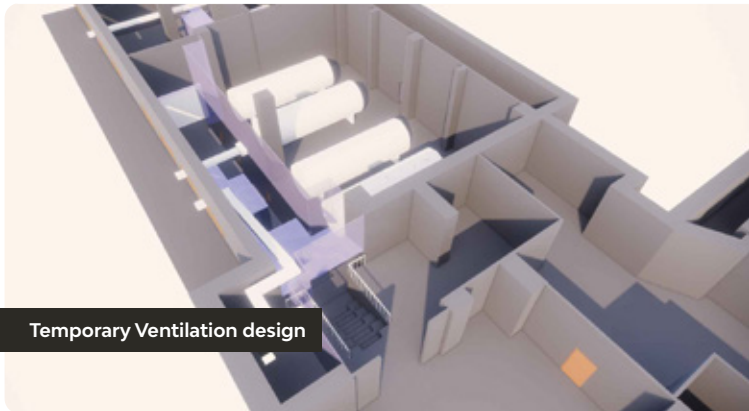
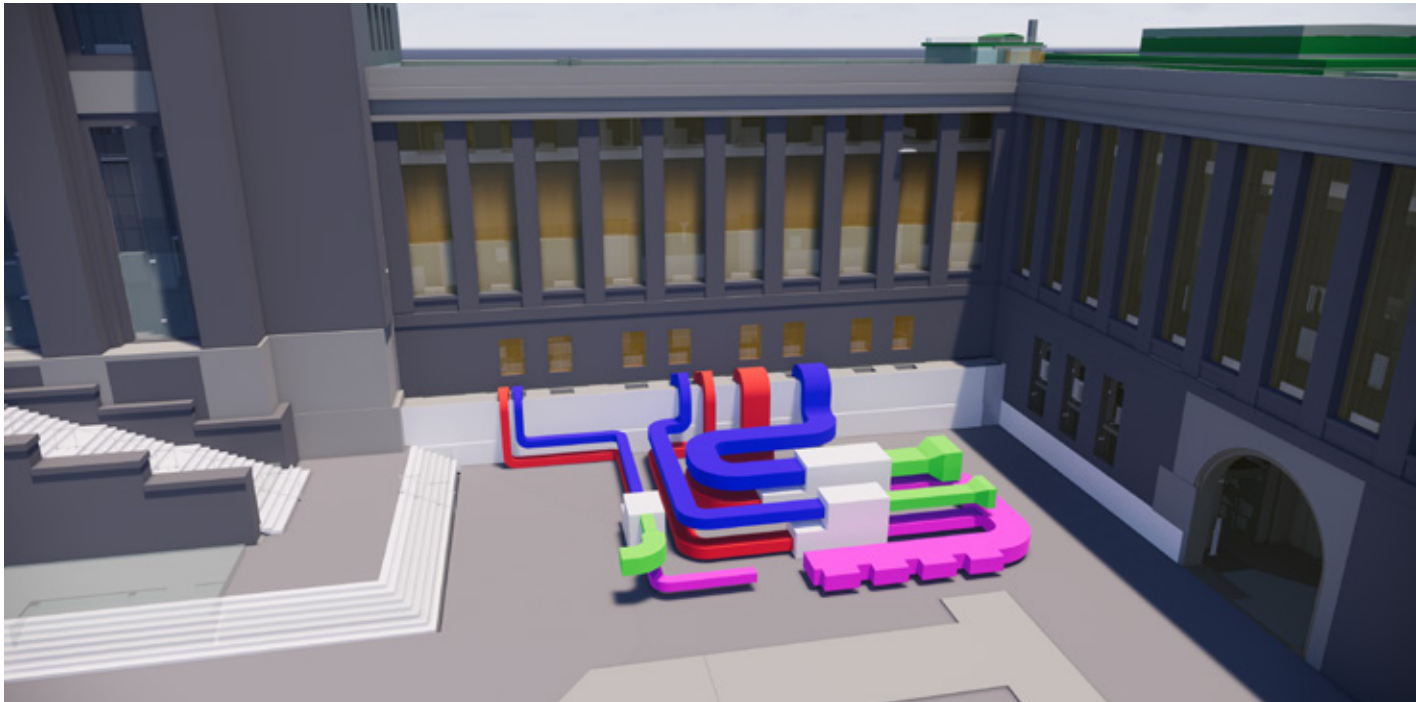
- Phasing Strategy
- Site Layouts
- Health & Safety management
- Risk Management
- Flows Interferences management
- Progress Control



