



P O R T F O L I O

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

THE DEVELOPMENT OF TECHNICAL OFFERS FOR BOTH WORKS AND DESIGN AND BUILD TENDERS CONSISTS IN THE SEARCH FOR TECHNICALLY AND ECONOMICALLY OPTIMISED SOLUTIONS FOR THE CENTRAL ISSUES AND CRITERIA OF THE TENDERS



80%

100MIL+ SUCCESS
RATE



3 Billion

TOTAL BUDGET OF
ONGOING BUILDING
SITES

▲ TENDER MANAGEMENT PORTFOLIO

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WE SUPPORT OUR CLIENTS IN THE CONSTRUCTION AND SITE IMPLEMENTATION PHASE, FROM THE ANALYSIS OF EXECUTIVE PROJECTS TO BIM AS-BUILT MODELING

- PISA
- MILAN
- BELGRADE
- ODENSE
- COPENHAGEN
- PARIS
- GENEVA
- TALLINN

▲ PROFILE

Creating a better reality

Architecture and technology conceived as a source of inspiration and enrichment of everyday life

ATI Project is an international firm specialized in **integrated design** in the field of architecture and engineering, committed to the development of **sustainable buildings** with a reduced environmental impact.

The studio was established in 2011 by **Branko Zrnic** and **Luca Serri**, founders dedicated to research in bioclimatic architecture and renewable energy.

In just over a decade, the **team** has grown from **2 to 350 collaborators**.

The initial outline of the office is the same that still drives its growth today: a young, visionary, technological studio that



natively uses BIM to promote **multidisciplinarity**, as well as **innovation** and **sustainability**.

The complexity and number of projects reflect the **internationality** of the studio, which today, in addition to its headquarters in **Pisa**, has offices in **Milan, Belgrade, Odense, Paris, Copenhagen, Geneva** and **Tallinn**.



13

YEARS OF CONSTANT GROWTH



25 Mln

TURNOVER IN EUROS



8

INTERNATIONAL OFFICES



1+ Million of m²

OF COMPLETED OR ONGOING PROJECTS



Bird's eye view

▲ HEALTHCARE

NYT OUH University Hospital DP03 - DP04

LOCATION
Odense, Denmark

CLIENTS
JV (CMB+ITINERA)

