

4 July 2018

Hotel Casuarina @ Meru

Green Initiative Seminar



Addendum



Fabio Telli

Energy Team SpA

Export Sales & Trade Marketing Manager



Topic 2

“Energy Monitoring System” and system Software/Hardware technology for EMV that would function in any kinds of site and application

Facts & Figures

Innovative Services and Integrated Solutions for Energy Consumption

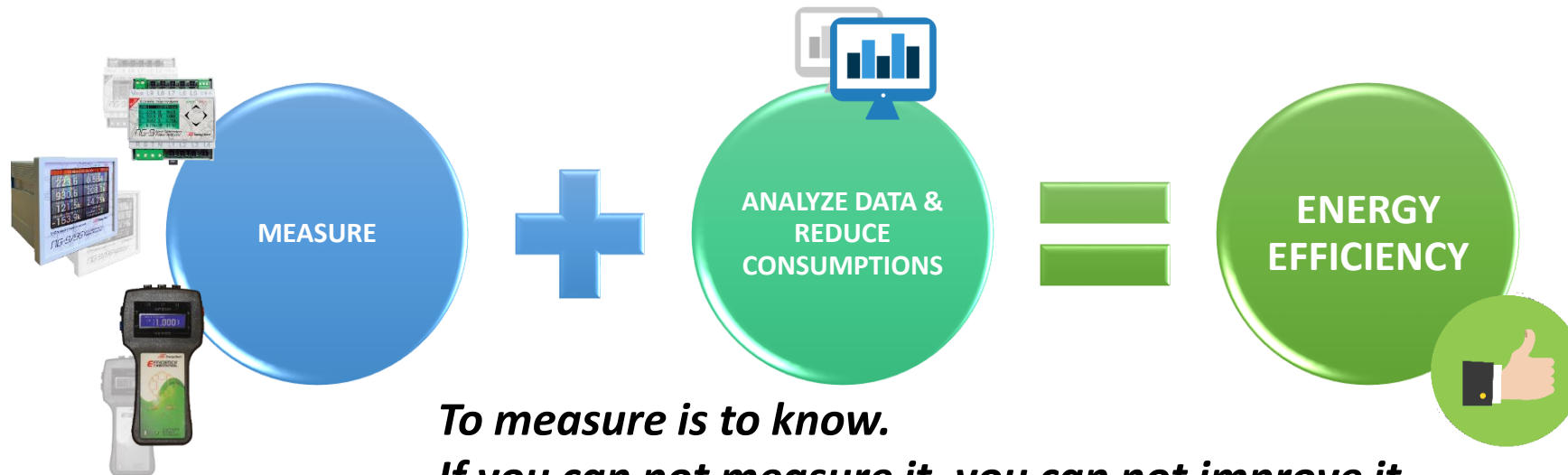
- ✓ Energy Team Spa was **founded in 1996** in Milan, Italy, by young passionate professionals with an intuitive idea to develop efficient solutions for the effective use and monitoring of energy resources
 - ✓ Over **20 years' experience** in providing energy management solutions
 - ✓ **80 employees** 30 of which in the R&D area
 - ✓ About **9.000 customers** worldwide
 - ✓ Meeting the needs of operators from all sectors, **from large factories to the service industry**
 - ✓ All products are entirely **designed and created in Italy**,  distributed by our own sales network and distributors worldwide
 - ✓ A constantly **growing and developing Company**
-
- ✓ **ISO 9001:2008** certified since 2009
 - ✓ **ISO 50001:2011** certified since 2011



Mission

Innovative Services and Integrated Solutions for Energy Consumption

- ✓ We bring innovation to life!
- ✓ We create innovative solutions **from designing the concept to bringing innovative ideas to life.**
- ✓ We develop products and services to exploit the most important, **ecological and economical available resource** that is energy efficiency, often hidden in **our unconscious daily wastes.**



*To measure is to know.
If you can not measure it, you can not improve it.*

LORD KELVIN

What we do

Innovative Services and Integrated Solutions for Energy Consumption

*ELECTRICITY, WATER, COMPRESSED AIR,
GAS, THERMAL ENERGY etc.*

- ✓ **The right monitoring solution** for all energy utilities.
- ✓ Innovative **hardware + software** integrated solutions to achieve **high Energy Efficiency** levels.



