



P O R T F O L I O

INTERNATIONAL 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

Table of contents

Profile pg. 5

Tenders

- Nyt OUH University Hospital DP03 - DP04 pg. 6
- Nyt OUH University Hospital DP 05-06-07-08 pg. 12
- Nyt OUH University Hospital DP 100 - Raw Rooms pg. 18
- United Nations Office at Geneva (A/AB/AC/B/C/D/E/S) pg. 24
- New Hospital Bispebjerg pg. 32
- New Office Building for the European Investment Bank pg. 38
- New Tallinn Hospital Design pg. 42
- New Hospital Padova Design pg. 46
- Summary pg. 50



3 Billion

TOTAL BUDGET OF ONGOING BUILDING SITES



80%

100MLN+ SUCCESS RATE

THE SUCCESS OF OUR CLIENTS AND PARTNERS IS OUR SUCCESS.



▲ PROFILE

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

Creating a better reality

Architecture, landscape 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 twelve years, 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 **multidisciplinary**, 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**.



14

YEARS OF CONSTANT GROWTH



25 Mln

TURNOVER IN EUROS



8

INTERNATIONAL OFFICES



1+ Million of m²

OF COMPLETED OR ONGOING PROJECTS



▲ HEALTHCARE

Nyt OUH University Hospital DP03 - DP04



LOCATION

Odense, Denmark

CLIENTS

JV (CMB+ITINERA)