TPOLOGY
Healthcare

DIMENSIONS
160.000 sqm

TENDER YEAR
2017

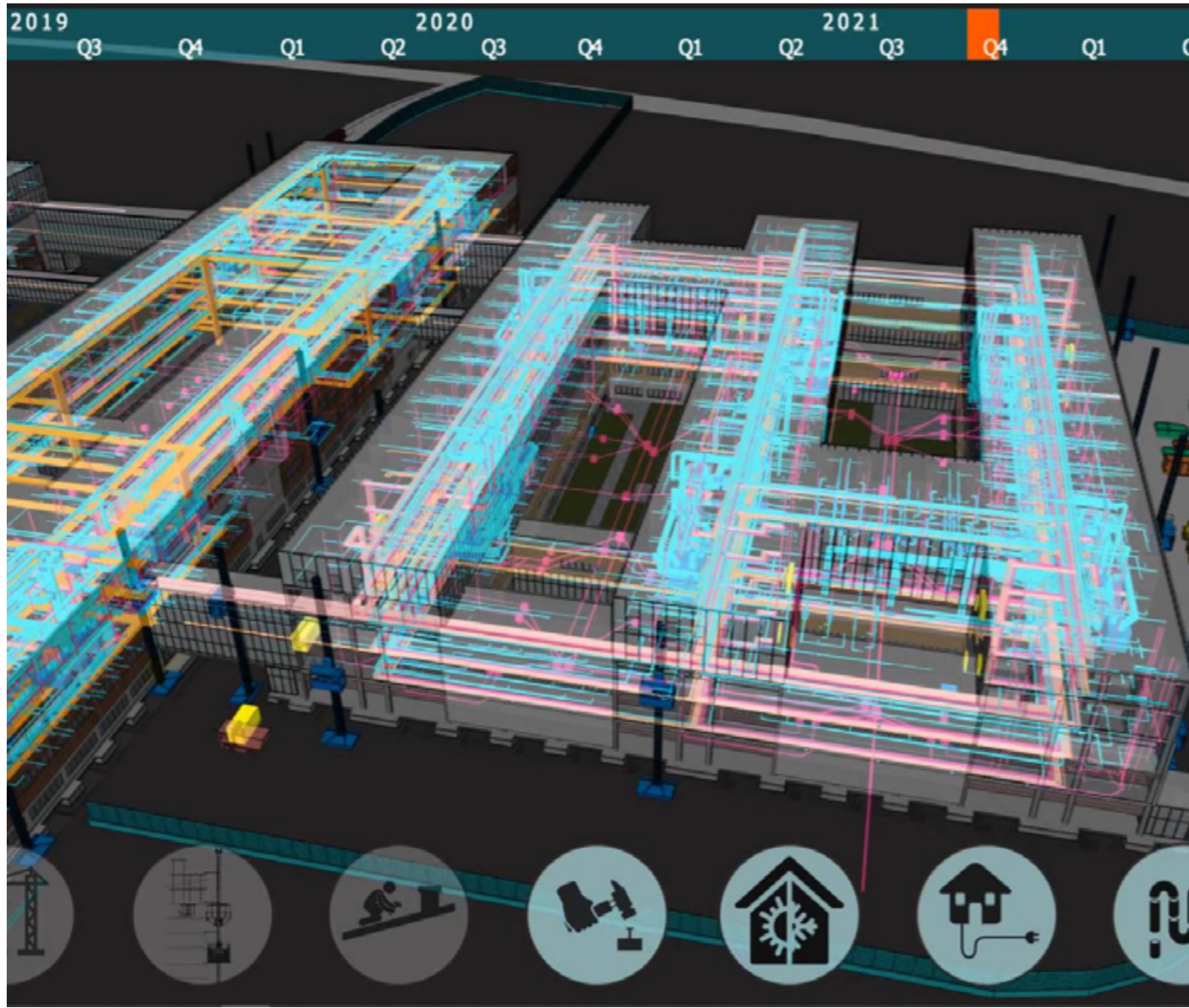
BUDGET
€ 395 mln

CURRENT STATUS
Under construction

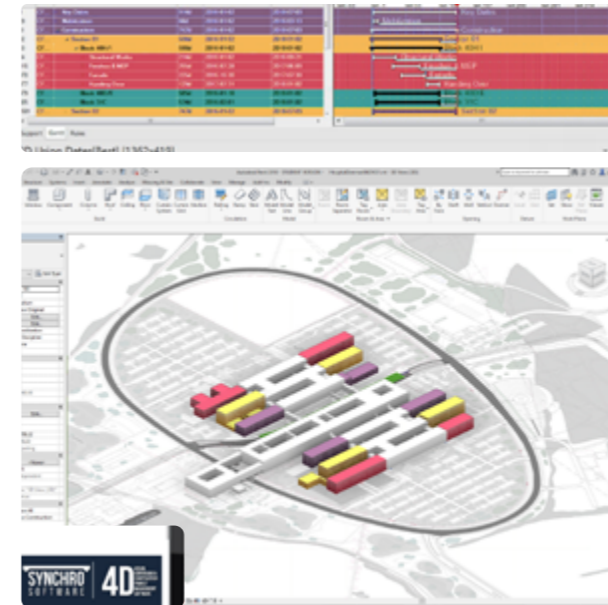
ACTIVITIES
Tender management support



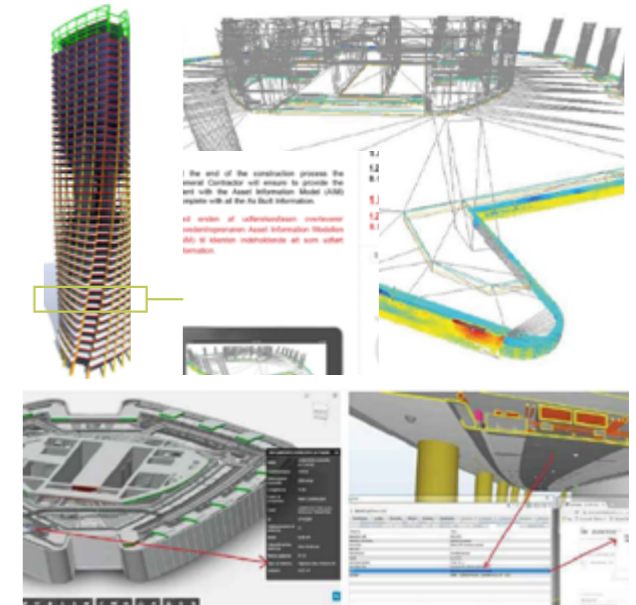
Main entrance



TIME CONTROL



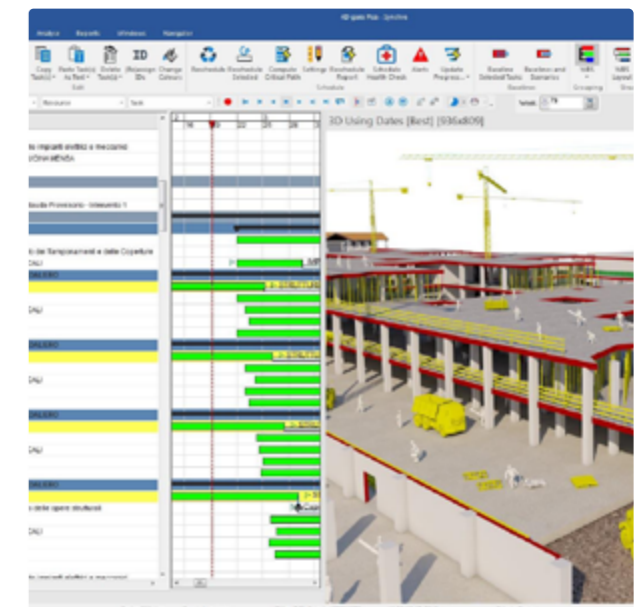
QUALITY CONTROL



COSTS CONTROL



SAFETY CONTROL



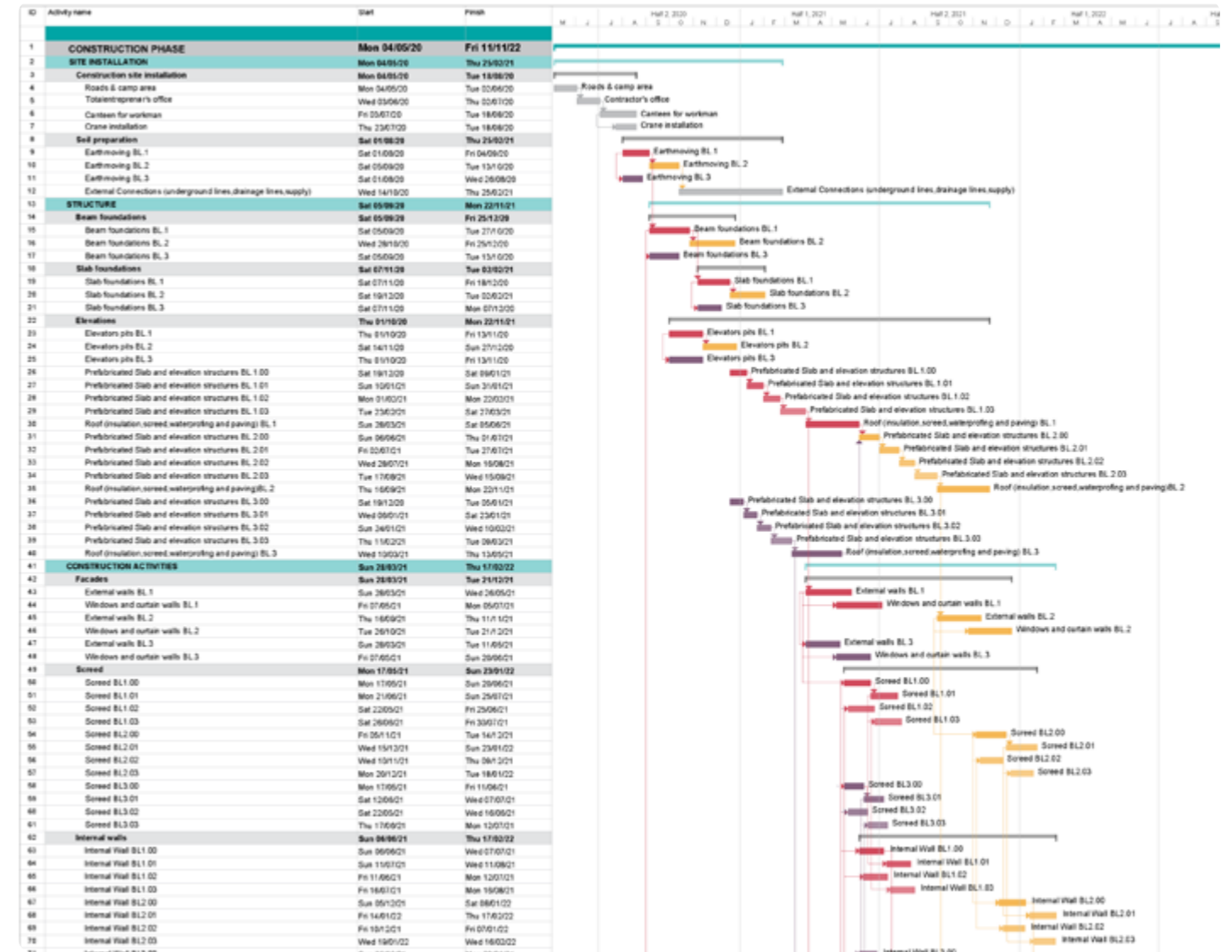
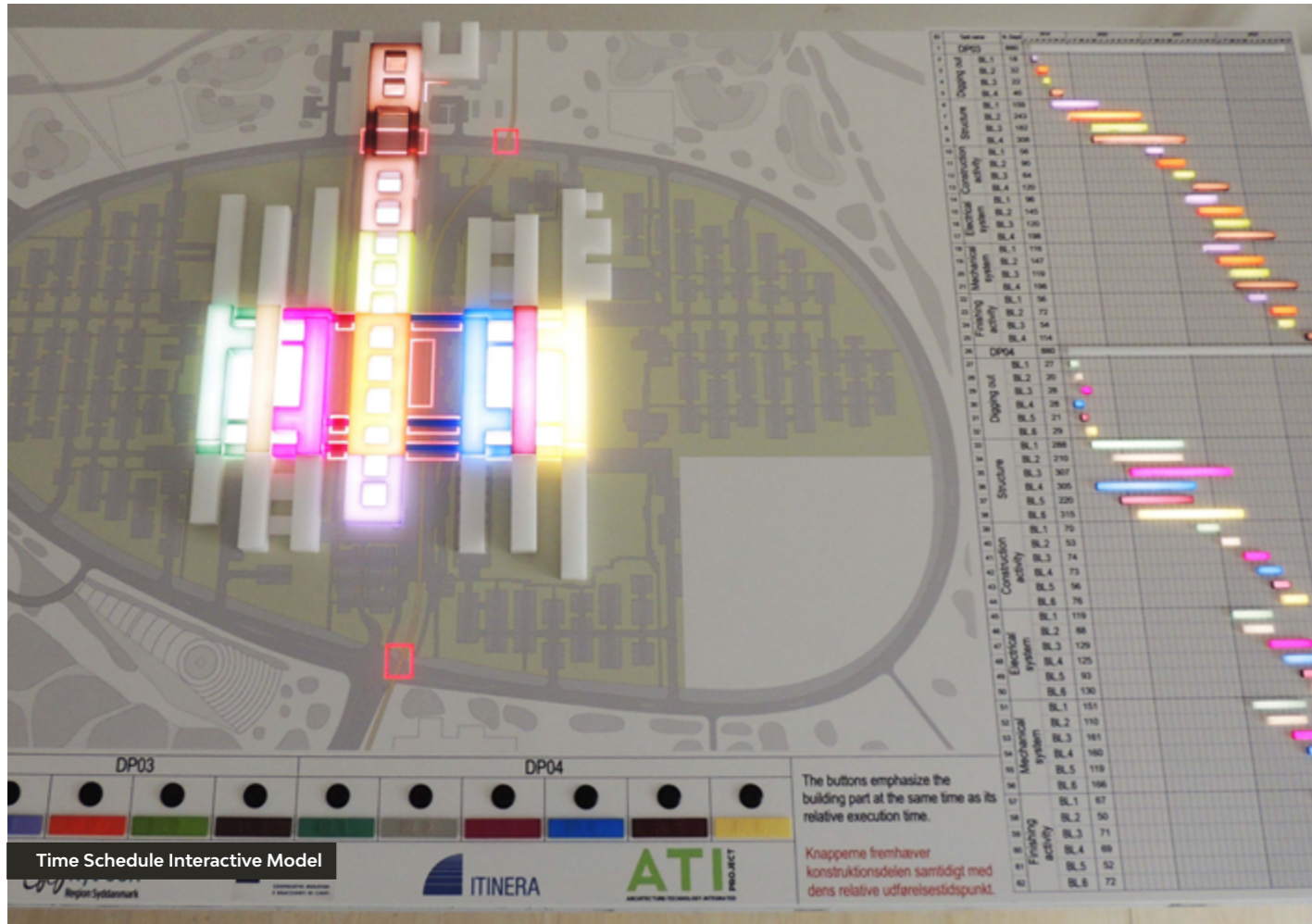
01

BIM Management



- Bim Execution Plan
- Time Control through BIM 4D
- Cost Control through BIM 5D
- Clash Detections and Code Checkings
- Quality Control through laser scanning
- Construction Site management through BIM Field

BIM Management diagram



02 Time Schedule

- Gantt Diagrams
- Work Breakdown Structure (WBS)
- Organization Breakdown Structure (OBS)
- Delay Management
- Resource Breakdown Structure (RBS)
- Procurement Planning
- Critical Path

PHASE 1



PHASE 2



PHASE 3



Time Schedule diagram



Bird's eye view

▲ HEALTHCARE

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

LOCATION
Odense, Denmark

CLIENTS
JV (CMB+ITINERA)

TPOLOGY
Healthcare

DIMENSIONS
100.000 sqm

TENDER YEAR
2018

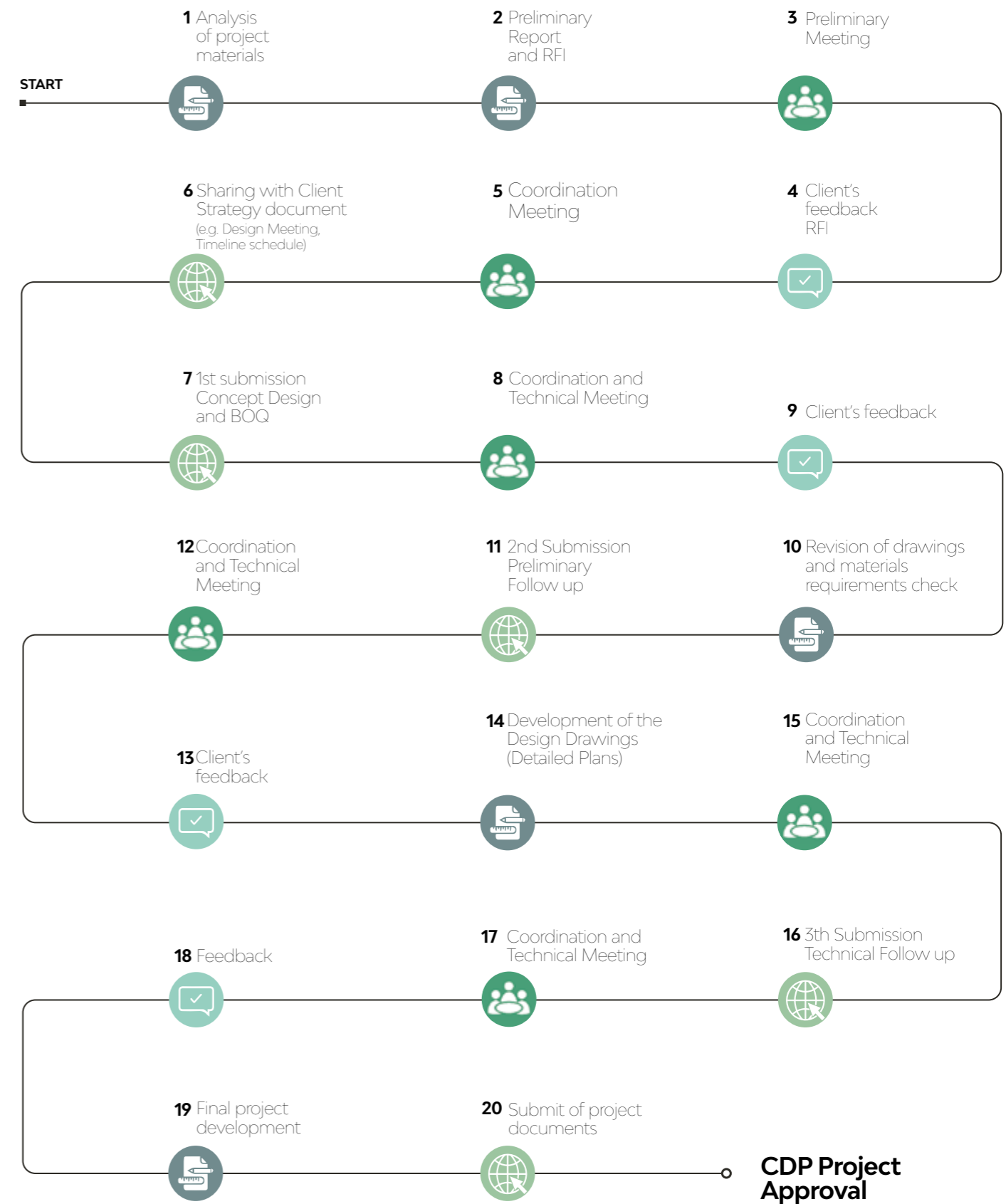
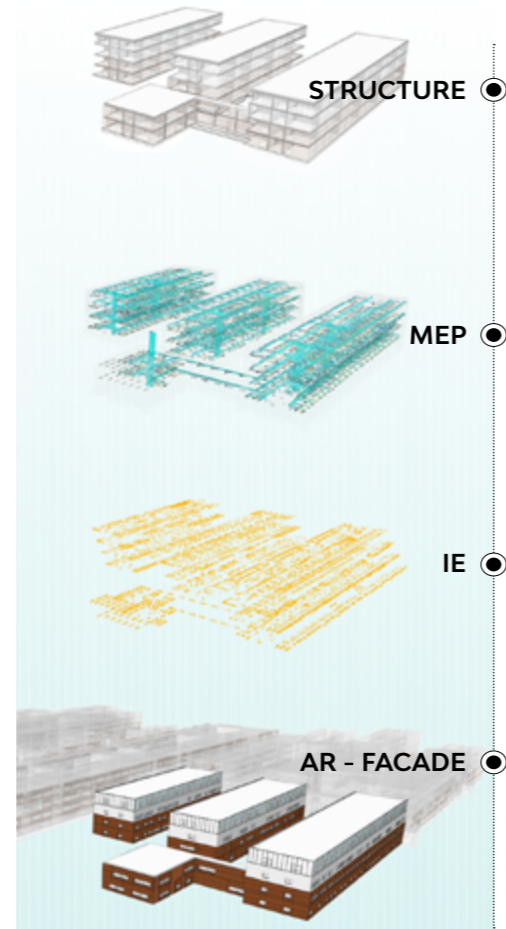
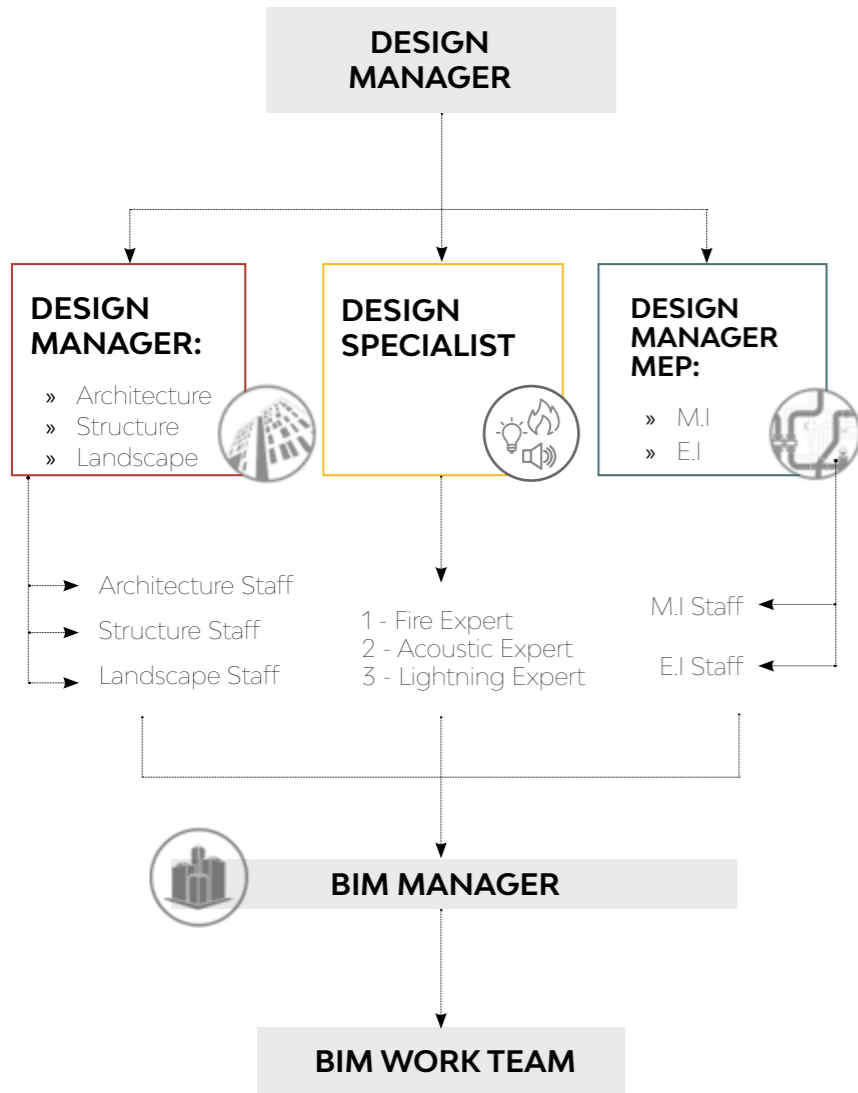
BUDGET
€ 205 mln