WEB



DATA PUBLICATION

- ✓ **Your energy data just a click away.**
- ✓ Powerful web based software to collect precious information from all your measuring devices.
- ✓ **Online data publication and analysis.**

ENERGY ANALYSIS

- ✓ **Analyze all data** acquired by the monitoring system.
- ✓ Evaluate potential savings and improve your energy performance.
- ✓ **Upgrading your monitoring solutions.**

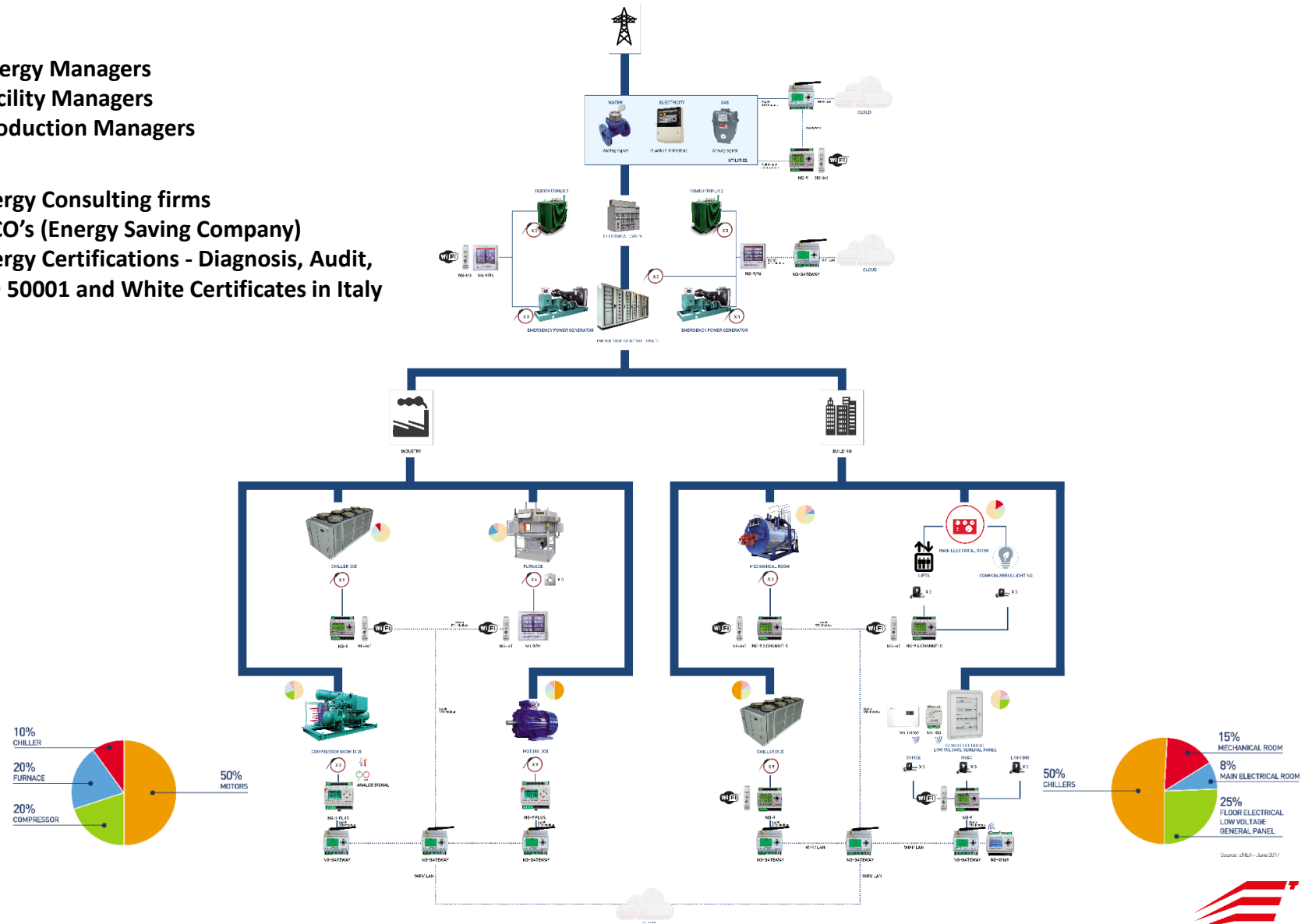


Our Solutions

Precious tools for all users operating in the field of Energy Efficiency

- ✓ Energy Managers
- ✓ Facility Managers
- ✓ Production Managers

- ✓ Energy Consulting firms
- ✓ ESCO's (Energy Saving Company)
- ✓ Energy Certifications - Diagnosis, Audit, ISO 50001 and White Certificates in Italy



