



PORTFOLIO

TENDER MANAGEMENT



CREATING A BETTER REALITY

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

T 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
- COPENHAGEN
- PARIGI
- GINEVRA
- TALLINN

PROFILO

Creating a better reality

Architettura, paesaggio e tecnologia concepiti come fonte di ispirazione e arricchimento del vivere quotidiano.

ATI Project è una realtà **internazionale** specializzata in progettazione integrata nel campo dell'architettura e dell'ingegneria, impegnata nello sviluppo di un'edilizia sostenibile e a ridotto impatto ambientale.

Lo studio nasce nel 2011 dall'intuizione di **Branko Zrnich** e **Luca Serri**, fondatori dediti alla ricerca nell'ambito dell'architettura bioclimatica e delle energie rinnovabili.

Nel giro di poco più di un decennio il team passa **da 2 a 350 collaboratori**, per un'età media di 32 anni.

Lo schema iniziale della struttura è lo stesso che ancora oggi ne muove



la crescita: uno studio giovane, visionario, tecnologico che impiega nativamente la metodologia BIM per promuovere la **multidisciplinarietà**, oltre all'**innovazione** e alla **sostenibilità**.

La complessità e il numero dei progetti riflette l'affermazione internazionale dell'ufficio che oggi, oltre al quartier generale di **Pisa**, ha sedi a **Milano, Belgrado, Odense, Parigi, Copenhagen, Ginevra e Tallinn**.



13

ANNI DI ATTIVITÀ
A CRESCITA COSTANTE



25 Milioni

FATTURATO
IN EURO



8

SEDI INTERNAZIONALI



1+ Milione di m²

DI PROGETTI
SVILUPPATI



▲ SANITÀ

Ospedale Universitario NYT OUH DP03 - DP04

LUOGO
Odense, Danimarca

CLIENTE
JV (CMB+ITINERA)