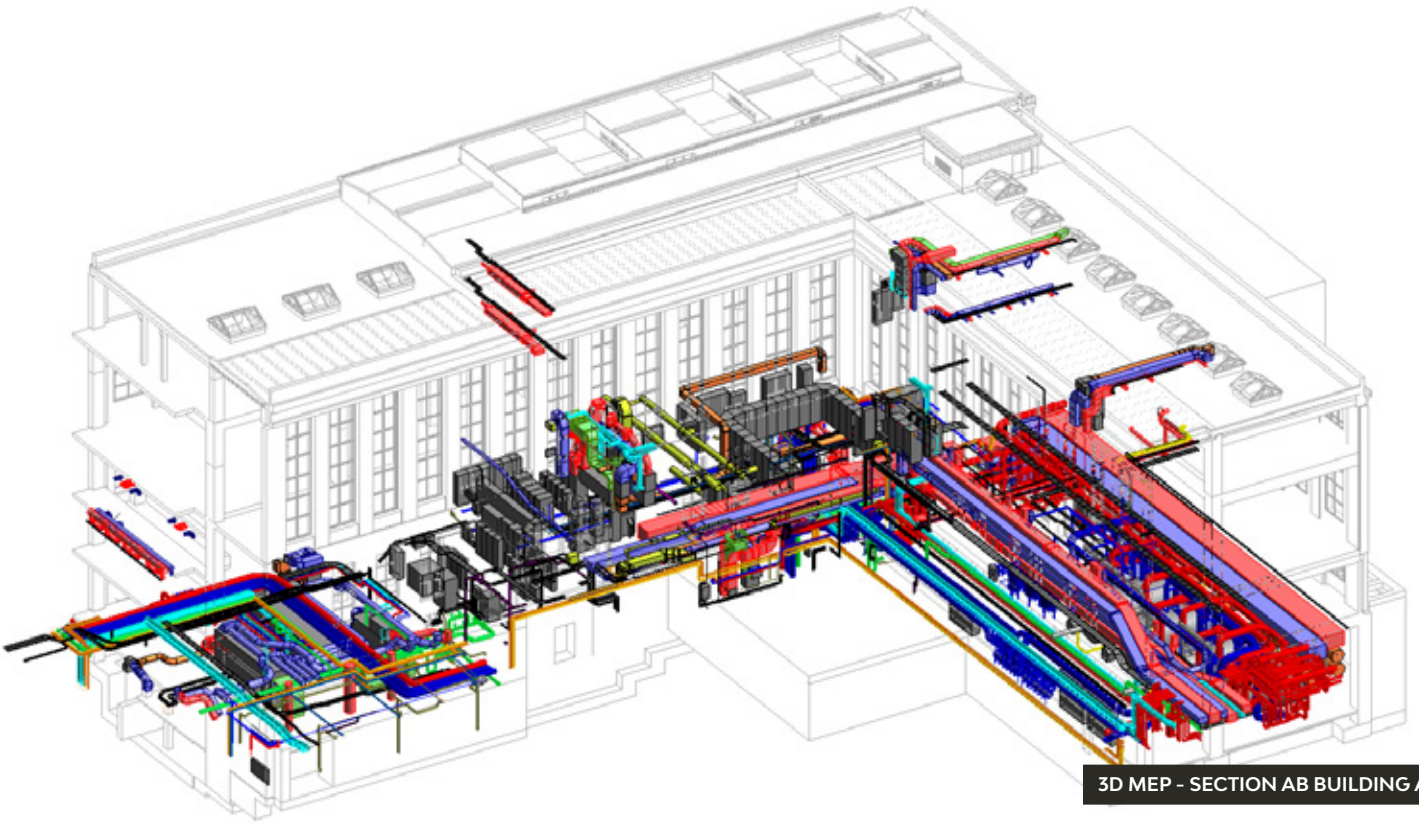
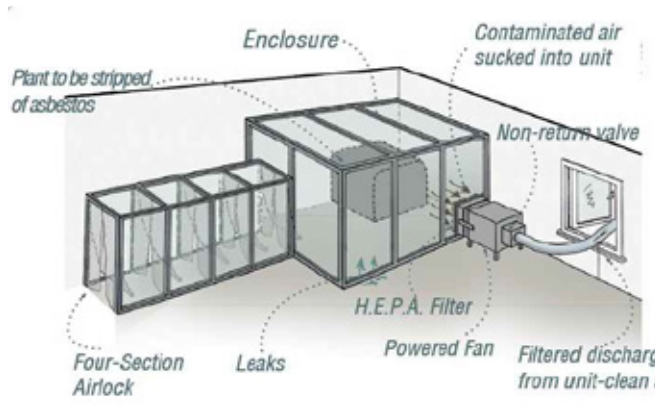
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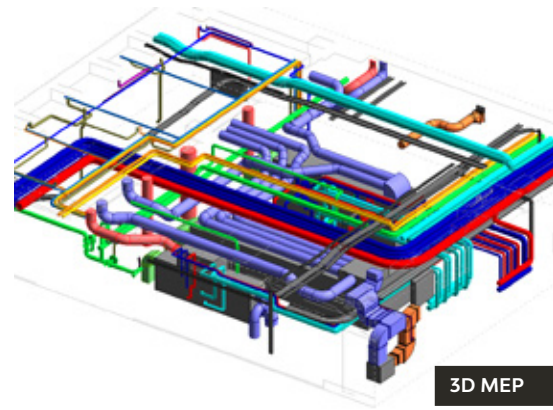
2