Benefits

Energy Efficiency can be a strong factor of **competitiveness** on the global market



Energy management interventions following the identification of energy waste areas



Better management of the Energy cost center



Replacement of old technology with updated efficient solutions



One monitoring system for all subsidiaries



Employees' awareness on a responsible use of energy



Our worldwide Partners

Extremely versatile solutions that can be employed in many different situations as shown by our customers from many different sectors.



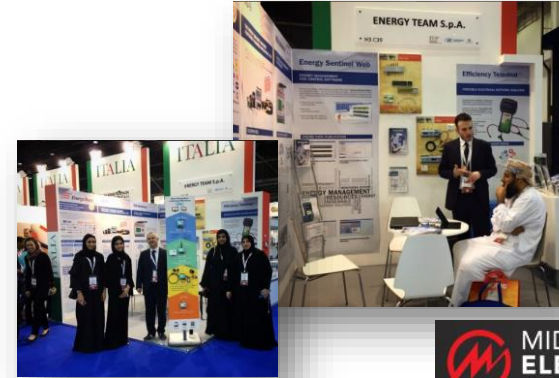
To see more visit our web : <http://www.energyteam.it/en/customer-portfolio/>



Internationalization Project



Energy Team at Hannover Messe - Germany
2013 to 2018



Energy Team at Middle East Electricity 2017 - Dubai



Energy Team at Light+Building 2018 - Frankfurt



Energy Team at Renewable Energy 2016 - Yokohama



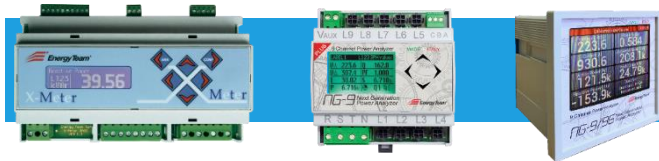
Chapter 2

Our best selling Products – Hardware & Software



Our best selling Products – Hardware & Software

PORTABLE DEVICES



MULTIFUNCTION METERS

GATEWAY



169 MHz RADIO

PHOTOVOLTAICS



SOFTWARE

Products - Hardware



X-Meter

Electrical Network Analyser



- **Electrical mains analyzer and Data logger in a single instrument**
- A wide range of modules is available to cover any needs from **extended Memory to Digital Inputs, Temperature measurement and Loads' Management.**



Electrical mains analyzer.



Data logger



Expansion and modularity
(memory, digital inputs,
GSM/GPRS modem, Ethernet,
power quality).



