

The Unifica Consortium and Social Housing

Unifica Presentation:



Unifica is the biggest Italian Consortium of small to medium contractors specialized primarily in the building sector, plant and equipment and services towards public administration, industrial and tertiary clients.

Unifica Presentation:

Unifica represents **1.150 companies** and offers certified know-how accros multiple sectors

Unifica is present throughout Italy with **10 local branches** and employs over **10.000 people**.

Unifica has SOA attestation, ISO 9000 and ISO 14000 certification and is currently obtaining ISO 18000 certification as well.

Italian legislation regarding consortiums:

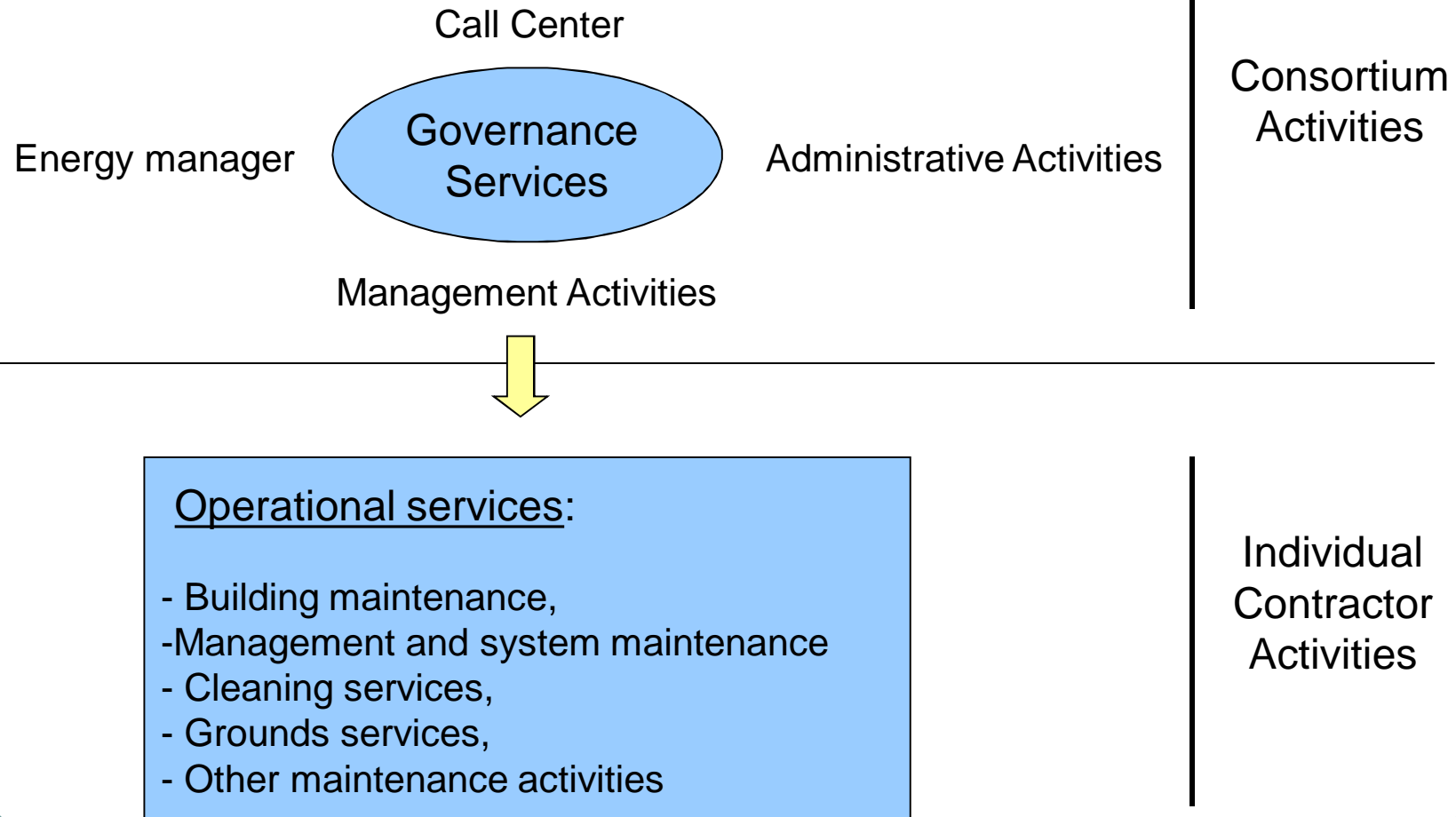
Italian legislation regulating public tenders allows “Consortiums of Contractors” to participate according to law n. 443, 8/8/1985. Consortiums of Contractors participate to calls for tenders according their own requirements, both technical and financial, and then pass on the on-site work to the designated contractors.

The Consortium as a General Contractor

In the case of mixed tenders, where both maintenance and governance activities are required, the organizational structure of the contractor becomes paramount.

The Unifica Consortium manages and governs all activities according to contract, acting therefore as a “**General Contractor**”.

The Consortium as a General Contractor



Case study: Unifica and maintenance services

The **Unifica Consortium** manages all governance activities directly through its own staff, providing:

1. Management activities (contract management, reporting, tender management, etc.),
2. energy manager activities
3. Call center and operative center,
4. Technical registry services,
5. Monitoring services.