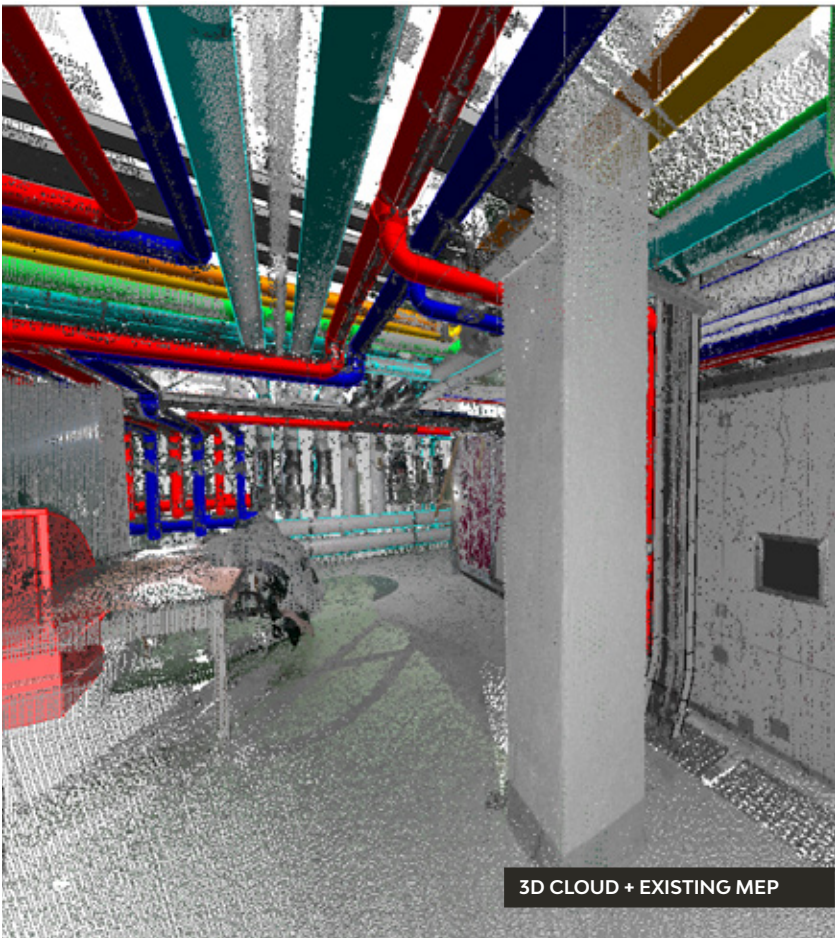
Temporary Ventilation design



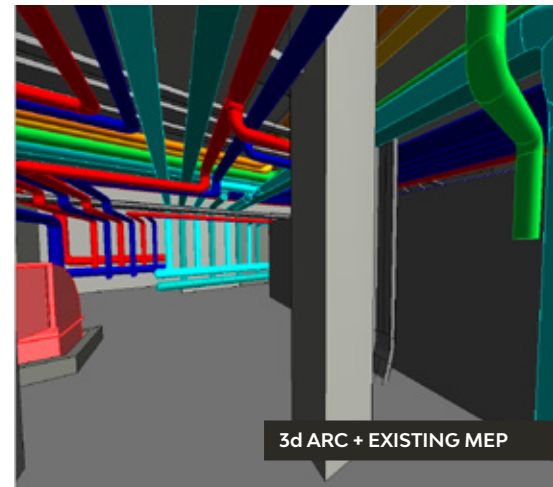
3D MEP - SECTION AB BUILDING AB



3D MEP



3D CLOUD + EXISTING MEP



3d ARC + EXISTING MEP

02

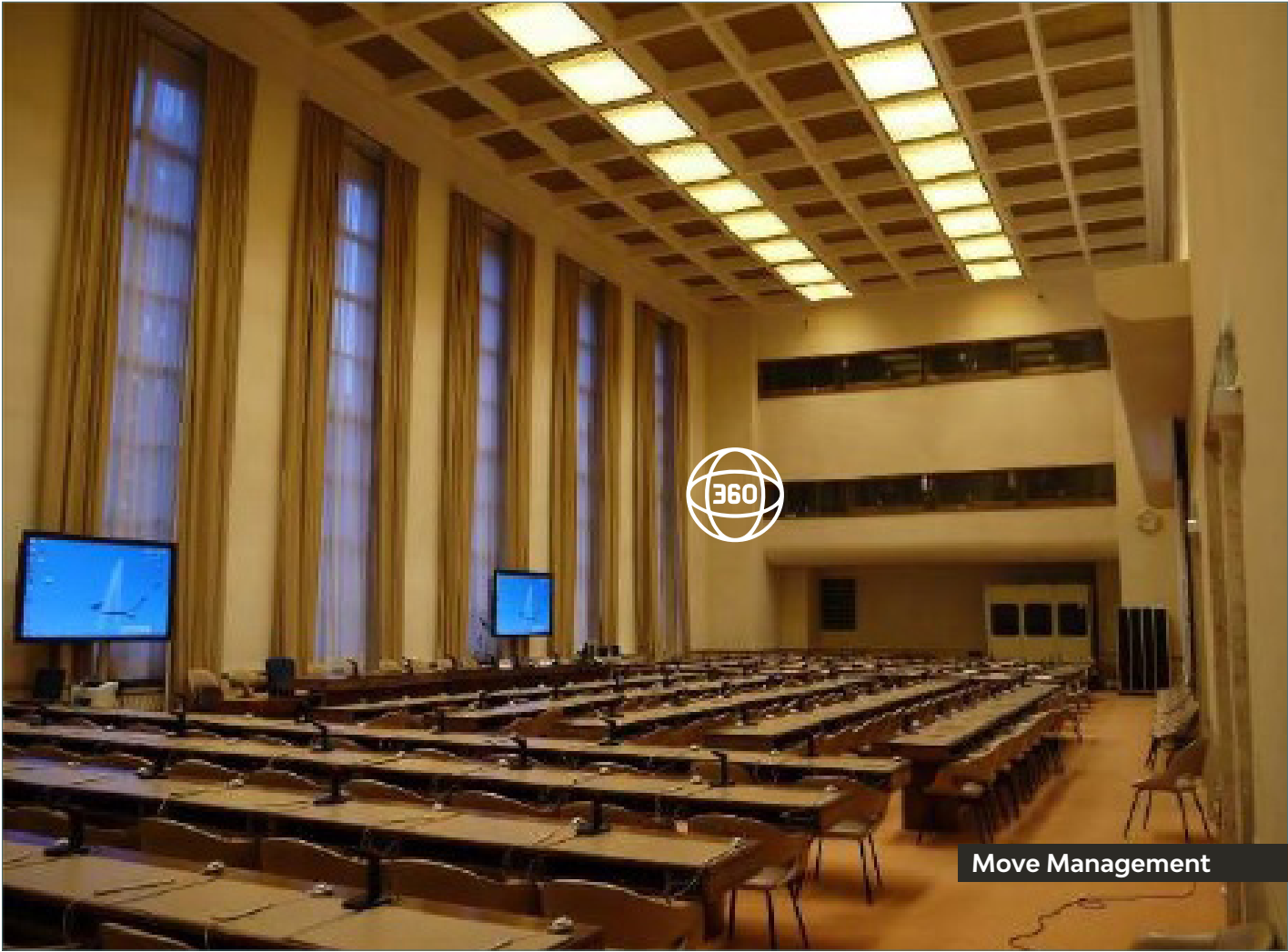
Business Continuity

- Workflow analysis
- Risk Assessment
- Business Continuity Strategy
- Services and Systems Continuity
- Activities Continuity
- Circulation Continuity



360° picture to navigate along the room and discover all the contents symbolized with icons

General View	Element	No. Inventory	Location	Type	Artist	Title	Dimension
1	Picture	xxxx	Salle XII	Wall Painting	Massimo Campigli	The construction of the Palais of Nations	5 x 16 m
2	Architectural finishes	xxxx	Salle XII	Ceiling	--	--	28 x 10 m