Many features, 1 instrument

Products - Hardware

NG-9

9 lines network analyser



Save 85%
on installation costs



160 parameters via
RTU Modbus



The world'
smallest analyser



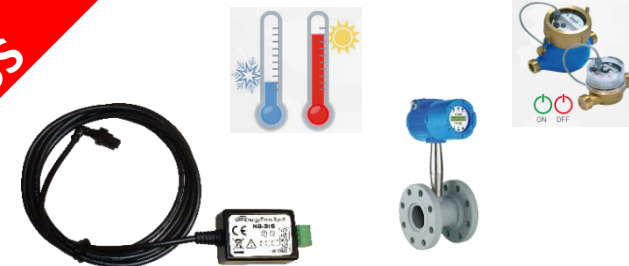
Special probes with
1 to 8000A range



Combine
split CT's and
Rogowski coils

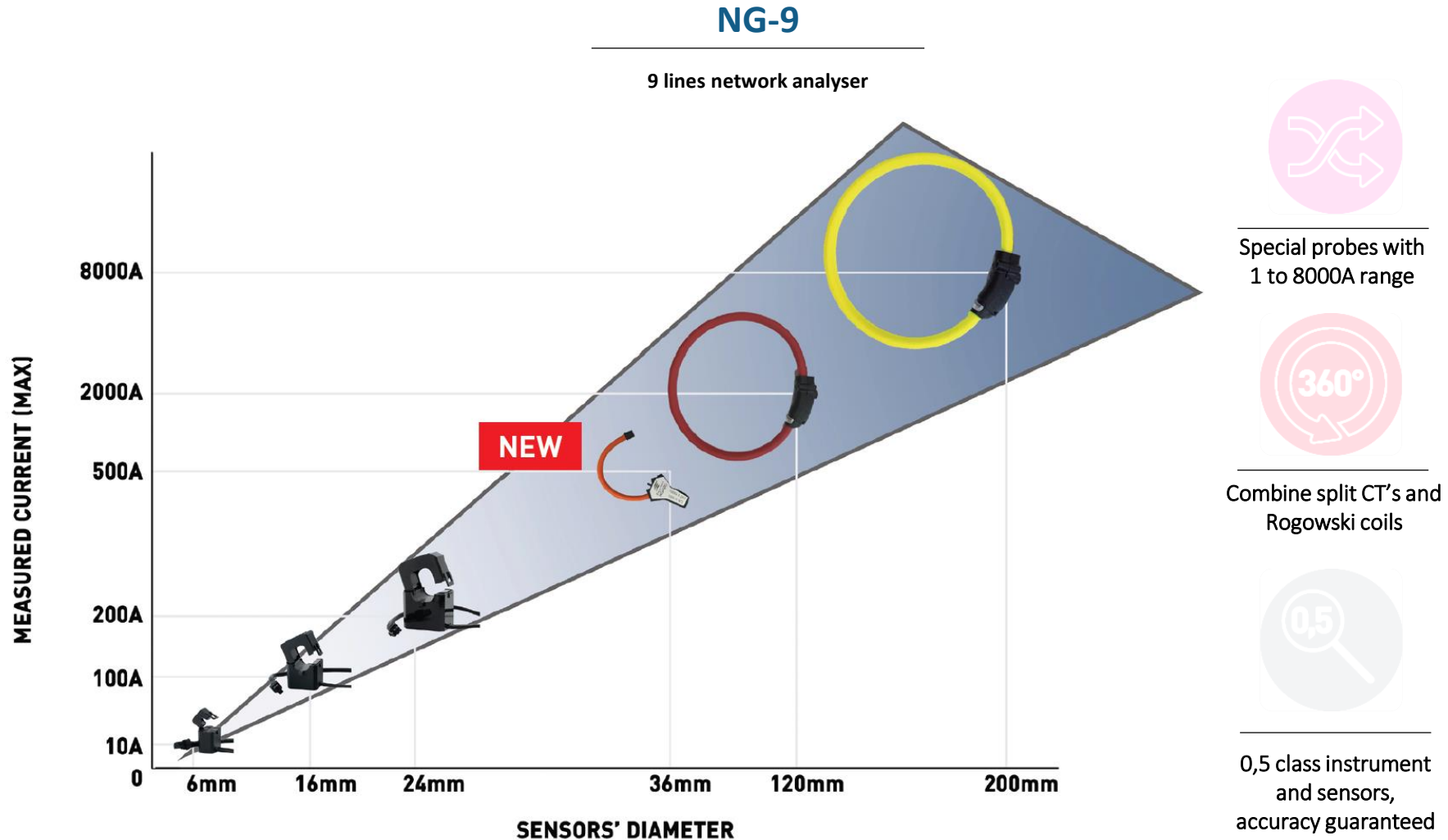


0,5 class instrument
