

# SHELTER Final Event

Findings of the IEE Project  
Prometheus: access of SME's to  
integrated project delivery  
market: Mr Enrico Cancino,  
Director of CRACA

**22 May 2013**  
**Dublin, Ireland**



## WHAT IS CRACA?

- CRACA is a Regional Centre for support to craftsmen's cooperation
- CRACA is a company established on the initiative of Confartigianato Imprese Veneto –Craftsmen's Trade Union of Veneto
- CRACA's aims are:
  - encourage the consolidation and the economic and social growth of cooperatives, consortia and craftsmen associations;
  - promote the sector of Venetian craftsmanship and small and medium companies concerns.
- CRACA's shareholders are more than 70 consortia of craftsmen companies based in Veneto

## The problem analyzed: the added value in the building sector

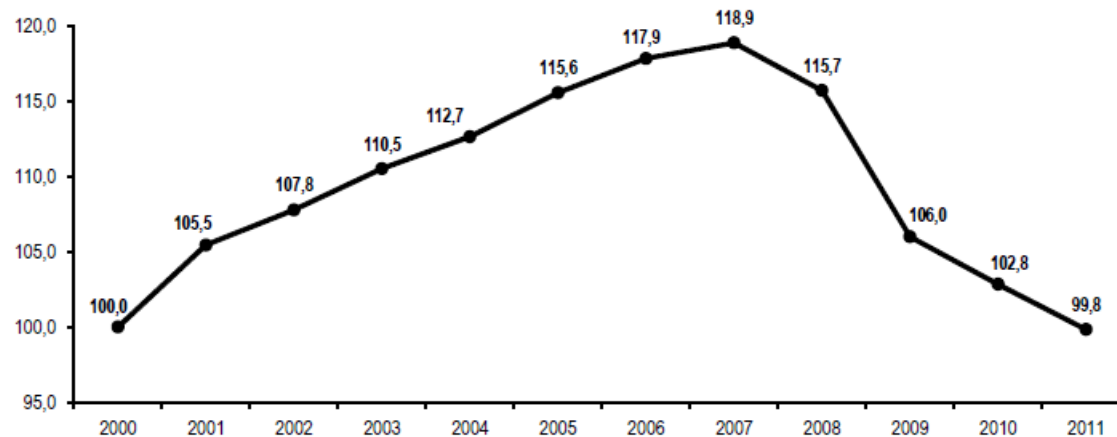
**Il valore aggiunto delle Costruzioni in calo dal 2008, scende nel 2011 sotto il livello del 2000...**



Nel 2011 il comparto si attesta sui 69,0 miliardi di euro di valore aggiunto reale, dato al di sotto dello 0,2% rispetto ai livelli del 2000: un livello così basso non si era mai osservato dal 2000.

Dinamica del valore aggiunto nelle Costruzioni

Anni 2000-2011 (provvisorio); indice 2000=100; dati in mln euro a prezzi base, val. concatenati, anno rif. 2005. Anno 2010 semidefinitivo



Elaborazione Ufficio Studi Confartigianato su dati Istat - Conti nazionali al 4 ottobre 2012