TYOLOGY

Healthcare

DIMENSIONS

160.000 sqm

TENDER YEAR

2017

BUDGET

€ 395 mln

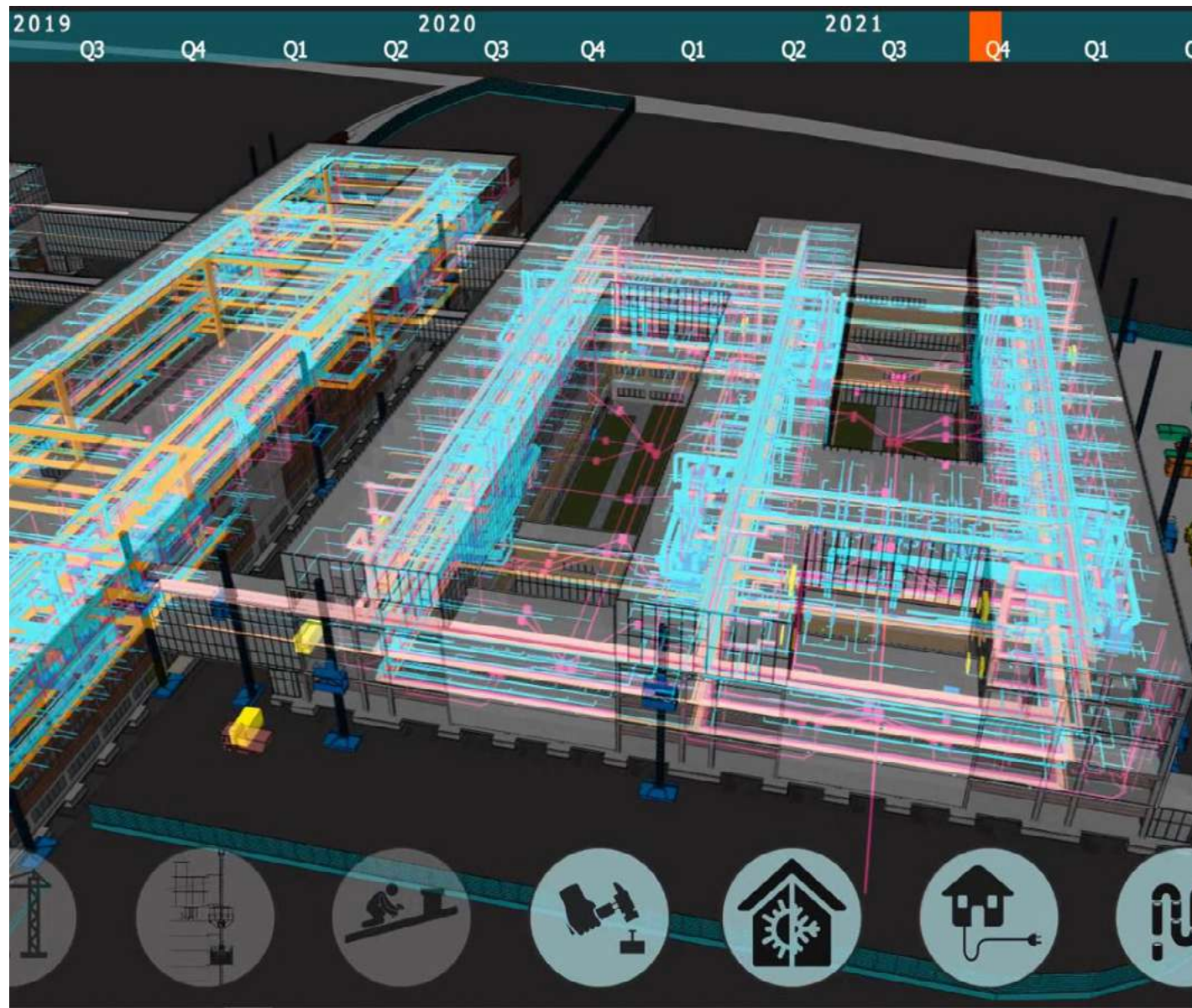
CURRENT STATUS

Under construction

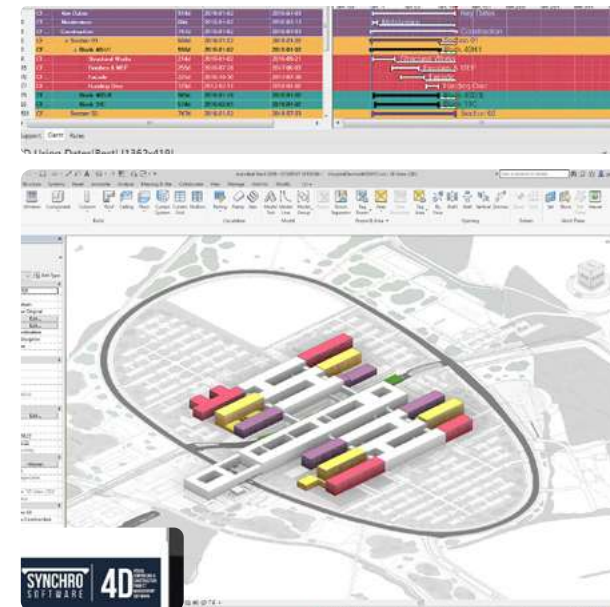
ACTIVITIES

Tender management support

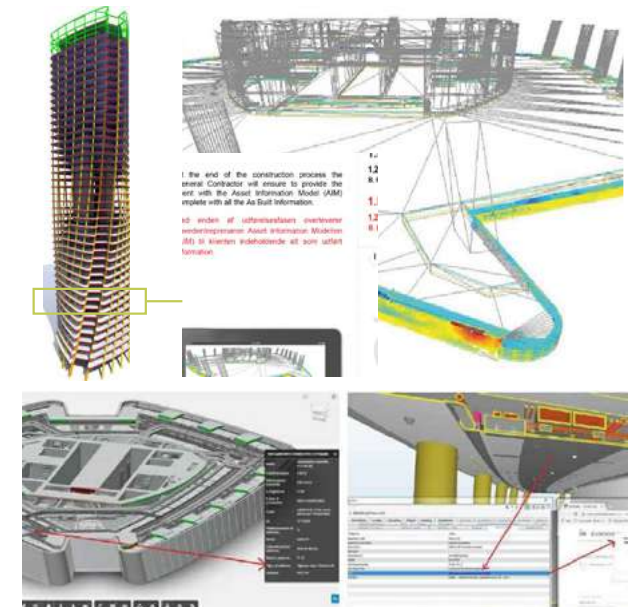





TIME CONTROL



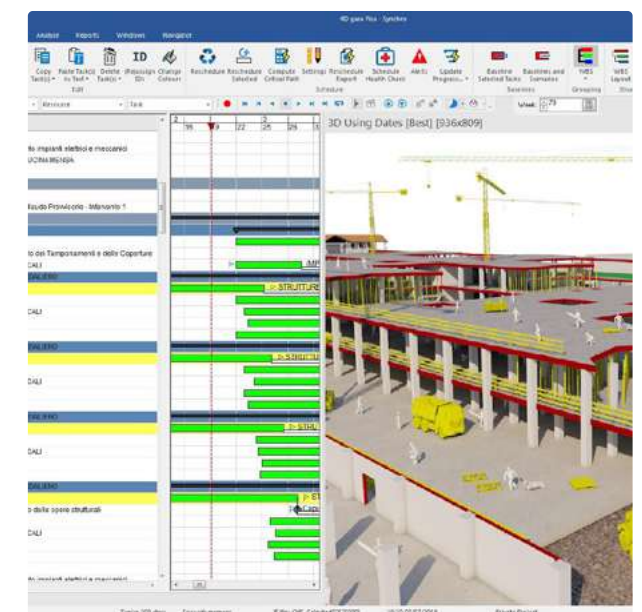

QUALITY CONTROL




CONTROLLO COSTI




CONTROLLO SICUREZZA

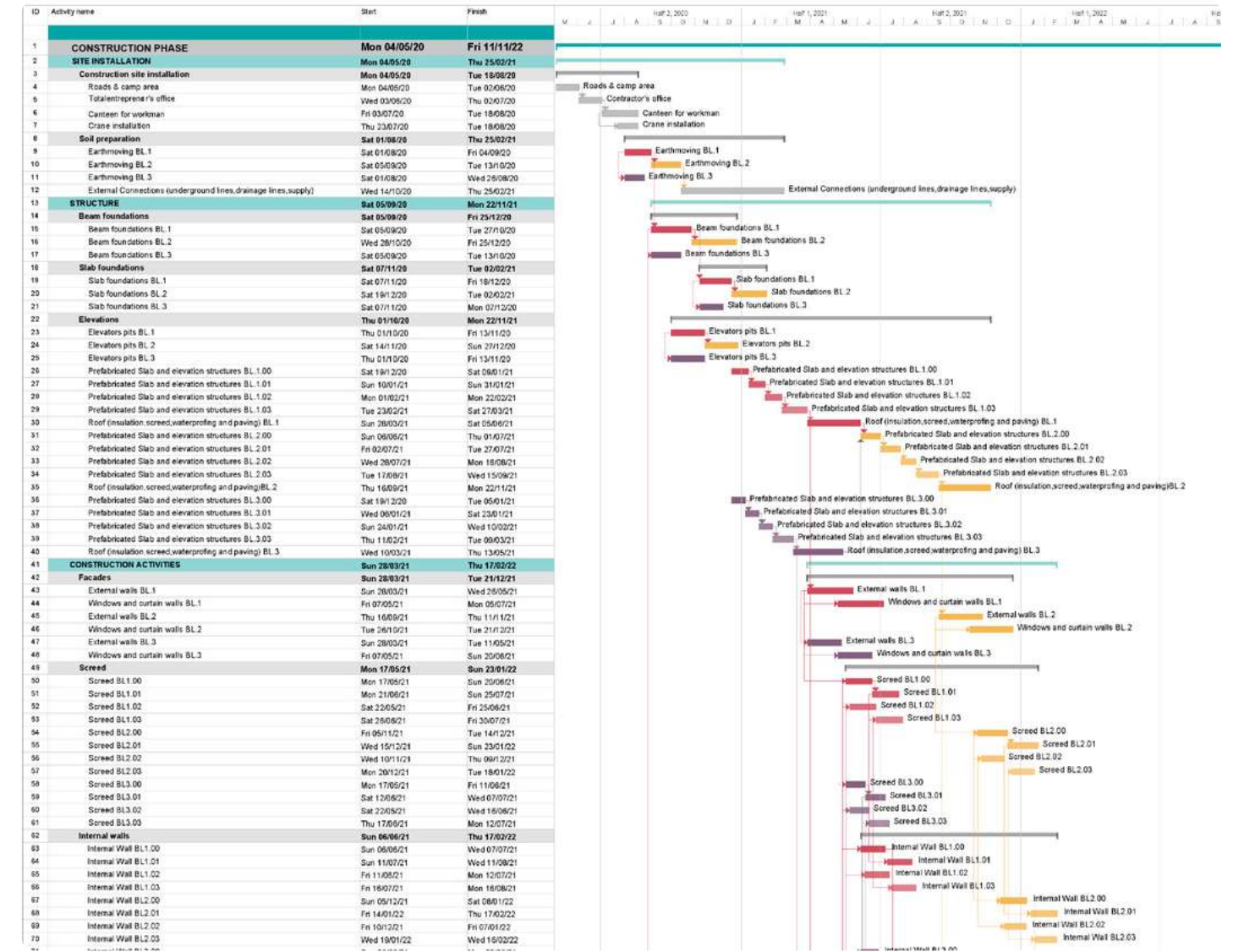
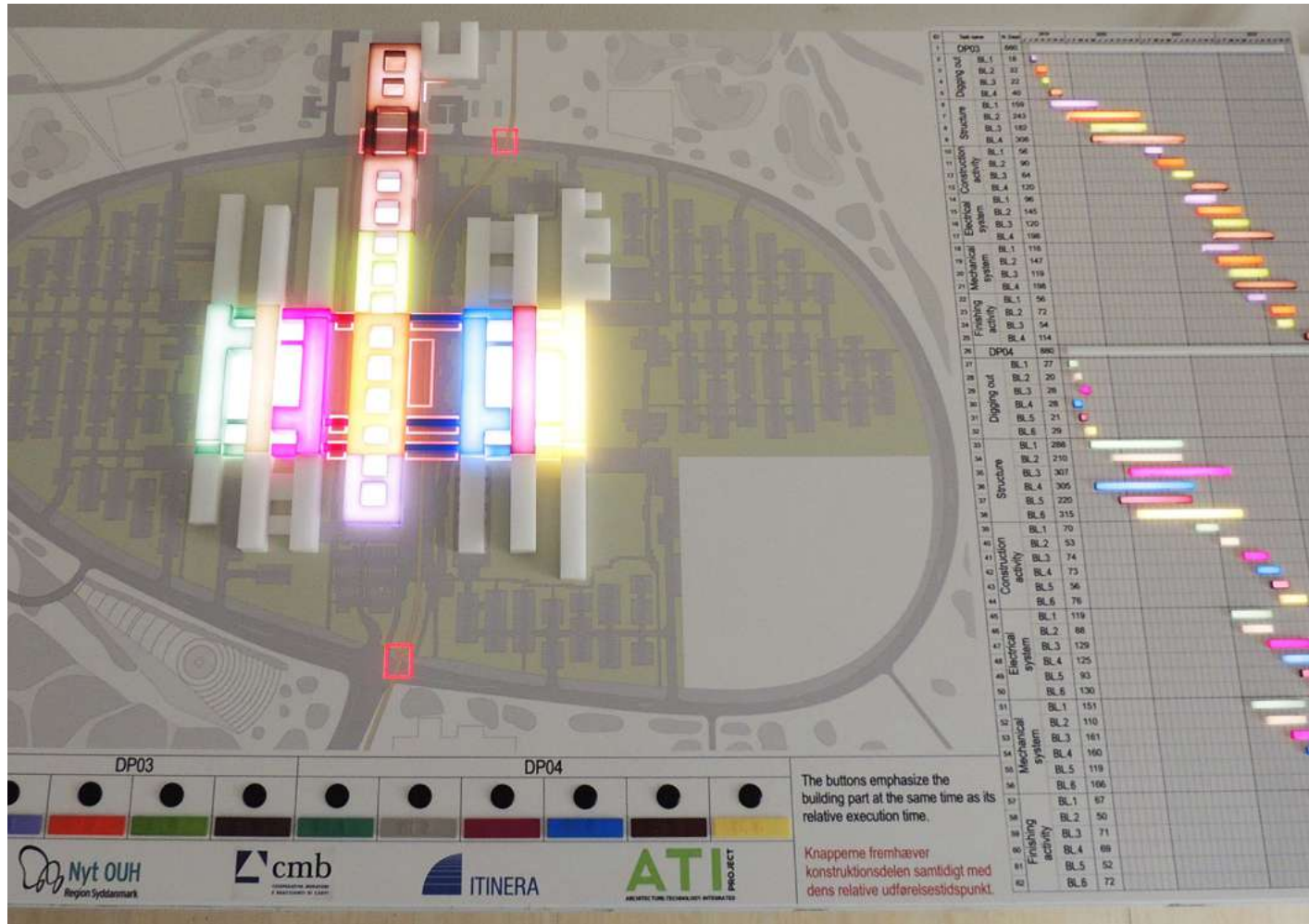


01

BIM Management



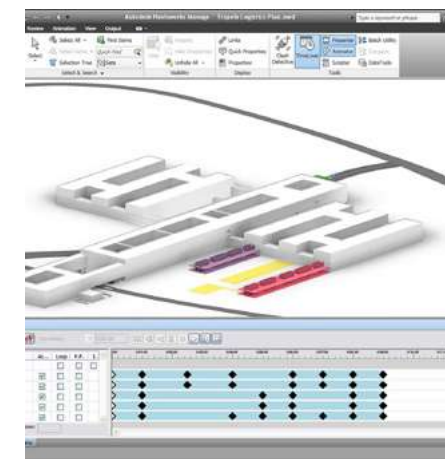
- Bim Execution Plan
- Time Control through BIM 4D
- Cost Control through BIM 5D
- Clash Detections and Code Checkings
- Quality Control through laser scanning
- Construction Site management through BIM Field