and sensors,
accuracy guaranteed



New Generation sensors to acquire
Temperature, Status, and Digital signals

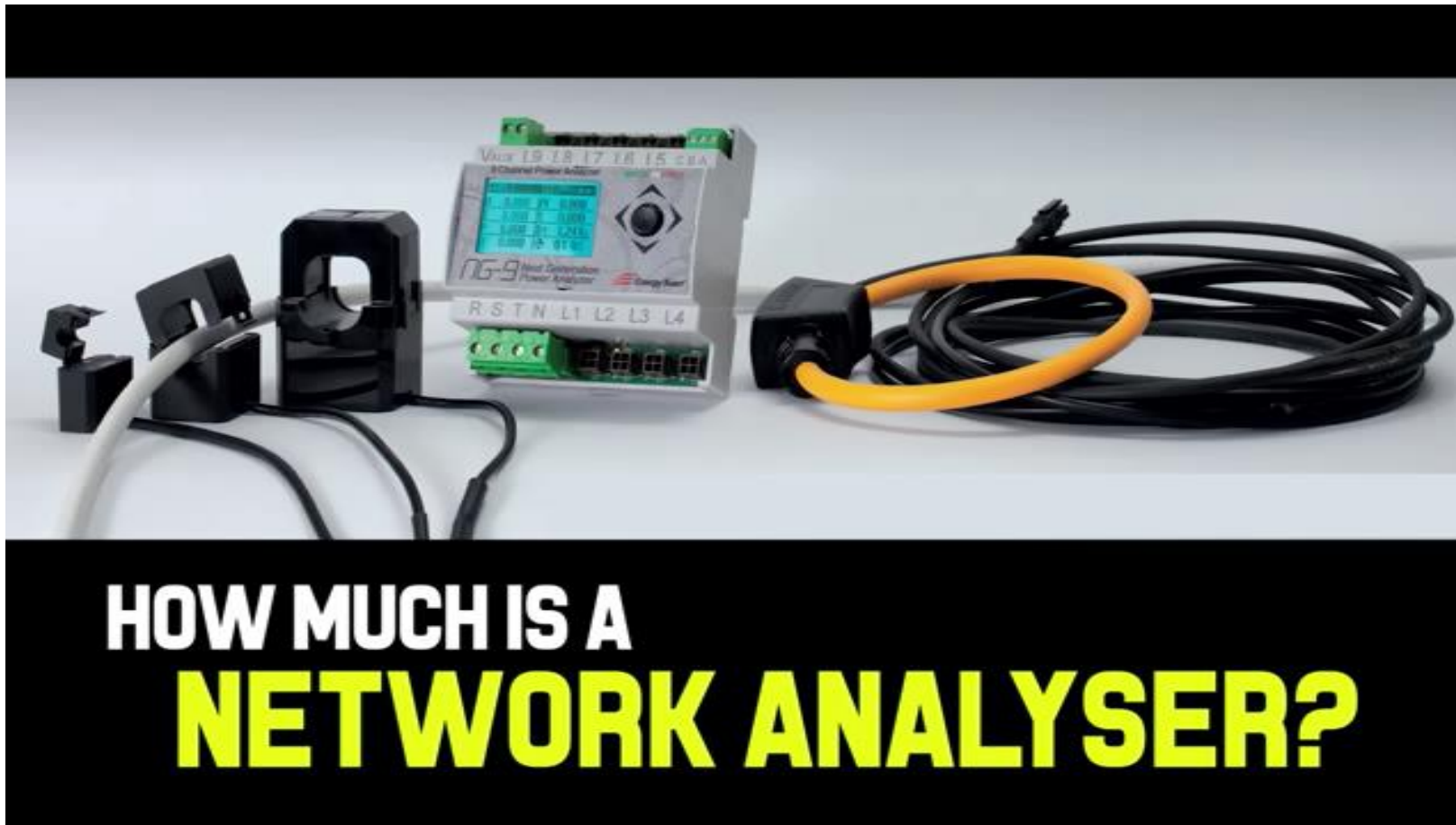
Products - Hardware





NG-9

9 lines network analyser

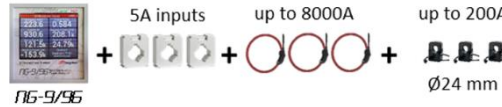


NG-9/96

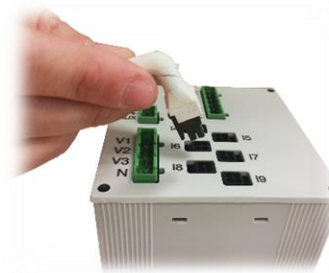
Colour Touchscreen LCD Display
Multifunction meter