TIPOLOGIA
Sanità

DIMENSIONI
160.000 mq

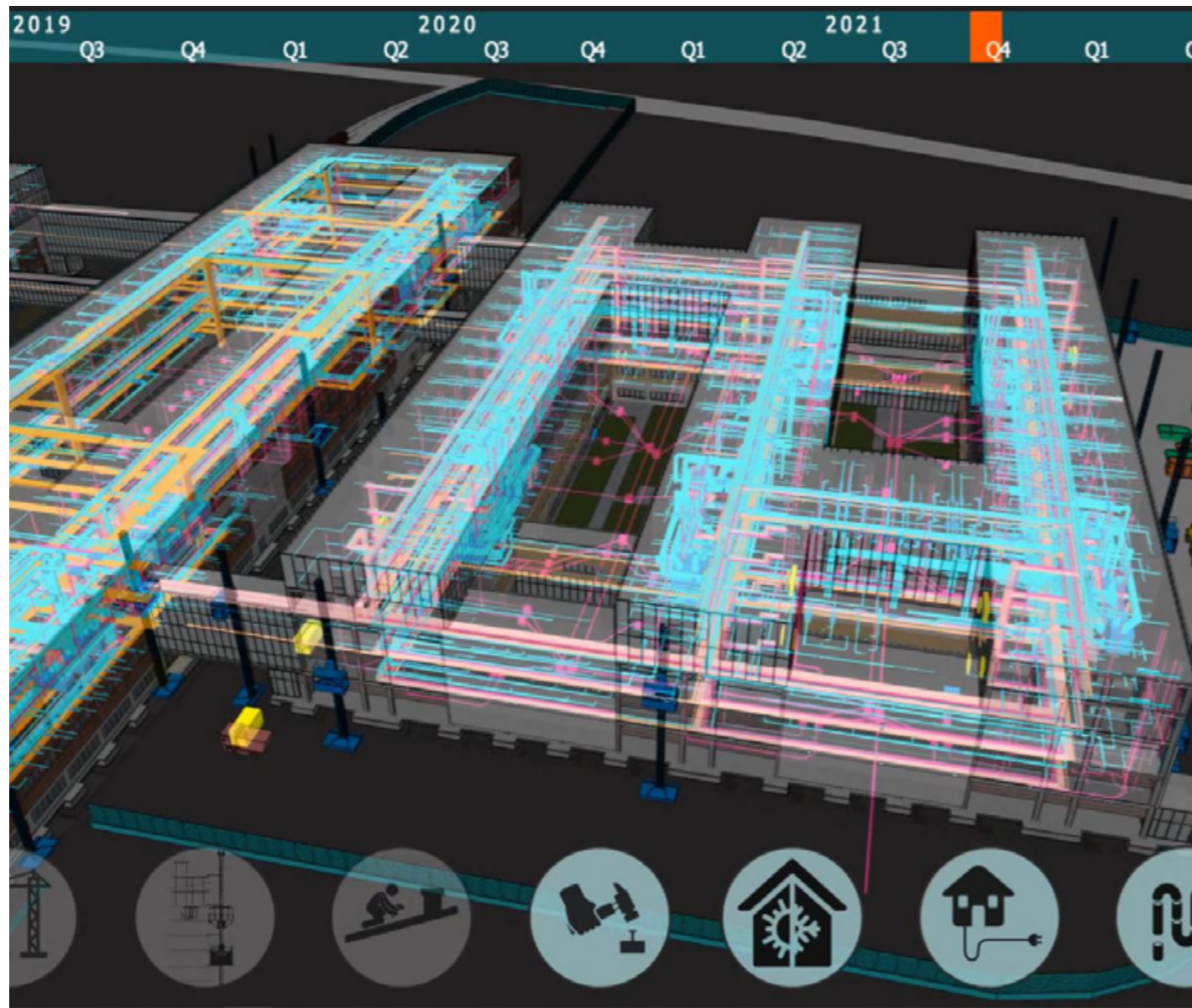
ANNO TENDER
2018

BUDGET
€ 395 mln

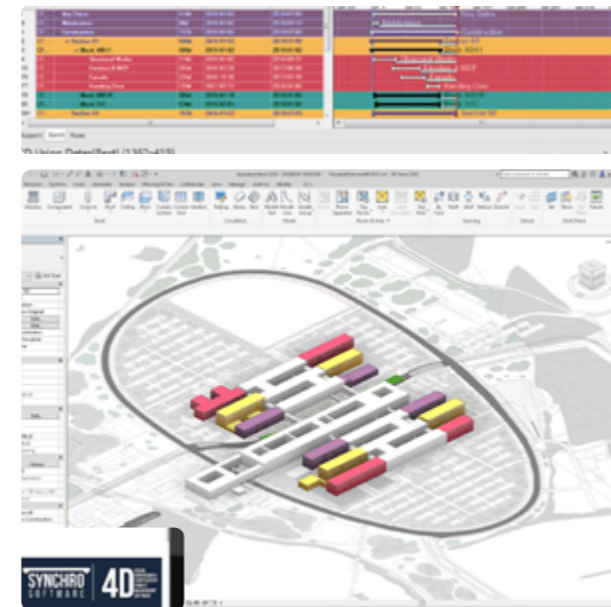
STATO ATTUALE
Costruzione in corso

ATTIVITÀ
Supporto al tender management

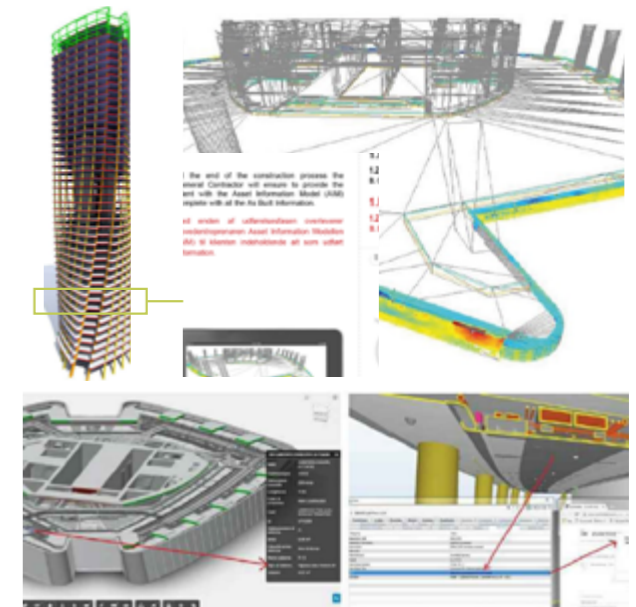




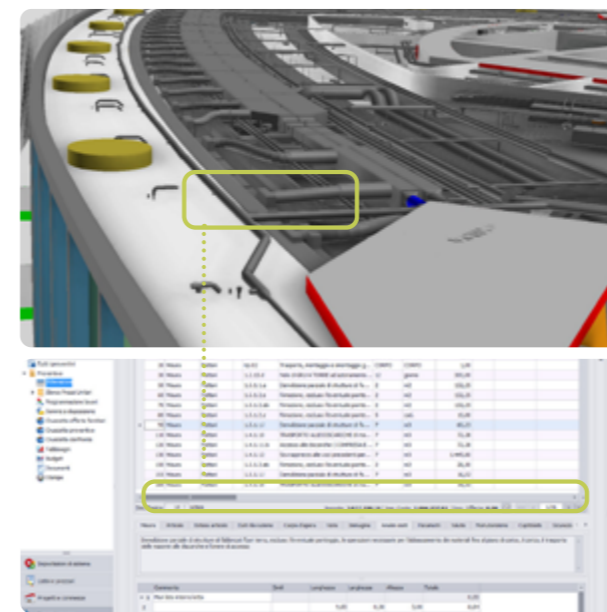
🏠
CONTROLLO TEMPI



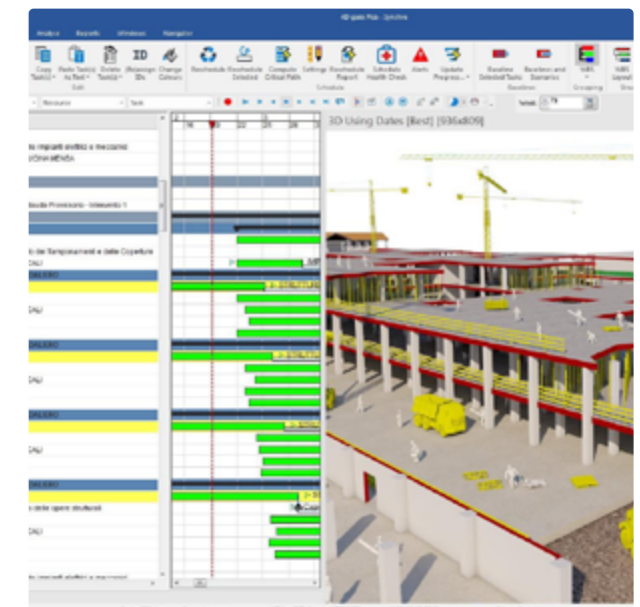
🏆
CONTROLLO QUALITÀ



📊
CONTROLLO COSTI



🛡️
CONTROLLO SICUREZZA

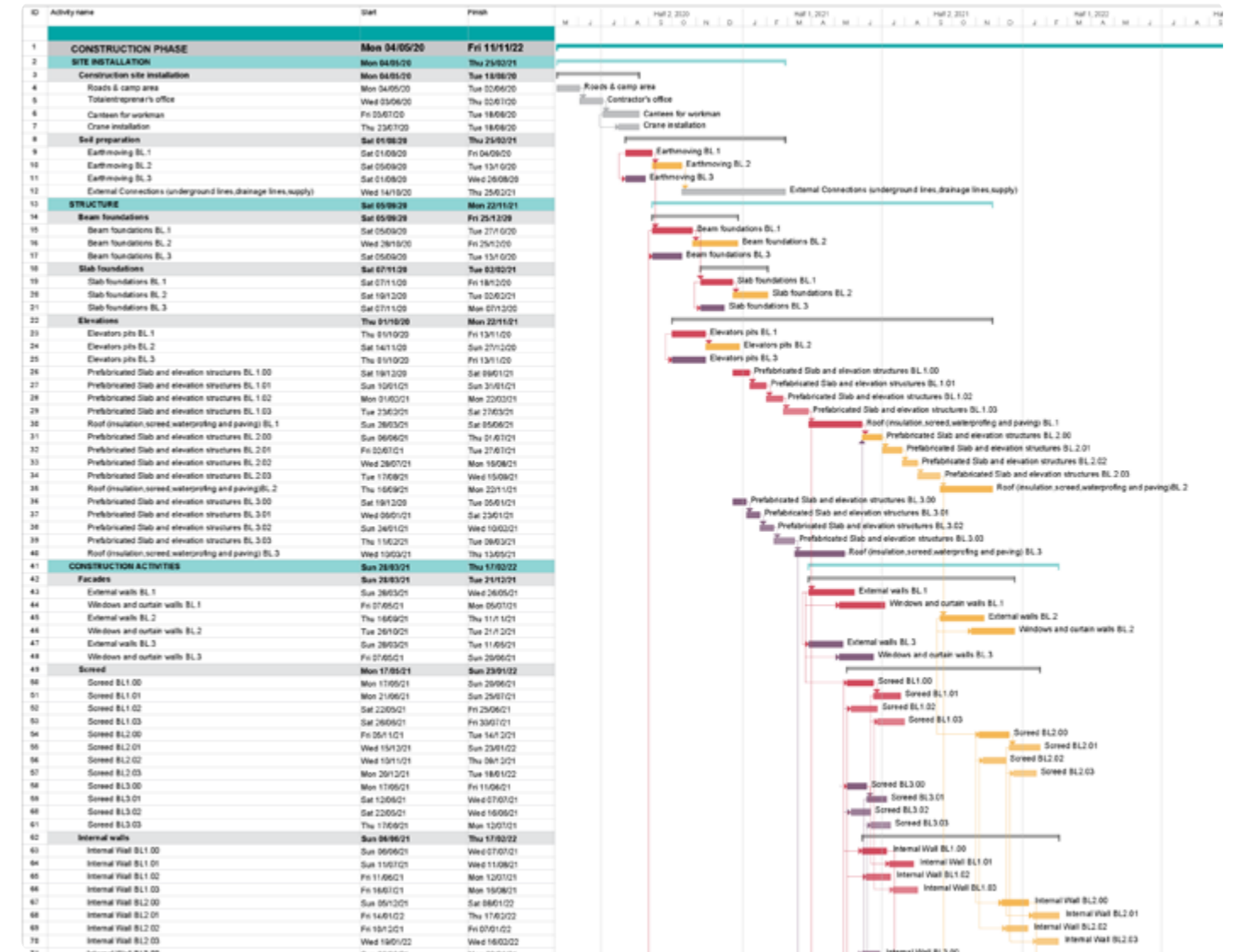
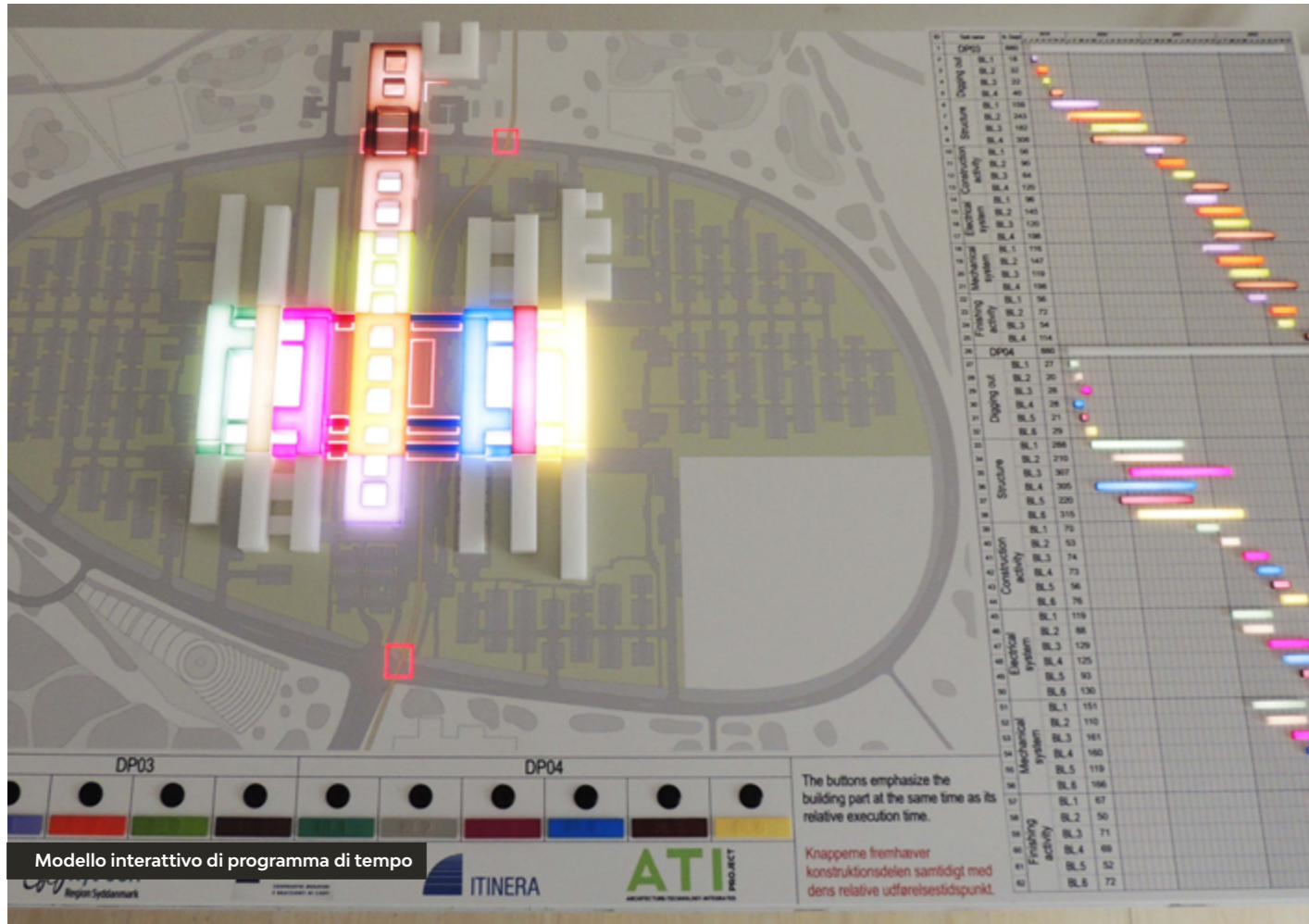


01 BIM Management



- Piano di esecuzione BIM
- Controllo del tempo attraverso BIM 4D
- Controllo dei costi attraverso BIM 5D
- Rilevamenti di collisioni e controlli del codice
- Controllo qualità attraverso scansione laser
- Gestione dei cantieri attraverso BIM Field

Diagramma BIM Management



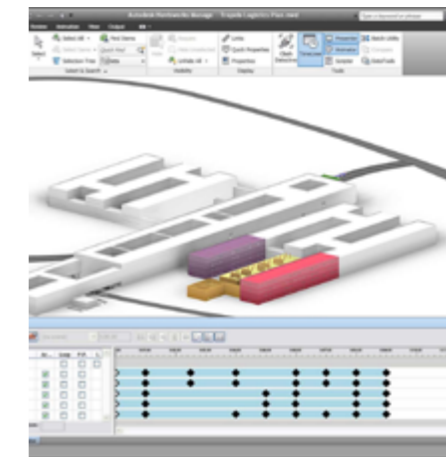
02 Time Schedule

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

FASE 1



FASE 2



FASE 3



Diagramma del programma temporale



Vista a volo d'uccello

▲ SANITÀ

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

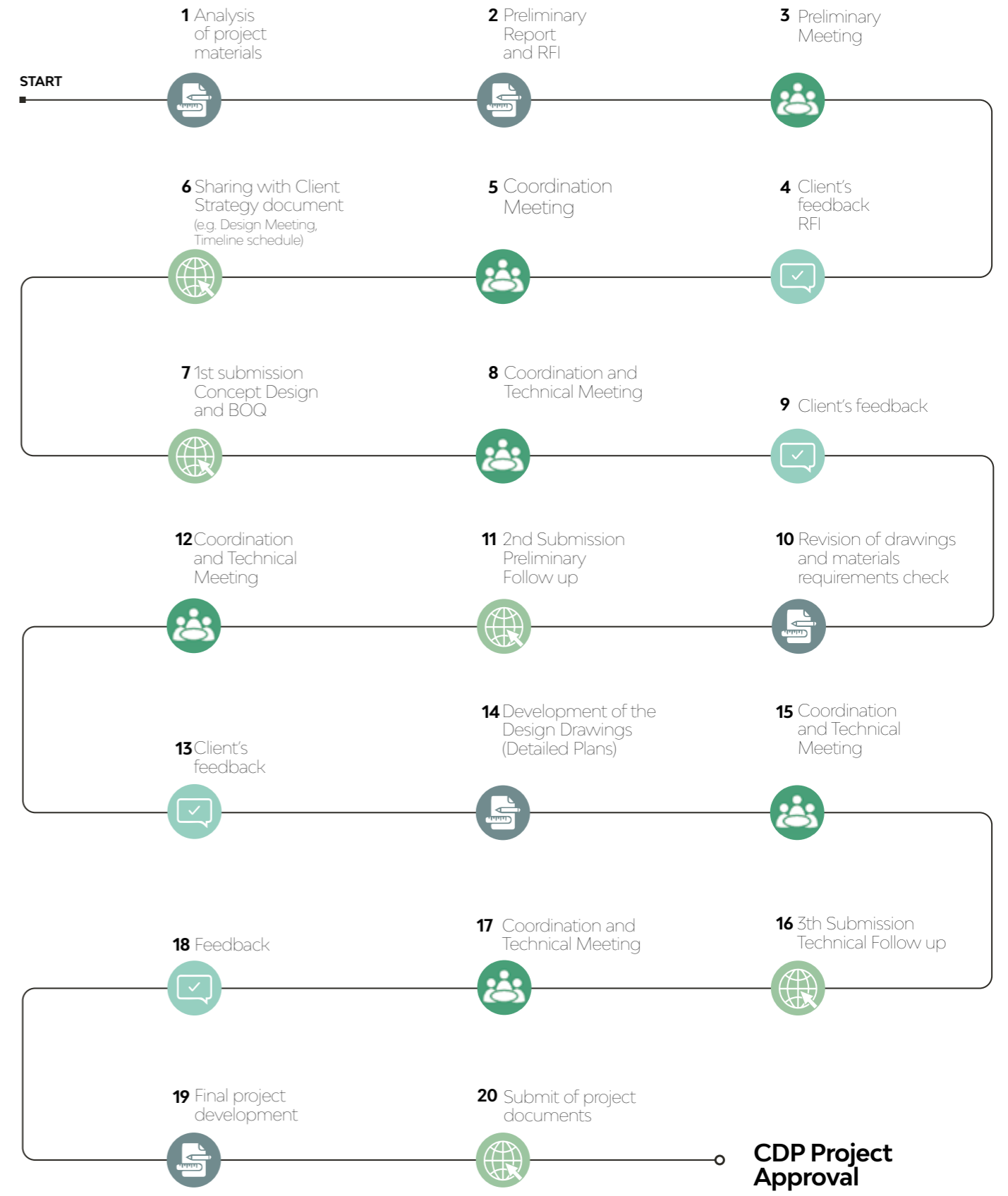
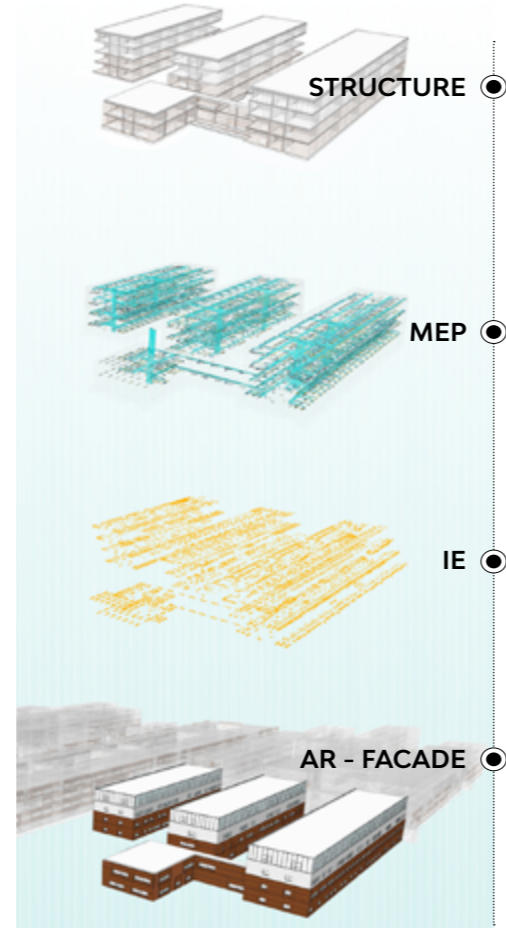
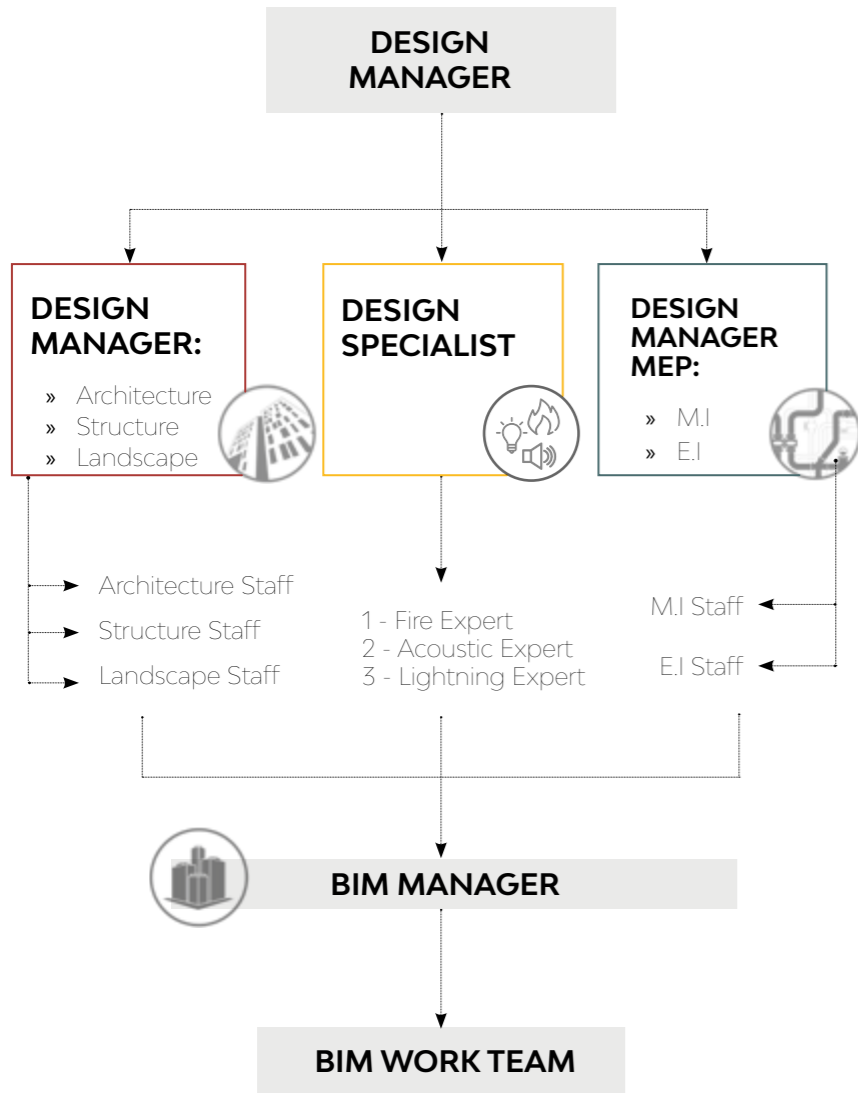
BUDGET
€ 205 mln