Move Management

General View	Model No.	Typology	Type	Material	Dimension	Location	Description	Quantity
	CH-CP-BEIGE	Heritage	Chaise Charlotte Perriand	Cuir beige	48x52x78	Salle VII Salle XII Salle XVII Salle XVIII and Salle XIX	Chaise pour salle de Conference	47
	CH-CP-BEIGE-ACC	Heritage	Fauteuil	Cuir beige	56x56x75	Salle VII Salle XII Salle XVII Salle XVIII and Salle XIX	Fauteuil de Conference	155
	C-7-TABLE-BOIS-4P	Heritage	Table	Bois marron Fonce	290x60x77	Salle VII	Table de conference 4 Places (interface Audio)	37
	C-7-TABLE BOIS-3 P	Heritage	Table	Bois marron Fonce	225x70x76	Salle VII	Table de conference 3 Places (interface Audio)	3

03 Move & Heritage Management

- Move operations programme
 - Moving procedures
 - Heritage management programme
- Heritage items management
 - Temporary Storage
 - IT Support



▲ HEALTHCARE

New Hospital Bispebjerg

LOCATION
Copenhagen (Denmark)

YEAR
2020 - ongoing

TPOLOGY
Hospital

DIMENSIONS
85.000 sqm

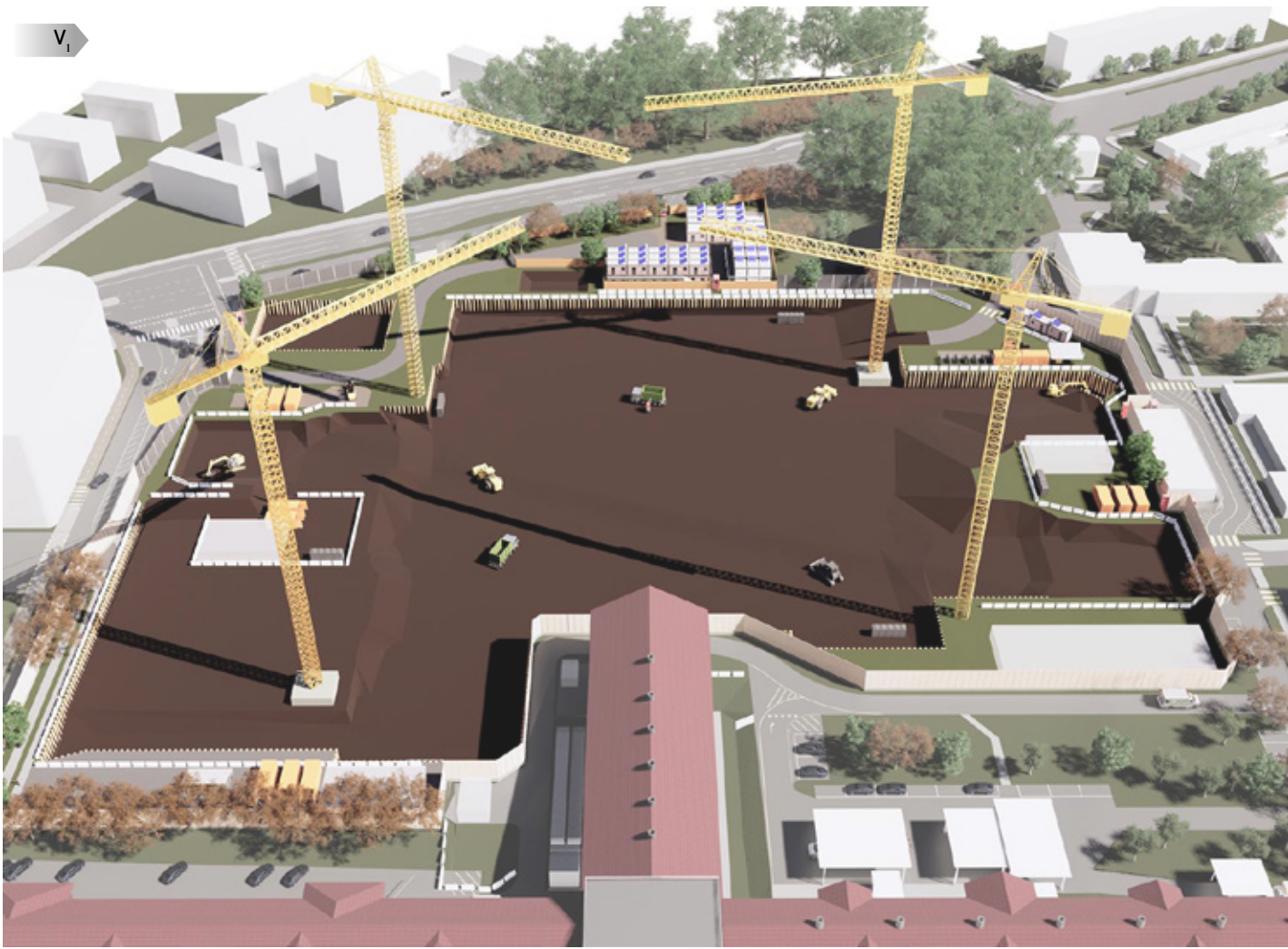
STATUS
Under costruction

CLIENTS
Rizzani De Eccher

BUDGET
€ 225 mln

ACTIVITIES
Tender Management support



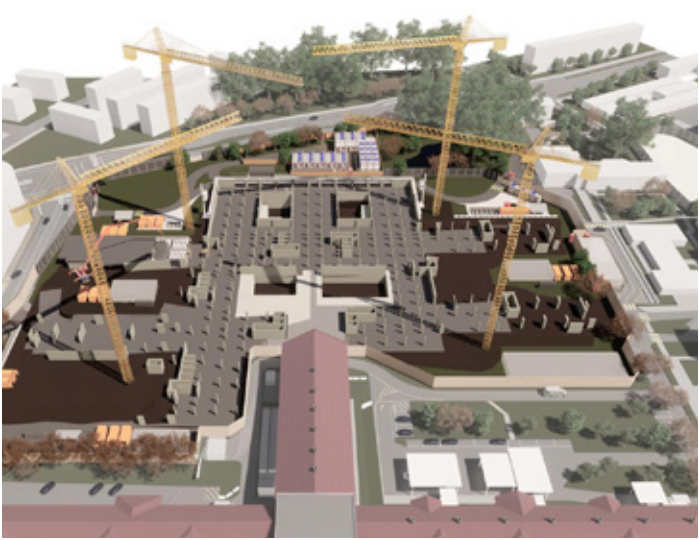


PHASE 1
Step 1 - Step 2 -Step 3 -Step 4

PHASE 2
Step 1 - Step 2 -Step 3

PHASE 3
Step 1 - Step 2 -Step 3 -Step 4

PHASE 4
Step 1 - Step 2