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## Prometheus project

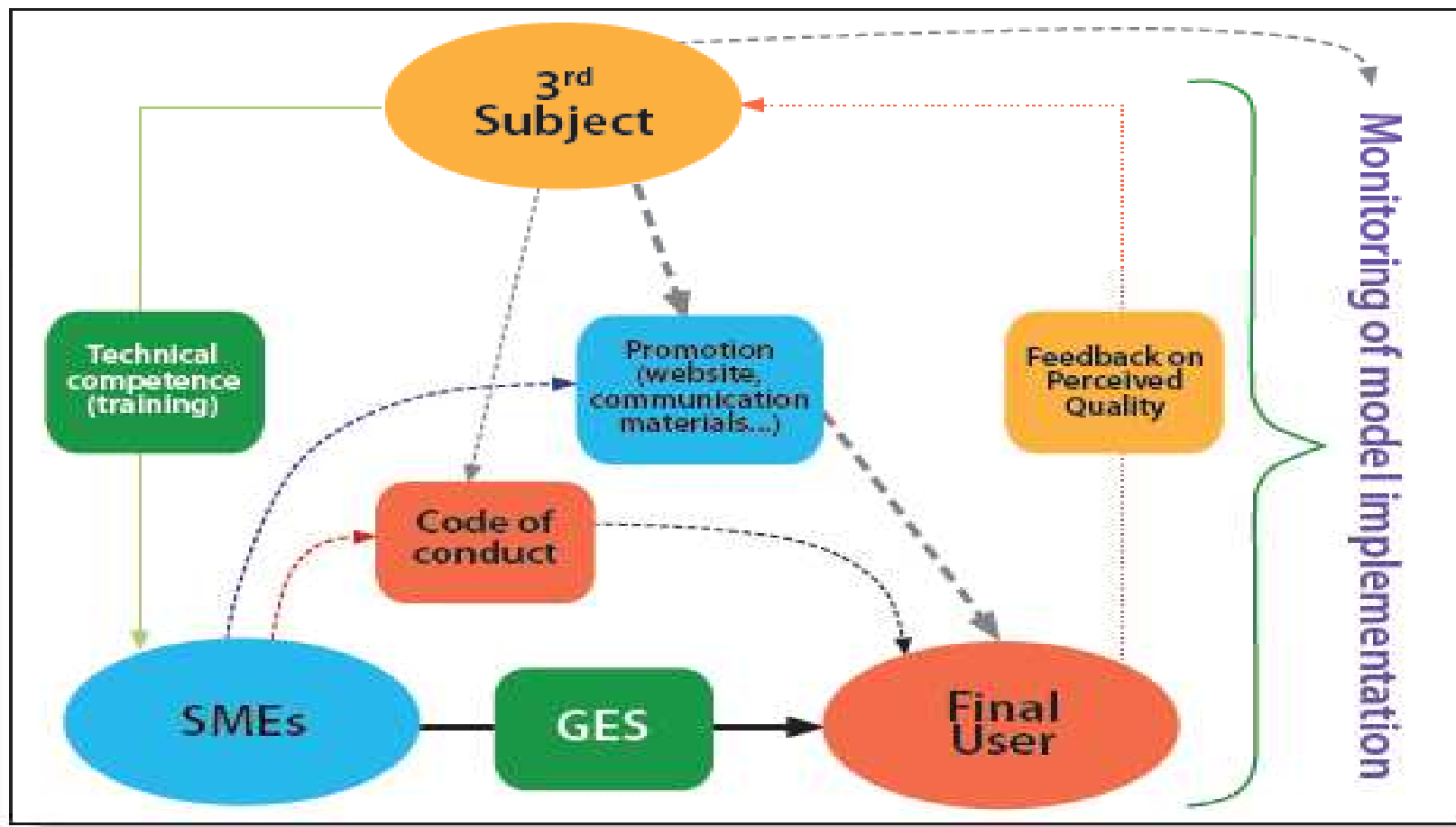


- Marketing strategies to support SMEs
- Systems to guarantee the quality of green energy services provided by SMEs
- Cluster aggregation of SMEs