STATO ATTUALE
Costruzione in corso

ATTIVITÀ
Supporto al tender management



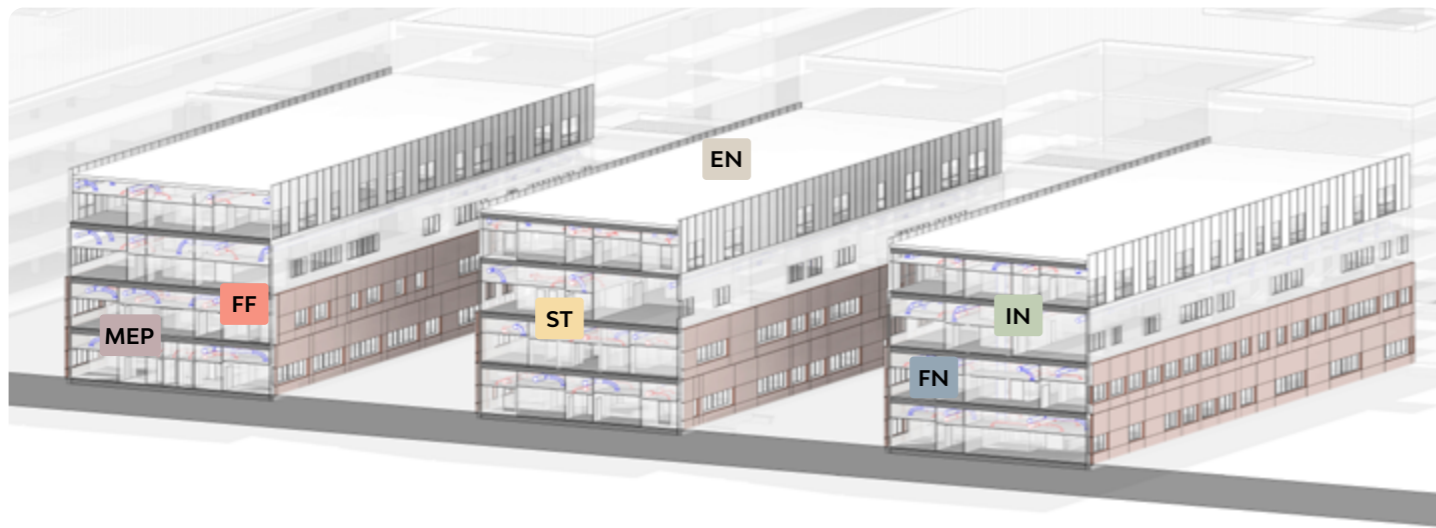
Dettaglio del cantiere



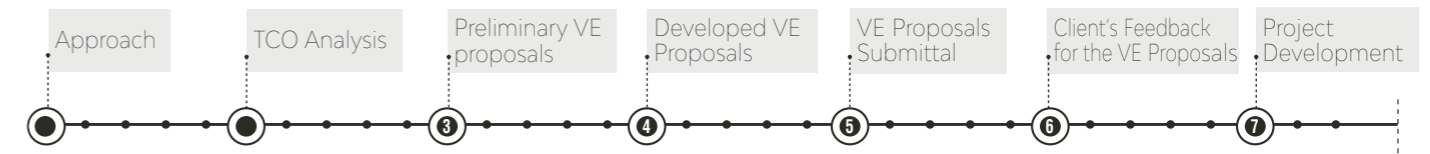
● project's development ● meetings ● submits ● feedbacks

01 Design process organization

- Organizational Chart and Key figures
- Submission Plan
- Document Management
- Communication Plan
- Reporting System
- Information Technology tool



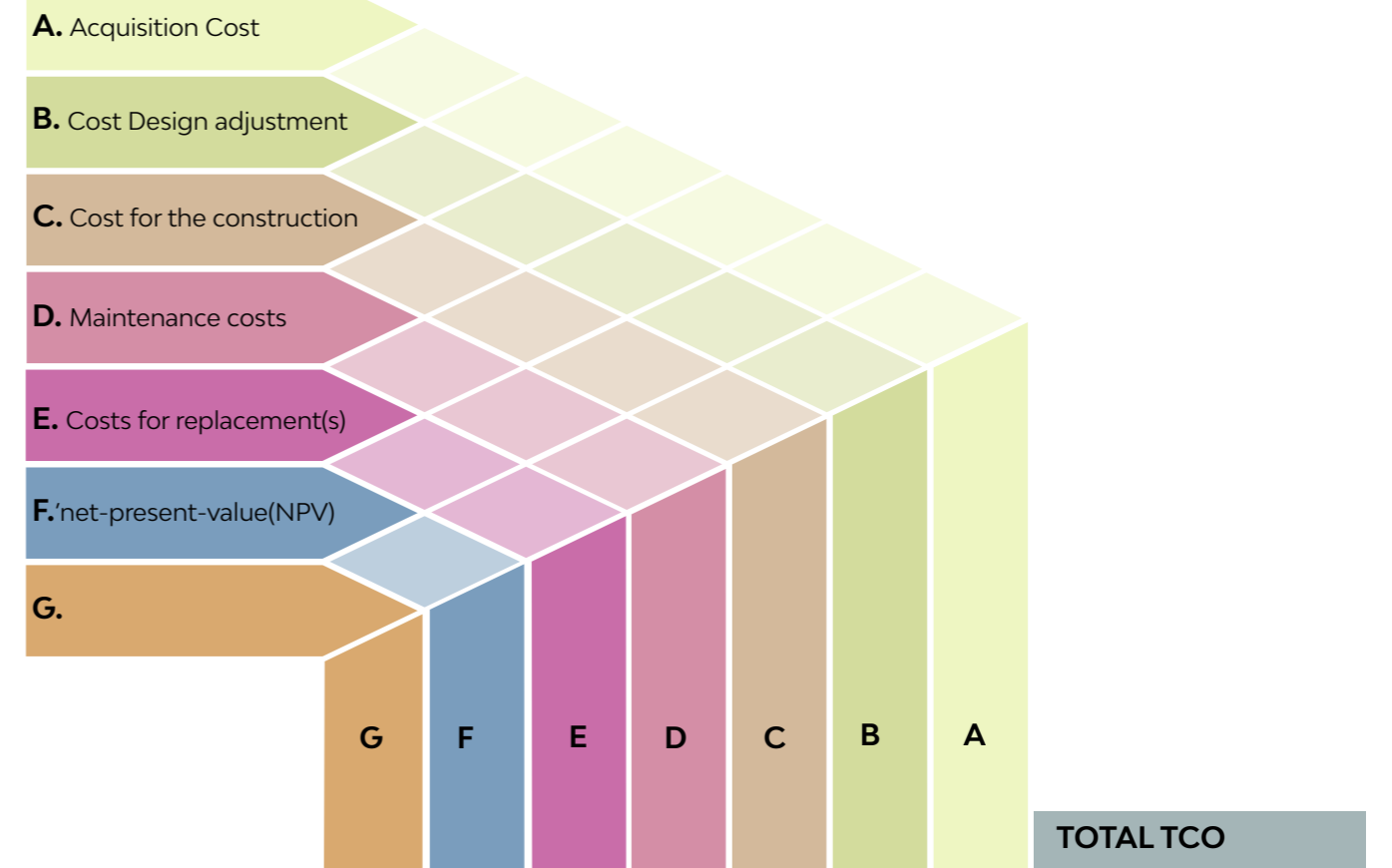
| VE PROPOSALS LIST _ FORMAT | | | | | | | | | |
|----------------------------|----------------------------|-------------------------|---|-------------------------------------|-----------------------|-----------------|-------------------|---|---|
| Code | Category | VE solution description | Technical 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

