

# Company Profile



# Who We Are

**Sider-Eleco S.r.l.** is a **Strategic Consulting Company** operating for over fifty years.



The Company supports the largest Italian and international companies with its multi-year experience in the field of **Energy, Environmental and Petrochemical infrastructures**.

Sider-Eleco also has a great know-how in the **Real Estate Management**, with a focus on Management and Commercial Engineering as well as Property and Facility Management.

## Strategic Vision

We co-create innovative solutions for our clients with the final aim to shape their future, create a tangible value and a sustainable growth



## Extensive Industry Knowledge

Our experts know how to generate high performances and growth in clients' specific industries



## Functional Knowledge

We re-design business functions in order to make organizations more agile and resilient



**Sider-Eleco  
operates  
in various  
Business  
Areas**

Technical, Commercial and  
Organizational Consultancy

Representations

Mergers and Acquisitions

Market Strategies

Engineering and Design Services  
Consultancies

Project Management of Corporate  
and Industrial Initiatives

Developer in Investments and  
Energy Initiatives Fields

Management Engineering

Strategy in Facility and Property  
Management Fields

# Business Areas

In this ever-changing world, companies must be ready to make **quick and agile decisions**.

To do this, they need successful strategies to be applied in the real setting.

With **end-to-end experience along the value chain**, Sider-Eleco helps clients to create these strategies, based not only on knowledge but also on practical experience.



# Our Vision

We offer an **integrated support** to business strategies.

The Company helps its clients in the definition and implementation of **strategic value paths**, allowing them to achieve or maintain a clear competitive advantage in their own market.

The added value lies in the **distinctive skills** gained by our professionals, who come from successful experiences in the private and public sector, thus developing **vertical and transversal skills**.

We seize the opportunities, calculate related risks, estimate our ability to manage them and then **we create business paths** oriented towards **efficiency and excellence**.

## Consultancy

Sider-Eleco provides **Contractual, Corporate and Organizational Consultancy** to Companies, Organizations and Institutions, proactively supporting and accompanying them, especially in the **Merger & Acquisition, Post Merger & Acquisition** processes and in the development of **Industrial-Commercial Partnerships**.

We also assist clients during the start-up phase, supporting in the drafting of **Industrial Plans**, the definition of **market strategies** and **industrial reorganization**, with a focus on the analysis of regulated markets and public utilities.

Thanks to our partnerships, we guide clients in the **redefinition of organizational and management models**, analysing their strategic positioning, providing performance monitoring systems and contributing to the definition of corporate governance models. We also create **Business Plans** for the offer of new services / products and contribute to the definition of models for the promotion of excellence through the creation of **networks between operators**.

# Business Strategy Services



# Other Business Strategy Services

## Integrated Communication

The **winning interweaving of information flows, media channels and communication tools** is one of our priorities. We aim at **boosting the institutional image of our clients**, enhancing specific content, such as identity, values, project initiatives and services provided. The final goal is to improve relations between clients and stakeholders, thus strengthening their competitive positioning.

## Legislative Monitoring

In order to develop our clients' activities and defend their economic interests, we **analyse and monitor the political-institutional framework** in which they operate. This activity is focused on the detailed **examination of political facts and legislative acts**, suitable to support business strategies.

## Investment Strategy

Real Estate needs of today's companies are increasingly complex and require a higher level of strategy and sophistication. Sider-Eleco helps its clients to make **tailored decisions**, in order to improve and align their real estate assets with overall business performance and objectives. With our **in-depth knowledge of the main Italian tenants** and the related dynamics of the use or intended use of their properties, we are able to advise our clients on how tenants' changing needs can fit into specific investment strategies. The major objective of our professional experts is to **maximize the transaction value, while minimizing the risks**.

We furnish accompanying **paths for Real Estate development**, designed at 360° around the needs of our private and institutional clients. In particular, we provide the following services:

- Feasibility studies, real estate asset enhancement strategies and highest and best use analysis;
- Potential value identification of individual assets and Real Estate portfolio;
- Definition of the degree of liquidity of the assets and the portfolio;
- Definition of the development strategy;
- Commercial and technical due-diligence;
- Market analysis.

# Real Estate Services



A background image showing three construction workers in safety gear (hard hats, vests, and boots) working on a metal roof structure. One worker in the foreground is using a tool, possibly a wrench or screwdriver, on a metal beam. The workers are wearing yellow hard hats and high-visibility vests. The background is slightly blurred, showing more of the construction site and some greenery in the distance.

# Other Real Estate Services

## Monitoring and Technical Control

The activity is aimed at informing the client on the exact fulfillment and performance status of the services entrusted to contractors.

In particular, the activation of this service has the ultimate goal of **verifying the services performance**, the **achievement of corporate and social objectives**, **compliance with tender documents and contractual documents** as well as **compliance with current regulations**.

**Energy** | surveys and microclimatic monitoring, control of the execution of plants, verification of plant yields, monitoring and control of energy service contracts.

**Maintenances** | technical-inspection checks on maintenance of various works, underground works, public lighting systems, green areas, building structures, electrical systems, heating and air conditioning systems, fire-fighting systems.

**Supplies** | control of compliance of supplies with the specifications of the contracting authority and verification of economic and temporal congruity.

**Financed Works** | monitoring of the interventions financed with public funds, verification of technical adequacy of the works realized by the beneficiary and verification of costs and development time of the initiative.

**Patrimonial Registry** | technical and administrative checks of real estate findings and consistency, property taxation, building profitability, appraisals and due diligence.

Covered  
Sectors



# Smart Working and Work Space Management

We provide **Real Estate management project solutions** for corporate clients belonging to different industries.

These solutions are aimed at **improving the work experience** of employees of companies and public bodies as well as the **usability of workplaces**, guaranteeing significant cost savings deriving from unused spaces, being in line with the current trend that shifts from individual workstations to specialized workstations, more suitable for **collaboration and coworking**.

We help our clients in **redesigning their workspaces** in order to give their people **the best work experience**, providing the following activities:

- Assessment of the processes and working methods of the people living in the space, in order to detect and understand their needs;
- Design of new layouts of different spaces, maximizing the wellbeing of people and aligning the different types of space with the different job requirements;
- Design of modifications or additions to the plants, keeping in mind the maintainability and energy efficiency;
- Design of change management methods, planning of training sessions and design of accompanying paths for the use of new spaces;
- Design and installation of informatic and information systems for the optimal management of new spaces and single workstations, monitoring the related effects.

## Other Real Estate Services

# Contacts



## **SIDER ELECO S.R.L.**

### **Operational Offices**

*Corso Giacomo Matteotti, 1 – 20121 Milano (MI) |*

*Via Maestri d'Ascia, 9 – 17019 Varazze (SV) |*

*Piazza Navona, 49 – 00186 Roma (RM)*

### **Legal Headquarter**

*Via G.Casaregis, 50/7 – 16129 Genova (GE)*

**Telephone:** +39 019.22.13.293

**Email:** [sider.eleco@tin.it](mailto:sider.eleco@tin.it)

**Web Site:** [www.sidereleco.com](http://www.sidereleco.com)

**P.IVA** 02954340101