# The Model MATES

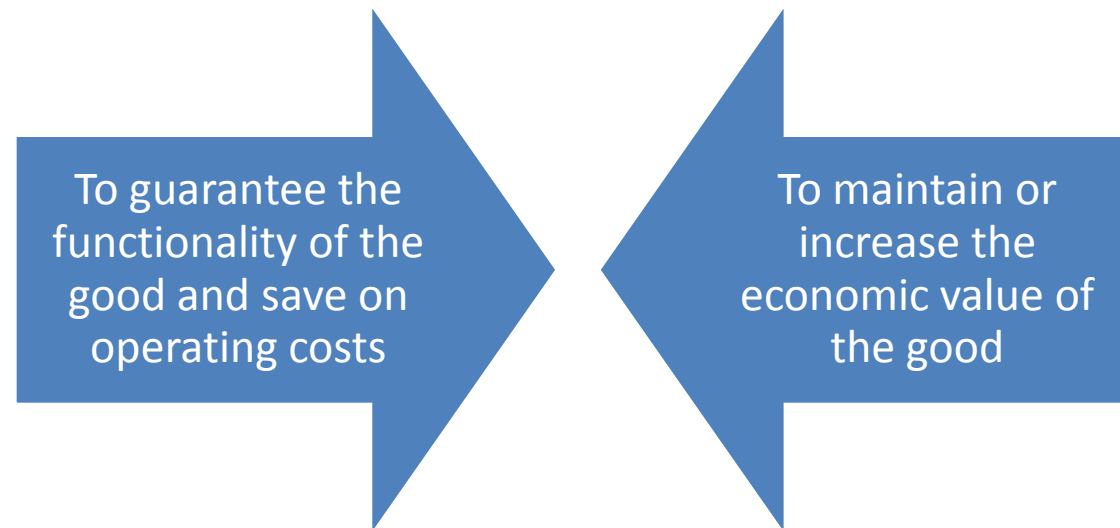
## Model to Augment Trustworthiness of Energy Services