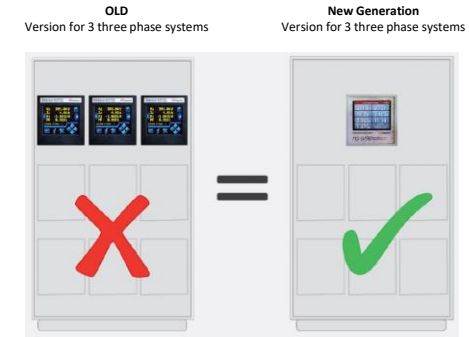
3x THREE PHASE SYSTEMS



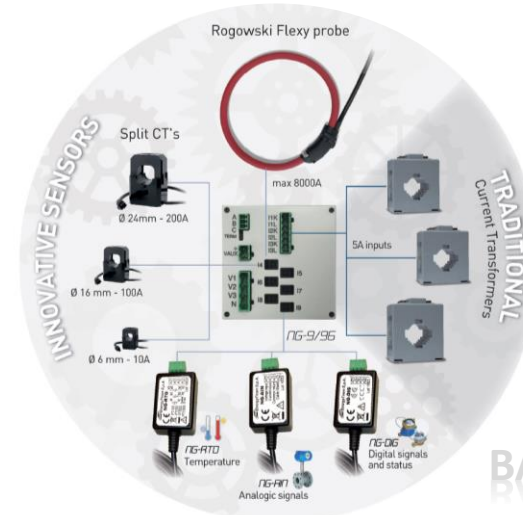
Measure 3 three-phase lines
with a single instrument