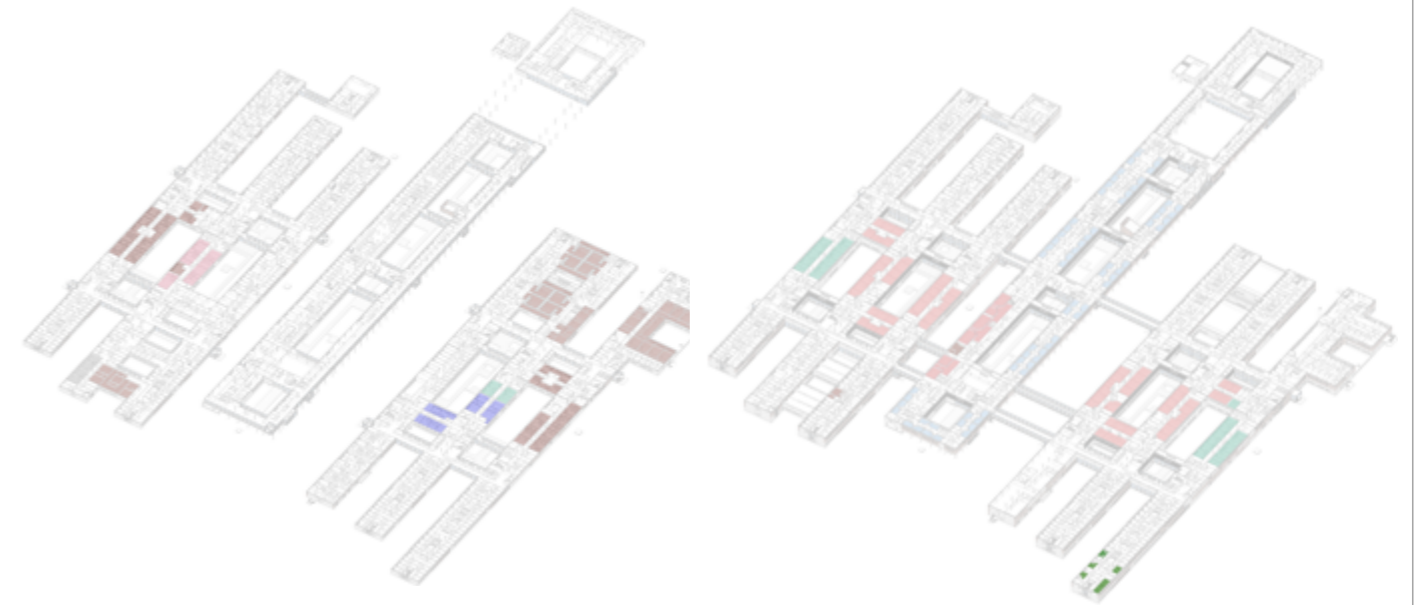
Value Engineering

- 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

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

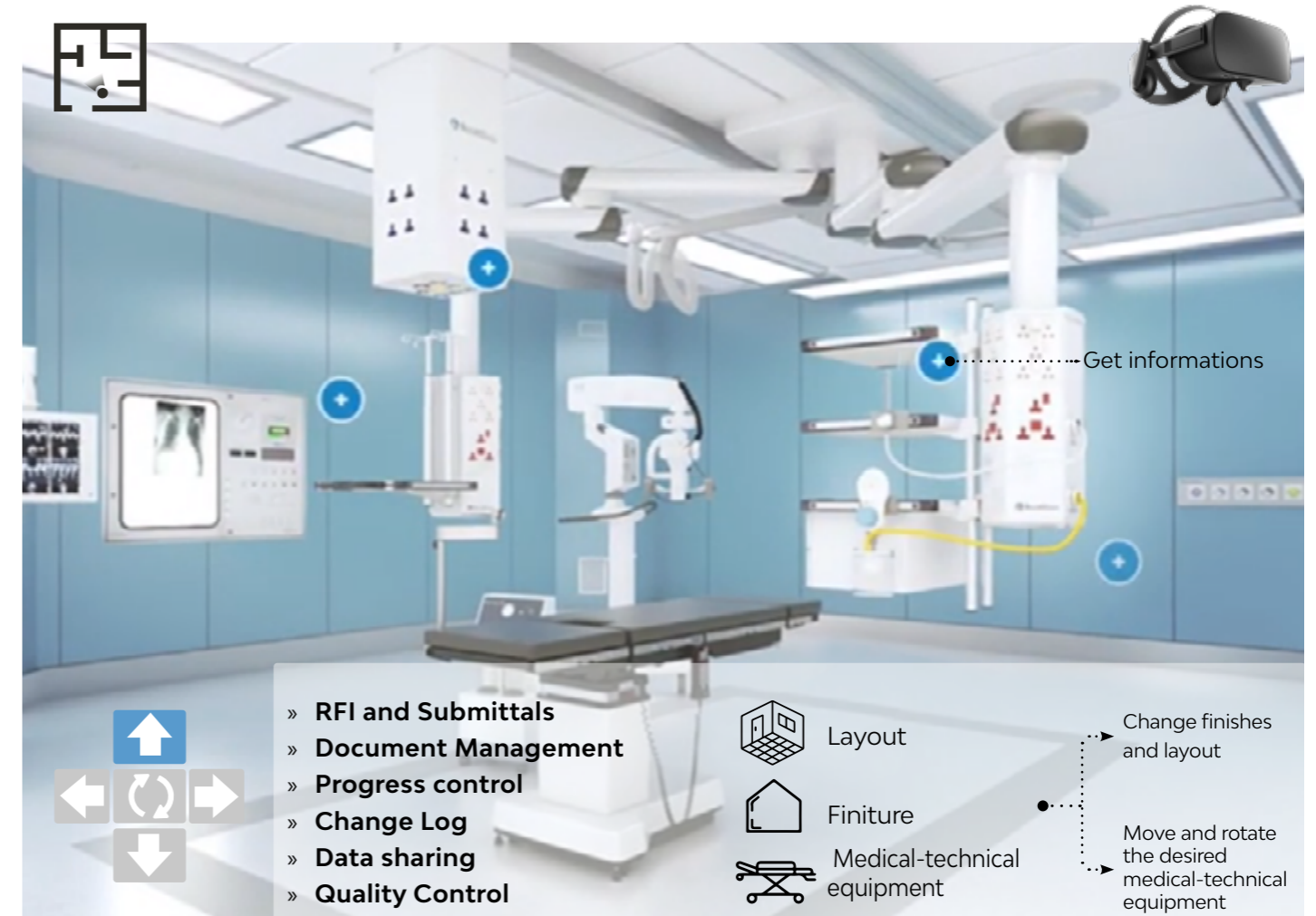
| TECHNICAL SCORING CRITERIA | | | Subcontractor 1 | | Subcontractor 2 | | Subcontractor 3 | |
|------------------------------|--------------------------------------|---|-----------------|-------|-----------------|-------|-----------------|-------|
| | | | Score (1-5) | TOTAL | Score (1-5) | TOTAL | Score (1-5) | TOTAL |
| 1 | Technical solution proposed | Technical solution details, project well 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

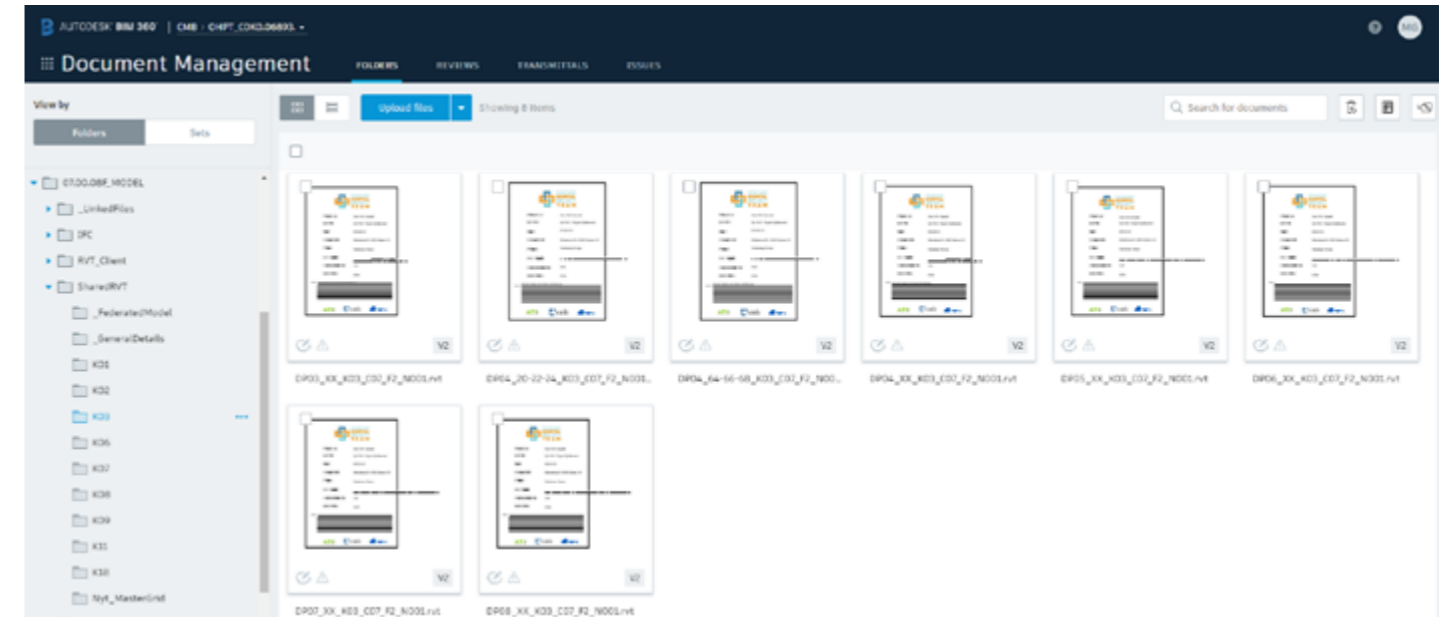
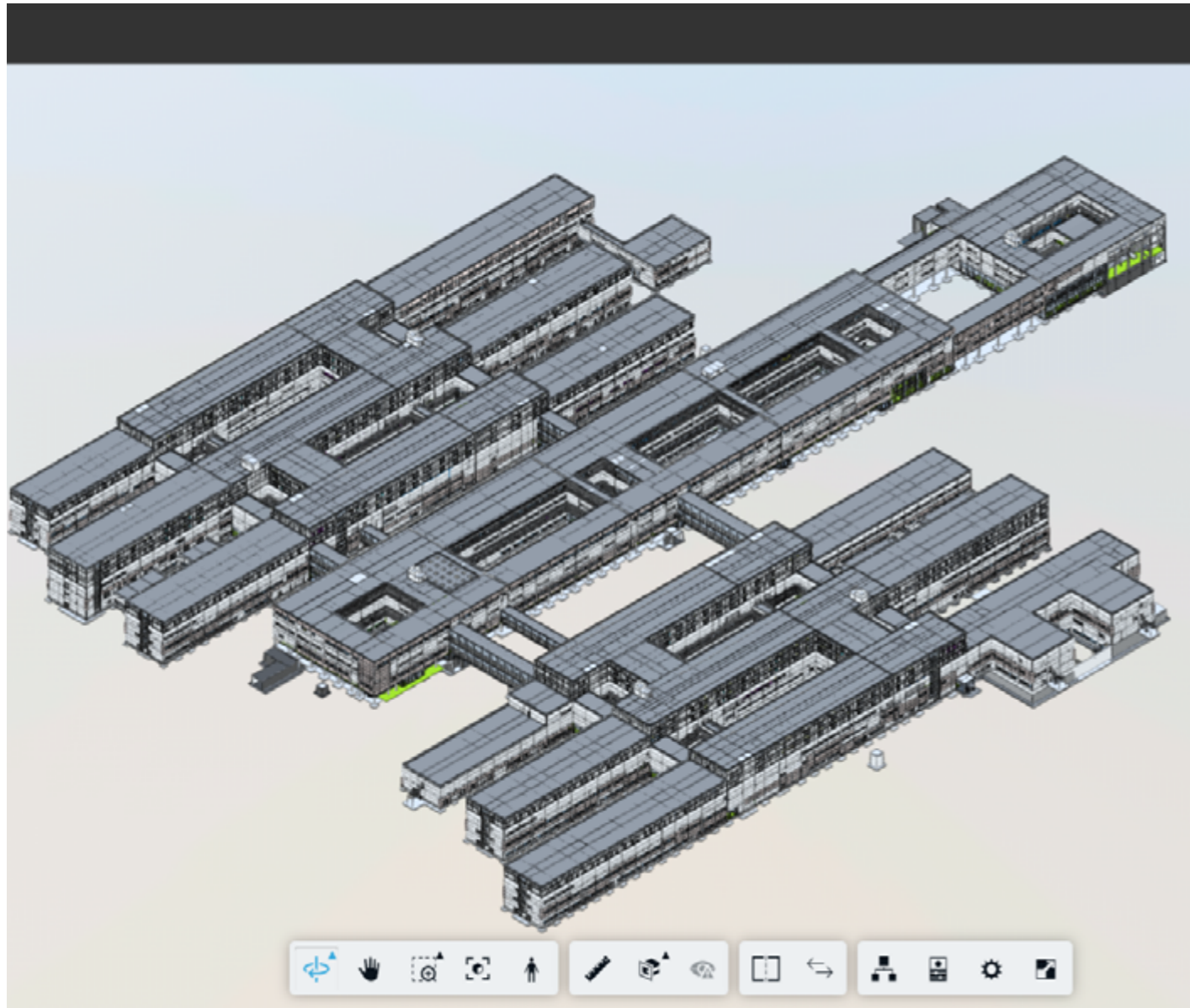
Recommended