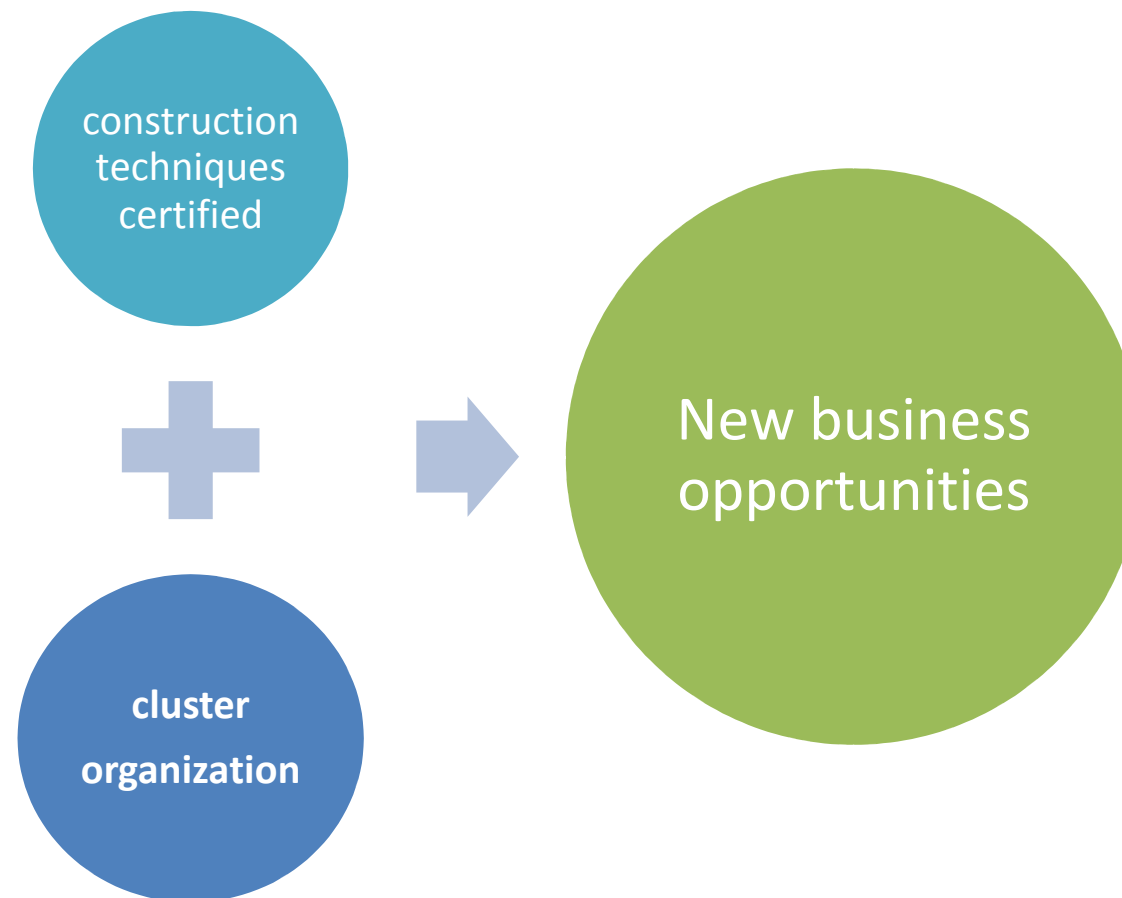
## General strategy

- To create business opportunities in the short and medium term, replicable; opportunities that the single SME would not profit individually
- To start a virtuous cycle, high-impact social and territorial re-evaluating local resources in the supply chain
- To activate a qualification process of workers and continuous growth of professional skills