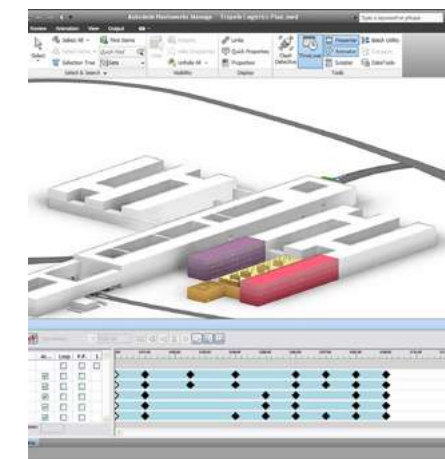
02 Time Schedule

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

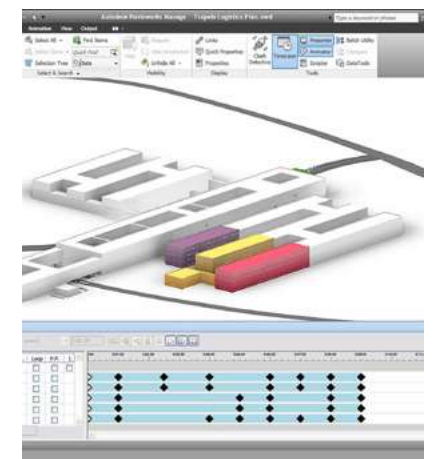
PHASE 1



PHASE 2



PHASE 3





▲ 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

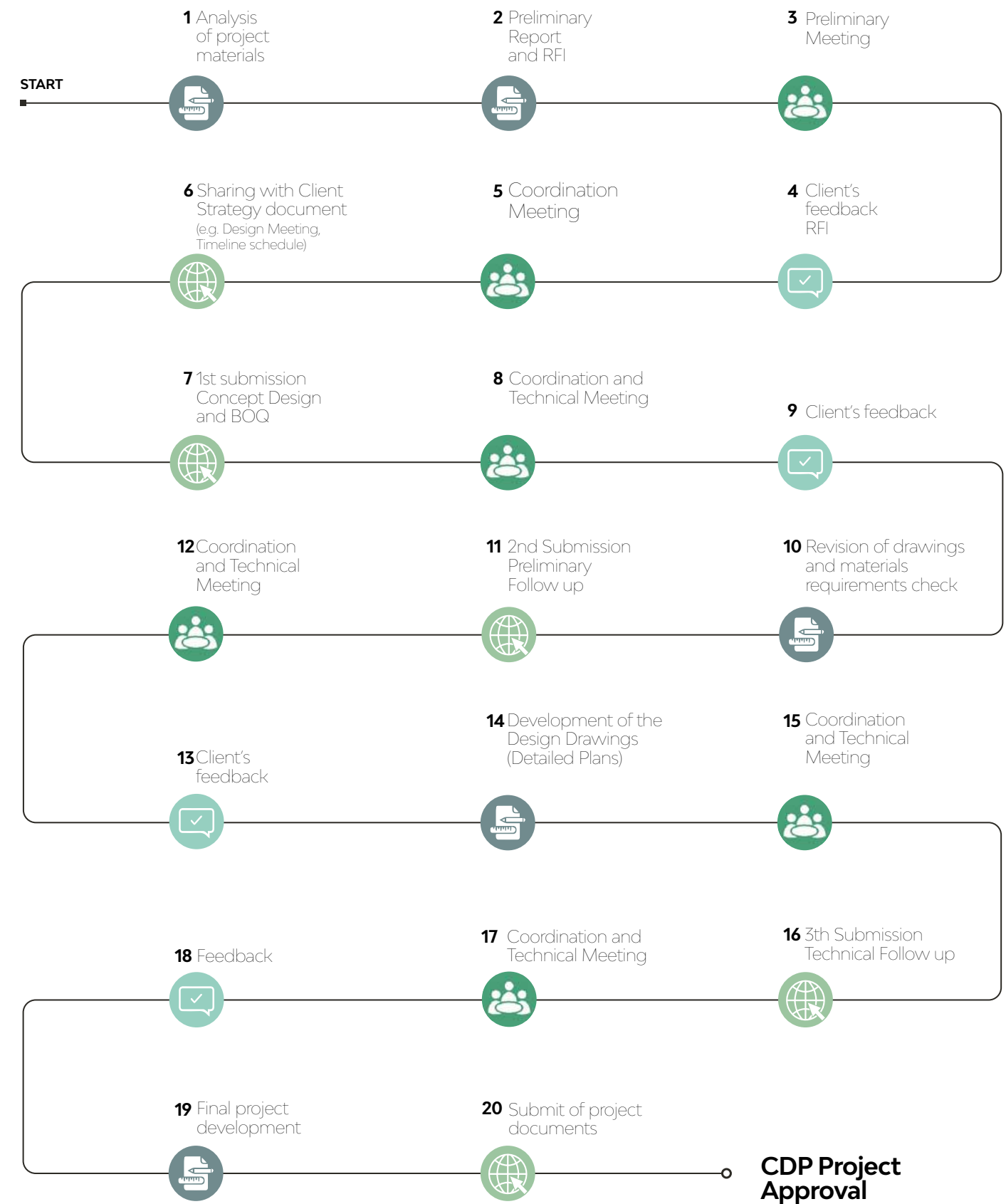
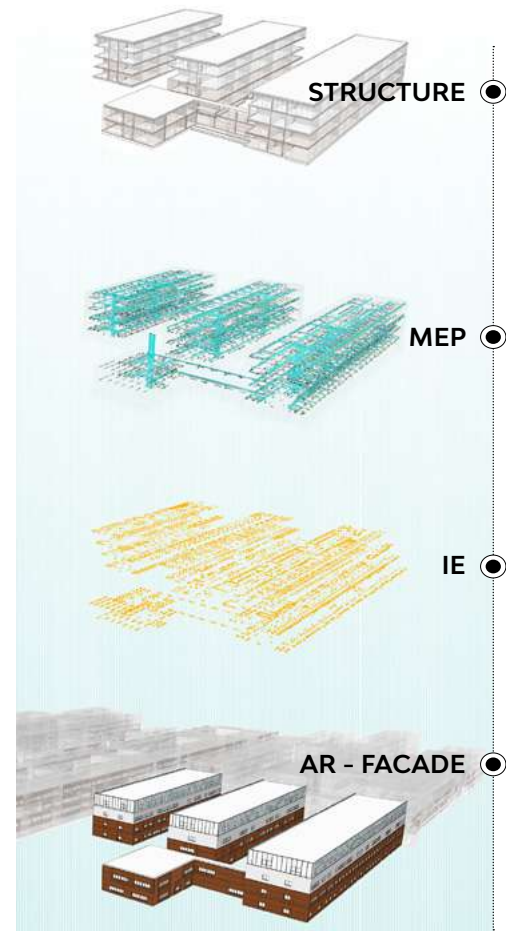
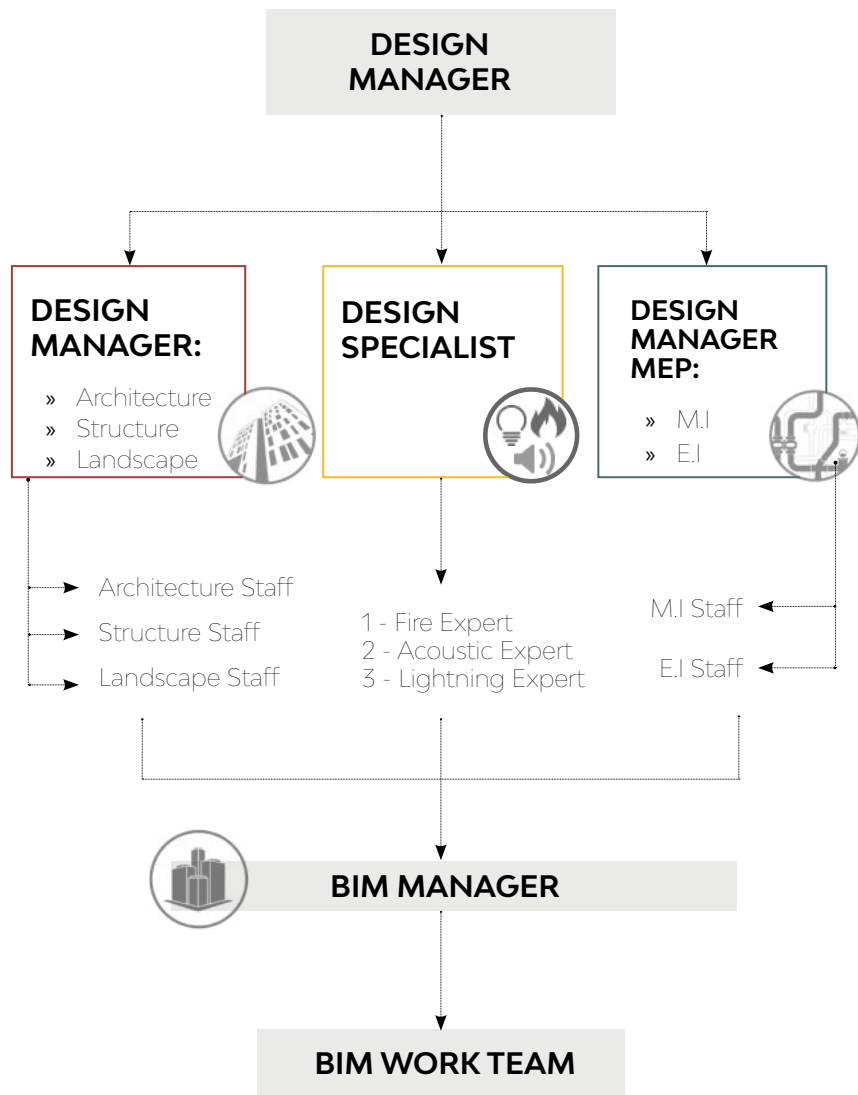
CURRENT STATUS

Under construction

ACTIVITIES

Tender management support

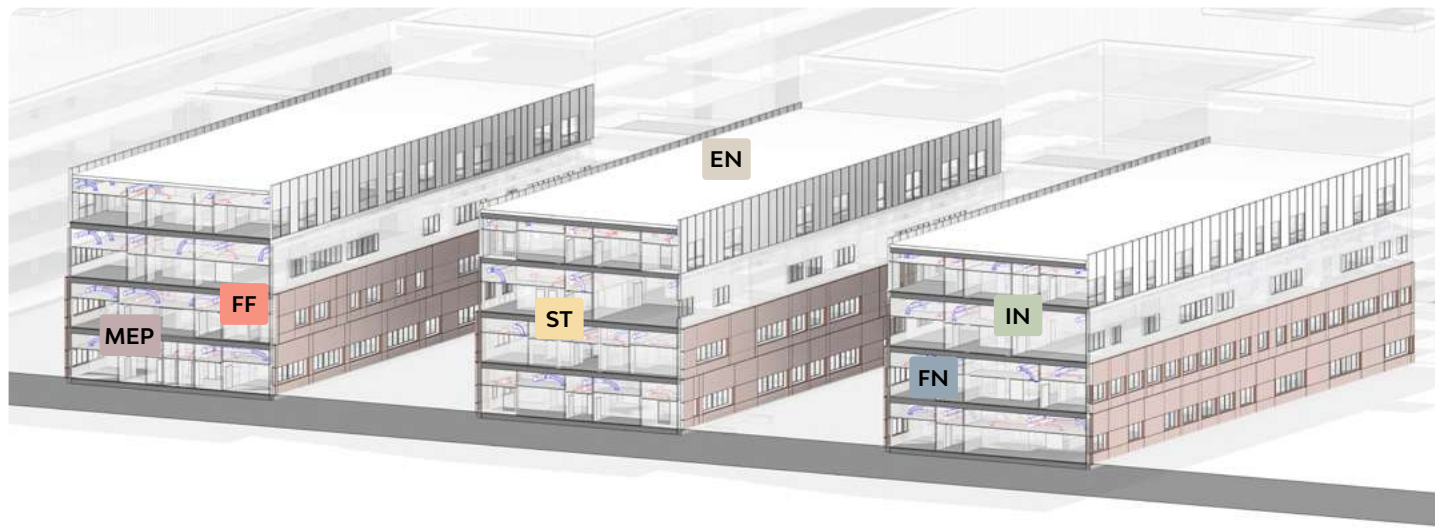




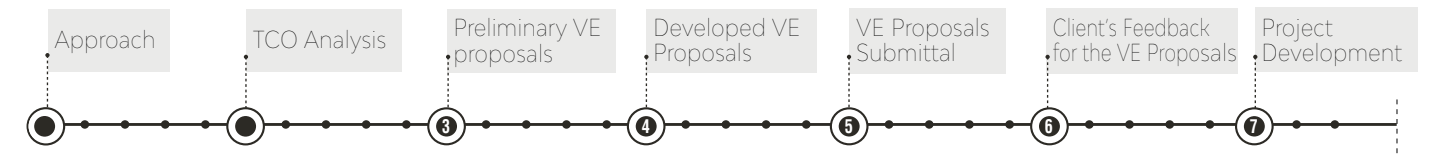
● project's development ● meetings ● submits ● feedbacks

01 Design process organization

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



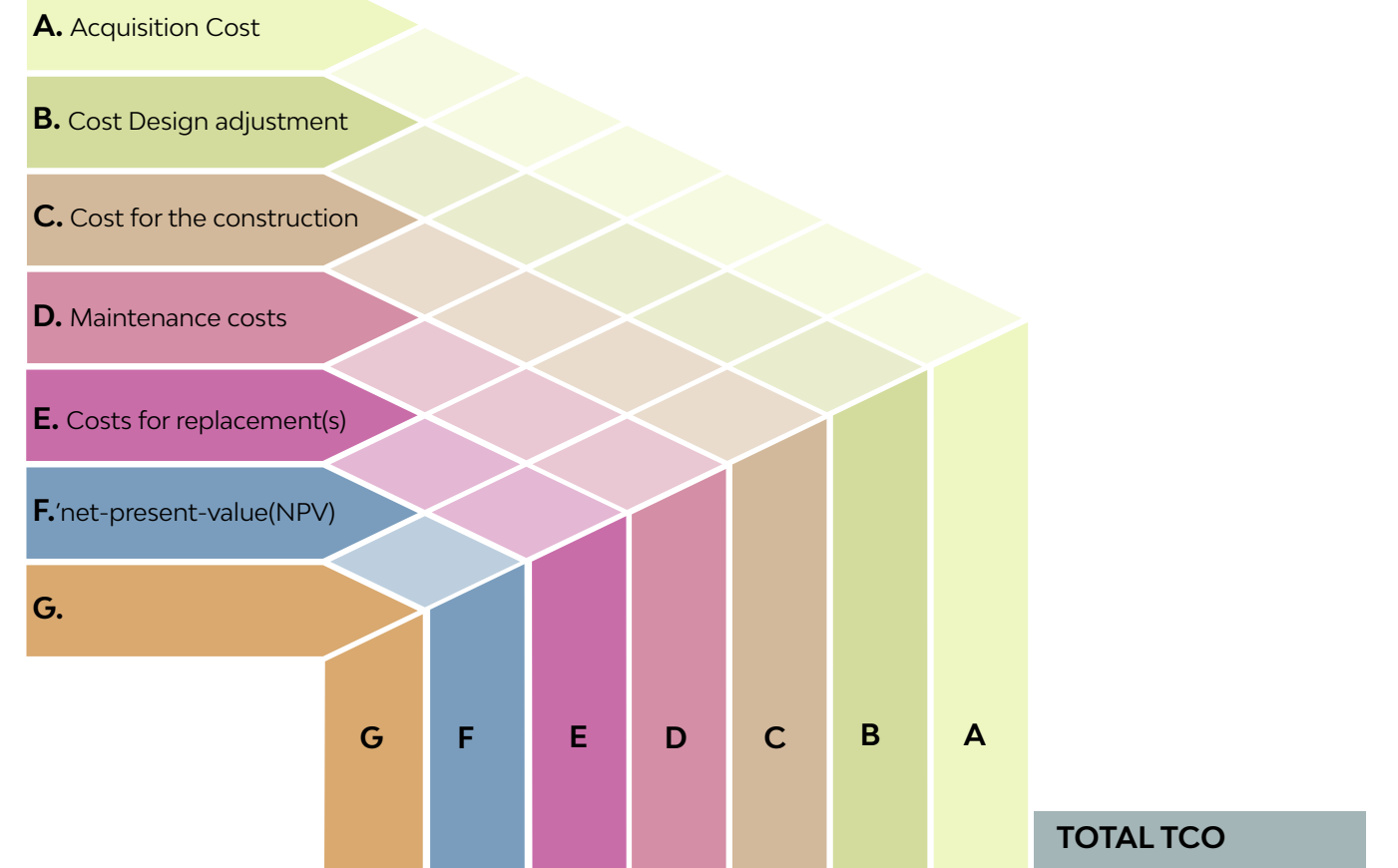
VE PROPOSALS LIST _ FORMAT									
Code	Category	VE solution description	Technical specification ORIGINAL SOLUTION	Technical specification VE SOLUTION	TCO ORIGINAL SOLUTION	TCO VE SOLUTION	Client's feedback		
							Y	N	I
ST	Structures								
EN	Envelope								
IN	Internal works								
FN	Finishes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