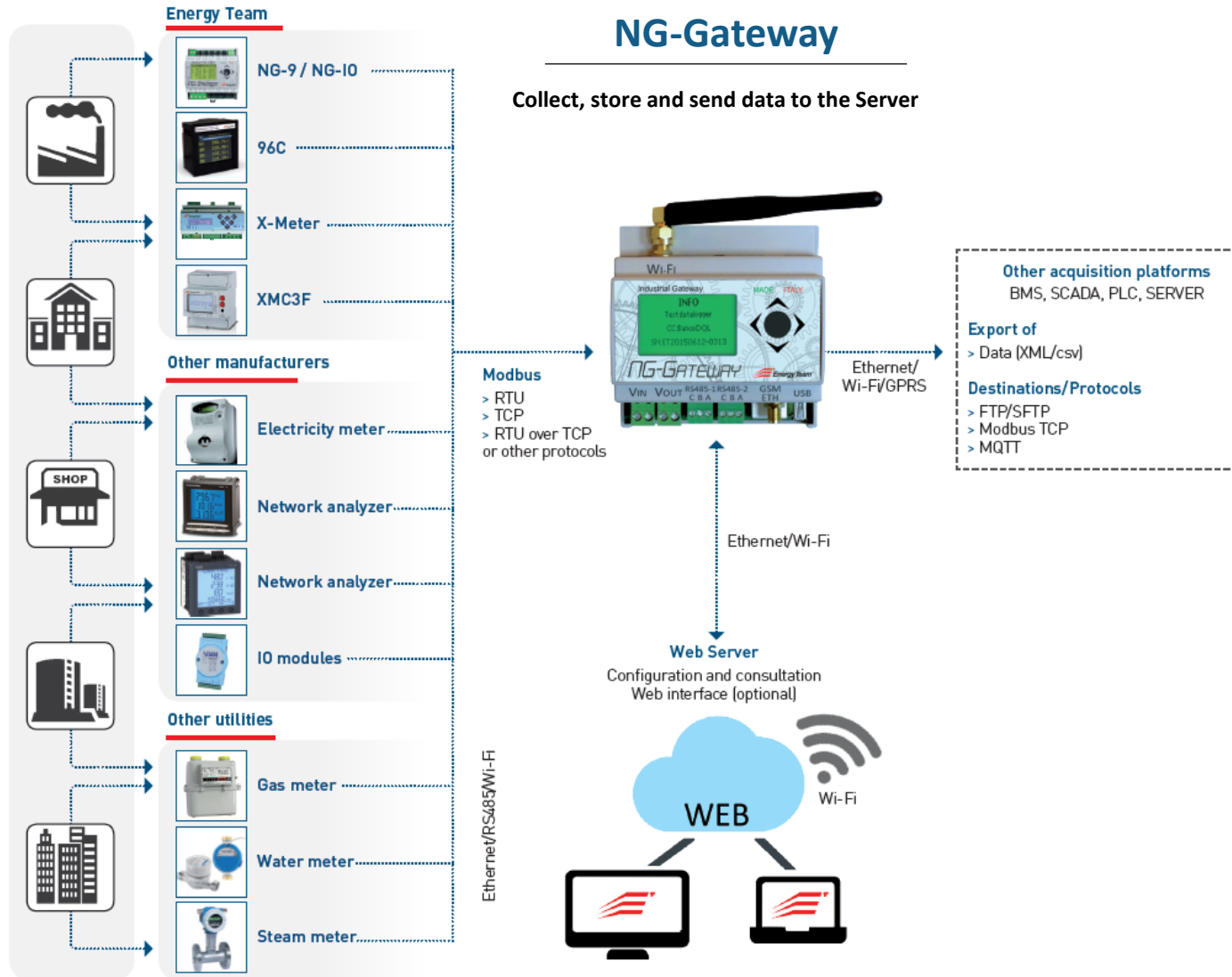
Easy sensors Plug in



Three Multifunction Meters
in only 1 device



Products - Hardware



Products - Hardware

169 MHz Radio

Sensors and Gateway



NG-TH169

Room Temperature and Humidity
169MHz radio sensor



NG-Rio

Loads' remote control



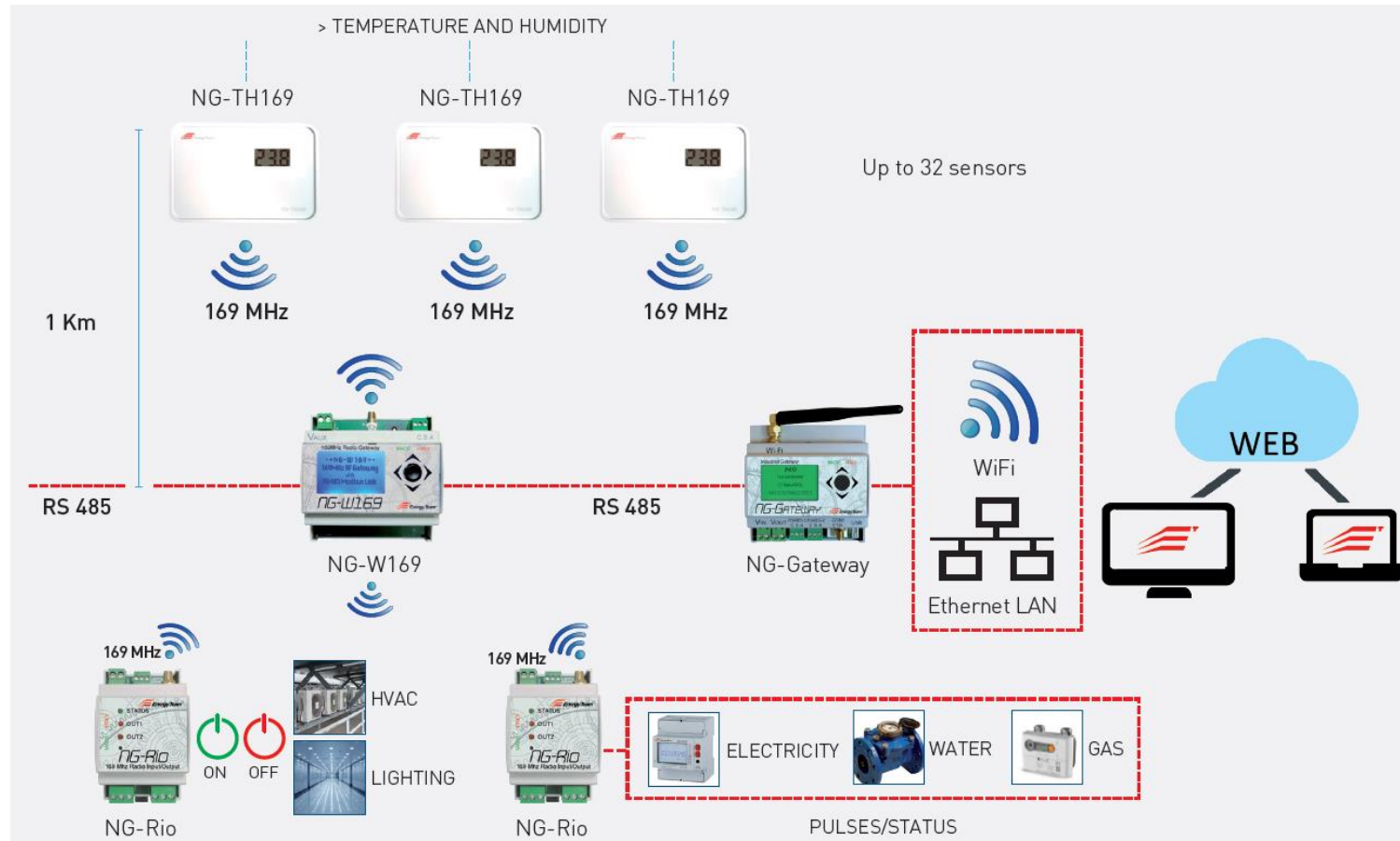
NG-W169

Radio receiving module

Products - Hardware

169 MHz Radio

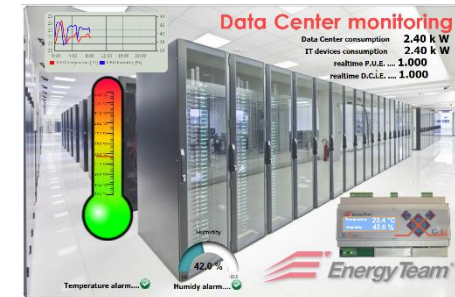
Sensors and Gateway



Products - Software

Energy Sentinel Web

Energy management and monitoring software



Your energy data online,
anywhere, simple.



Data analysis

Personalised Dashboard



Energy Sentinel Web
for the Photovoltaics



Smart Energy Management

MACHINERY

INTERNET CONNECTED



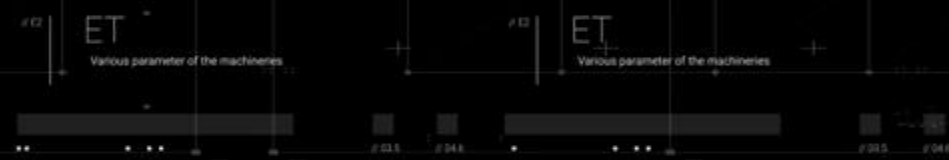
TRANSFER DATA



DATA EXTRACTION



ANALYSIS



- FIRST** //s.1
[IMPROVE THE CHARACTERISTICS OF THE PRODUCT]
- SECOND** //s.1
[REDUCE THE MAINTENANCE COSTS]
- THIRD** //s.1
[ELIMINATE THE ENERGY WASTE]

ES WEB STANDARD PACKAGE ET

SPIN SERVICE | NOTE RELEASE | LOCK ON



PHOTOVOLTAICS PACKAGE ET

ESWEB SOFTWARE



ESWEB SOFTWARE



PLUS PACKAGE ET

ESWEB SOFTWARE



ESWEB SOFTWARE



EXPORT PACKAGE ET

ESWEB SOFTWARE



ESWEB SOFTWARE

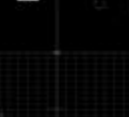


VIRTUAL CORRECTORS PACKAGE ET

ESWEB SOFTWARE