CURRENT STATUS
Under construction

ACTIVITIES
Tender management support



Construction site detail

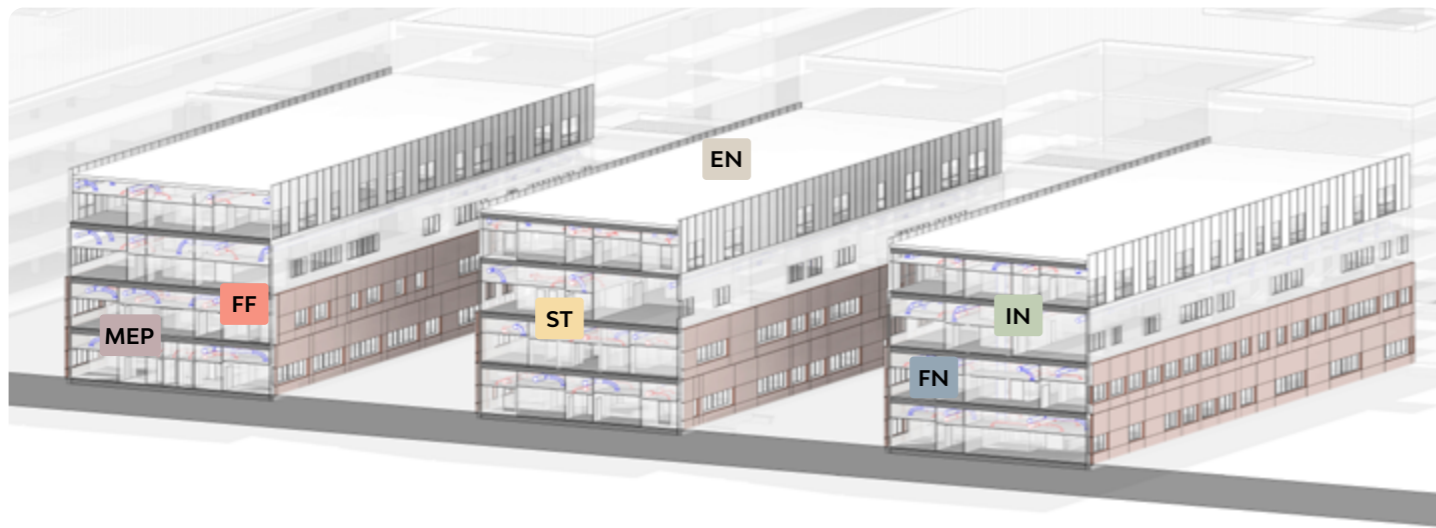


● project's development ● meetings ● submits ● feedbacks

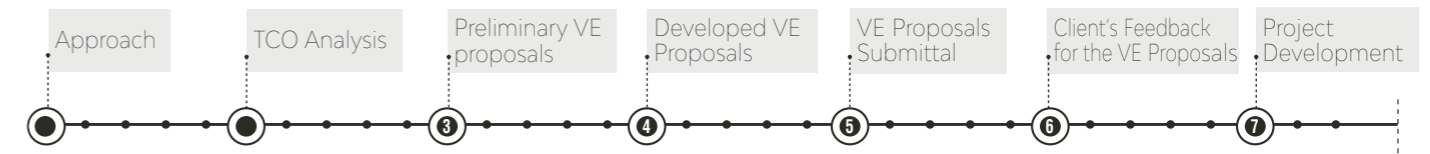
01 Design process organization

- Organizational Chart and Key figures
- Submission Plan
- Document Management

- Communication Plan
- Reporting System
- Information Technology tool



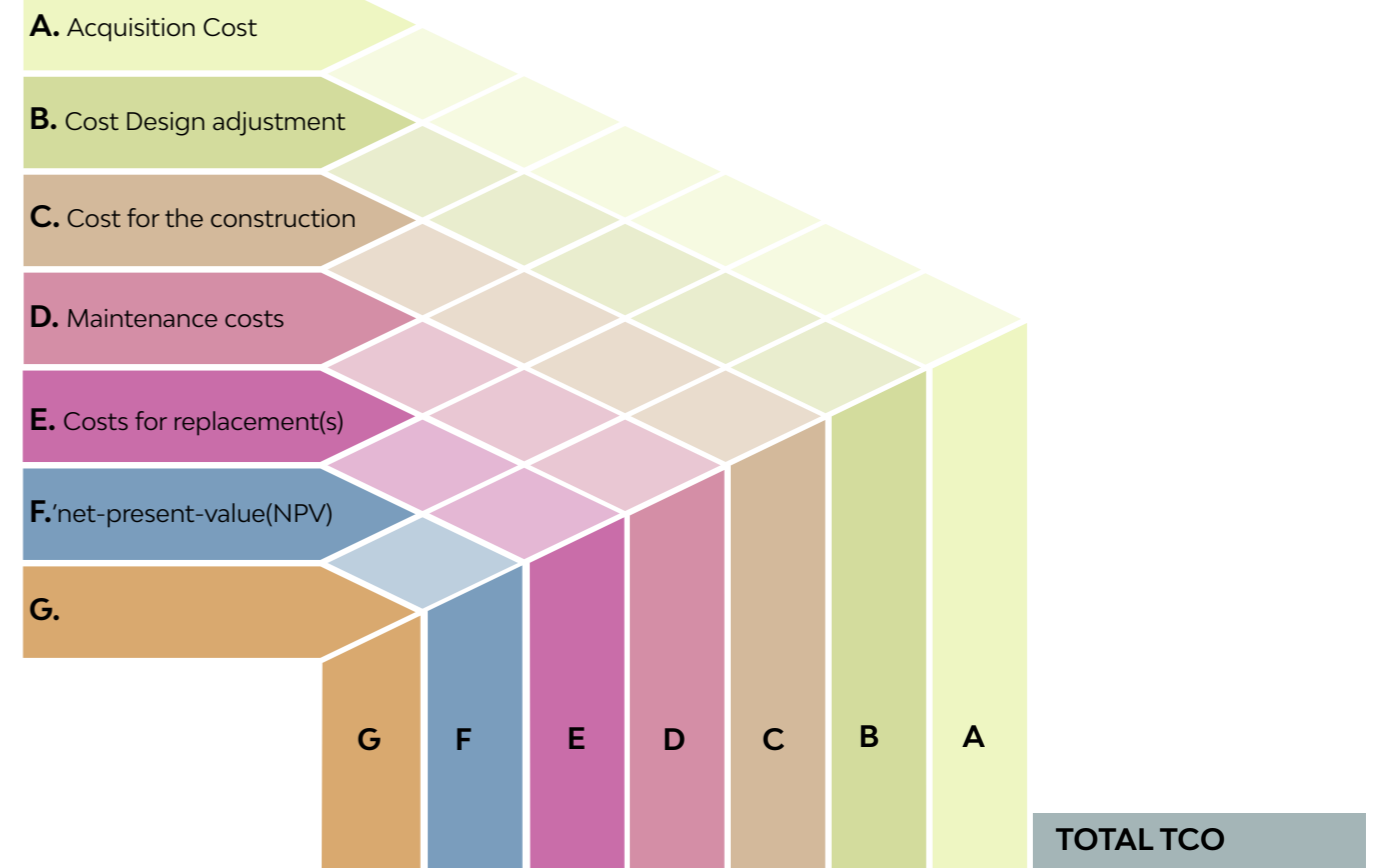
VE PROPOSALS LIST _ FORMAT									
Code	Category	VE solution description	Technical specification ORIGINAL SOLUTION	Technical specification VE SOLUTION	TCO ORIGINAL SOLUTION	TCO VE SOLUTION	Client's feedback		
							Y	N	I
ST	Structures								
EN	Envelope								
IN	Internal works								
FN	Finishes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



VALUE ENGINEERING PROPOSALS

PROJECT: ARCHITECTURAL MECHANICAL STRUCTURAL OTHERS

CRITERIA



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

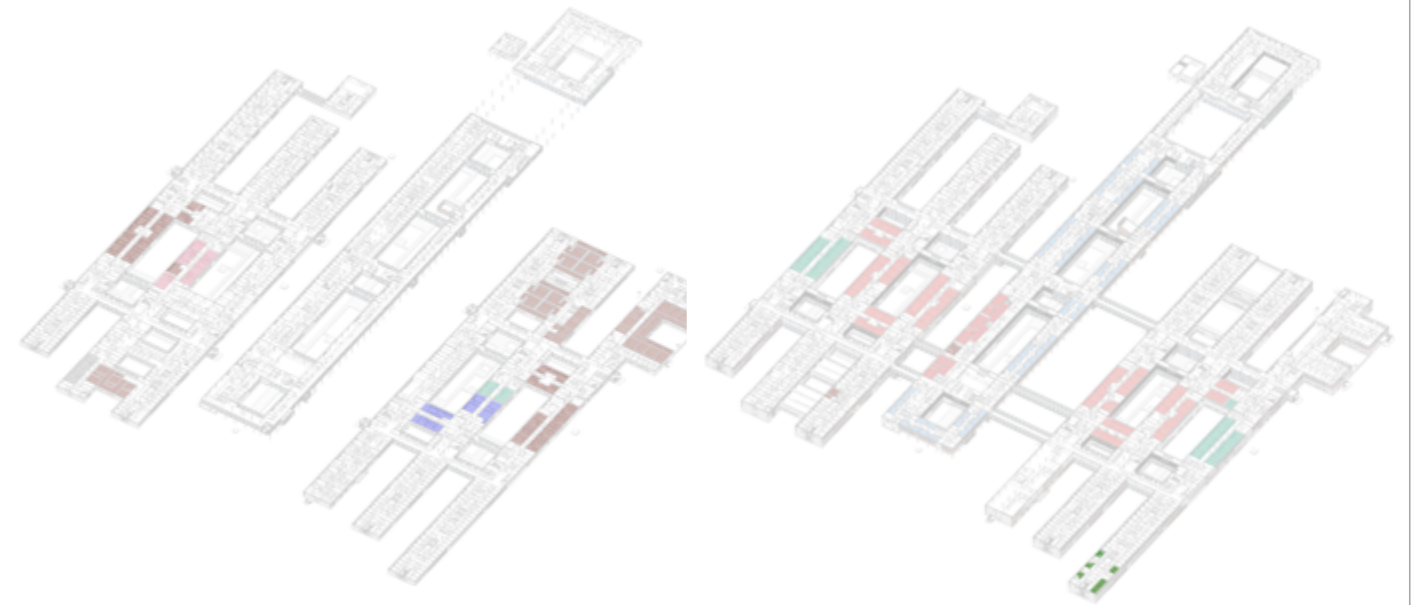
Value Engineering

- 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

LOCATION
Odense, Denmark

CLIENTS
JV (CMB+ITINERA)

TYOLOGY
Healthcare - 225 heavy equipment rooms
+ 350 secondary rooms

DIMENSIONS
100.000 sqm

TENDER YEAR
2020

BUDGET
€ 205 mln

CURRENT STATUS
Under construction

ACTIVITIES
Tender management support



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 analyzed, 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

