Just saying to be an “innovator” is not enough to be able to bring everyday new solutions aimed at the industries’ future and at their market competitiveness.

Innovation is an everyday training path that requires method, skills, creativity, vision and intuition.

Since 2004 AVVENIA is revolutionizing tools and knowledges intended to manage energy resources and to improve the study of the energy vector flow.

In 2015, year reported to be as an historical moment of change for the energy efficiency market, AVVENIA is the most specialized company for competences, with the widest and most transverse range of capabilities application, remarked and supported by the highest number of energy efficiency project built and managed. (Data source by CESEF 2015).

So it’s the most ready to give a new life impulse to a revolution everyone was waiting on the way to increase companies’ competitiveness.
AVVENIA is a certified E.S.Co. (UNI-CEI 11352) who has started its path in the energy efficiency world just at the beginning of the new millennium. Goals and results have been reached thanks to exquisite and exclusive analysis capabilities that allowed to perfectly the company energy “base line” so to be able to get the right informations to profile and forecast the possible incoming scenarios. This innovative vision and great experience can be shortened into two indications:

- 170 million euros of benefits brought to our customers;
- 65% of average savings reached or verified in the primary energy consumption, implementing energy efficiency projects.

These are important numbers built in a recent past that however are not fully explaining the contribution AVVENIA has brought to the energy efficiency world. The first one to understand the meaning and the importance of energy as a fundamental parameter to be searched and inspected to develop effective solutions that would be able to increase financial and economical performances, wherever we are operating into, small, medium, large or giant enterprise, producing goods or providing services.
Energy Efficiency.  
An history looking forward to companies future.

Today choosing AVVENIA as the “growth” partner, facing safely the fast evolution of the markets, can equally fastly produce benefits in order to increase the service/product competitiveness.

The fact that our values and principles could have been so horizontally applied has given us the trust and the will to build and provoke a revolution in studying and knowing the companies working and living dynamics, in their complex systems, and how they make an idea become a market value.

A new insight of the company.

The first E.S.Co. to understand the importance of profiling functional behaviours using specific indexes that were relating the energy vector to the real, and not apparent, correlated intended use.

25 Industrial Sectors

Starting from Automotive going to Siderurgy. We developed and tested our capabilities and skills in the most important and strategic industrial dimensions.

Performance Index & Competitiveness

KPI
Energy Efficiency has been considered to be the link between different crucial aspects for Country social and economical development:

- ENERGY SECURITY STRATEGY
- COMMODITIES PRICE AND CONDITIONS
- SUSTAINABLE GROWTH
- COMPETITIVITY ON THE MARKETS
ENERGY EFFICIENCY. HOW do we deliver it.

To define and underline all the aspects involved inside an industry, a company or a more specific process dimension, understanding the real potential we mix and melt the concepts on which is based energy efficiency.

INNOVATION

COMPETITIVITY

SAVINGS

SPECIFIC MODELS

BUILDINGS’ BEHAVIOURS STUDY AND FORECASTING

SOPHISTICATED ALGORITHMS

FORECASTING OF PRIMARY AND SECONDARY ECONOMIC BENEFITS

DIAGNOSTIC & MONITORING

ADVANCED CAPABILITIES TO SEARCH CRUCIAL ENERGETIC ELEMENTS

THE STUDY OF THE ENERGY VECTOR FLOW
No matter which is the kind of energy we are using, the study of the flow of the energy vector will be able to describe a new map of the working chart of all the aspects involved in the transformation of this energy in a product service.

In that map we will find all the drivers we need to follow to increase the competitiveness.
We work on compliance with our ideas.

The AVVENIA “Company Structure” is perfectly performing in the direction to give the right importance to the right data, estimated or measured.

This revolutionary energetic map of the corporate organization has been taken as the reference model for the mandatory audit. This operative model has been developed in order to:

- Define macro functional areas’ parameters (which energy vector for which company area).
- Define the general KPI (Qe/Qp).
- Define specific KPI for each area to allow benchmark analysis (specific energy vector on specific destination).
A feasible, affordable, effective and precise path to guarantee your company growth.

- **Monitoring**
  - Process Diagnostic
  - Buildings energy analysis

- **Value**
  - Management Efficiency

- **Engineering**
  - Technique & Technological in-depth analysis

- **Sharing**
  - EPC study, planning and implementation

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Today, thanks to AVVENIA, it is possible to find the four fundamental principles, to recognize and choose a trustable partner, in a clear and easy path that is representing itself a global step by step approach to energy efficiency solutions for complex systems.

Everything with a solid perspective of guaranteed results.

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**GLOBAL MULTISTEP EFFECTIVE SAFE**

Allows to reach a new level of competitiveness enhancing globally production performances.
Il KMS is a full range of services, solution and tools purposed to execute detailed studies of the company functional and structural areas, producing and new and deeper knowledge of the on-going dynamics.

So the Knowledge Management System is the first step to start an efficiency path focused on improving the company organization management and maximize the resources exploitation. The second step that it allows to take is represented by the possibility to design the future choices to guarantee a further company growth.