PHASE 1 Step 3



PHASE 1 Step 4



PHASE 2 Step 2



PHASE 3 Step 1



PHASE 3 Step 2



PHASE 4 Step 2

01

Construction site organization



- Phasing Strategy
- Contrusction Site Layouts
- Temporary Facilities
- Health & Safety management
- Workforce & Site Equipment
- Deliveries paths plan

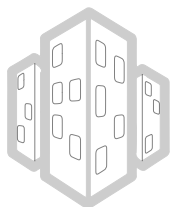
TESTING PROCESSES



Laboratory Testing



Mock-up Testing



Site Testing

FUNCTIONAL PERFORMANCES



Air-Tightness



Water-Tightness/
Waterproofing
(static and dynamic)



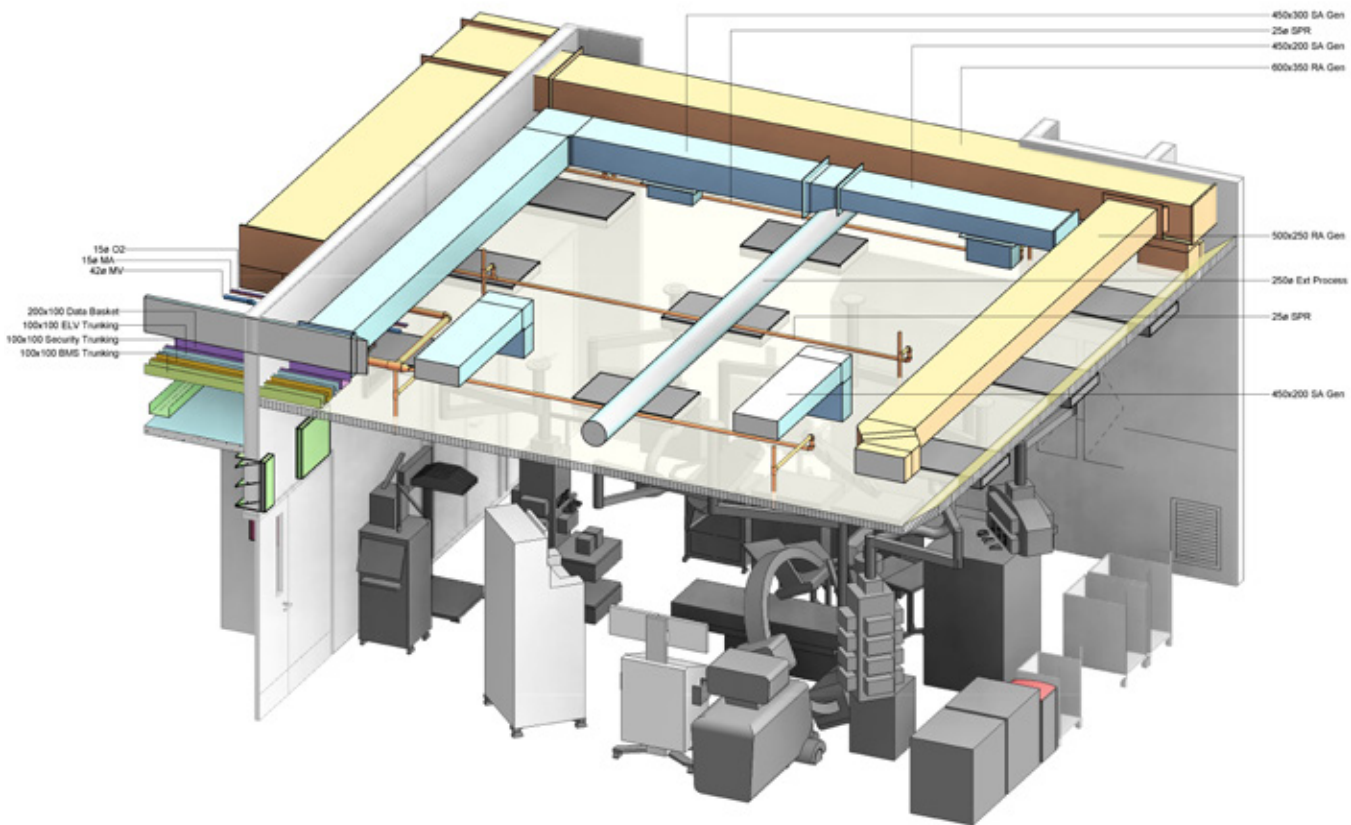
Thermal/Energy



Acoustical



Structural / Impact



02

Commissioning

- Commissioning Process
- Non-compliance management
- Test & Commissioning Plan
- Handover procedures
- Commissioning documents

MEP ASSET INFORMATION

Electrical quantity	Electrical specifications	Electrical consumption	Data quantity	Data specifications	Cold water quantity
Cold water specifications	Hot water quantity	Hot water specifications	Drains quantity	Drains specifications	



A OFFICE

New Office Building for the European Investment Bank in Luxembourg

LOCATION Luxembourg	STATUS Under Construction
YEAR 2022-ongoing	CLIENTS JV (Rizzani De Eccher+Ballast Nedam)
TPOLOGY Office	BUDGET € 194 mil.
DIMENSIONS 64.000 sqm	ACTIVITIES Tender Management support