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

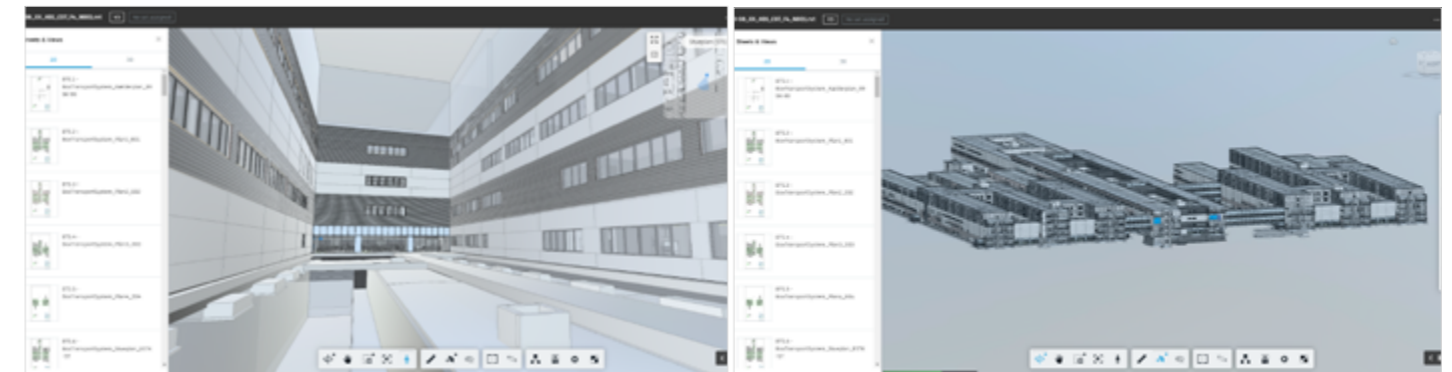


01 Procurement

- 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

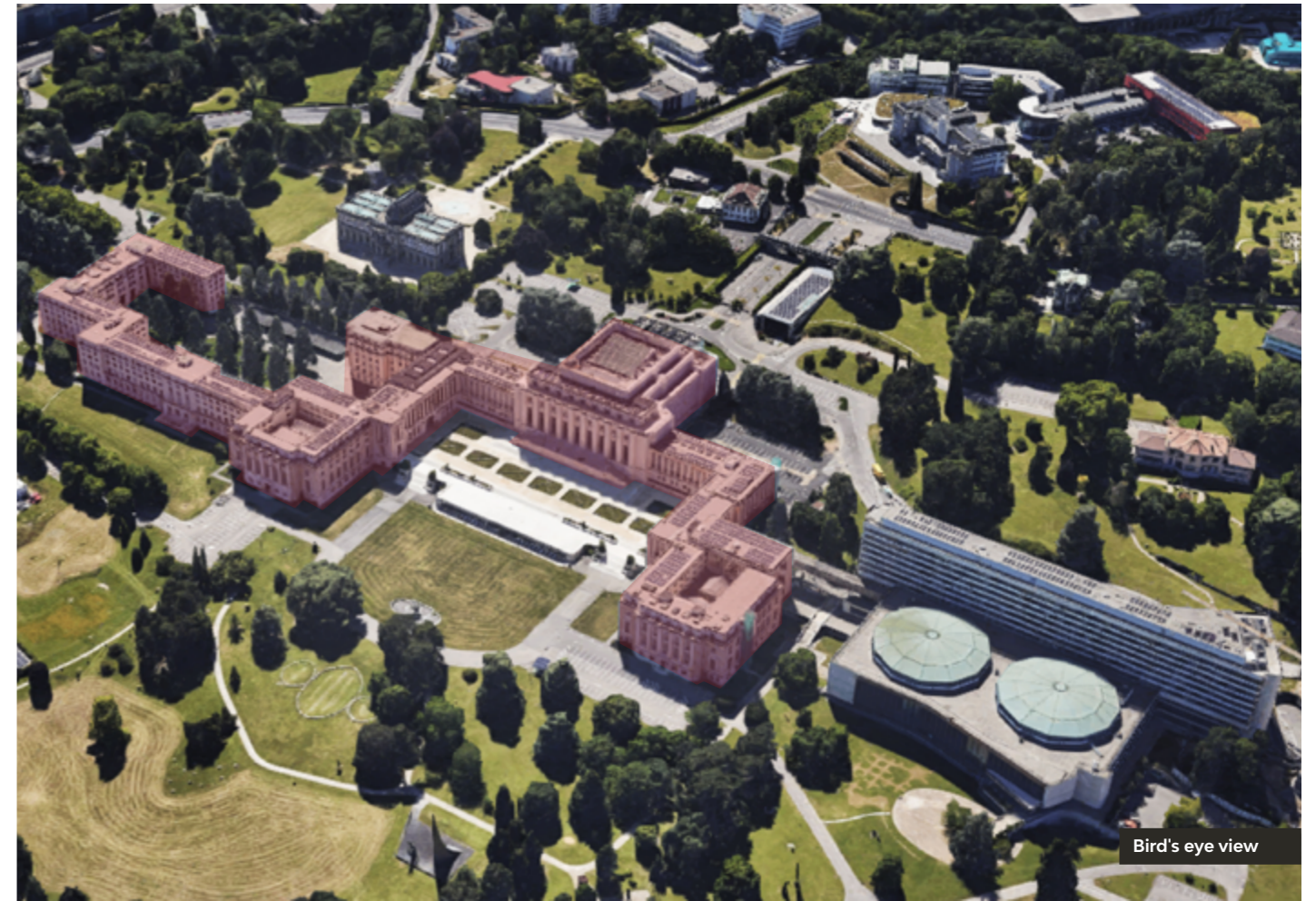
Common data environment (CDE)



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



Palais des Nations



Bird's eye view

OFFICE

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

LOCATION

Geneva, Switzerland

STATUS

TM concluded, PM in progress

YEAR

2019

CLIENTS

Jv (Cmb + Italiana Costruzioni + Csc)

TYOLOGY

Office

BUDGET

€ 240 mil.

DIMENSIONS

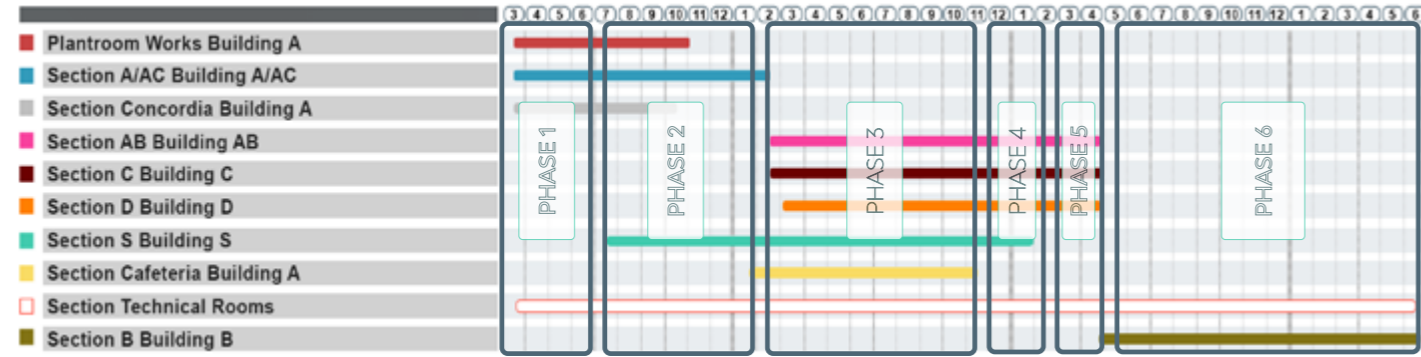
170.000 sqm

ACTIVITIES

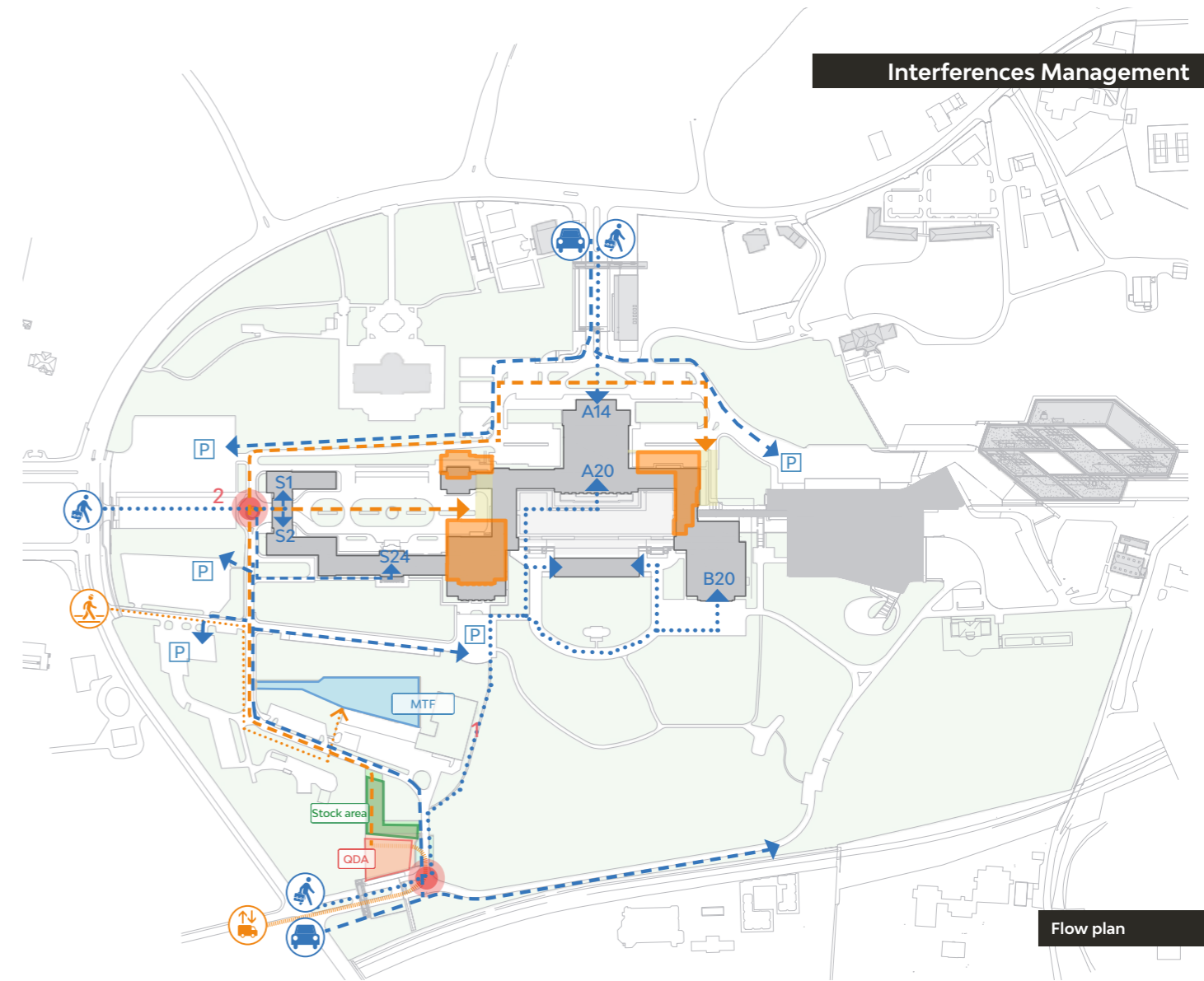
Tender Management support



Palais des Nations



Phasing management diagram

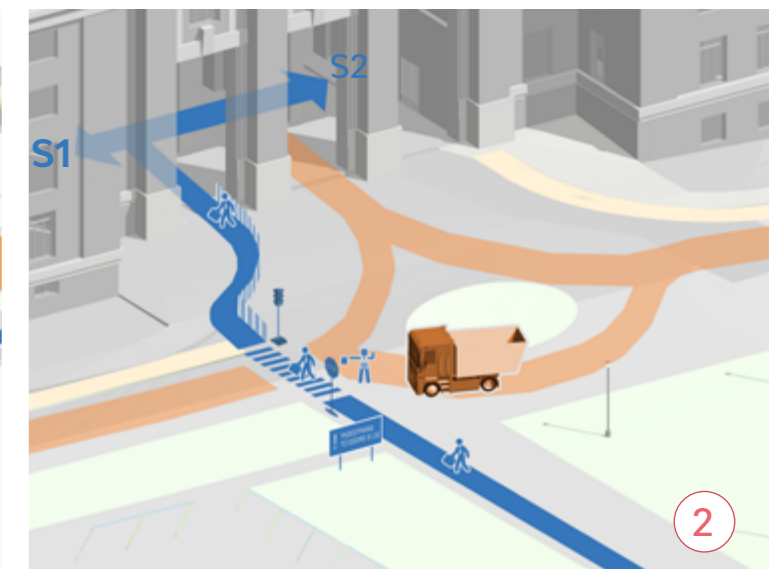
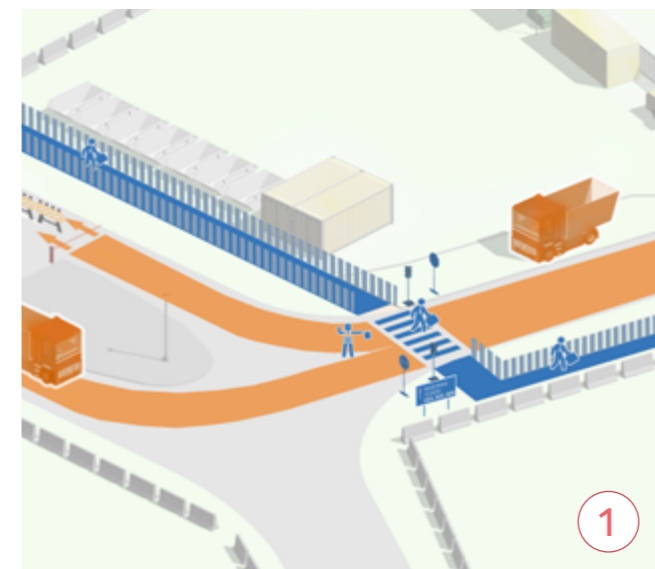