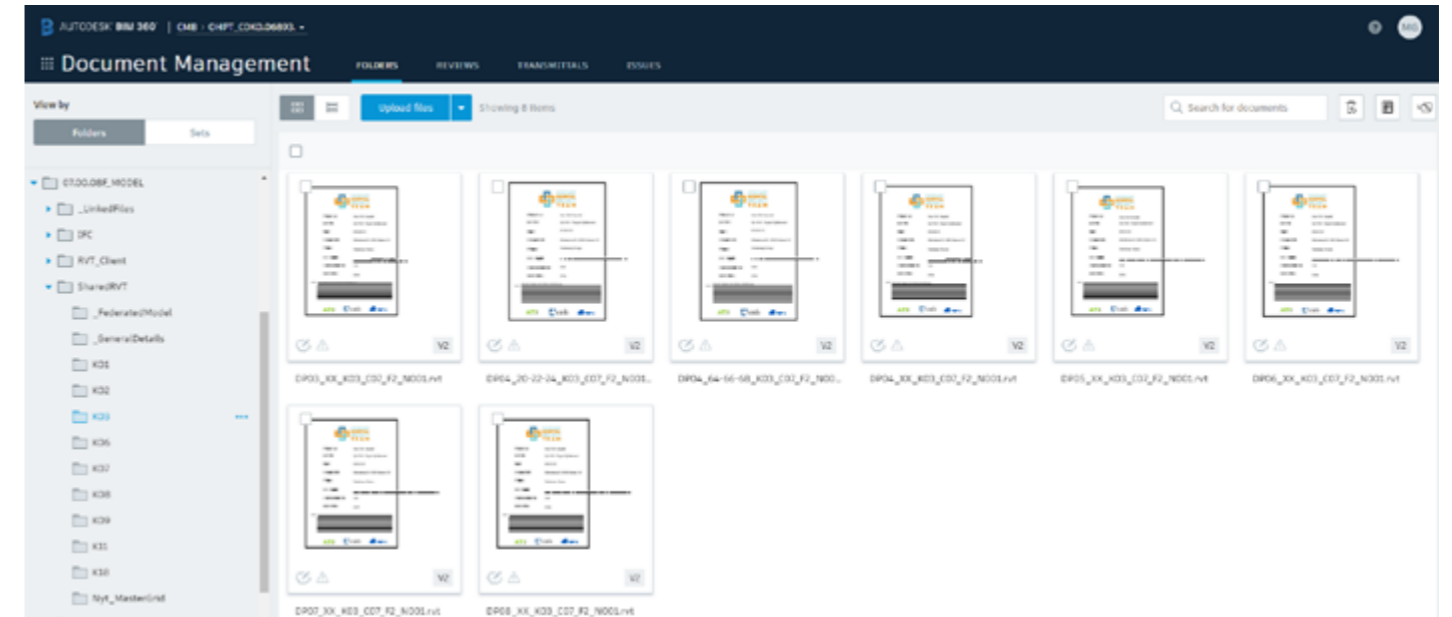
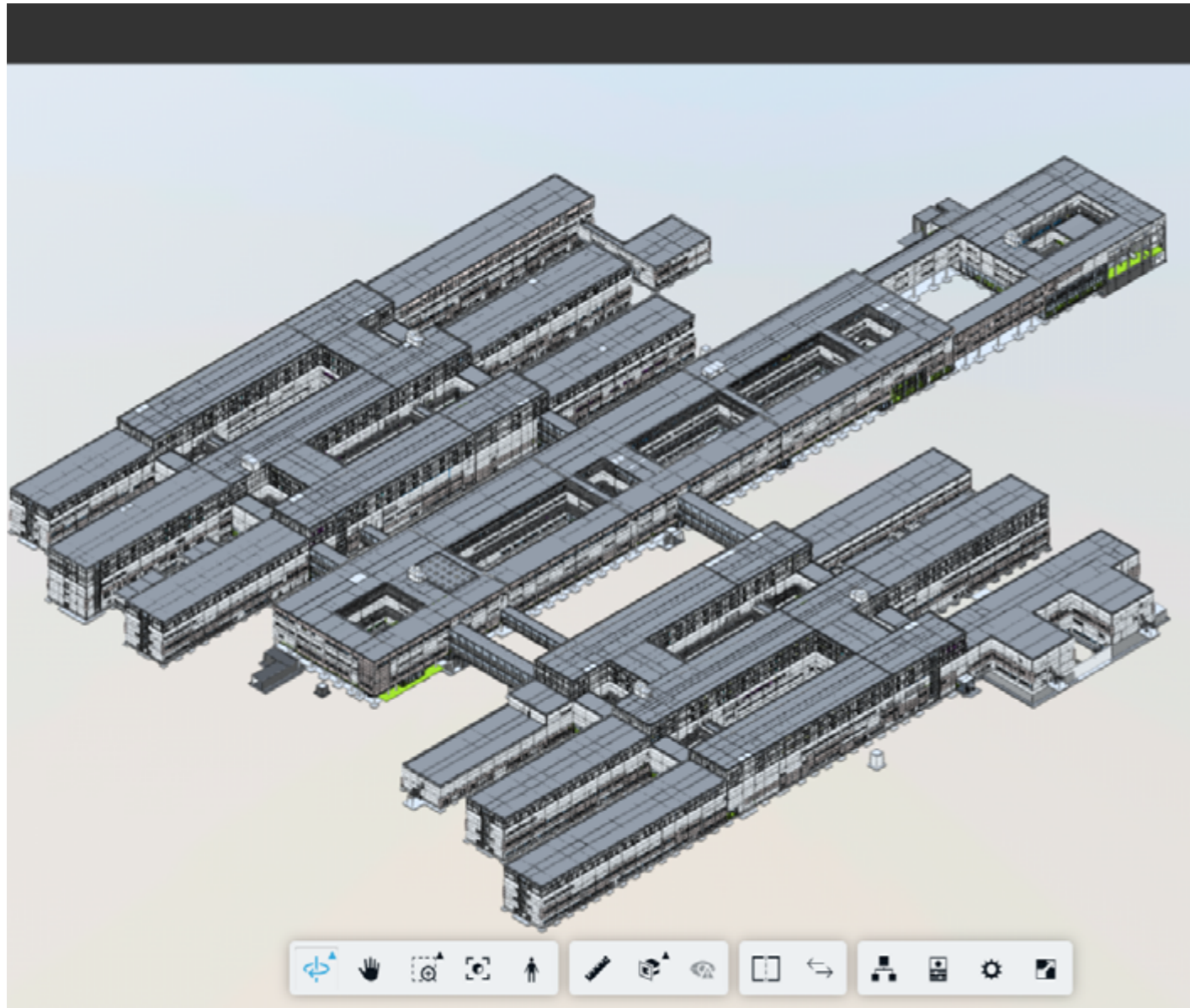
5	Optimization	4	Compliant with requirements	3	To be agreed - so maybe compliant	2	Deviation to be discussed	0	Deviation - not acceptable
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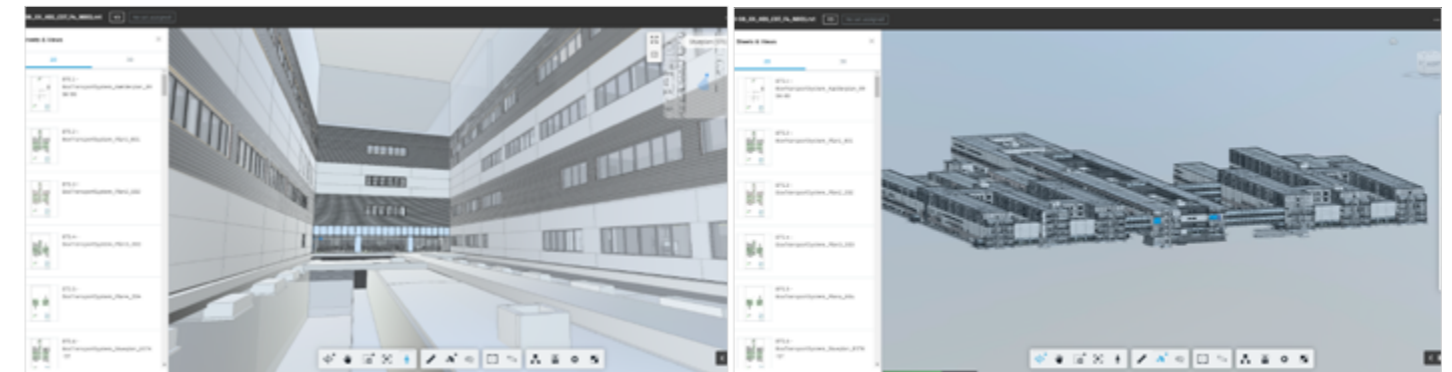
01

Procurement

- Procurement Strategy
- Procurement Plan
- Tenders Management
- Subcontractors/Suppliers management
- Communication Plan
- 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



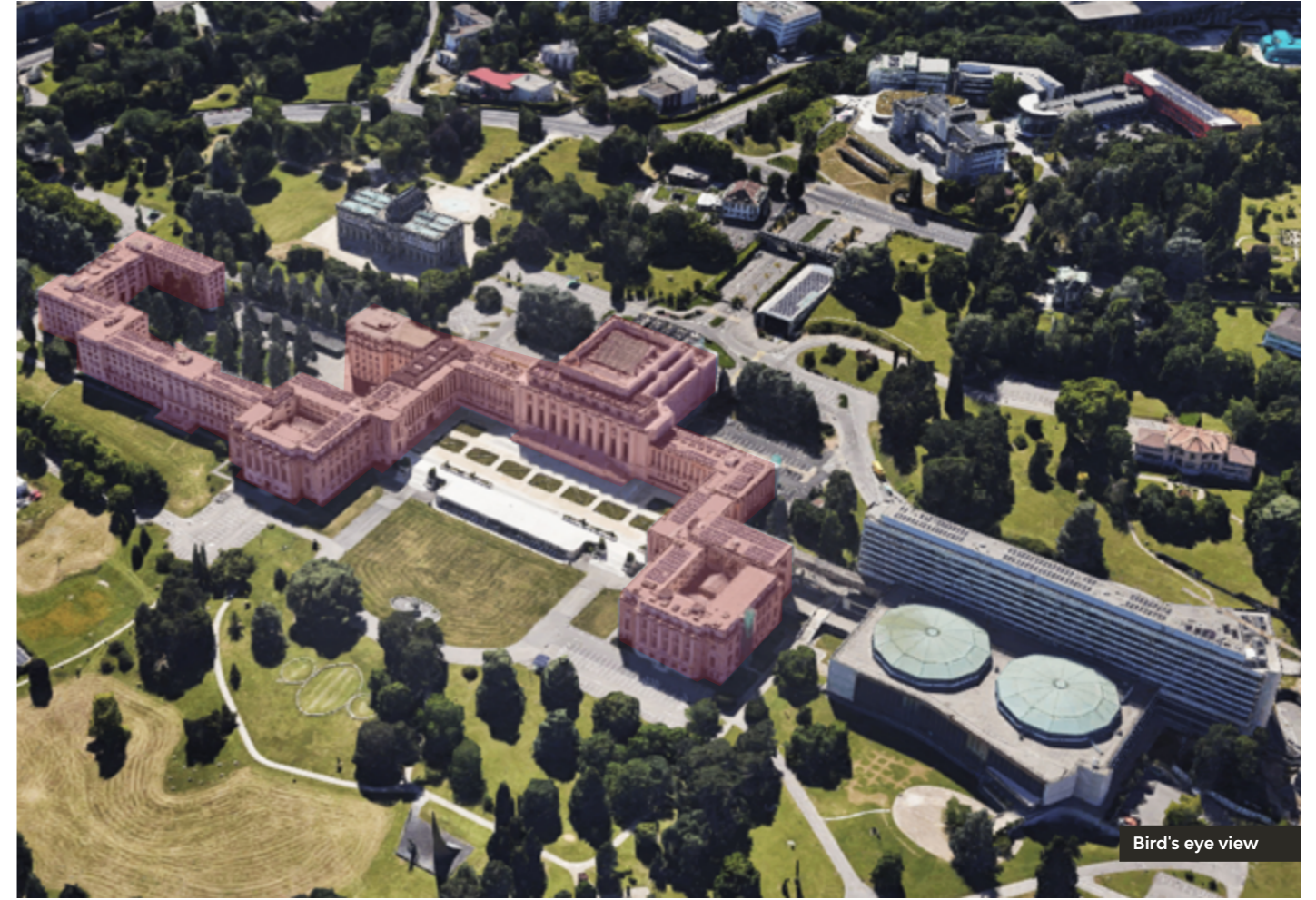
Connect workflows to improve quality control

Quickly resolve quality-related problems

02 Common data environment (CDE)



- RFI and Submittals
- Change Log
- Document Management
- Data sharing
- Progress control
- Quality Control



△ OFFICE

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

LOCATION

Geneva, Switzerland

TPOLOGY

Office

TENDER YEAR

2019

CURRENT STATUS

Under construction

CLIENTS

JV (Cmb + Italiana Costruzioni + Csc)