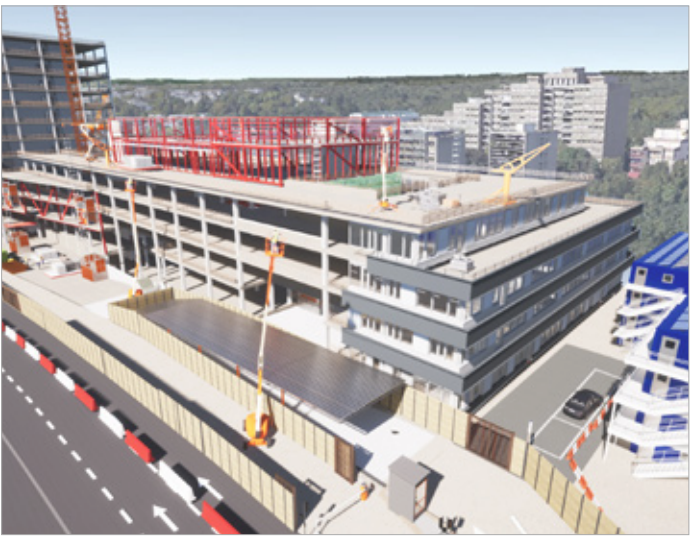
PHASE 1



PHASE 2



PHASE 3



PHASE 4



PHASE 4 Step A



PHASE 4 Step B

01 Project Management

- Methodology for the implementation of the Works (e.g. Façades)
- BREEAM requirements
- BIM Execution Plan
- Quality, Health & Safety and Environmental Measures
- Programme
- Organisation & Communications Chart

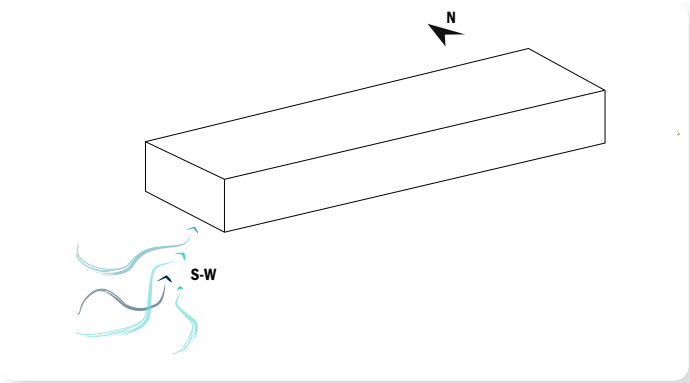


HEALTHCARE

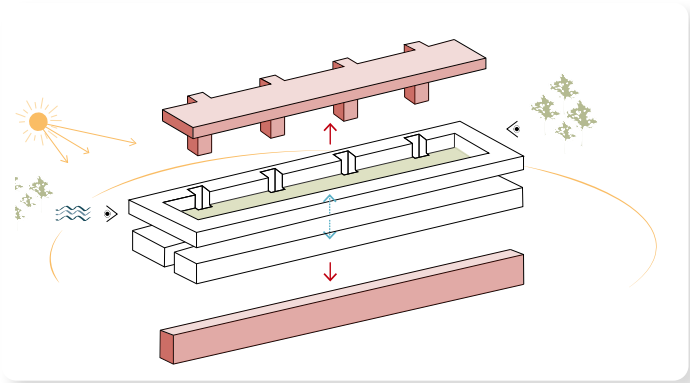
Tallinn Hospital design

LOCATION Tallinn, Estonia	STATUS Detailed Design
YEAR 2021 - ongoing	CLIENTS Tallinn Social and Health Care Board
TYOLOGY Hospital	BUDGET € 600 mln
DIMENSIONS 183.000 sqm	ACTIVITIES Design competition

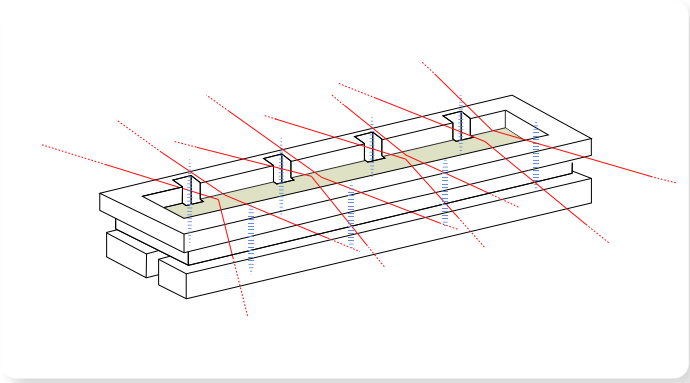
CONCEPT



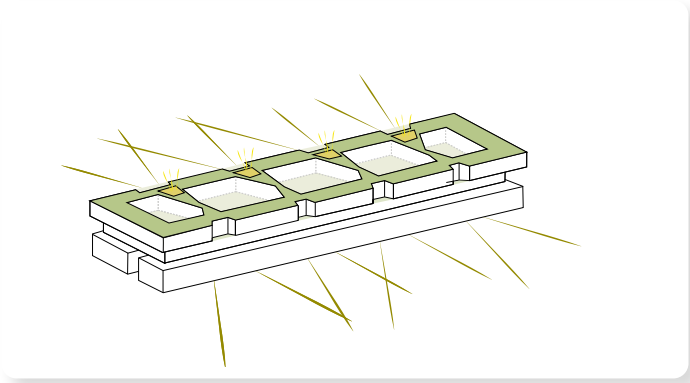
STEP 1 the building volume follows the best orientation and the wind direction