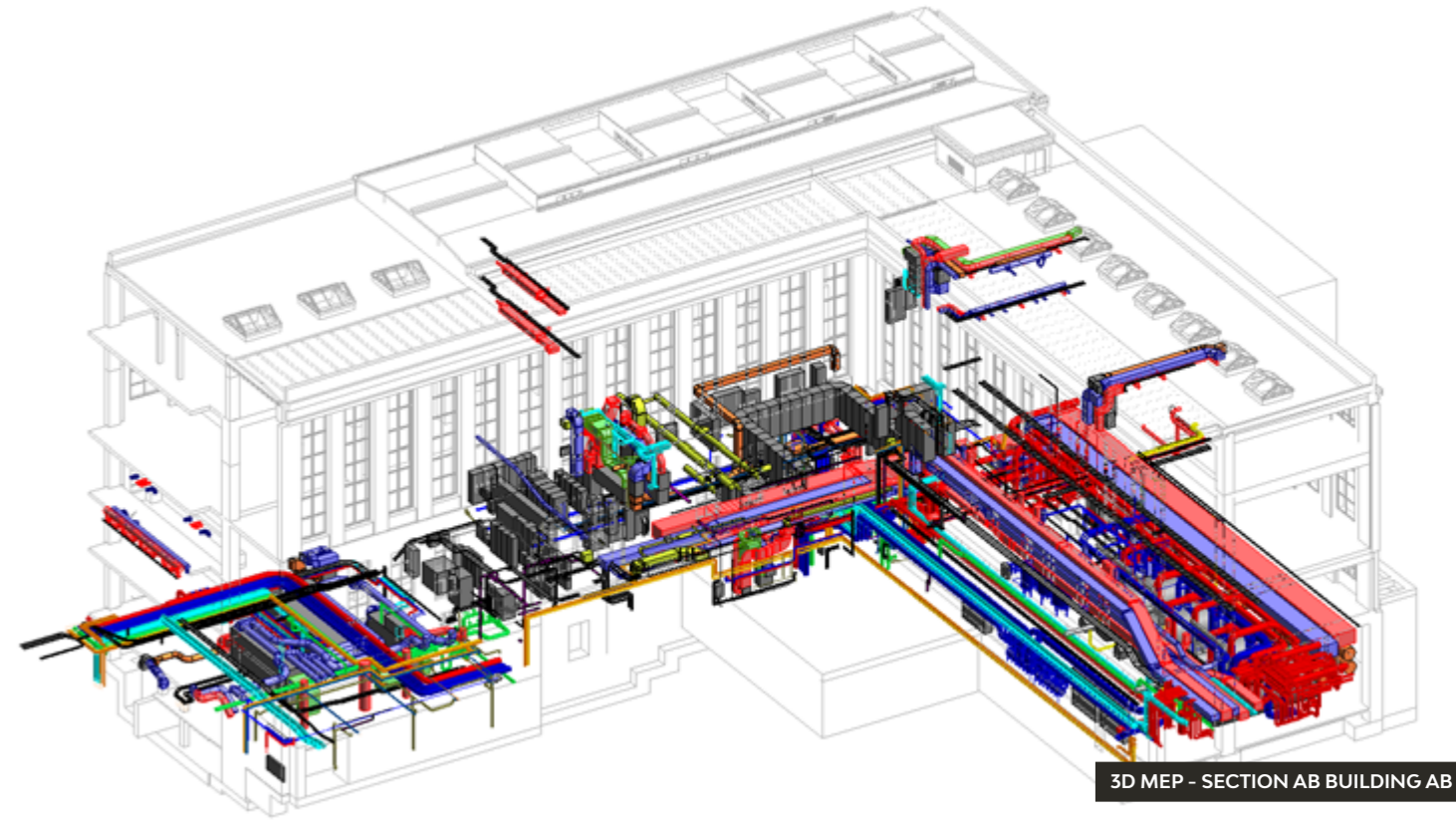
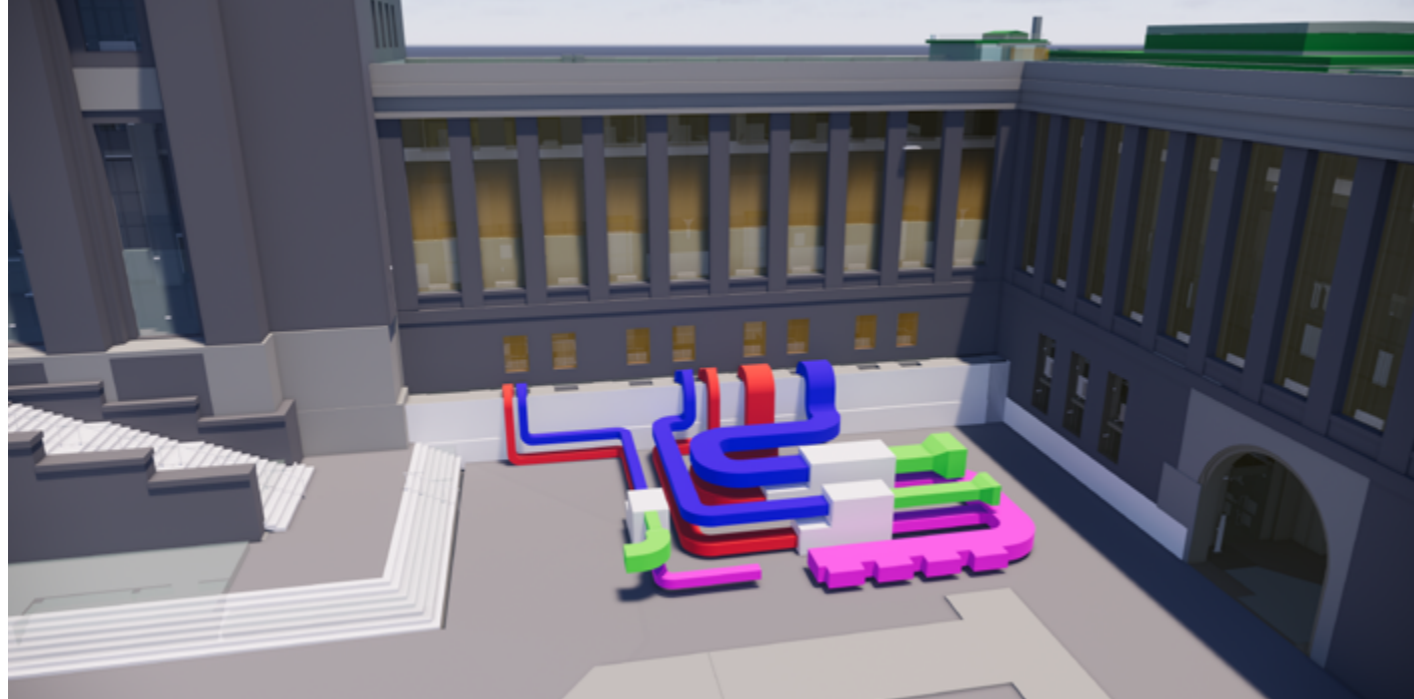
Interferences Management

Flow plan

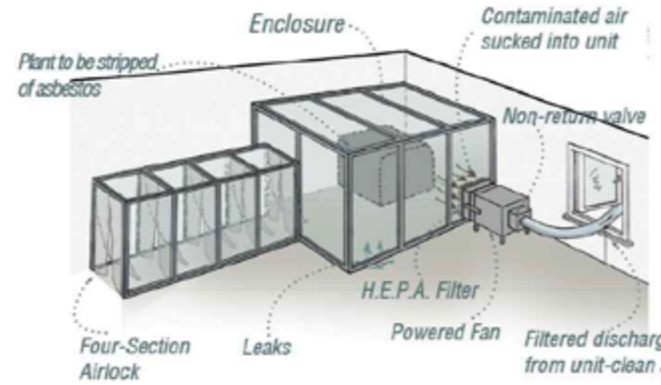
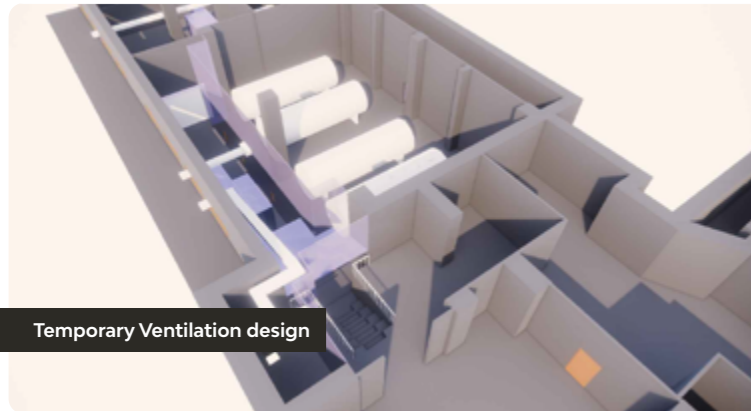
01 Phasing & Interferences Management

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

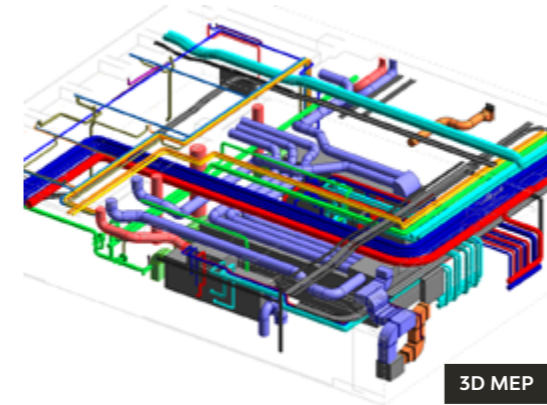




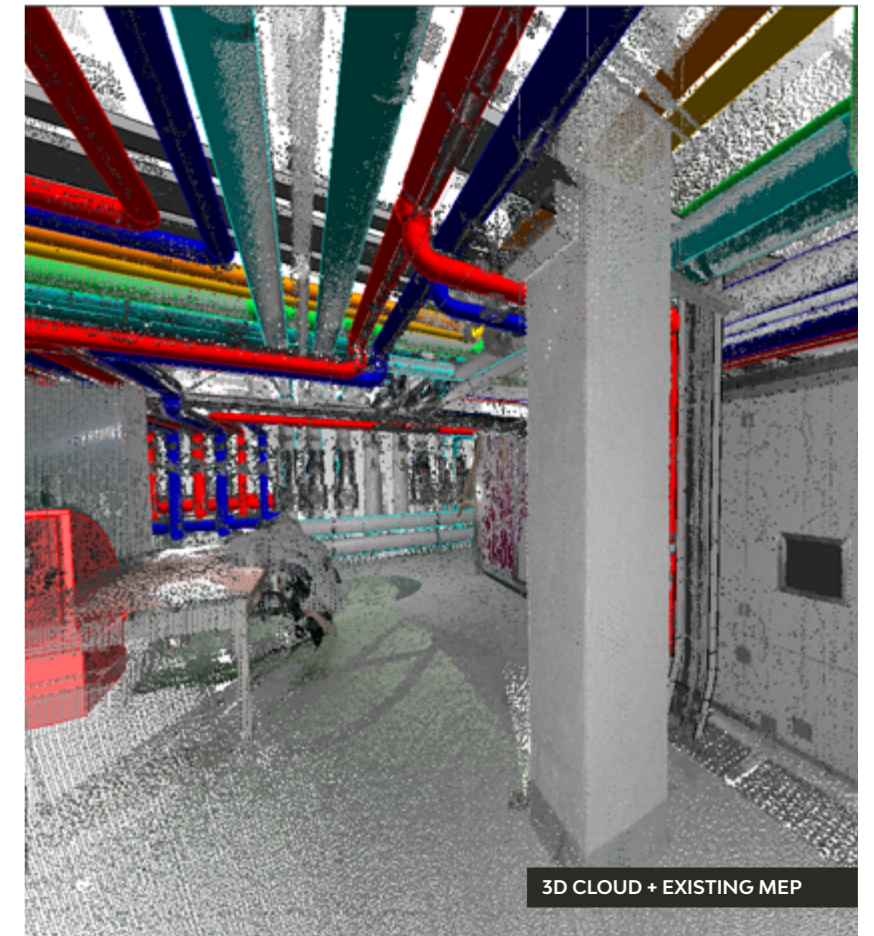
3D MEP - SECTION AB BUILDING AB



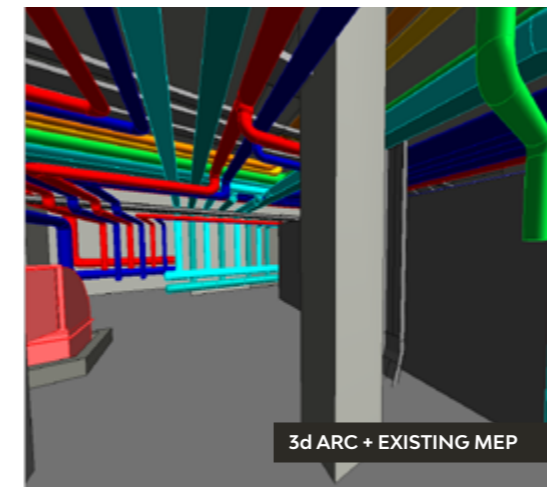
Temporary Ventilation design



3D MEP



3D CLOUD + EXISTING MEP



3d ARC + EXISTING MEP

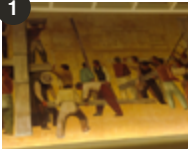
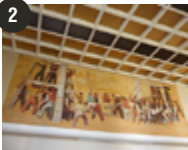
02