DIMENSIONS

170.000 sqm

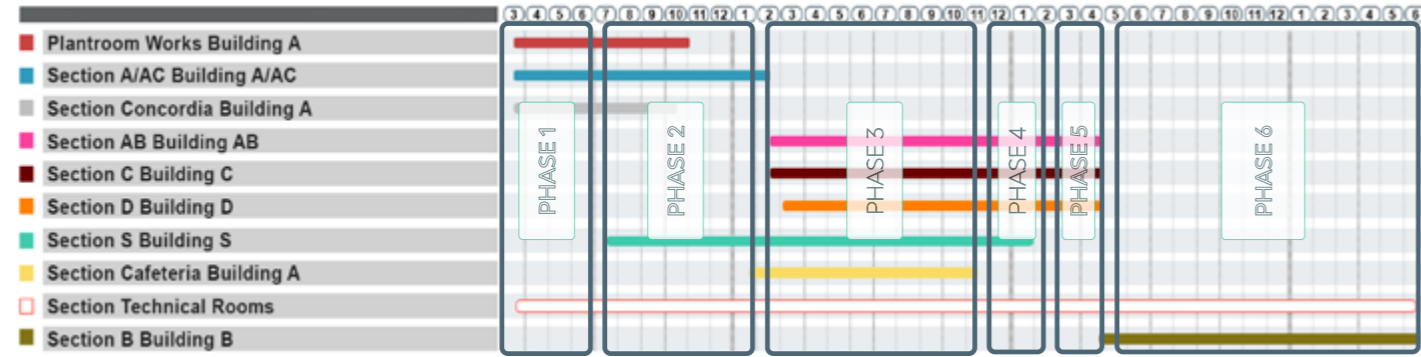
BUDGET

€ 240 mln

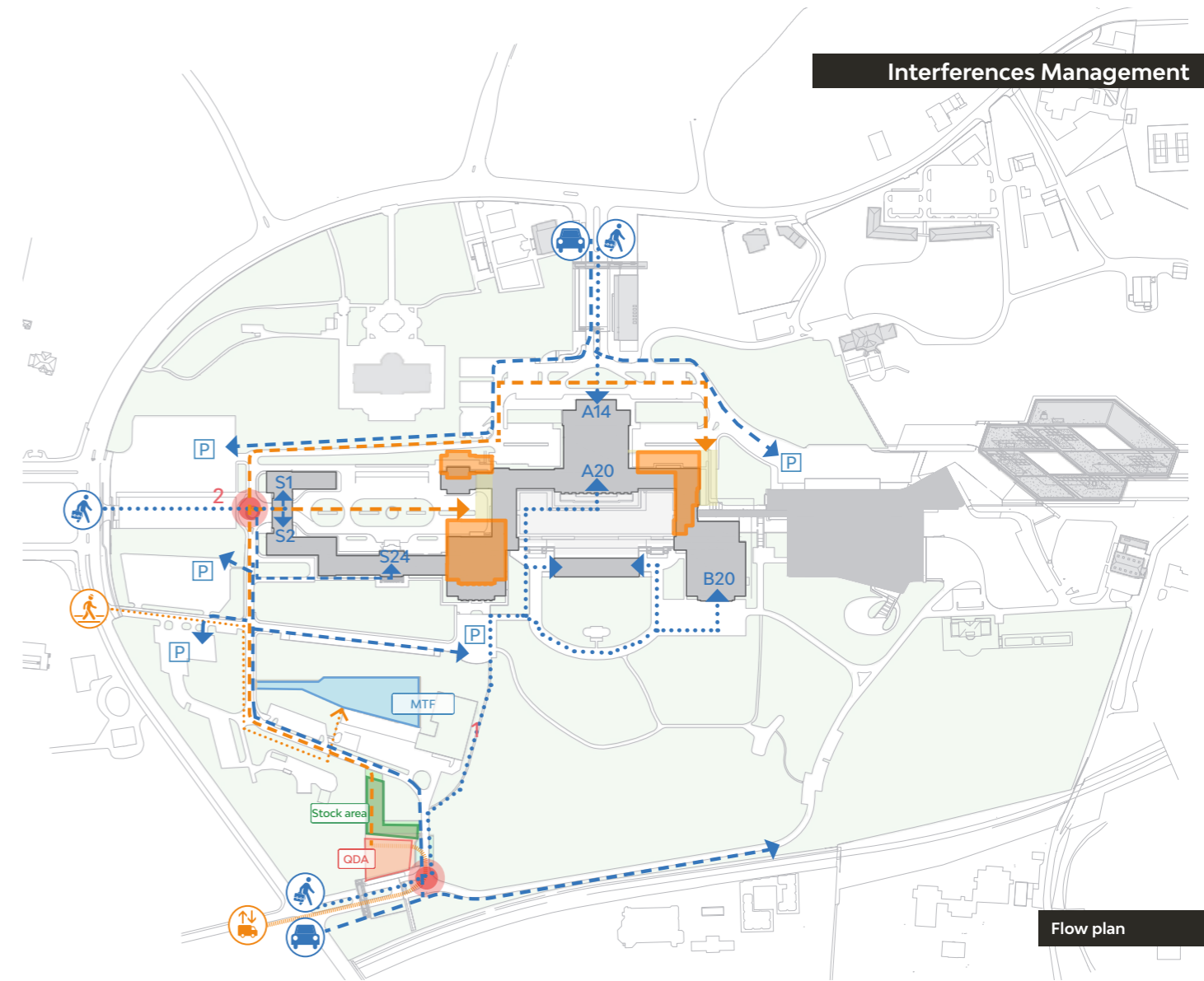
ACTIVITIES

Tender management support





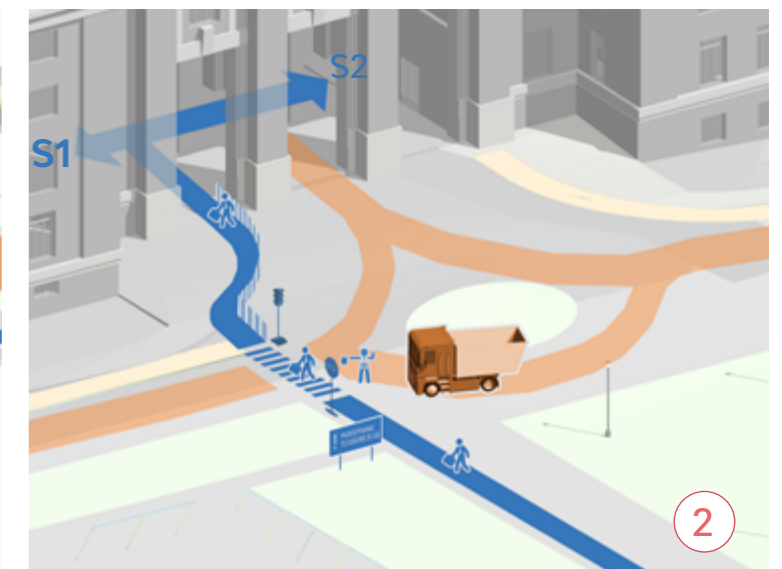
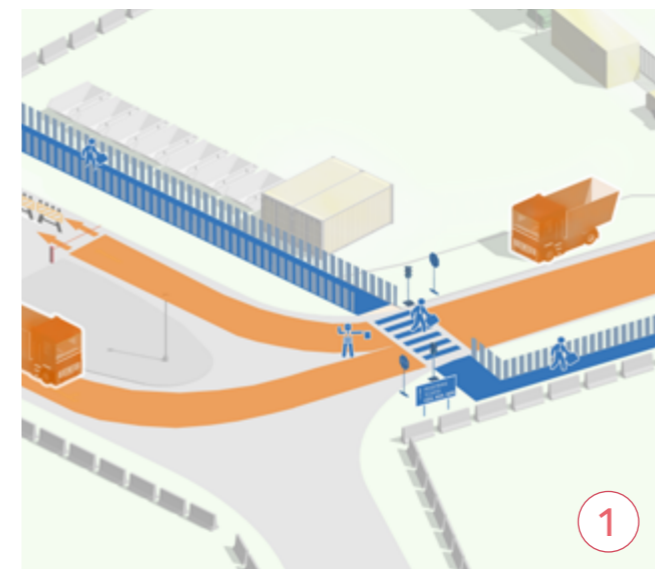
Phasing management diagram

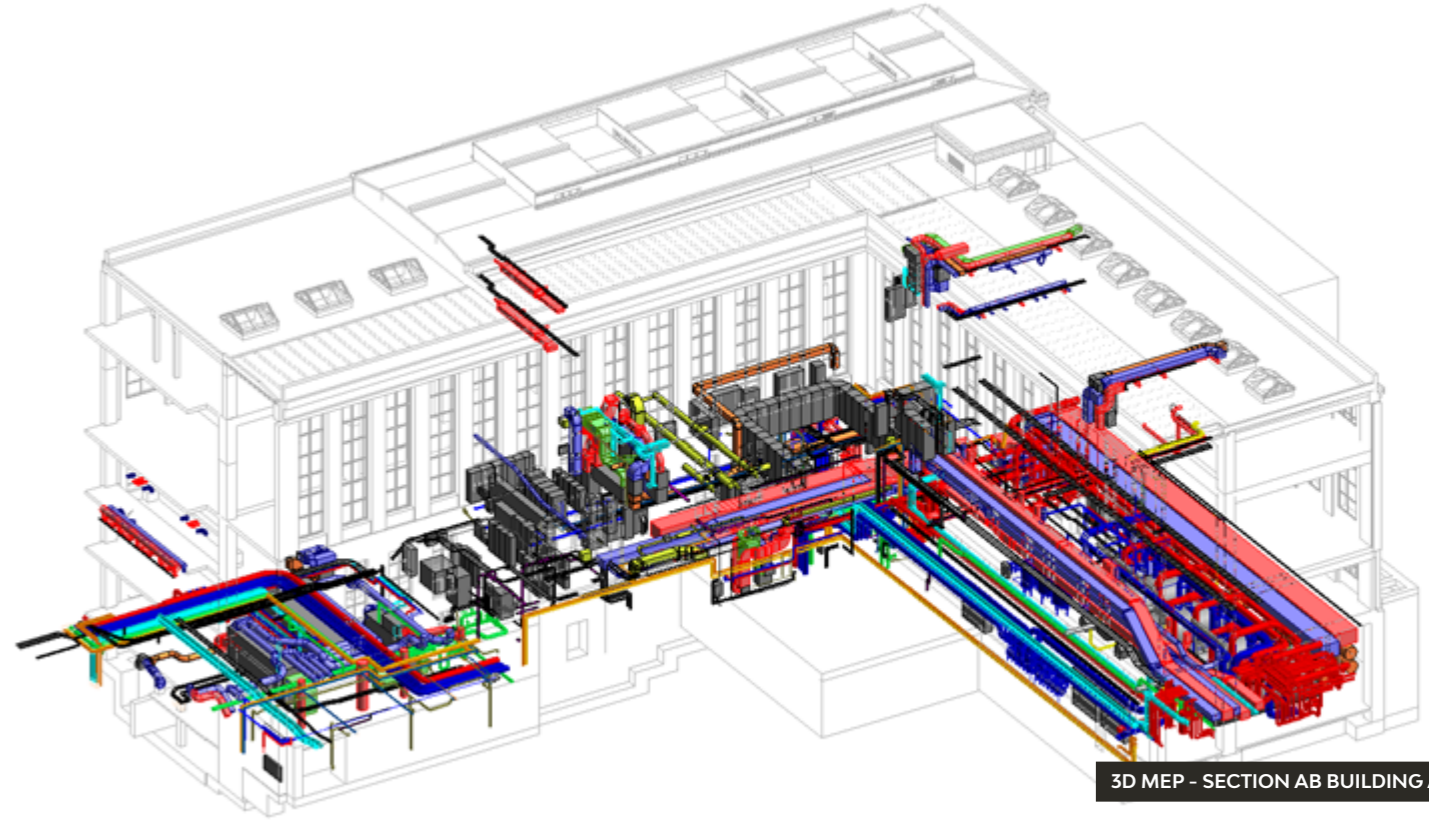
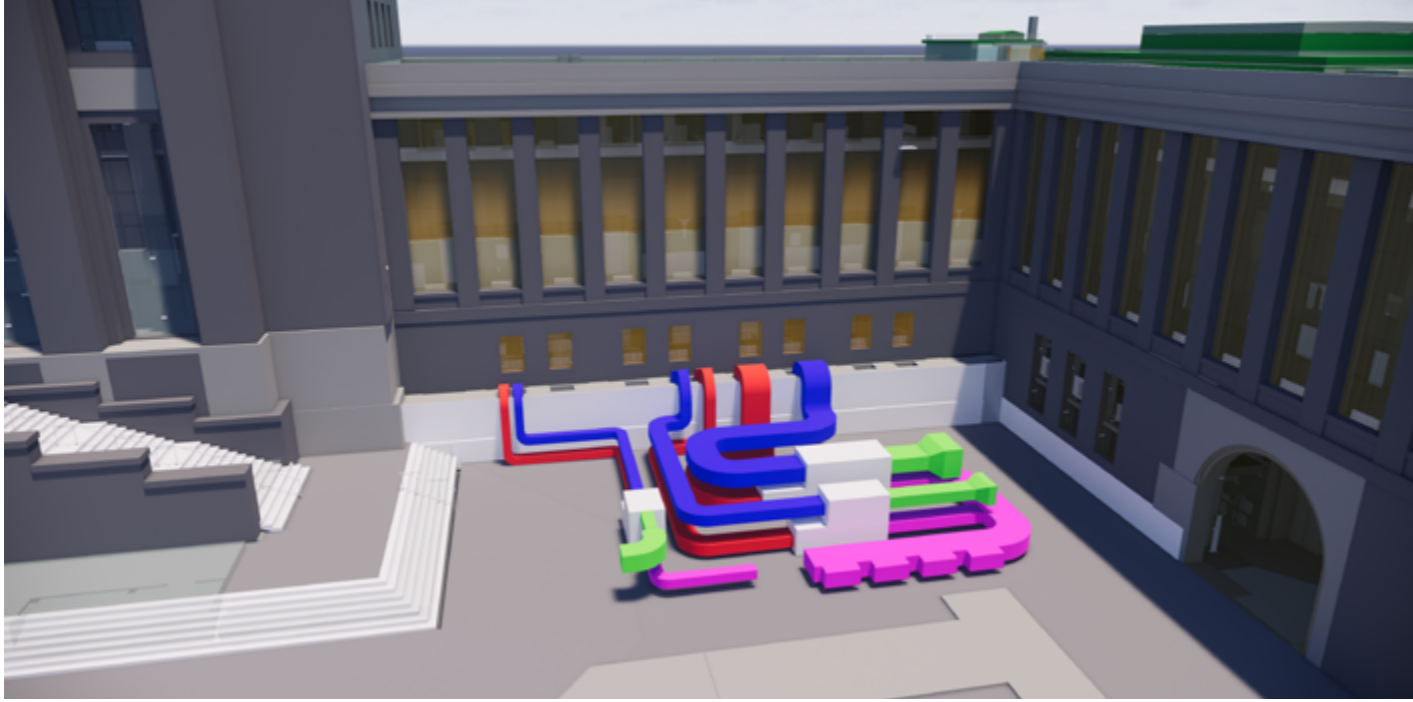