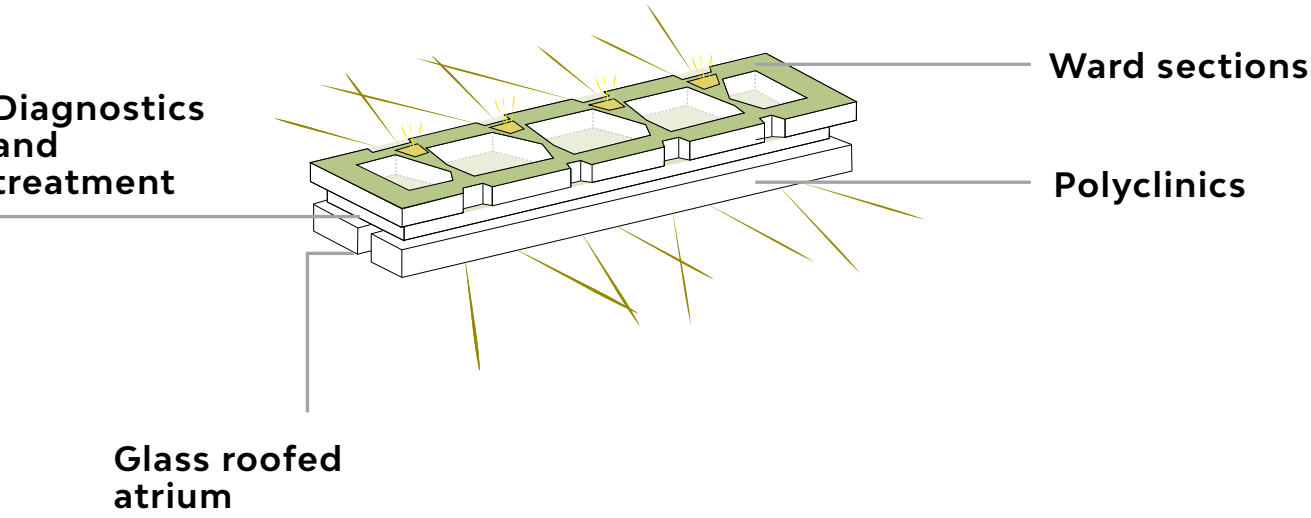
STEP 2 Red volumes are subtracted to maximize daylight and natural views



STEP 3 Internal vertical connections are linked through free diagonal directions



STEP 4 The free diagonals are extended to define the landscape





▲ HEALTHCARE

New Hospital Padova

LOCATION

Padova, Italy

YEAR

2021 - ongoing

TPOLOGY

Hospital

DIMENSIONS

193.000 sqm

STATUS

Preliminary Design

CLIENTS

Azienda Ospedale Università Padova

BUDGET

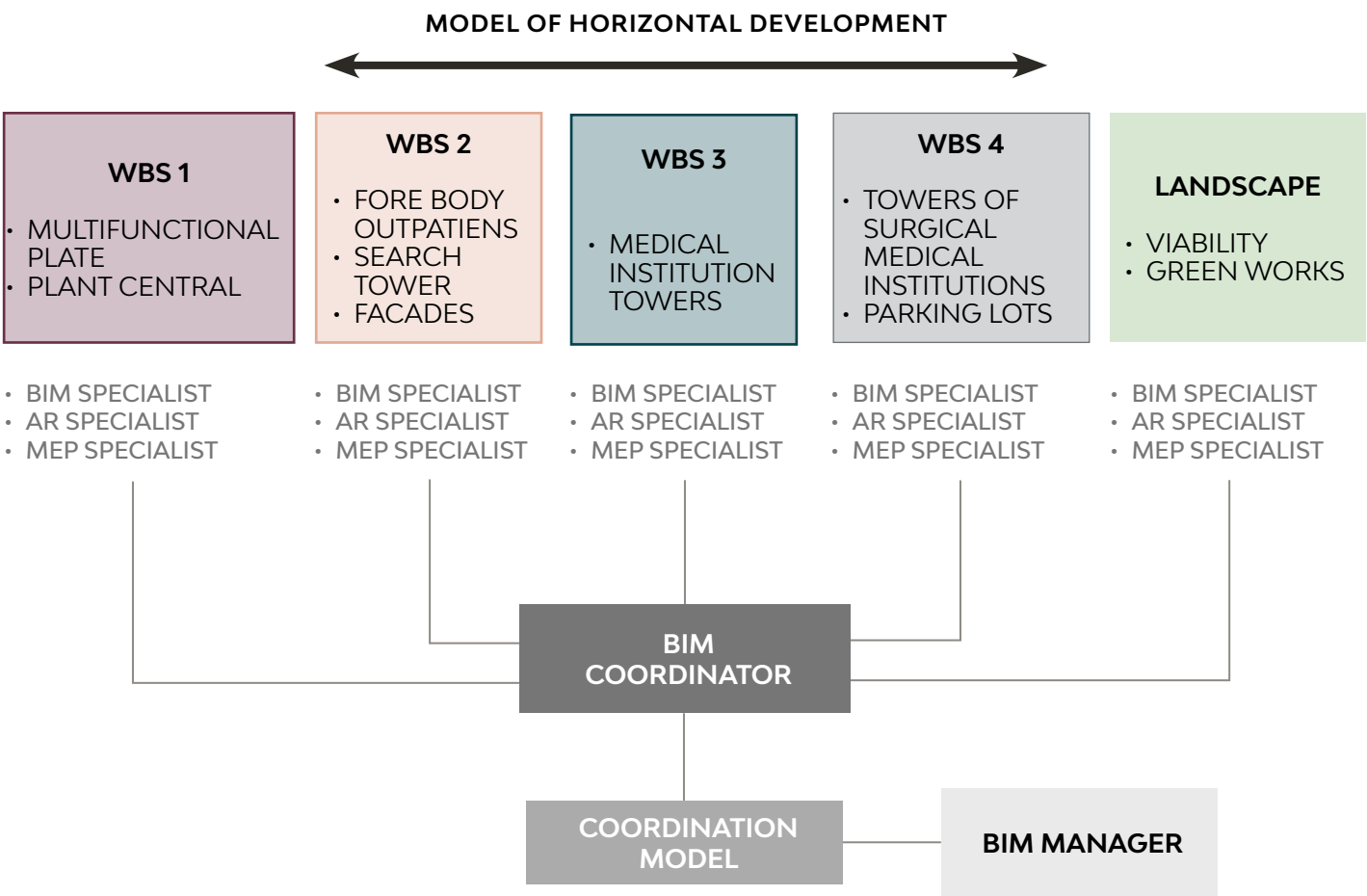
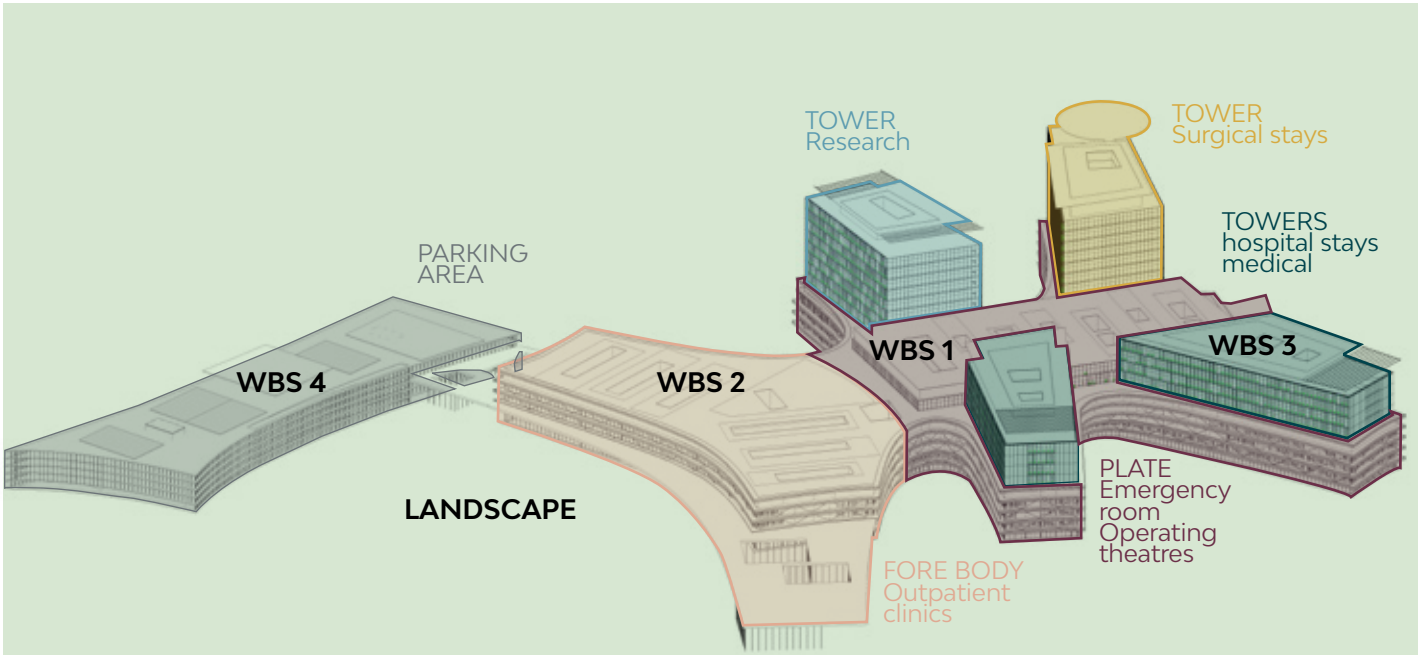
€ 482 mln