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-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



Main entrance



Garden view

▲ HEALTHCARE

New Hospital Bispebjerg

LOCATION
Copenhagen (Denmark)

STATUS
Under construction

YEAR
2020 - ongoing

CLIENTS
Rizzani De Eccher

TYOLOGY
Hospital

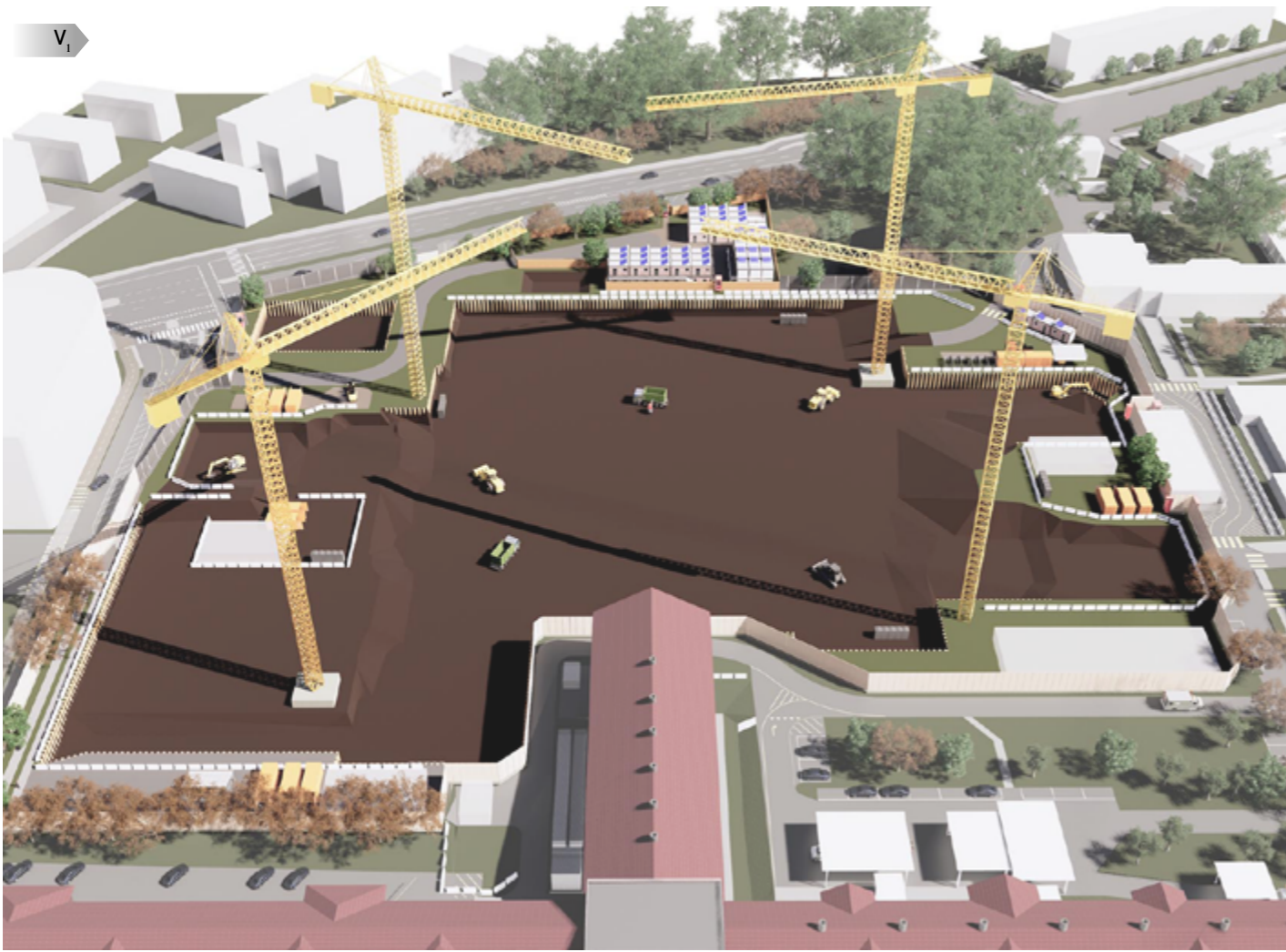
BUDGET
€ 225 mln

DIMENSIONS
85.000 sqm

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

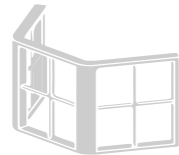


- Phasing Strategy
- Contruction Site Layouts
- Temporary Facilities
- Health & Safety management
- Workforce & Site Equipment
- Deliveries paths plan

TESTING PROCESSES



Laboratory Testing



Mock-up Testing



Site Testing

FUNCTIONAL PERFORMANCES



Air-Tightness



Water-Tightness/
Waterproofing
(static and dynamic)



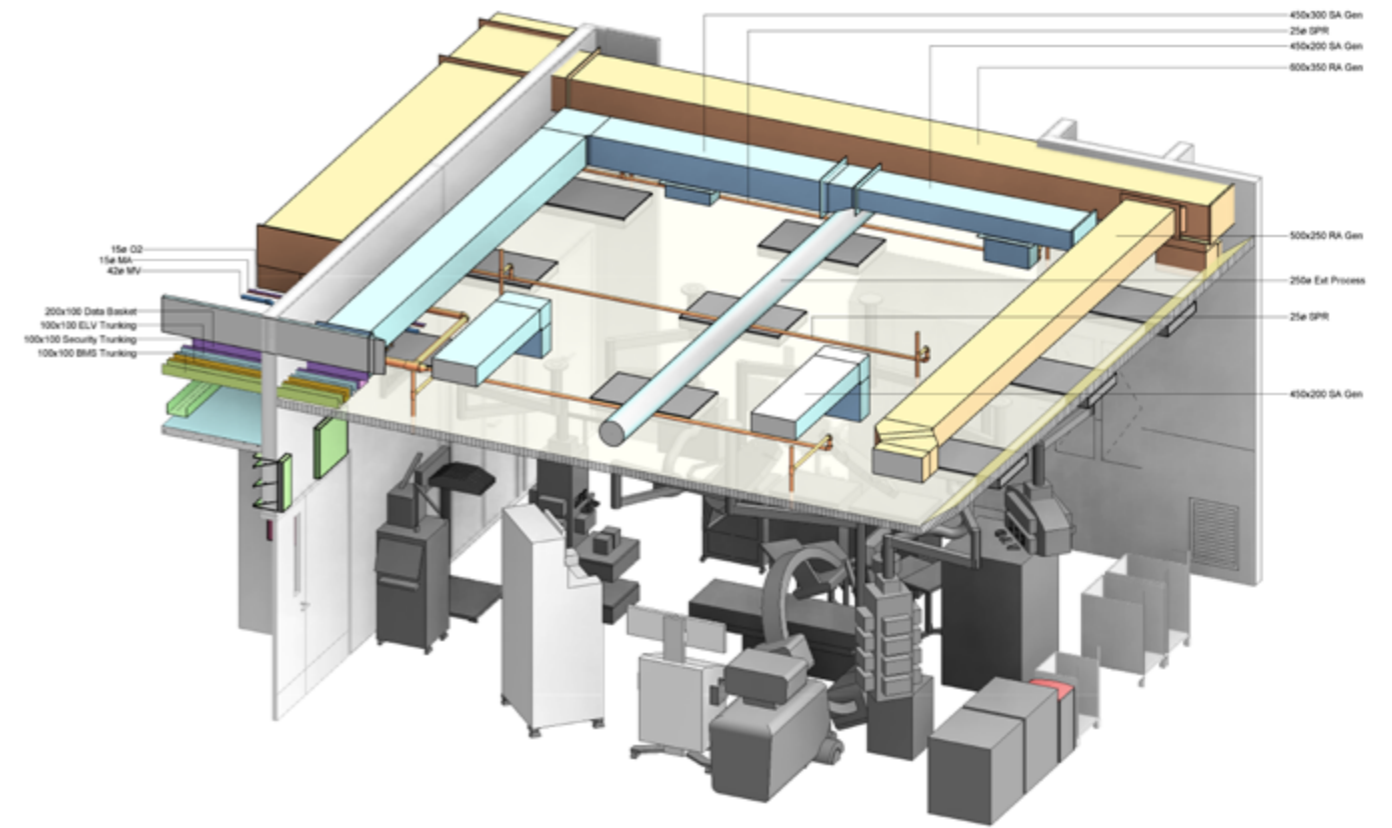
Thermal/Energy



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

STATUS

Under Construction

YEAR

2022-ongoing

CLIENTS

JV (Rizzani De Eccher+Ballast Nedam)

TYOLOGY

Office

BUDGET

€ 194 mil.