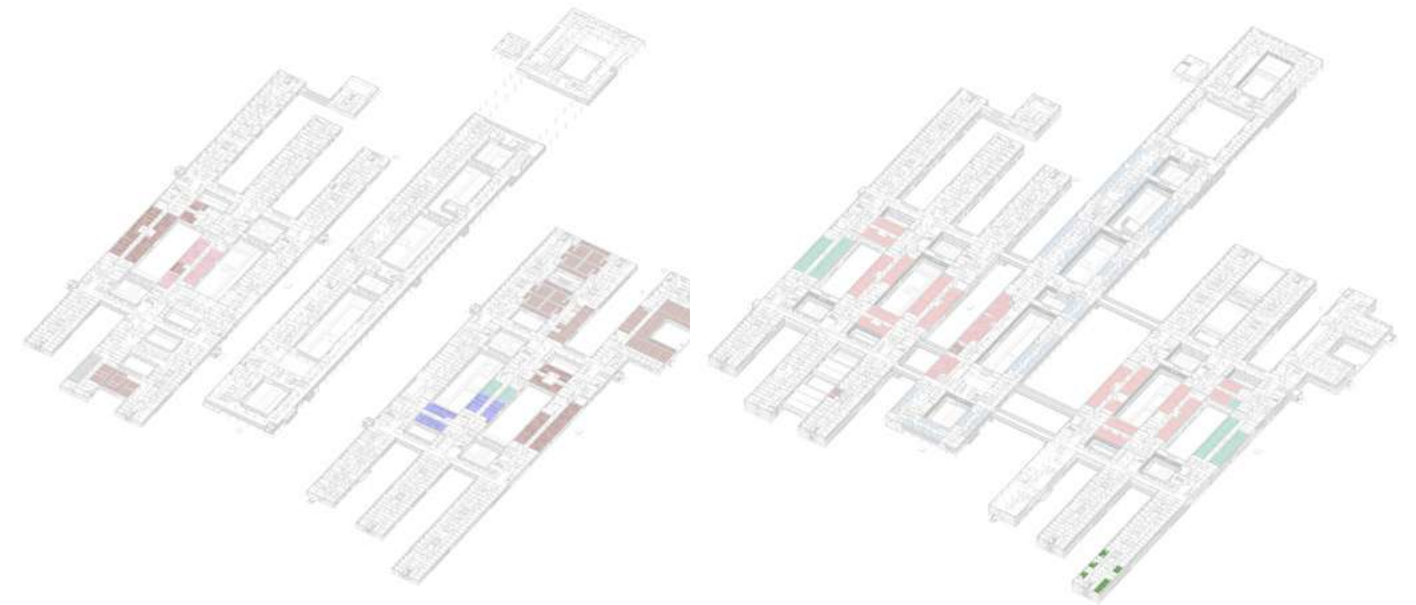
02

Value Engineering

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



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



SUBCONTRACTORS' PROPOSALS EVALUATION

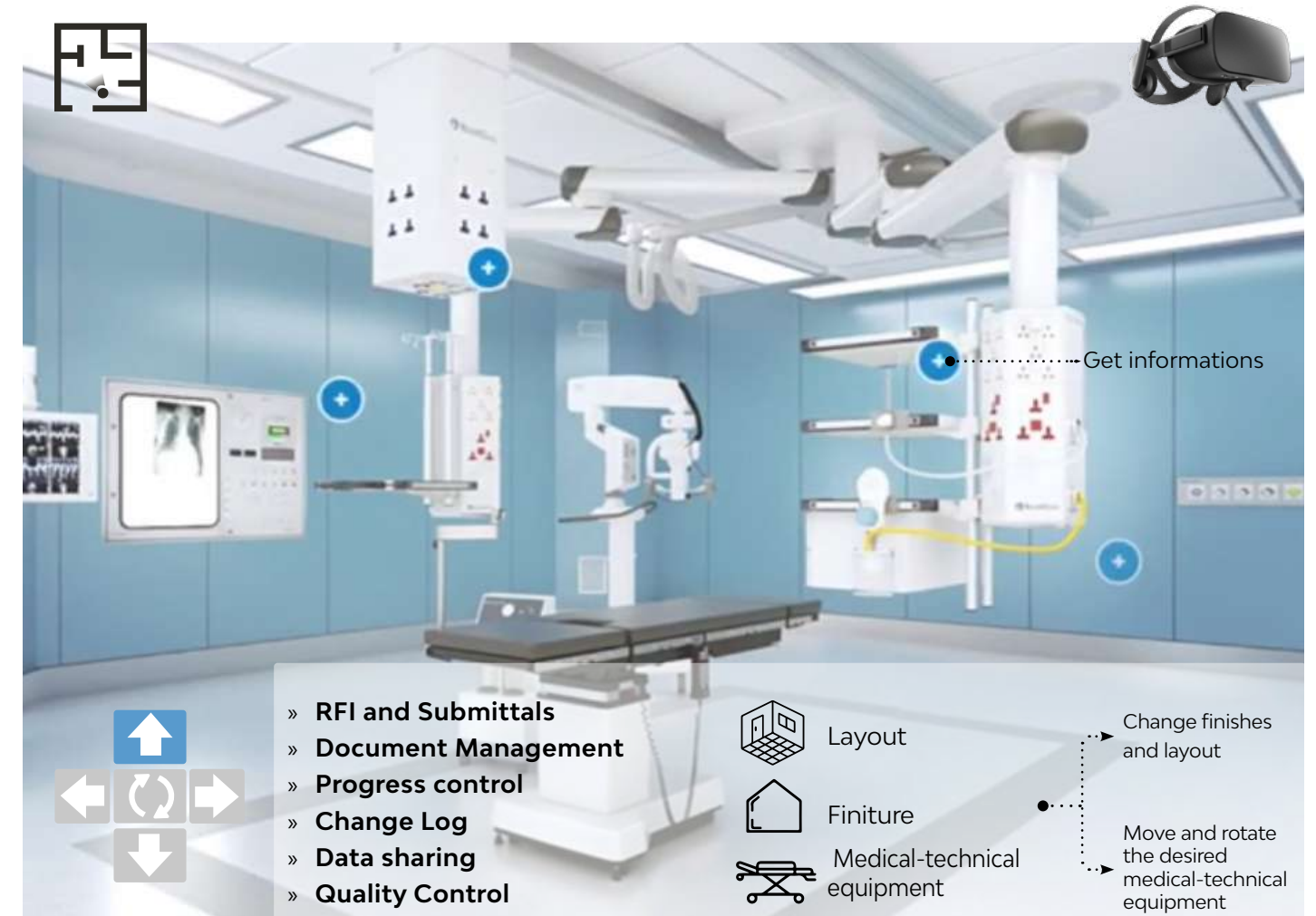
TECHNICAL SCORING CRITERIA			Subcontractor 1		Subcontractor 2		Subcontractor 3	
			Score (1-5)	TOTAL	Score (1-5)	TOTAL	Score (1-5)	TOTAL
1	Technical solution proposed	Technical solution details, project well analyzed, general solution proposed, qualification and optimization proposed	3	3,2	5	4,6	4	4,4
		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

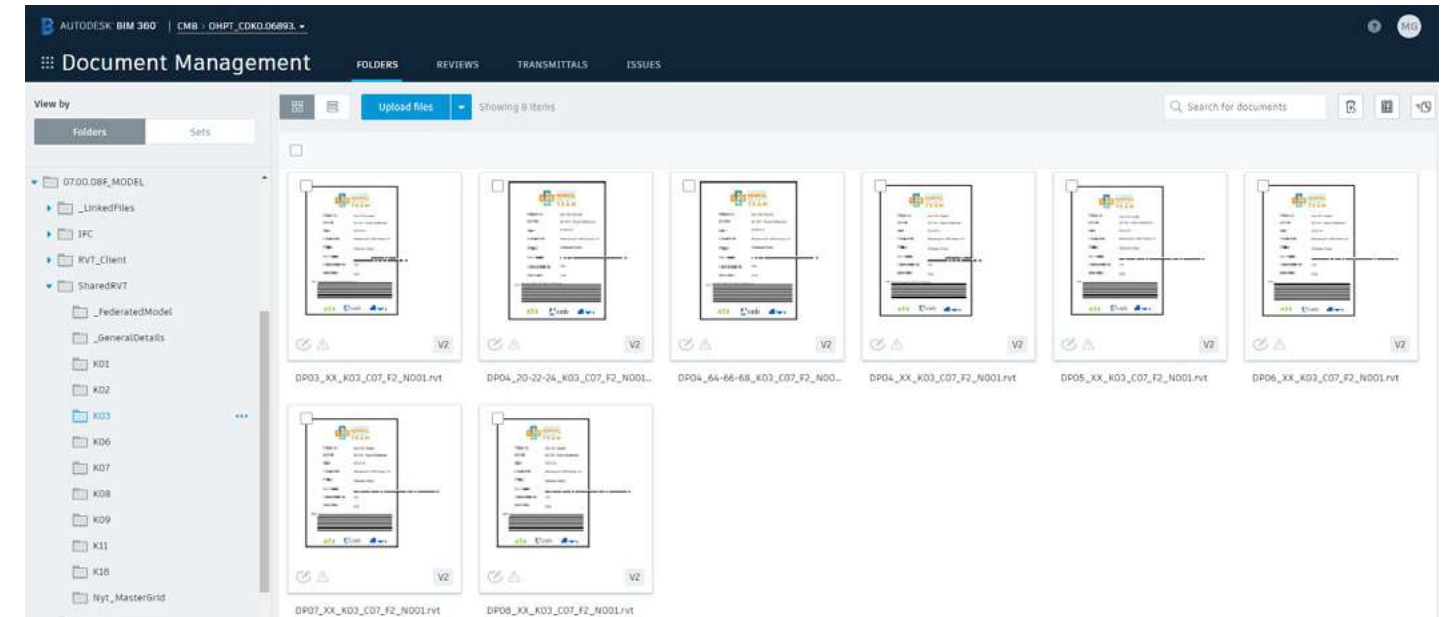
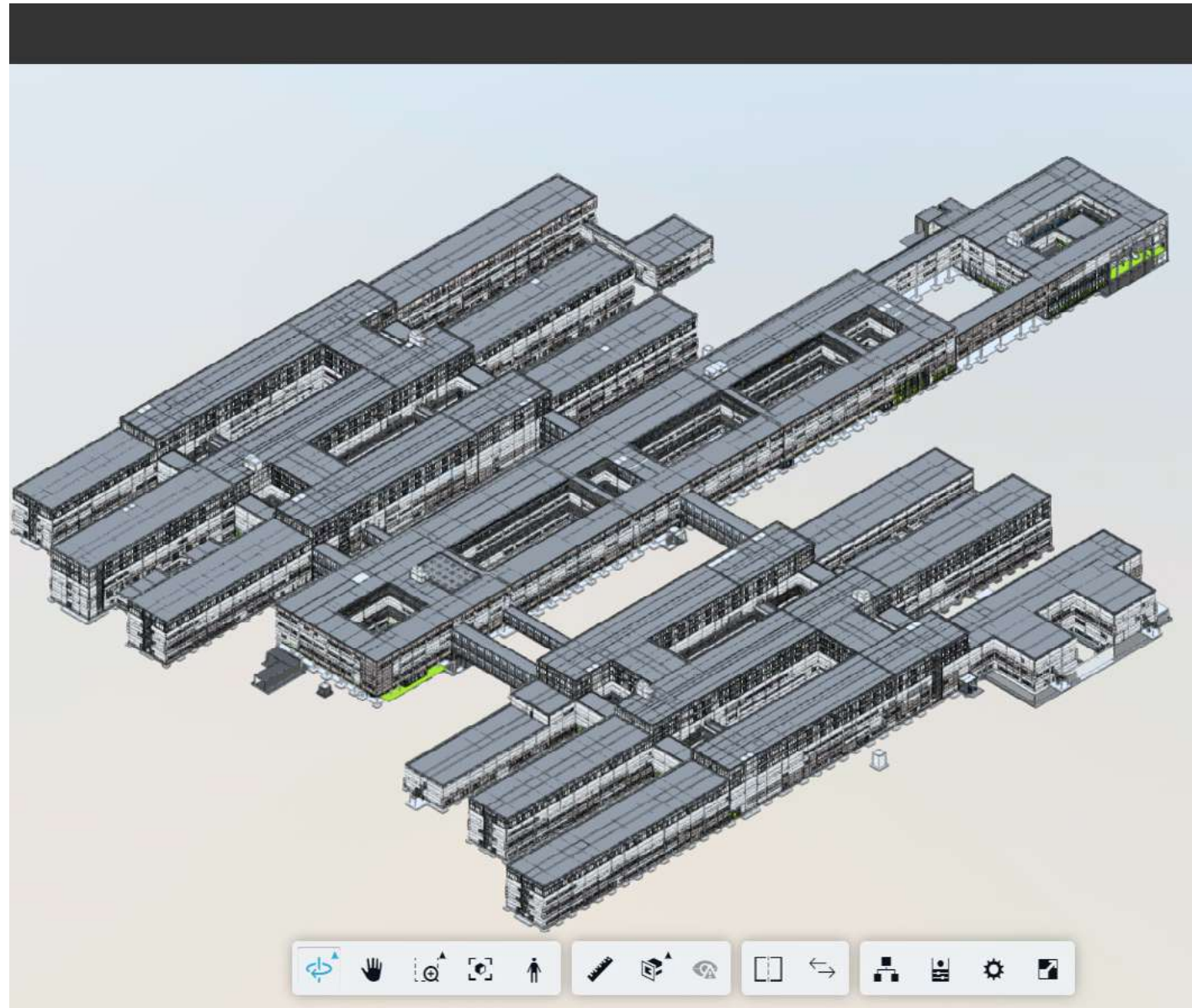
Recommended