Flow plan

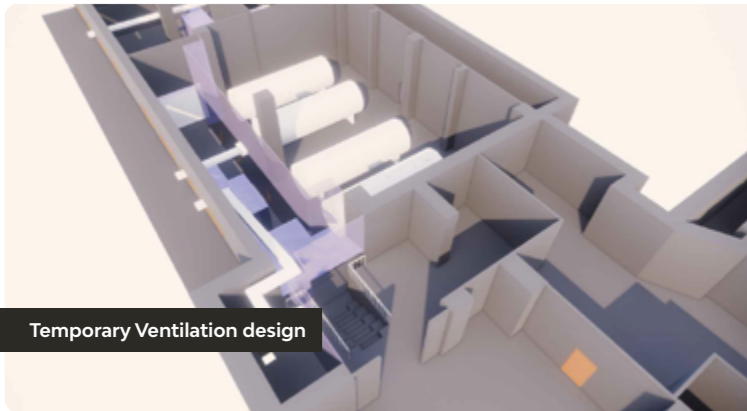
01 Phasing & Interferences Management

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

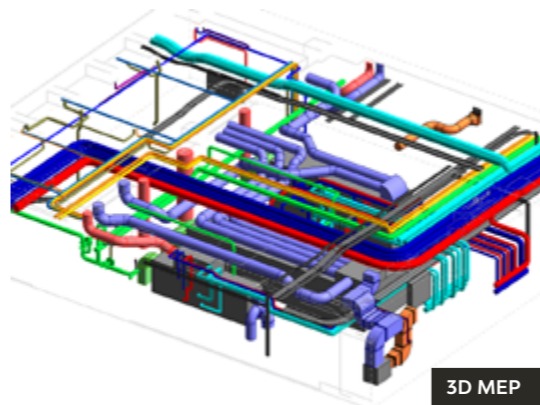
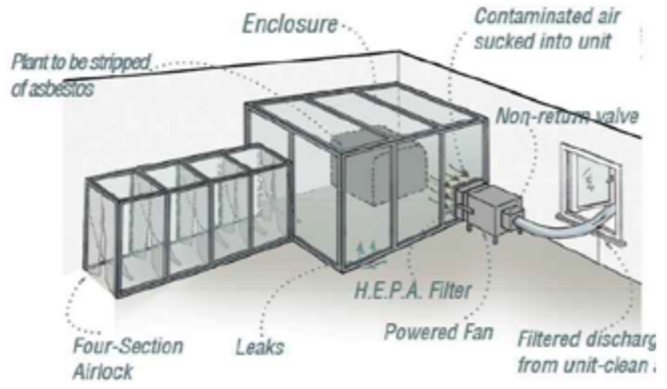




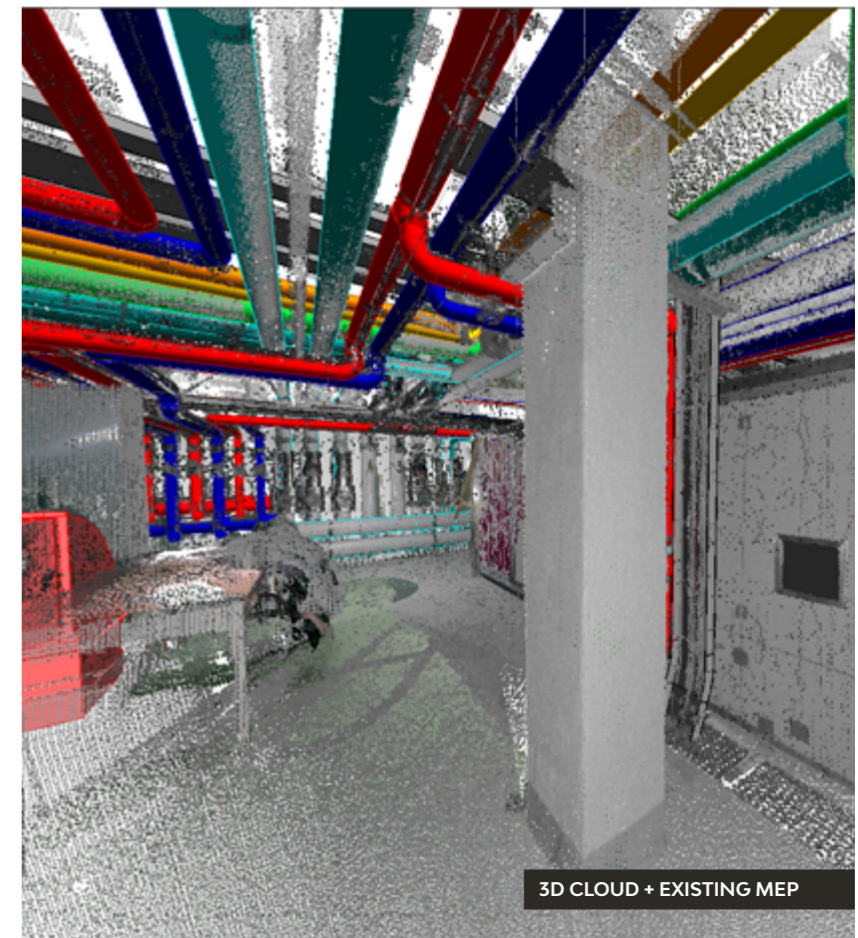
3D MEP - SECTION AB BUILDING AB



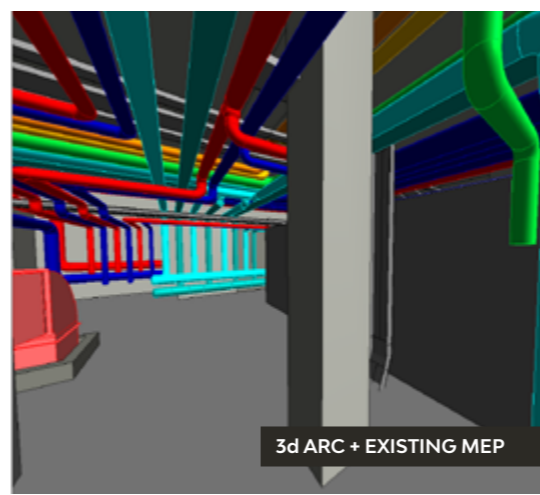
Temporary Ventilation design



3D MEP



3D CLOUD + EXISTING MEP



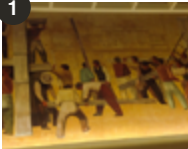

3d ARC + EXISTING MEP

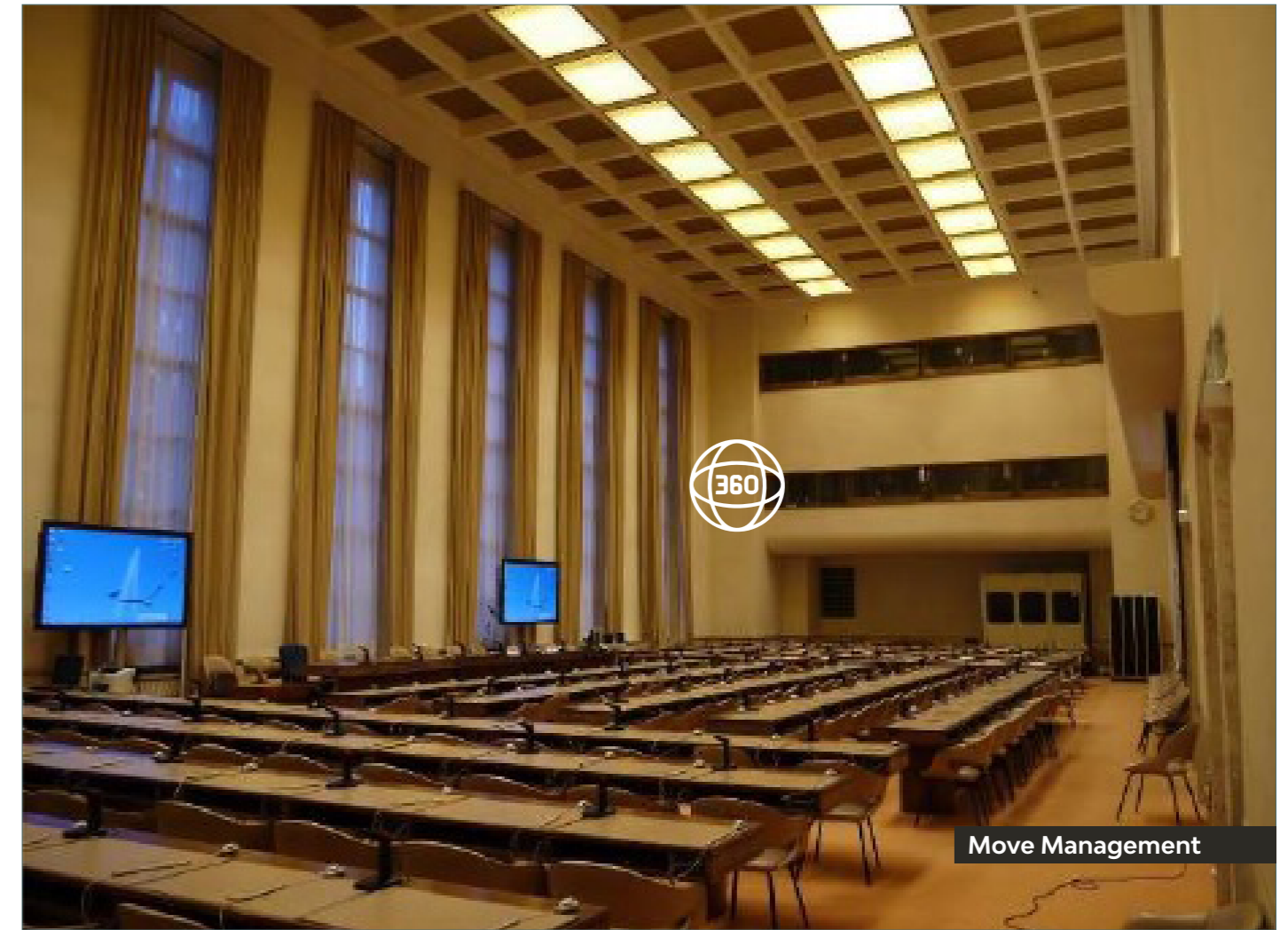
02 Business Continuity

- 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
	Picture	xxxx	Salle XII	Wall Painting	Massimo Campigli	The construction of the Palais of Nations	5 x 16 m
	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-3P	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



Main entrance



Garden view

▲ HEALTHCARE

New Hospital Bispebjerg

LOCATION
Copenhagen (Denmark)