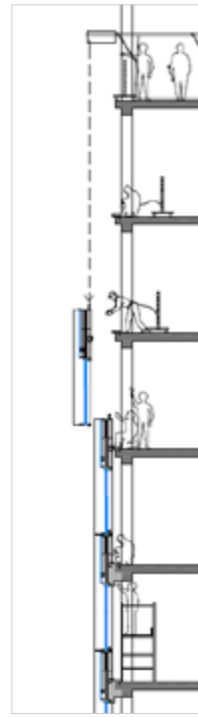
DIMENSIONS

64.000 sqm

ACTIVITIES

Tender Management support





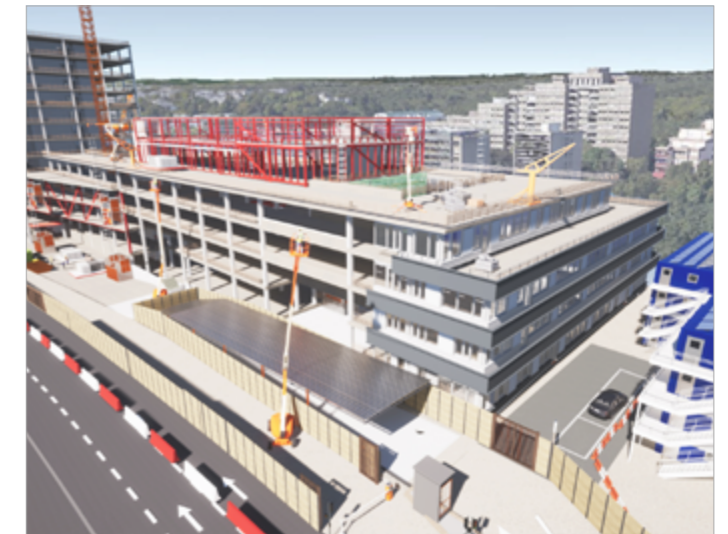
PHASE 1



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



Main entrance



Side view

▲ 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

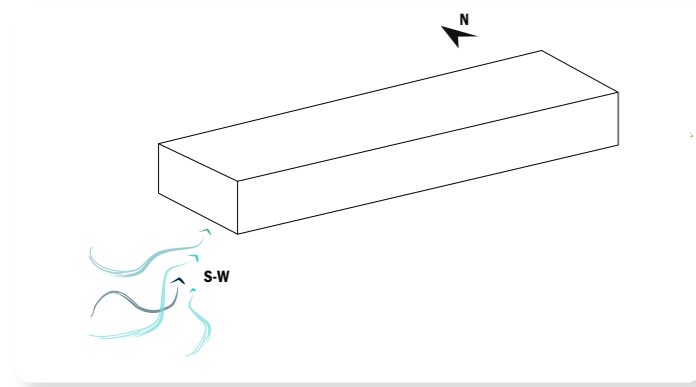
DIMENSIONS
183.000 sqm

ACTIVITIES
Design competition

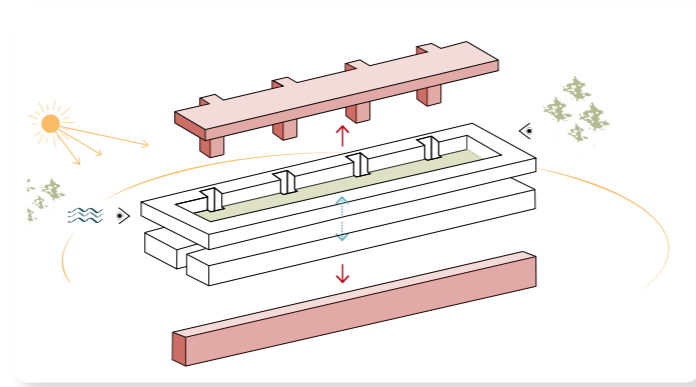


Atrium

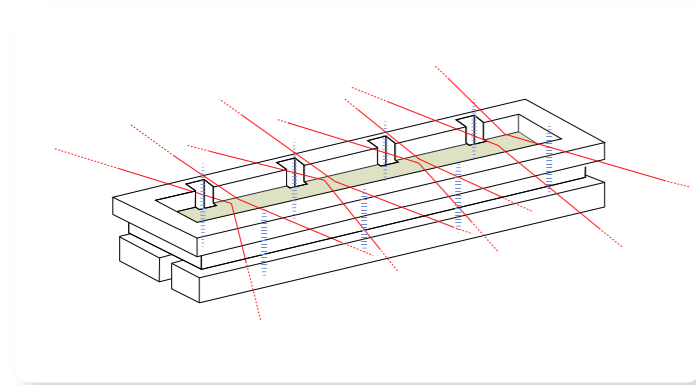
CONCEPT



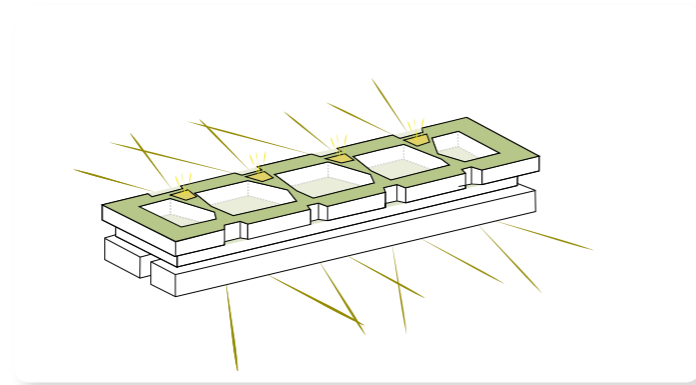
STEP 1 the building volume follows the best orientation and the wind direction



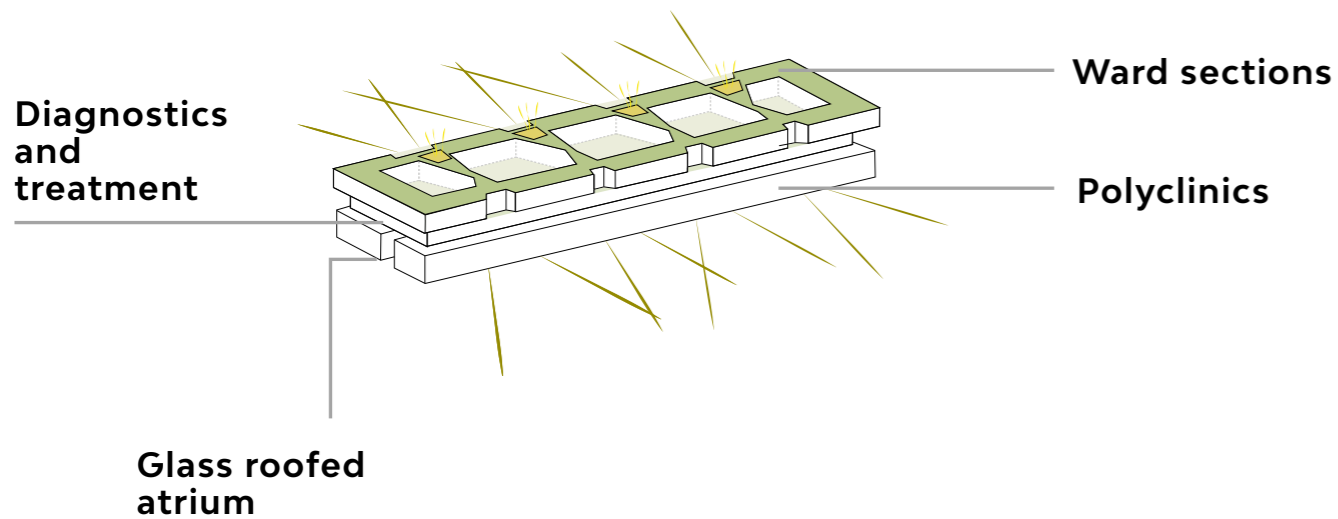
STEP 2 Red volumes are subtracted to maximize daylight and natural views



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

YEAR

2021 - ongoing

TYOLOGY

Hospital

DIMENSIONS

193.000 sqm

STATUS

Preliminary Design

CLIENTS

Azienda Ospedale Università Padova

BUDGET

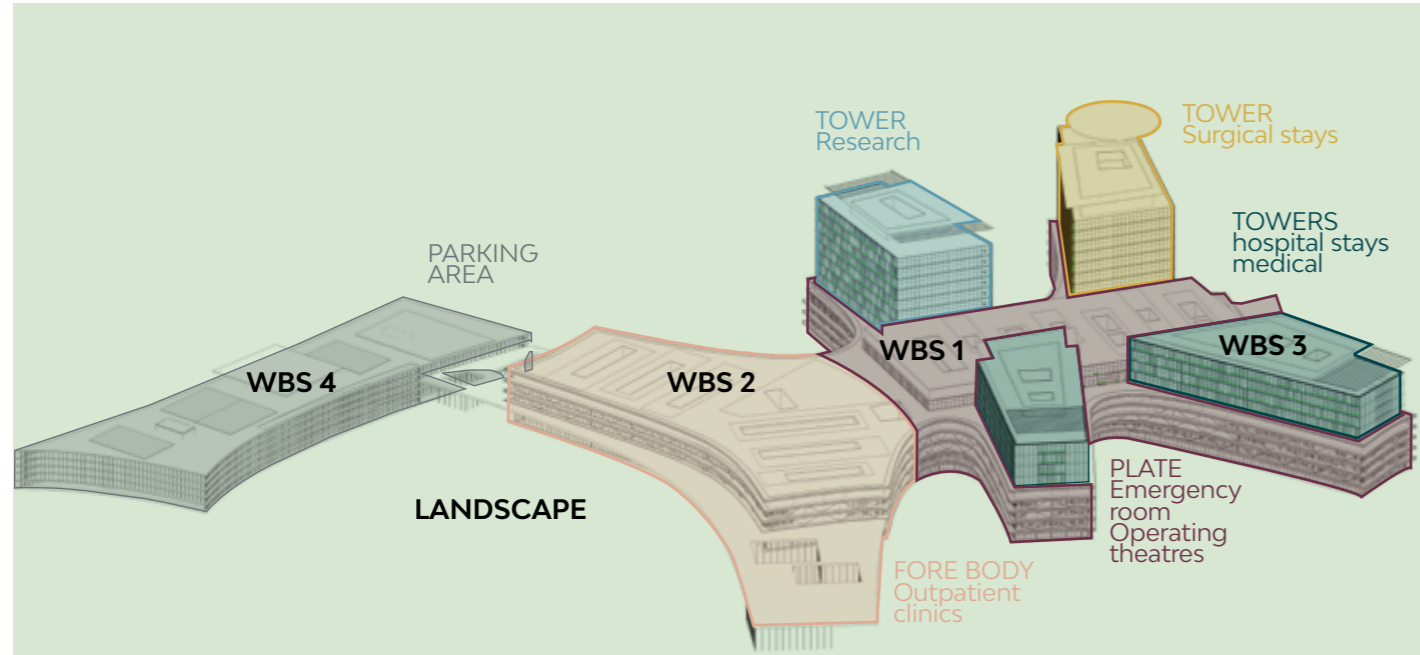
€ 482 mln

ACTIVITIES

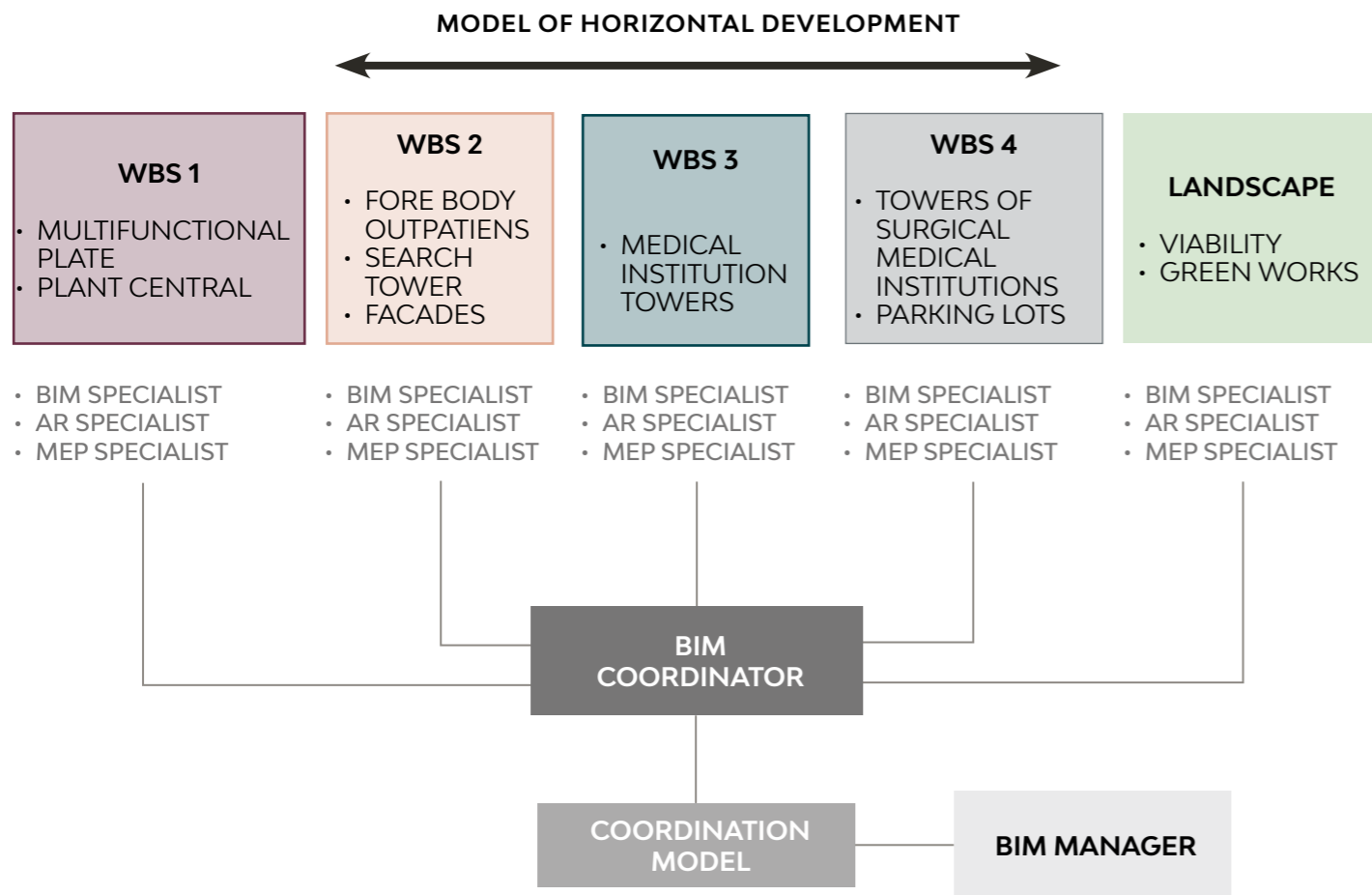
Design competition



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 (m ²) | Project Stages |
| 1 | NYT OUH University Hospital DP03 - DP04 | 2018 | € 395 mil | 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 mil | 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 mil | 15.000 m ² | <ul style="list-style-type: none"> • Schematic Design (completed) • Detailed Design (completed) • Construction Design (ongoing) |
| 4 | UNOG Renovation | 2019 | € 240 mil | 170.000 m ² | <ul style="list-style-type: none"> • Construction Design (ongoing) |
| 5 | Nyt Hospital Bispebjerg | 2020 | € 225 mil | 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 mil | 64.000 m ² | <ul style="list-style-type: none"> • Tender management |
| 7 | UNOG Building E | 2022 | € 145 mil | 50.000 m ² | <ul style="list-style-type: none"> • Detailed Design (ongoing) • Construction Design (not yet started) |
| 8 | Tallinn Hospital | 2022 | € 600 mil | 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 mil | | |

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



ATI | Project

CREATING A BETTER REALITY

PISA

MILAN

BELGRADE

ODENSE

COPENHAGEN

PARIS

GENEVA

TALLINN