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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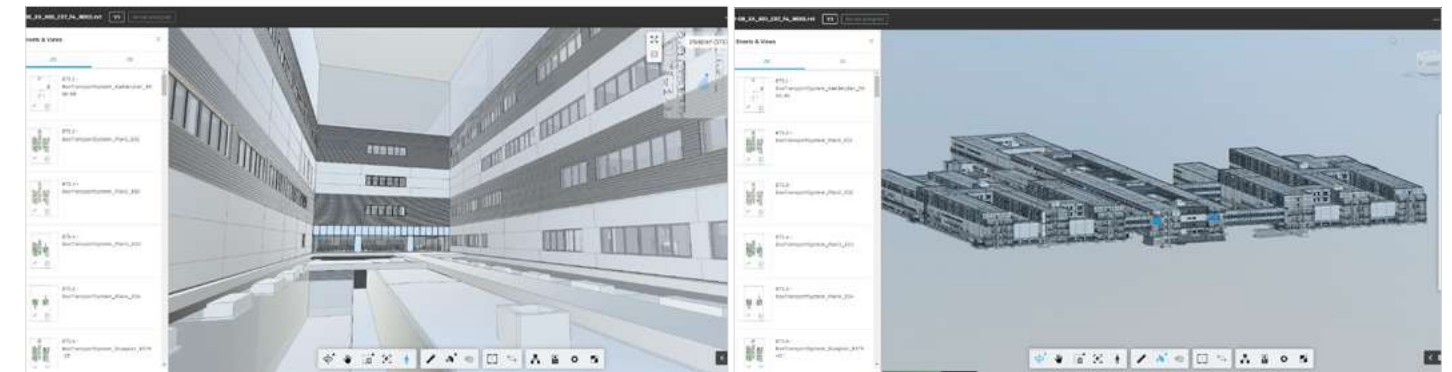


01 Procurement

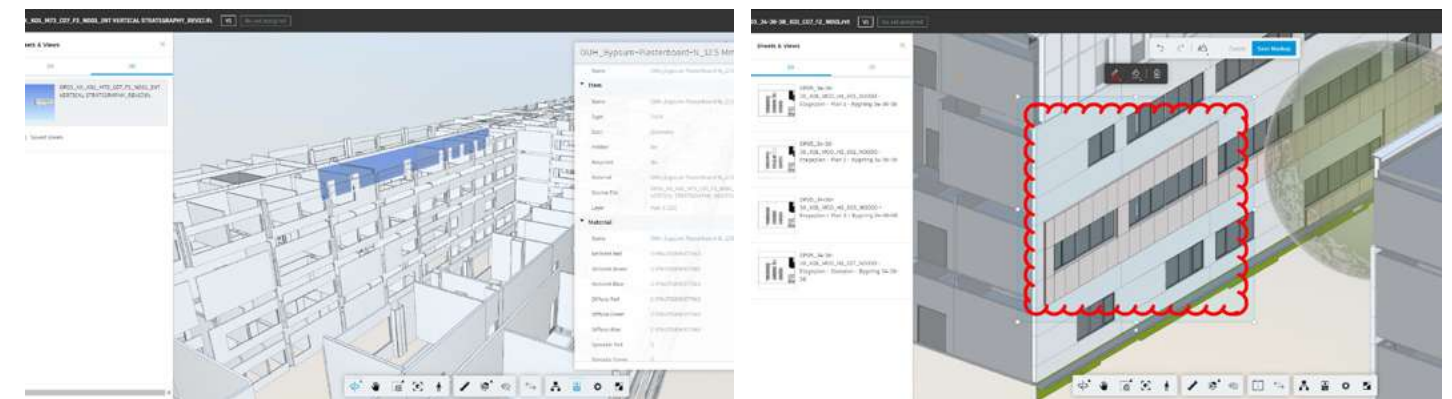
- Procurement Strategy
- Procurement Plan
- Tenders Management
- Subcontractors/Suppliers management
- Communication Plan
- Mock up and Virtual Reality