CLIENTS
Rizzani De Eccher

TPOLOGY
Healthcare

DIMENSIONS
85.000 sqm

TENDER YEAR
2020

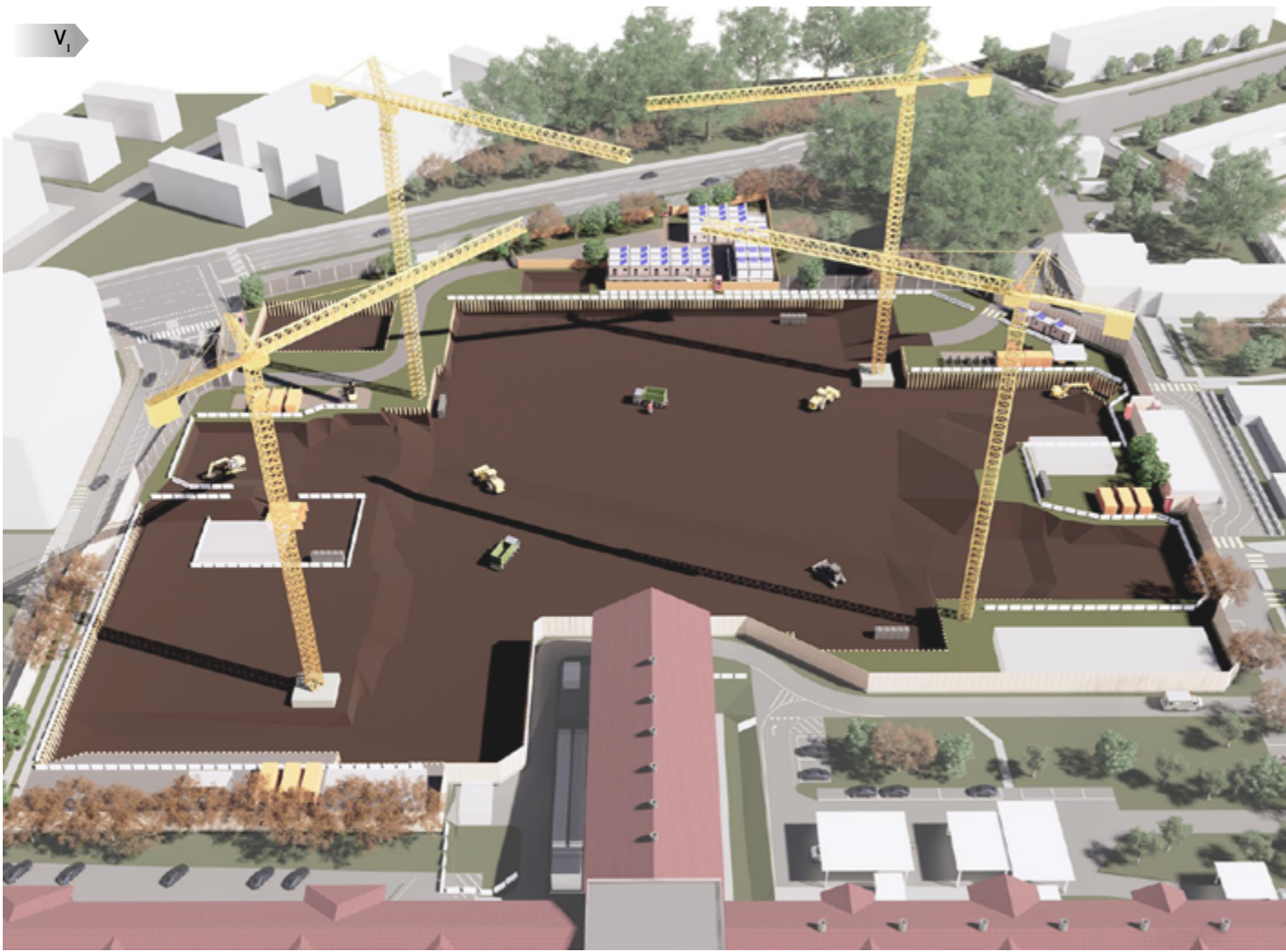
BUDGET
€ 225 mln

CURRENT STATUS
Under construction

ACTIVITIES
Tender management support



Pedestrian access



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
- Contruction Site Layouts
- Temporary Facilities
- Health & Safety management
- Workforce & Site Equipment
- Deliveries paths plan

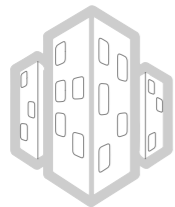
TESTING PROCESSES



Laboratory Testing



Mock-up Testing



Site Testing

FUNCTIONAL PERFORMANCES



Air-Tightness



Water-Tightness/
Waterproofing
(static and dynamic)



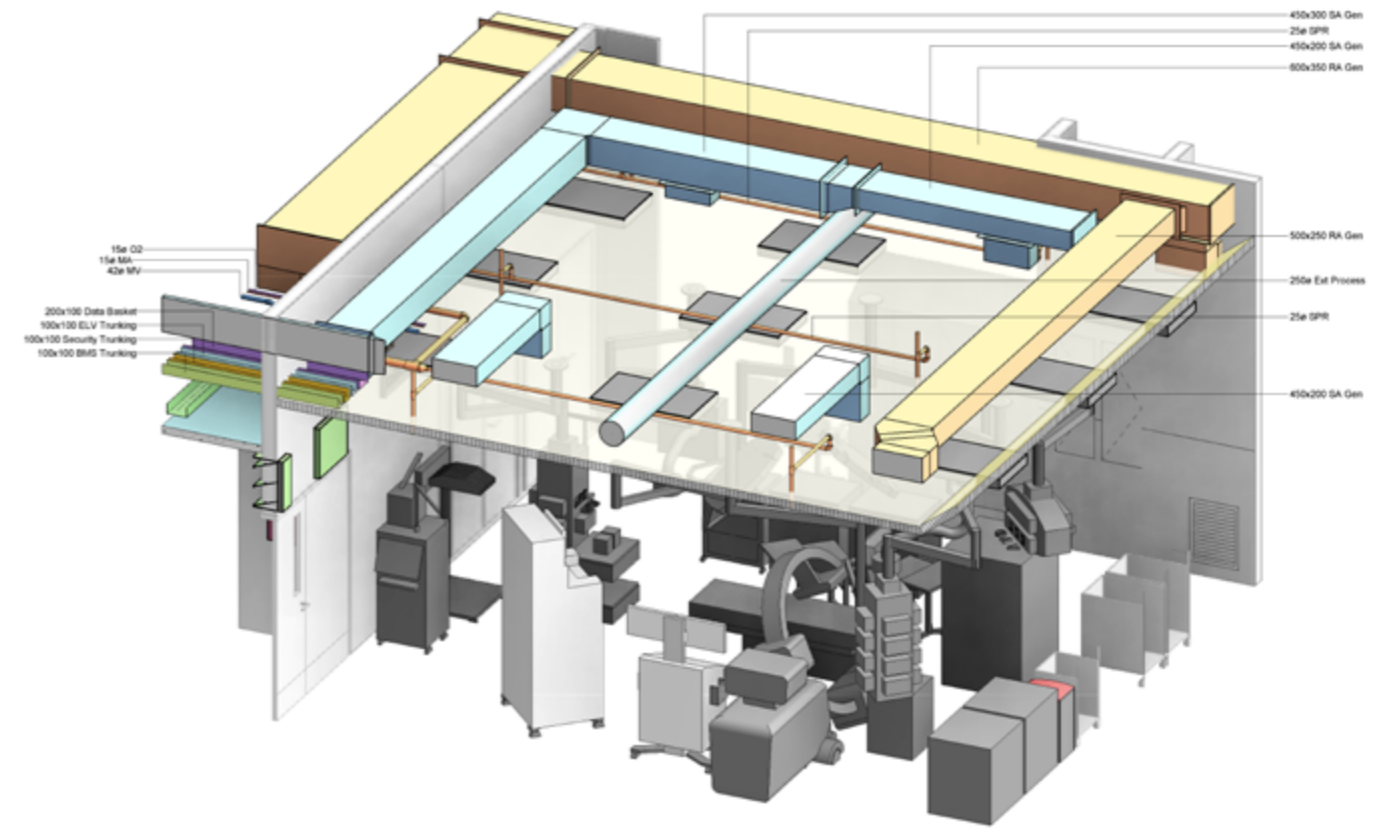
Thermal/Energy



Acoustical



Structural / Impact



02

Commissioning

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

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	



▲ OFFICE

New Office Building for the European Investment Bank in Luxembourg

LOCATION

Luxembourg

CLIENTS

JV (Rizzani De Eccher+Ballast Nedam)

TYOLOGY

Office

DIMENSIONS

64.000 sqm

TENDER YEAR

2022

BUDGET

€ 194 mln

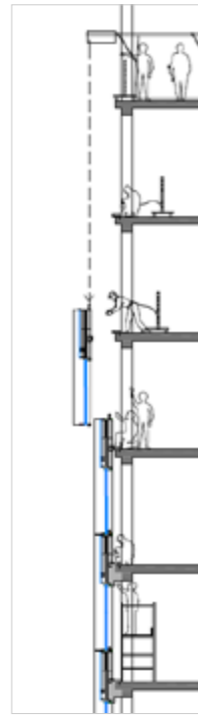
CURRENT STATUS

Under construction

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

CLIENTS
Tallinn Social and Health Care Board

TYOLOGY
Healthcare

DIMENSIONS
183.000 sqm

TENDER YEAR
2021

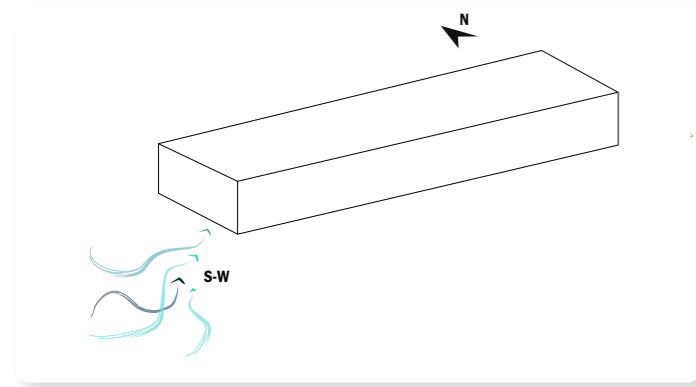
BUDGET
€ 600 mln

CURRENT STATUS
Detailed design

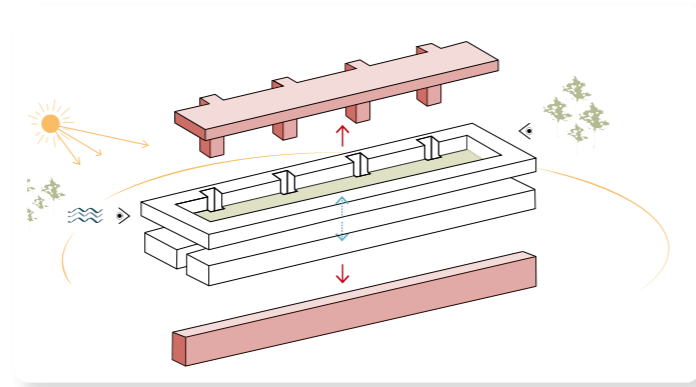
ACTIVITIES
Design competition



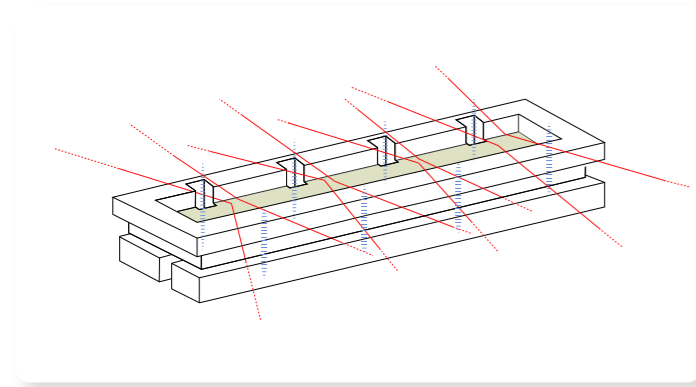
CONCEPT



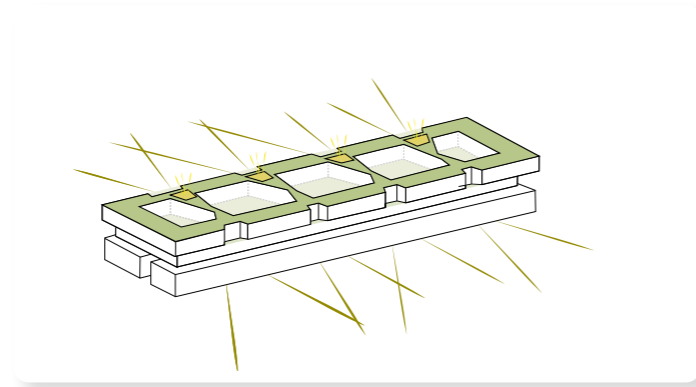
STEP 1 the building volume follows the best orientation and the wind direction