Which benefits, which goals?

Introducing solutions that would be able to give a full meaning to production dynamics is what today can be considered crucial to surf the market:

• Verify processes, plants, machineries, buildings KPI.
• Evaluate and calculate the real energy need for plants/processes/structures.
• Verify the auxiliary distribution net performances.
• Compare data and informations to highlight eventual criticalities.
• Project, design and realize enhancing solutions.
• Analyse the costs/benefits rate related with the identified solutions (ROI).
• Verify all the possibilities to take advantages from eventual subsidies.
The end of the solutions path purposed after the first part of the studies conducted by AVVENIA is represented by the “i.EPC – intelligent EnergyPerformanceContract – What is it? It’s a project the is able to produce an effective enhancement of the company performances, intended as:

- Enhancement of the overall competitiveness related with the increasing of the production volume.
- Enhancement of the product/service quality.
- Enhancement of the productions characteristics and conditions.
- Maintenance and processes problems reduction.

Is it really a new method?

Today we are really able to highlight the full range of primary and secondary benefits, focusing on the performance enhancement. This is a new gate we are opening to make the company identify new initiatives, having the chance to not consider them anymore as a cost but as an investment, whose required resources can be found in the energy patrimony.

Results guaranteed. “Full Esco” financial solutions.
AVVENIA is the first industrial energy efficiency specialized company that today is able to provide a full range of services and skills that are strictly required to find and underline the most effective solutions aiming at guarantee a fast energy performances enhancement.

COMPETITIVENESS IS FLYING ON ENERGY WINGS
A “Waelz” productive line is thought to be used to produce zinc and lead from steelworks’ dusts and wastes.

**Process Intervention.**

- **75%**

**Workflow management.**

**Service & Maintenance scheduling.**

- **50%**

**PROCESS EFFICIENCY.**

How to produce in a better way?

A first new plant’s setting and configuration, exploiting the heat coming from the oxidation of the metals introduced in the combustion chamber, was already reducing the energy consumption of a substantial value equal to the 75%.

**PROCESS OPTIMIZATION.**

How to optimize the production?

Chemical-physical reactions themselves were creating critical conditions in the “combustion” chamber dramatically lowering the specific KPI.

Going for maintenance stopping the production (Re-Heating power)?
Or keep on producing as long as possible with lowered performances?

The STUDY OF THE EVOLUTION OF THE KPI gave us the answer.
WELCOME TO THE NEW INDUSTRIAL REVOLUTION
Some of the biggest Italian and international companies that have chosen AVVENIA.
Working and making our skills growing in 25 Italian industrial sectors has became a huge customers’ portfolio, composed by more than 100 large enterprises.

Our references.

- 3B
- Acciaierie Bertoli Safau
- Acqua Claudia
- Acqua Fontenoce
- Acqua Smeraldina
- Acqua Tione
- AGC Automotive Italia
- AGC Flat Glass
- Alf Uno
- Alsco
- Aprilia
- Bari Fonderie Meridionali
- Bayer
- Birra Peroni
- Boario
- Calabria Acqua Minerale
- CDS Viroplastic Beverage
- Ceramica Falerii
- Ceramiche Catalano
- Chi-Ma Florence
- Coca-Cola
- Cooper Standard
- Deref
- Dipharma
- Doimo Cucine
- Ferrarelle
- Ferrero
- Fiat Chrysler Automobiles
- Fonti di Vinadio
- Fornaci Calce Grigolin
- Galassia
- Gildo Rachelli
- GSI (Gruppo Sanitari Italia)
- G-Tech / Lottomatica
- Guala Closures
- Imballplast
- Kerakoll
- K-Flex
- Laminazione sottile
- Laterlite
- Lavanderia Baccini
- Mater Biopolymer
- Maserati
- Mediaraf
- Meridiana Legnami
- Micromix
- Molino San Paolo
- Montalbano Industria Alimentare
- Monticchio Gaudianello
- Mopar
- Moto Guzzi
- New Cleaning Group
- Norda
- Novelis
- Nuova Plast
- PAM - Panorama
- Pfizer
- Piaggio
- Pianeta Alimentare
- Plasco
- Plasmon - Heinz
- Portovesme
- RA.M.OIL
- Roquette Italia
- S.A.P.L.O.
- Salpa
- Sangemini
- Sata
- Seda Italy
- Servizi Ospedalieri
- Sevel
- Seves
- Sifar Placcati
- Slim Aluminium
- Società delle Fucine
- Tarkett
- Tecnoparco Valbasento
- Teksid
- Tekton
- Tifast
- Trafilerie Carlo Gnutti
- Tremitalia
- ThyssenKrupp AST
- VM Motori
- Wienerberger
- Zegna Baruffa
“L’energia né si crea, né si distrugge.
Si razionalizza.”
Ing. Giovanni Campaniello - CEO Avvenia.

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THE ENERGY INNOVATOR

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