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

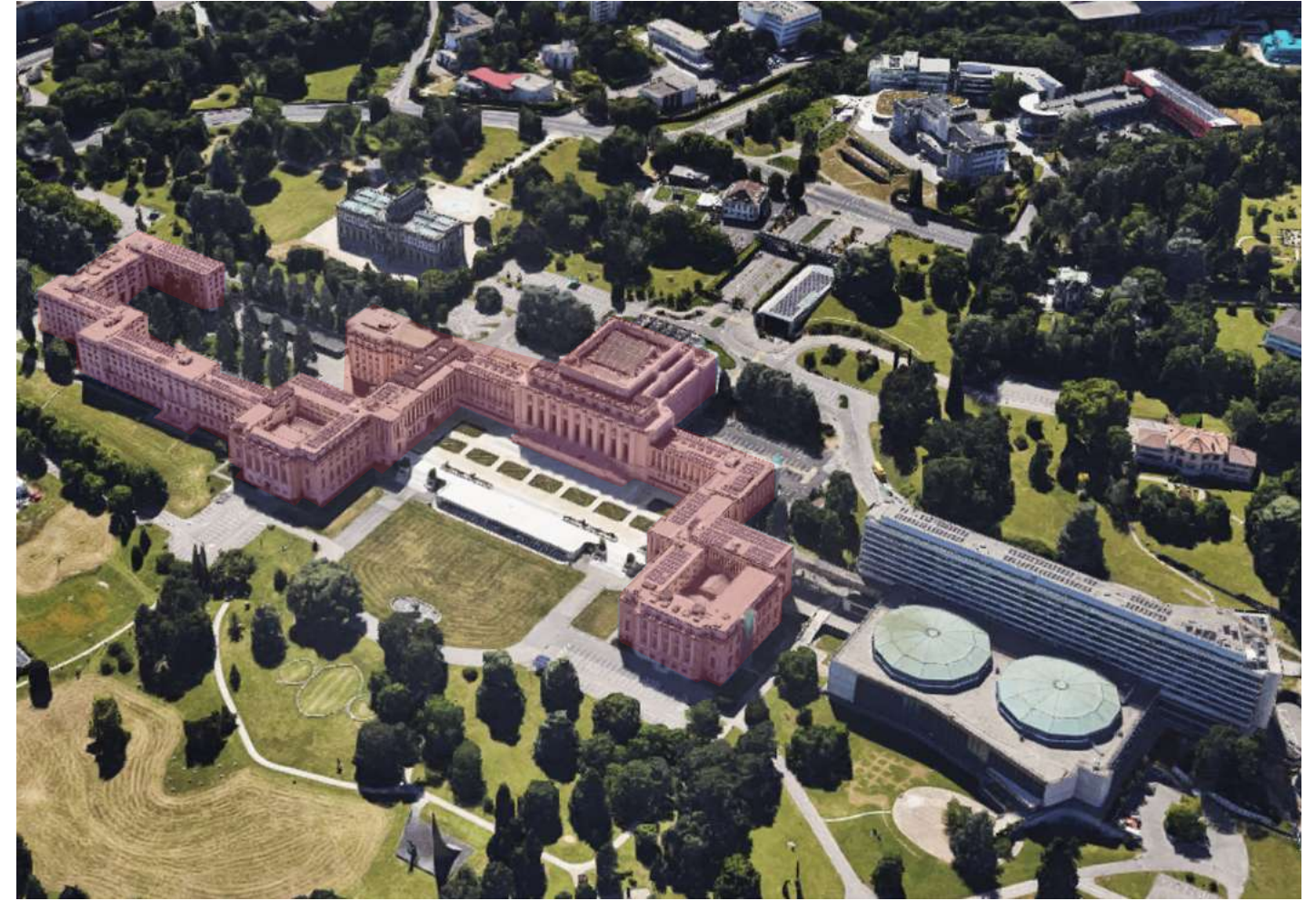


Connect workflows to improve quality control

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

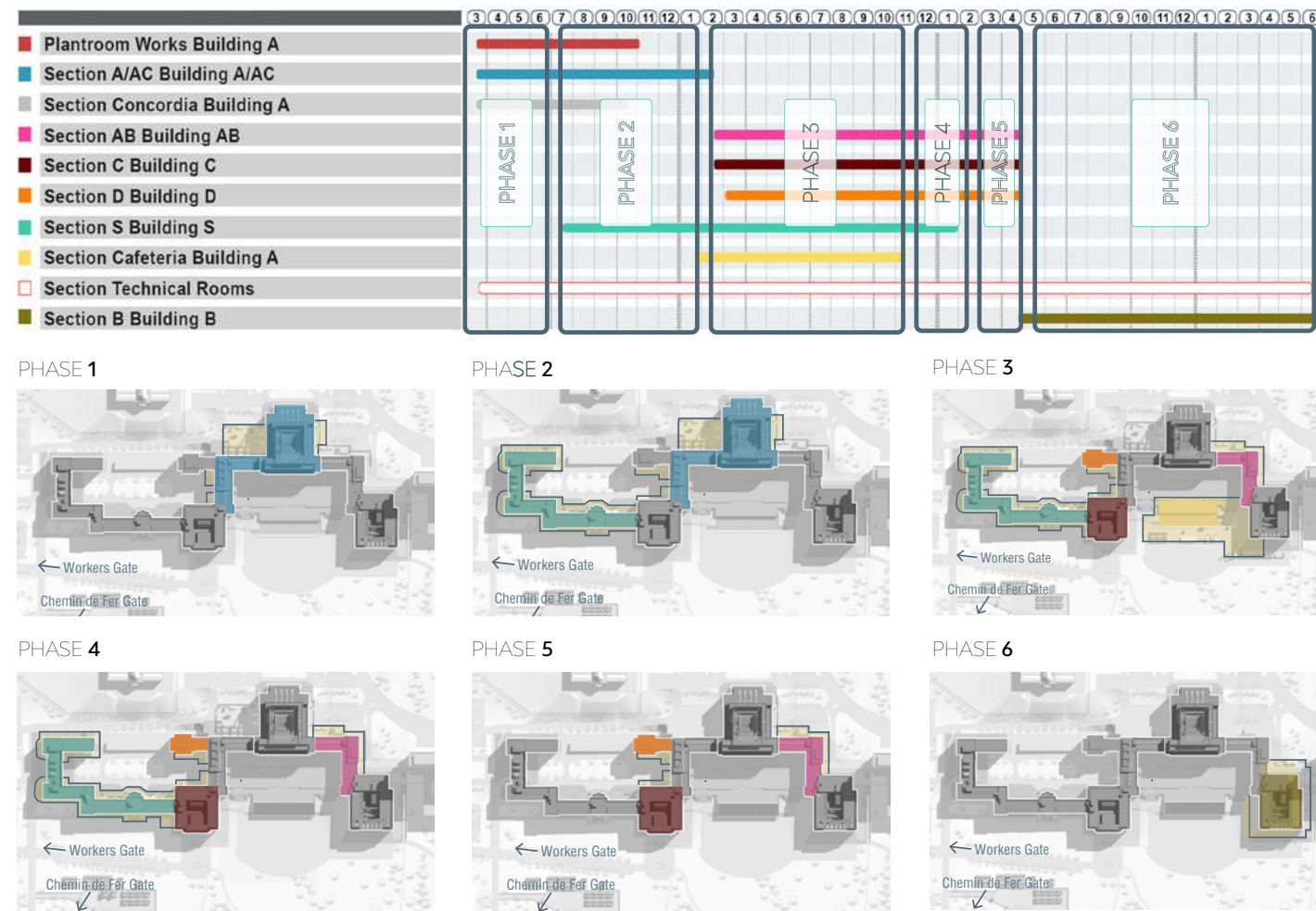
BUDGET

€ 240 mln

ACTIVITIES

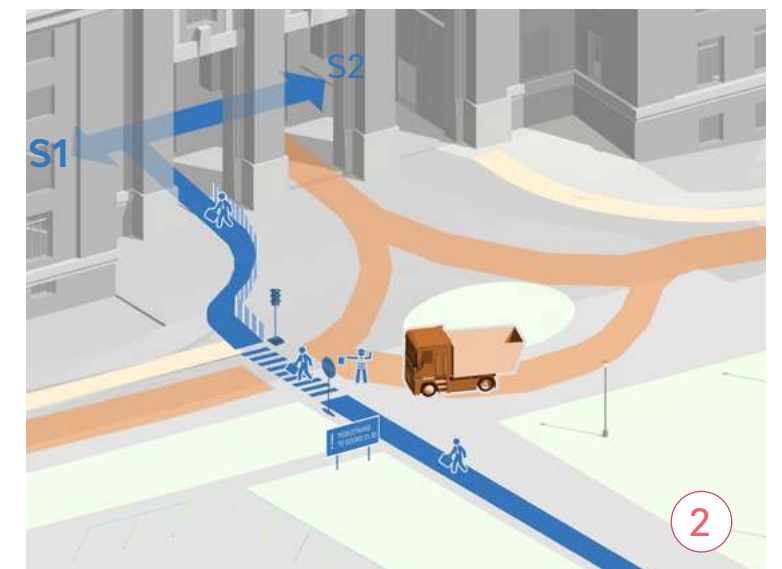
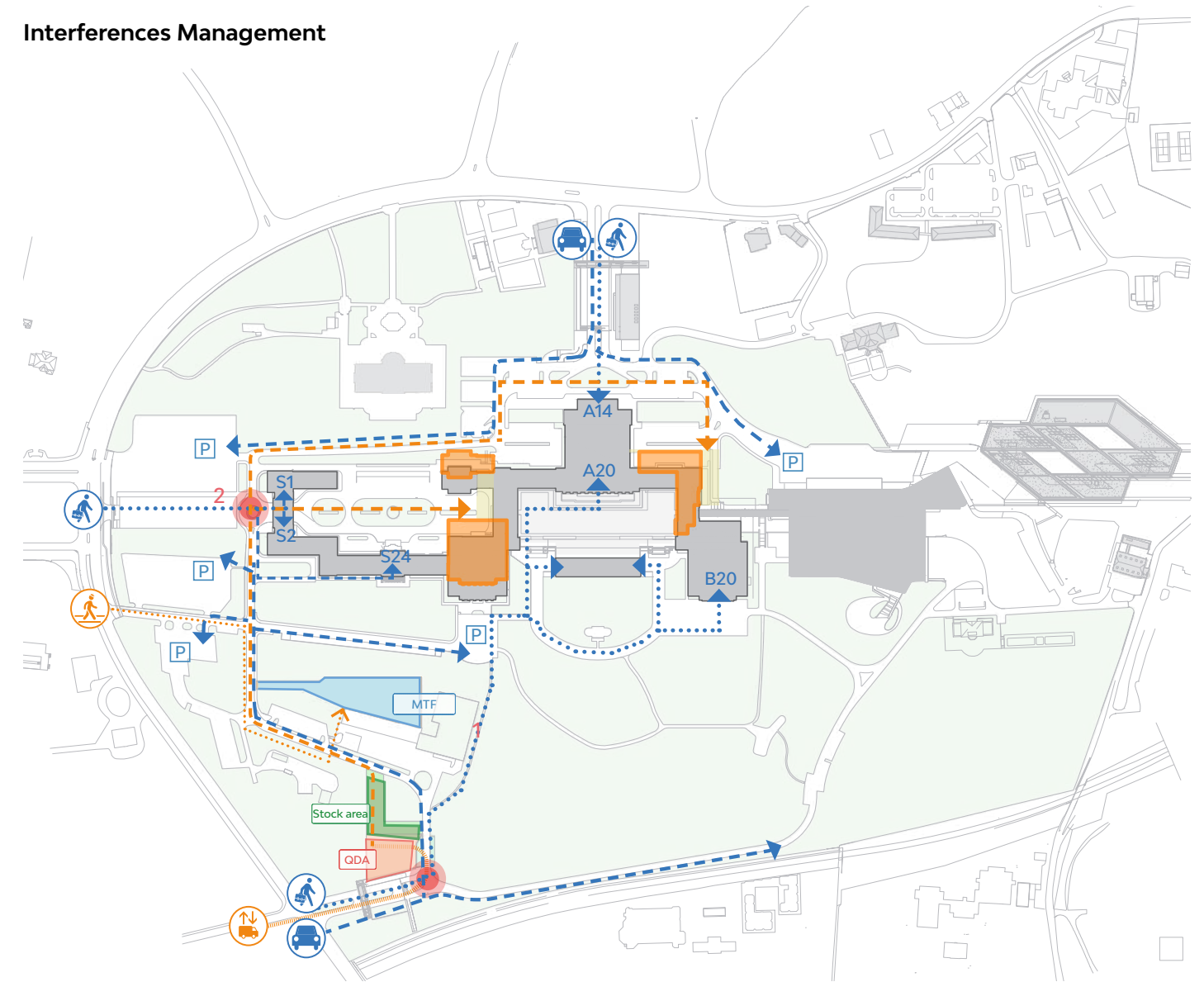
Tender management support