ACTIVITIES

Design competition



BIM Execution Plan



Strategies for opening up the building and integrating it with non-healthcare activities



SUMMARY

INTERNATIONAL TENDERS					
Ref. Number	Name	Date	Works	Floor area incl. Basement (m2)	Project Stages
1	NYT OUH University Hospital DP03 - DP04	2018	€ 395 mil	160.000 m ²	- Schematic Design (completed) - Detailed Design (completed) - Construction Design (ongoing)
2	NYT OUH University Hospital DP 05-06-07-08	2019	€ 205 mil	100.000 m ²	- Schematic Design (completed) - Detailed Design (completed) - Construction Design (ongoing)
3	NYT OUH University Hospital DP 100 - Raw Rooms	2020	€ 66 mil	15.000 m ²	- Schematic Design (completed) - Detailed Design (completed) - Construction Design (ongoing)
4	UNOG Renovation	2019	€ 240 mil	170.000 m ²	Construction Design (ongoing)
5	Nyt Hospital Bispebjerg	2020	€ 225 mil	85.000 m ²	- Schematic Design (completed) - Detailed Design (completed) - Construction Design (ongoing)
6	New Office Building for the EIB in Luxembourg (GCO)	2022	€ 194 mil	64.000 m ²	Tender management
7	UNOG Building E	2022	€ 145 mil	50.000 m ²	- Detailed Design (ongoing) - Construction Design (not yet started)
8	Tallinn Hospital	2022	€ 600 mil	183.000 m ²	- Conceptual Design (completed) - Schematic Design (completed) - Detailed Design (ongoing) - Construction Design (not yet started)
TOTALE			€ 2.070 mil		

ITALIAN TENDERS					
Ref. Number	Name	Date of Contract Start	Project/Contract sum excl. VAT	Floor area incl. Basement (m2)	Project Stages
1	New Hospital of Padova (Padova)	2022	€ 430 mil	193.000 m²	• Schematic Design
2	Staglieno and Gavette depots (Geneva)	2022	€ 67 mil	10.000 m²	• Tender management
3	Pirelli 35 Building (Milan)	2022	€ 80 mil	40.000 m²	• Tender management
4	Bulgari Manufacture Expansion (Valenza)	2022	€ 50 mil	14.000 m²	• Tender management
5	SW Village and Ederle North Camp (Vicenza)	2021	€ 80 mil	30.000 m²	• Tender management
6	Maintenance of equipment infrastructures – framework agreement ANAS (Milan)	2021	€ 46 mil	-	• Tender management
7	Scialoia School Complex (Milan)	2020	€ 38 mil	23.500 m²	• Tender management
8	“MIRE” Hospital building (Reggio Emilia)	2021	€ 33 mil	15.500 m²	• Tender management
9	Tecnophole of Bologna (Bologna)	2018	€ 46 mil	143.000 m²	• Tender management
10	Data Center Buildings (Bologna)	2018	€ 37 mil	120.000 m²	• Tender management
11	Spark One	2020	€ 80 mil	35.000 m²	• Construction Design (ongoing)
12	Frame Agreement PNRR 6lots	2022	€ 250 mil	-	• Schematic Design (to start)
TOTALE			€ 1.317 mil		



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