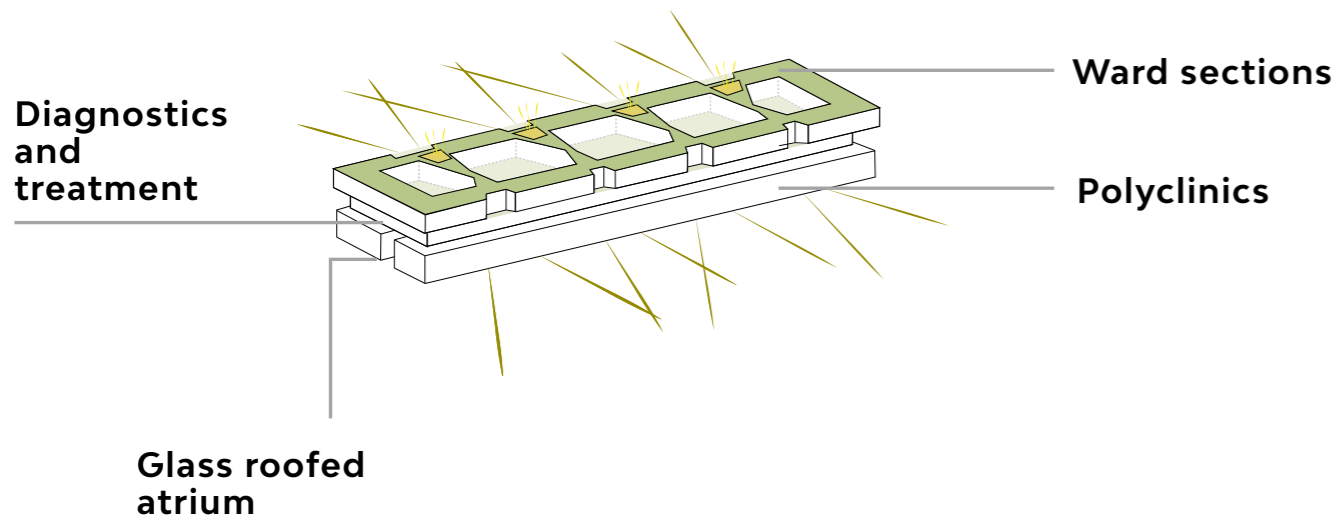
STEP 2 Red volumes are subtracted to maximize daylight and natural views



STEP 3 Internal vertical connections are linked through free diagonal directions



STEP 4 The free diagonals are extended to define the landscape



Entrance



Waiting area



▲ HEALTHCARE

New Hospital Padova

LOCATION

Padova, Italy

TPOLOGY

Healthcare

TENDER YEAR

2021

CURRENT STATUS

Preliminary design

CLIENTS

Azienda Ospedale Università Padova

DIMENSIONS

193.000 sqm

BUDGET

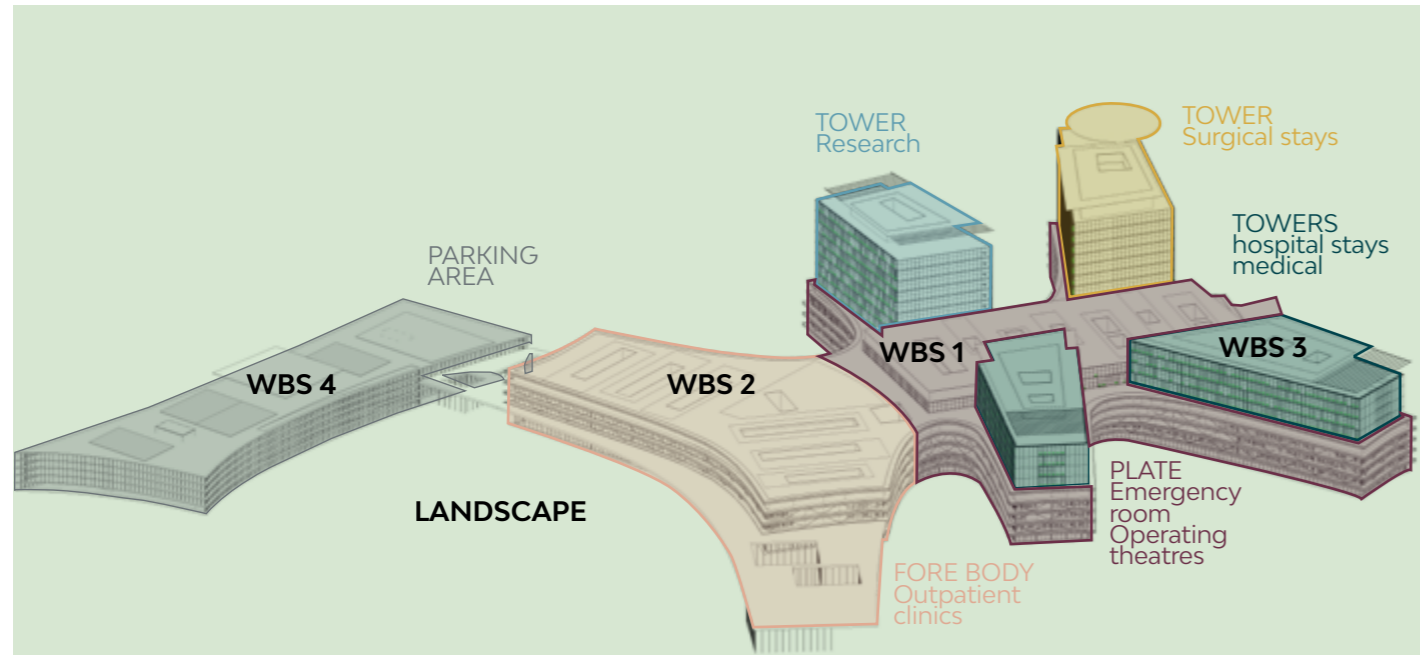
€ 482 mln

ACTIVITIES

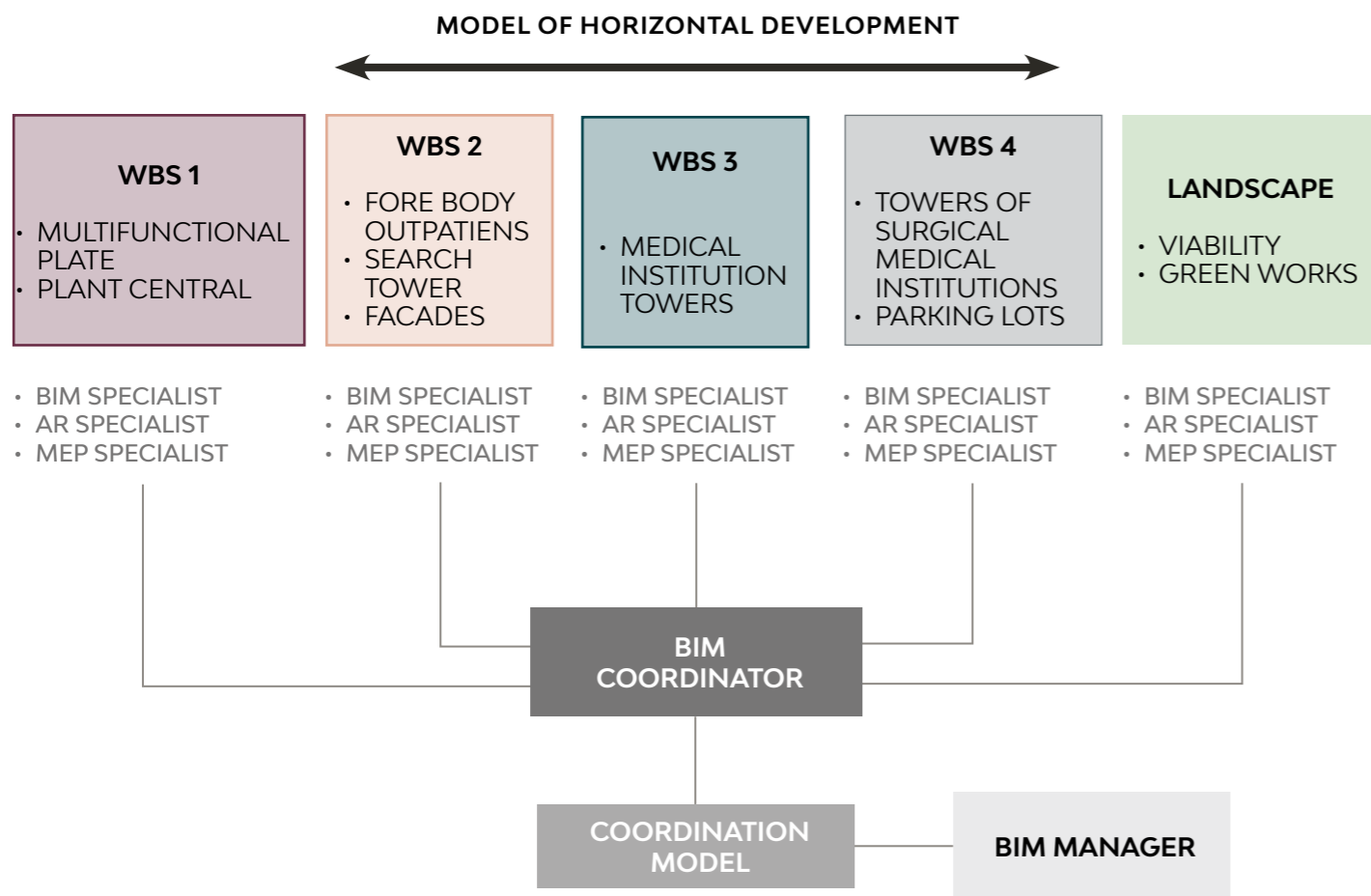
Design competition
JV (Politecnica, ATI Project, Coopprogetti, Techint)



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 (m ²)	Project Stages
1	NYT OUH University Hospital DP03 - DP04	2018	€ 395 mln	160.000 m ²	<ul style="list-style-type: none"> • Schematic Design (completed) • Detailed Design (completed) • Construction Design (ongoing)
2	NYT OUH University Hospital DP 05-06-07-08	2019	€ 205 mln	100.000 m ²	<ul style="list-style-type: none"> • Schematic Design (completed) • Detailed Design (completed) • Construction Design (ongoing)
3	NYT OUH University Hospital DP 100 - Raw Rooms	2020	€ 66 mln	15.000 m ²	<ul style="list-style-type: none"> • Schematic Design (completed) • Detailed Design (completed) • Construction Design (ongoing)
4	UNOG Renovation	2019	€ 240 mln	170.000 m ²	<ul style="list-style-type: none"> • Construction Design (ongoing)
5	Nyt Hospital Bispebjerg	2020	€ 225 mln	85.000 m ²	<ul style="list-style-type: none"> • Schematic Design (completed) • Detailed Design (completed) • Construction Design (ongoing)
6	New Office Building for the EIB in Luxembourg (GCO)	2022	€ 194 mln	64.000 m ²	<ul style="list-style-type: none"> • Tender management
7	UNOG Building E	2022	€ 145 mln	50.000 m ²	<ul style="list-style-type: none"> • Detailed Design (ongoing) • Construction Design (not yet started)
8	Tallinn Hospital	2022	€ 600 mln	183.000 m ²	<ul style="list-style-type: none"> • Conceptual Design (completed) • Schematic Design (completed) • Detailed Design (ongoing) • Construction Design (not yet started)
TOTALE			€ 2.070 mln		

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 mln	193.000 m ²	• Schematic Design
2	Staglieno and Gavette depots (Geneva)	2022	€ 67 mln	10.000 m ²	• Tender management
3	Pirelli 35 Building (Milan)	2022	€ 80 mln	40.000 m ²	• Tender management
4	Bulgari Manufacture Expansion (Valenza)	2022	€ 50 mln	14.000 m ²	• Tender management
5	SW Village and Ederle North Camp (Vicenza)	2021	€ 80 mln	30.000 m ²	• Tender management
6	Maintenance of equipment infrastructures – framework agreement ANAS (Milan)	2021	€ 46 mln	-	• Tender management
7	Scialoia School Complex (Milan)	2020	€ 38 mln	23.500 m ²	• Tender management
8	“MIRE” Hospital building (Reggio Emilia)	2021	€ 33 mln	15.500 m ²	• Tender management
9	Tecnophole of Bologna (Bologna)	2018	€ 46 mln	143.000 m ²	• Tender management
10	Data Center Buildings (Bologna)	2018	€ 37 mln	120.000 m ²	• Tender management
11	Spark One	2020	€ 80 mln	35.000 m ²	• Construction Design (ongoing)
12	Frame Agreement PNRR 6lots	2022	€ 250 mln	-	• Schematic Design (to start)
TOTALE			€ 1.317 mln		



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