Phasing management diagram

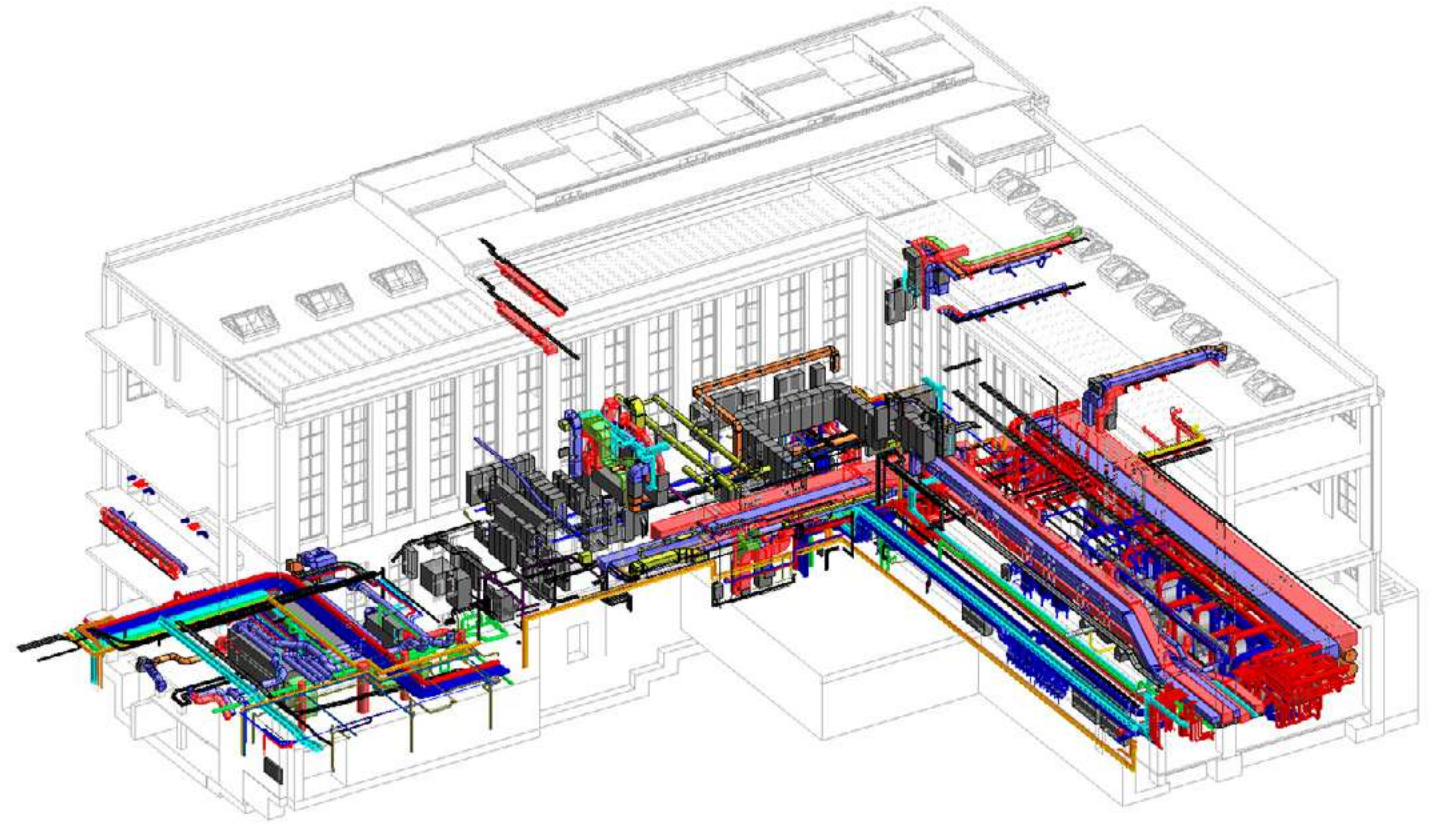
Interferences Management



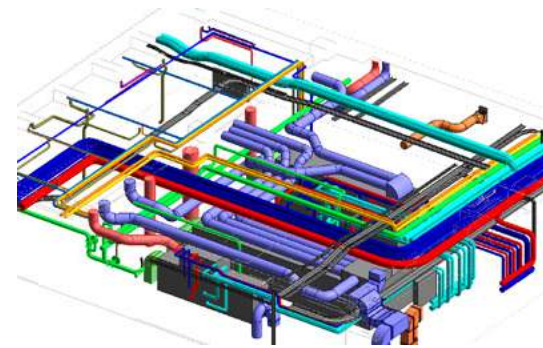
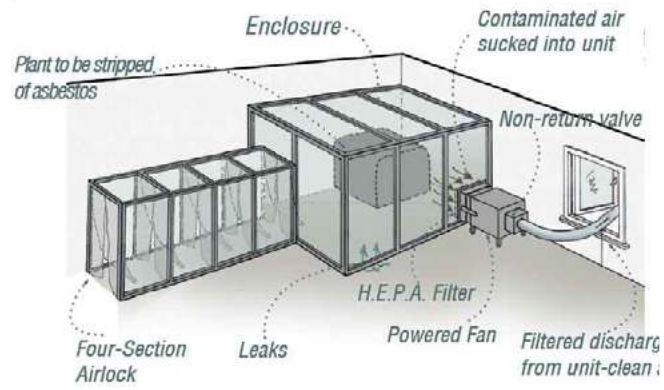
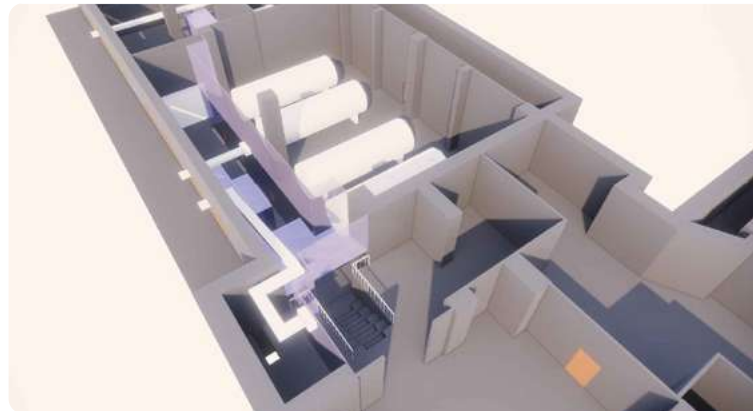
01

Phasing & Interferences Management

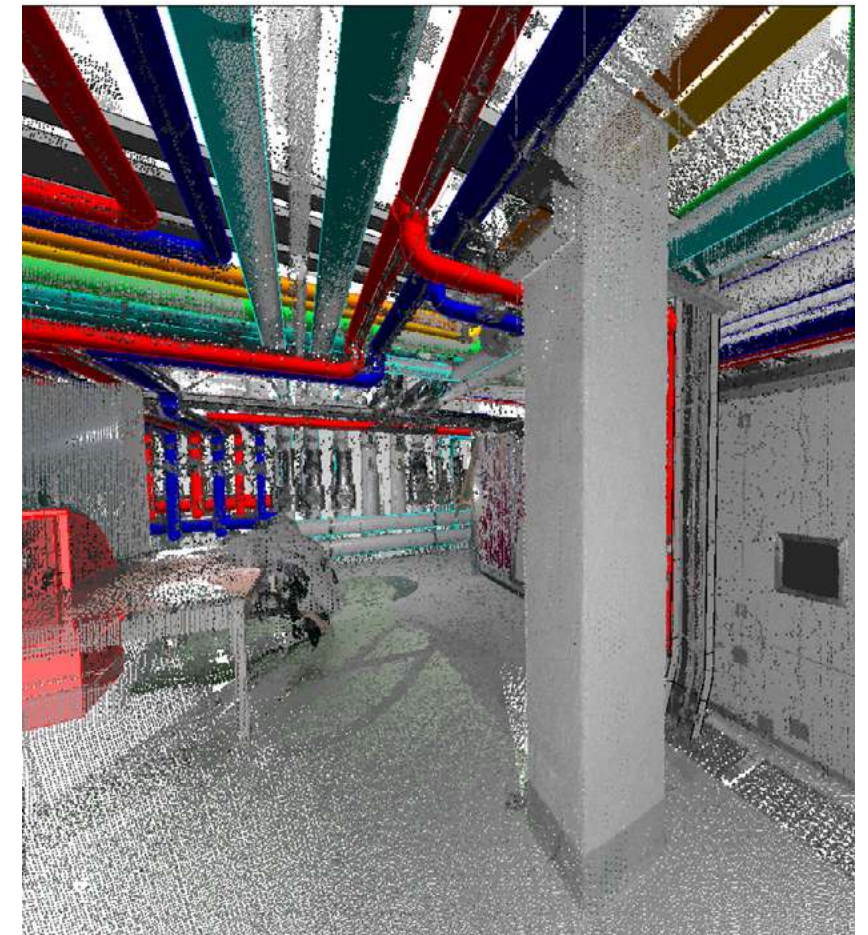
- Phasing Strategy
- Site Layouts
- Health & Safety management
- Risk Management
- Flows Interferences management
- Progress Control



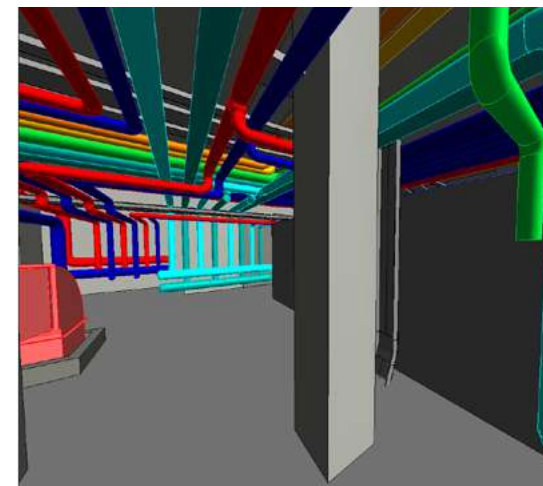
3D MEP - Section ab building AB



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



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

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)