Case study: Unifica and maintenance services

The **Unifica Consortium** delegates all maintenance activities to the individual contractors, who carry out:

1. Scheduled maintenance activities;
2. Damage recovery and maintenance;
3. Emergency maintenance (repair and energetic improvement).

Case study: Unifica and maintenance services

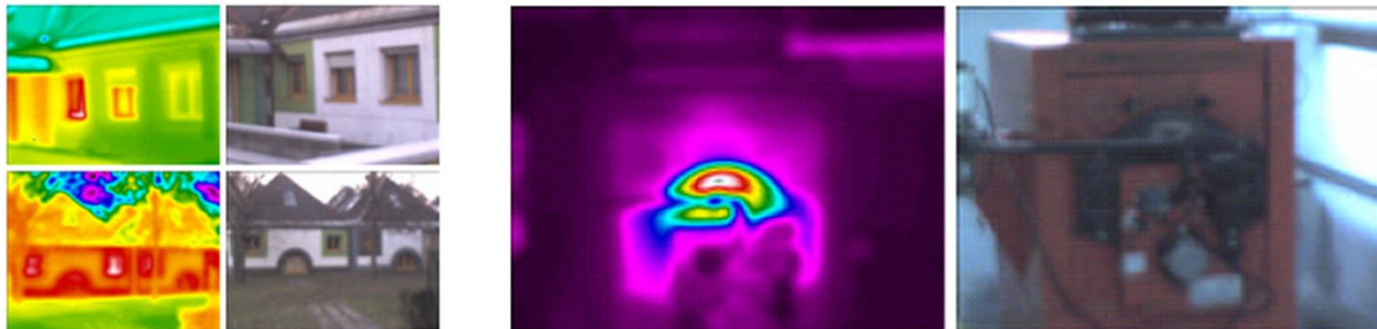
Unifica manages maintenance services for public administration and private clients. A few key clients are:

- Acer Manutenzioni SpA of Bologna (***Social Housing***): € 20 million/year
- AUSL of Bologna: € 5 million/year
- City of Bologna: € 7 million/year
- Banca d'Italia: € 3 million/year
- ATER Latina (***Social Housing***): € 1,5 million/year
- AUSL Rimini: € 2 million/year
- AUSL Modena: € 3 million/year
- AUSL Ravenna: € 1 million/year

Case study: Unifica and maintenance services

An overview of the primary services provided to the key clients mentioned above:

- Activities of Energetic Diagnosis of the building/system:
 - 1) general and architectural characteristics of the building
 - 2) climatic areas and standard temperatures
 - 3) thermal graphic analysis of the building and systems



Case study: Unifica and maintenance services

- 4) characteristics of the HVAC system
- 5) analysis of window fixtures, insulation, walls and thermal coating
- 6) consumption analysis
- 7) regulatory compliance

- - Once the Energetic Diagnosis is complete we provide an Energetic Certificate containing a summary of the building characteristics and a classification according to energy consumption indices (efficiency of the heating system, hot water production, air conditioning, alternative energy use)



Case study: Unifica and maintenance services

The output data from the Diagnosis activity allows the Energy Manager and his staff to develop energy efficiency proposals, subject to the approvals of the public administration's technical officers.

These activities then lead to a **Cost/Benefit analysis** related to the investment and a projection of the energy savings over time

A few projects brought to completion are:

- installation of photovoltaic panels
- installation of solar panels
- installation of thermal insulation coating
- replacement of double glazed windows
- replacement of central heating systems and next generation boilers

Case study: Unifica and maintenance services

- Over the last 5 years the Unifica Consortium has carried out over 120 million euro worth of maintenance services in the Social Housing sector, divided into:

Total services provided:

over € **120.000.000,00**

Breakdown of the maintenance services provided:

Over **75 million euro** worth of construction work, of which **10 million** in window replacement, **4 million** for thermal coating insulation and **3 million** in insulation

Over **45 million euro** for system maintenance, of which **15 million** for energy efficiency improvements (replacement of heating systems, installation of photovoltaic and solar panels, water saving tanks)

Case study: Unifica and maintenance services

Unifica's experience in the Social Housing sector is best highlighted by our results:

Service	Area of savings	Savings %
Installation of thermal coating, insulated windows and insulation	Reduction of combustion expenses	26%
Updating heating systems	Reduction of combustion expenses	22%
Photovoltaic systems (energy service)	Lower energy expense	28%
Updating waterworks	Lower water expenses	20%

Case study: Unifica and maintenance services

Our results allow our clients not only to save on energy, but contribute to an overall savings of raw materials and environmental protection by:

- reducing gas emissions into the atmosphere
- saving and reusing rainfall
- producing clean energy
- relying on recycled and biodegradable materials
- improving the living conditions within the building

Case study: Unifica and maintenance services

Some of our Insulated windows and replacement of double glazed windows in Social Housing:

Via Grandi, n. 1 – Bologna (social housing)
(450 mq. of windows)



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Via Tartini – Bologna (social housing)
(over 420 mq. of windows)



Case study: Unifica and maintenance services

Via Wagner and Via Ristori – Bologna (social housing)
(670 mq. of windows)



Case study: Unifica and maintenance services

Some of our installation of photovoltaic panels in Social Housing:

Via Agucchi and P.zza Da Verrazzano – Bologna (social housing)
(100 Kwp)



Case study: Unifica and maintenance services

Some of our installation of photovoltaic panels in Social Housing:

Via Donne Partigiane/D'Appio
Massa Carrara (social housing)
(200 Kwp)