# Business goals

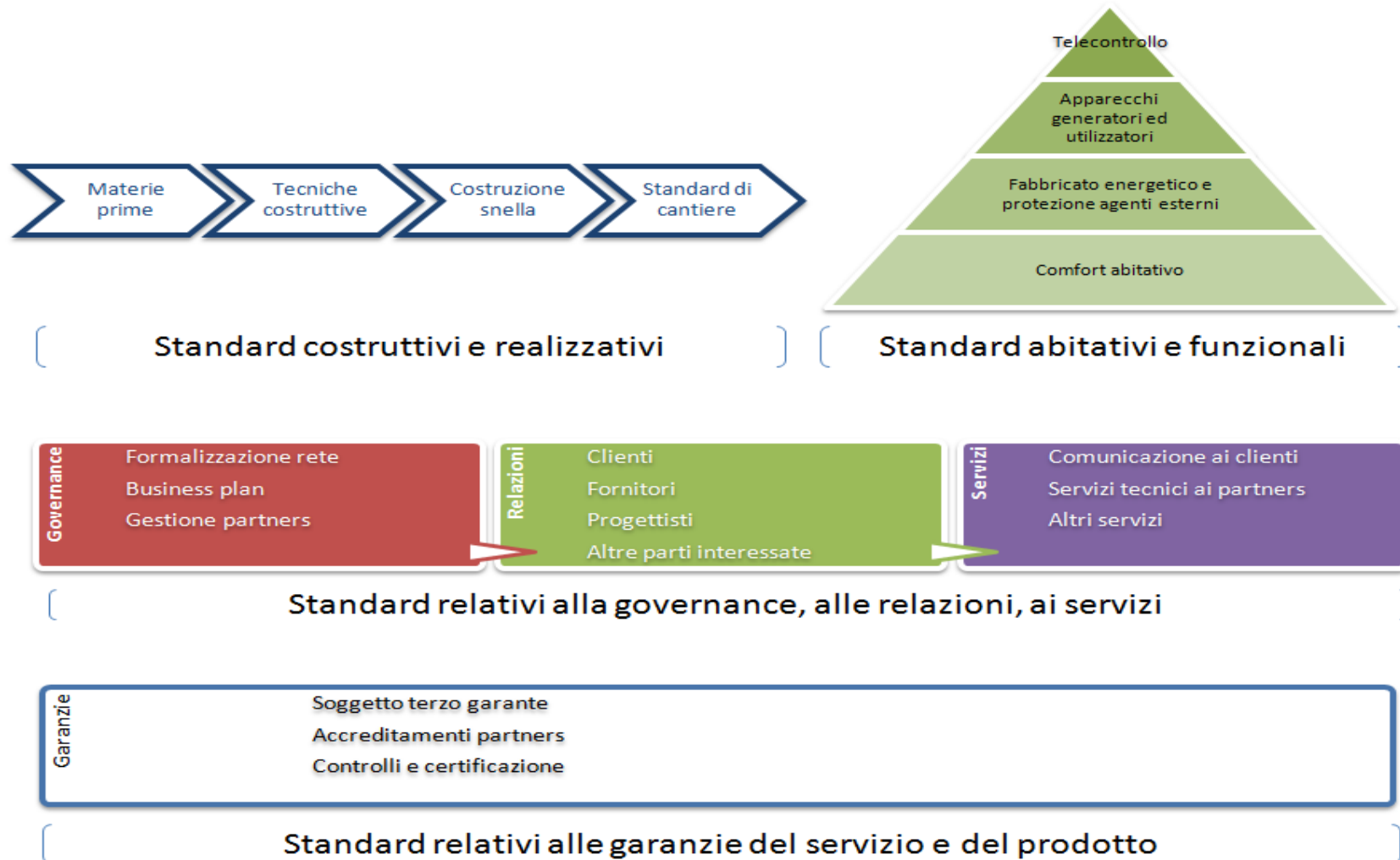


# Implementation of the business

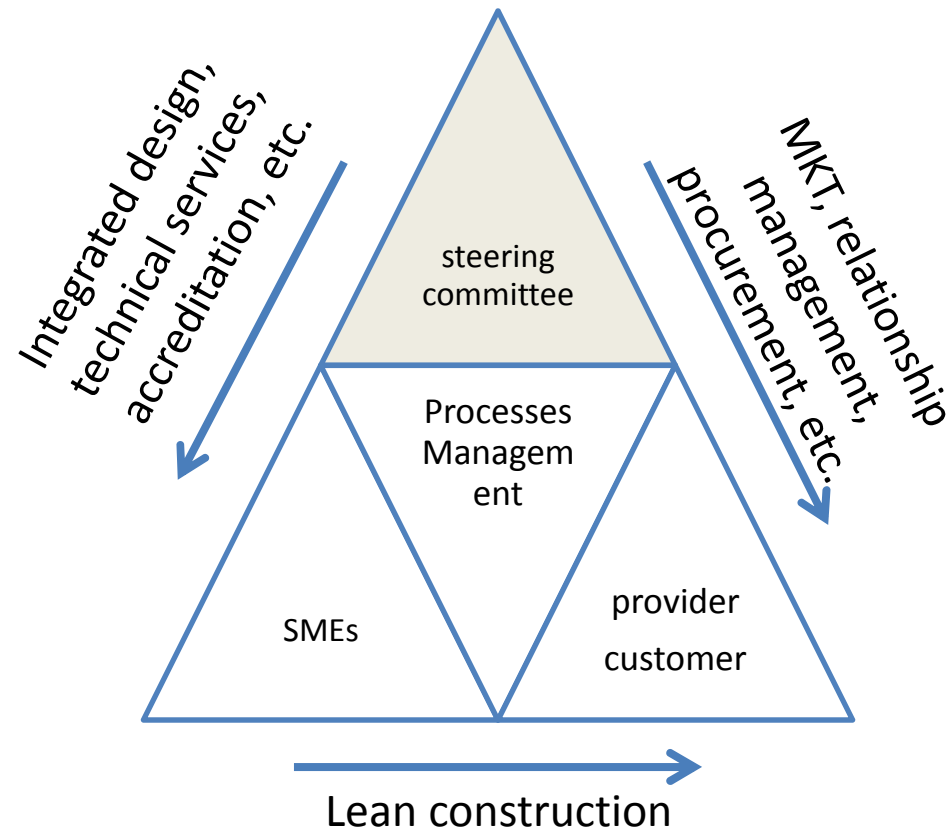




# The key requirements



# The organizational model



# THANK YOU!

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