CLIENTS

Rizzani De Eccher

TPOLOGY

Healthcare

DIMENSIONS

85.000 sqm

TENDER YEAR

2020

BUDGET

€ 225 mln

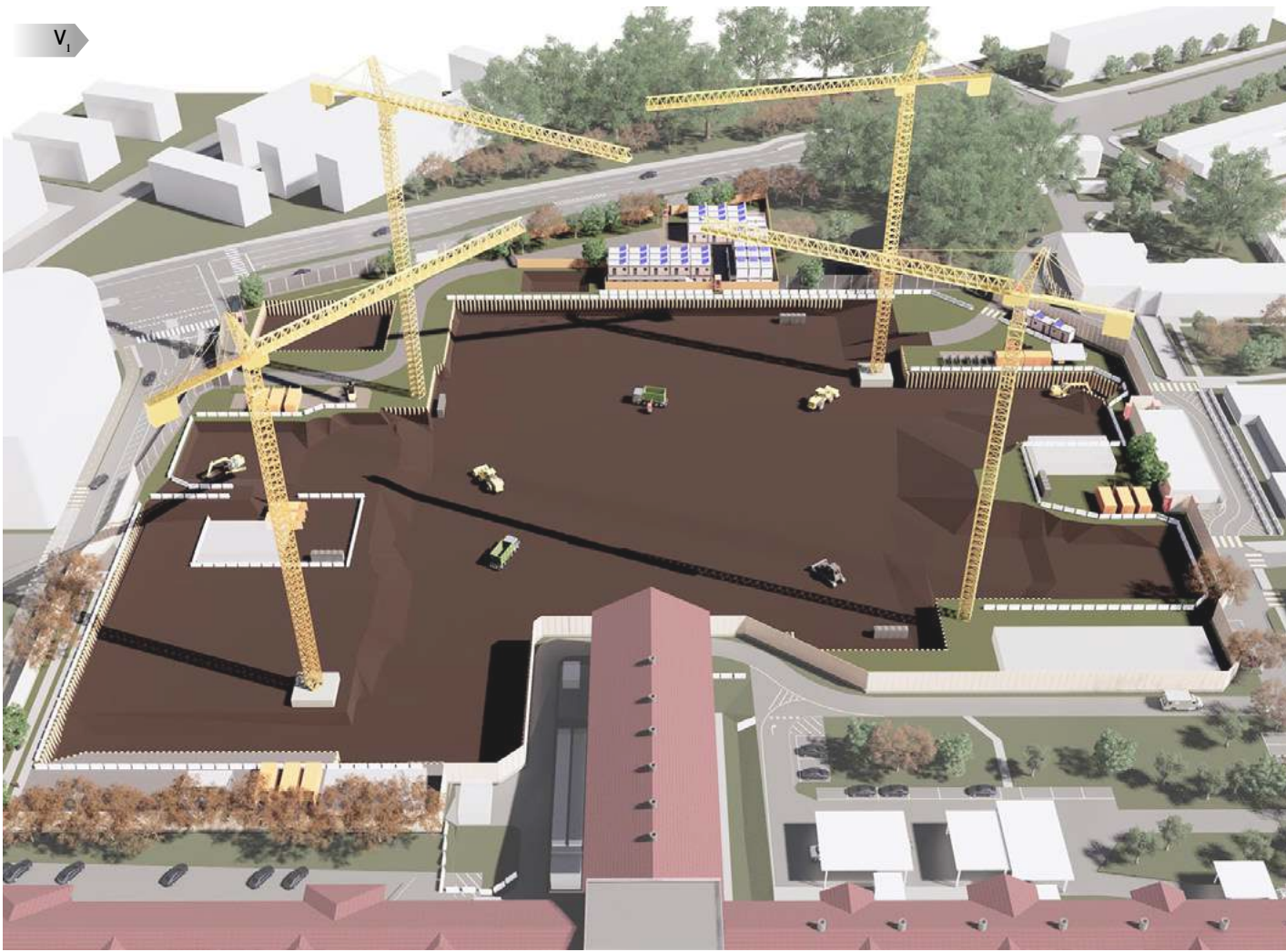
CURRENT STATUS

Under construction

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

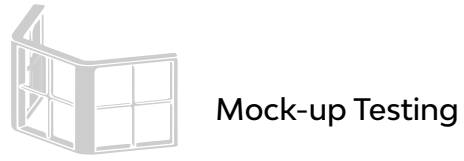
01

Construction site organization

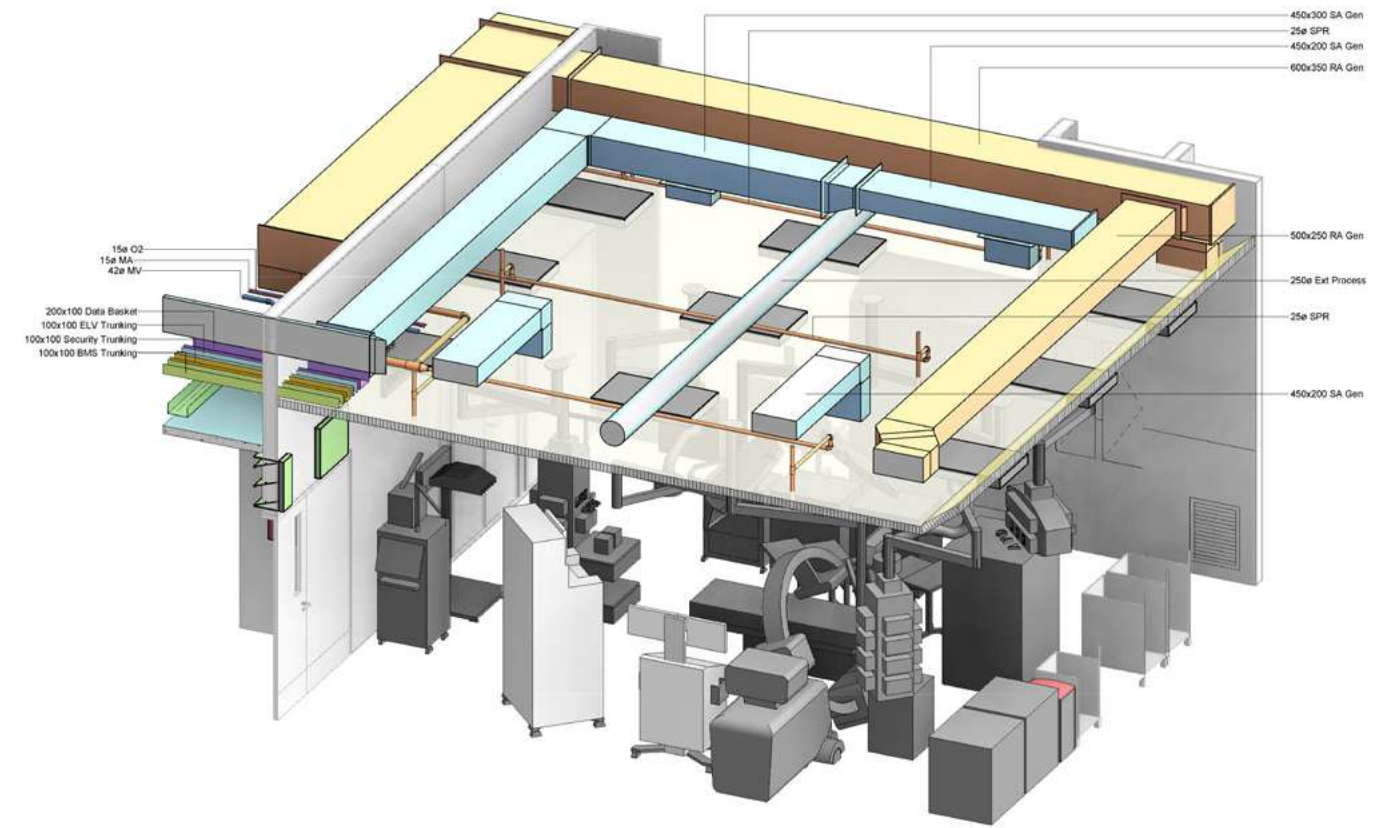
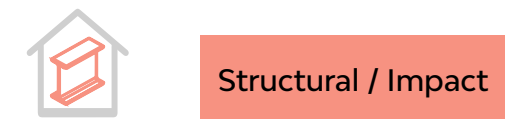
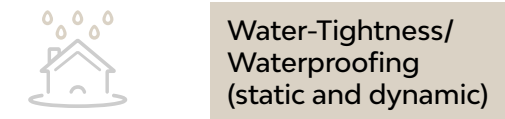


- Phasing Strategy
- Contruction Site Layouts
- Temporary Facilities
- Health & Safety management
- Workforce & Site Equipment
- Deliveries paths plan

Testing process



Functional performances



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)

TPOLOGY

Office

DIMENSIONS

64.000 sqm

TENDER YEAR

2022

BUDGET

€ 194 mln

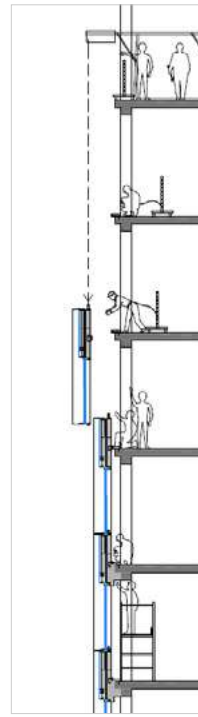
CURRENT STATUS

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

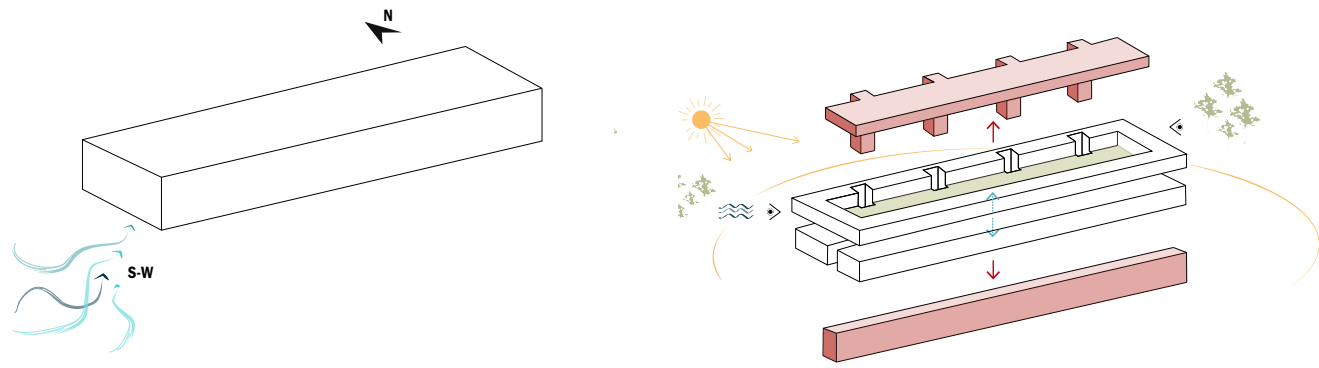
Detailed design completed

ACTIVITIES

Design competition

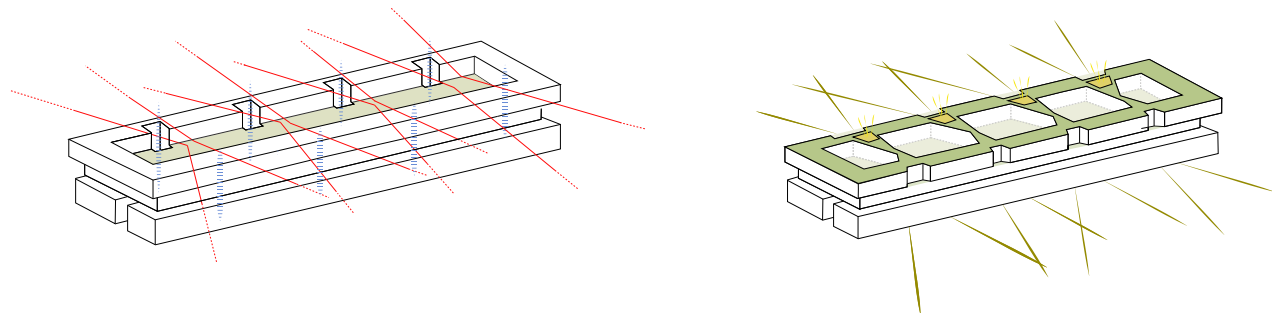


Concept



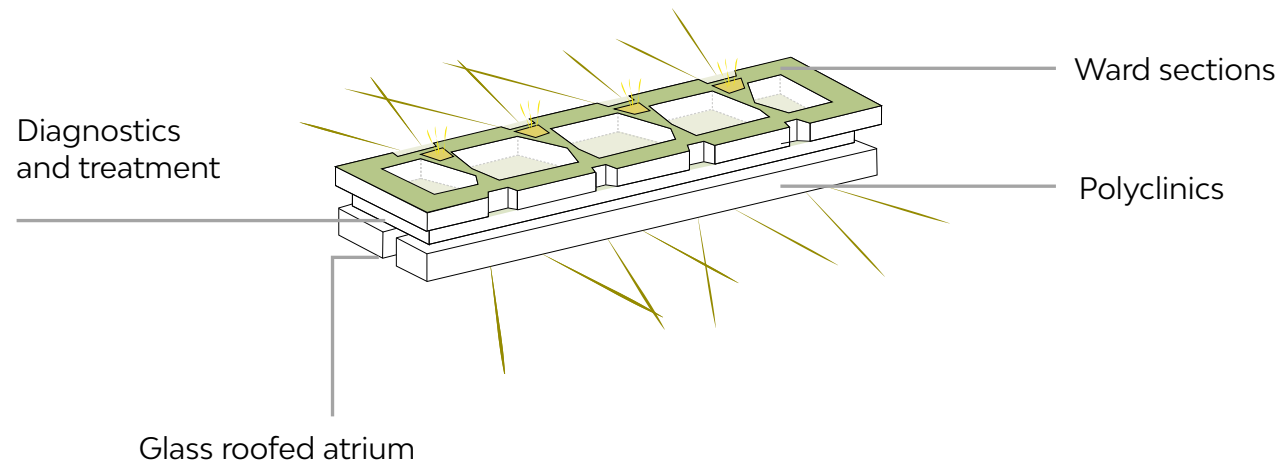
STEP 1 the building volume follows the best orientation and the wind direction

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

CLIENTS
Azienda Ospedale Università Padova

TPOLOGY
Healthcare

DIMENSIONS
193.000 sqm

TENDER YEAR
2021

BUDGET
€ 482 mln

CURRENT STATUS
Design in progress

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



Summary international tender

N. Riferimento	Nome	Data	Works	Superficie Calpestabile Incl. Seminterrato (M2)	Fasi Del Progetto / Tender
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 (completata) • Detailed Design (completata) • Construction Design (ongoing)
4	UNOG Renovation	2019	€ 240 mln	170.000 m ²	<ul style="list-style-type: none"> • Construction Design (in corso)
5	New 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
8	Tallinn Hospital	2022	€ 600 mln	183.000 m ²	<ul style="list-style-type: none"> • Conceptual Design (completed) • Schematic Design (completed) • Detailed Design
Totale			€ 2.070 mln		

Summary italian tender

Ref. number	Name	Date of Contract Start	Project/Contract sum excl. VAT	Floor area incl. Basement (m2)	Project / Tender 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	Palazzo Pirelli 35 (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 e 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
12	Frame Agreement PNRR 6lots	2022	€ 250 mln	-	• Schematic Design
TOTAL			€ 1.157 mln		



ATI | Project

CREATING A BETTER REALITY

PISA

MILAN

BELGRADE

ODENSE

COPENHAGEN

PARIS

GENEVA

TALLINN