ESWEB SOFTWARE



DASHBOARD PACKAGE ET

ESWEB SOFTWARE



ESWEB SOFTWARE



DRIVERS & PROTOCOLS PACKAGE ET

ESWEB SOFTWARE



ESWEB SOFTWARE



ES WEB

> ENERGY TEAM

NG - 9 / NG - 10

96 C

X - METER

XMC3F

> OTHER MANUFACTURERS

ELECTRICITY METER

NETWORK ANALYZER

NETWORK ANALYZER

IO MODULES

> OTHER UTILITIES

GAS METER

WATER METER

STEAM METER

TRANSFER DATA

INTERNET

**ES WEB
CLOUD**

ENERGY SENTINEL WEB IS AN APPLICATION SERVER AND, WITH ITS USER-FRIENDLY WEB PAGES ALLOWS SIMPLE AND INTUITIVE DATA ANALYSIS ON ALL ACQUIRED DATA GUARANTEERING EXTREME RELIABILITY AND DATA SECURITY.

KPI

INDEPENDENTLY CALCULATE THE PLATFORM'S MARKERS

EXPORT PACKAGE ET

ESWEB SOFTWARE

PRODUCTION AND/OR HUMAN RESOURCES DATA

PLUS PACKAGE ET

ESWEB SOFTWARE



MENU II

REAL TIME

VIEW MEASUREMENTS
VIEW DEVICES PAGE
PIE CHART FUNCTION

VIEW MEASUREMENTS

The screenshot displays a web interface for monitoring energy systems. At the top, there are navigation tabs for 'Real time', 'Historical data', and 'Manage'. Below this is a breadcrumb trail: 'Home > Real time > Measurement view'. A 'Measurement' sidebar on the left lists various devices with checkboxes, including 'C. three-phases Transform', 'ALRM UPS Transformer 1', 'Totalizer Active imported', 'Transformer 2 New line', 'P. active Transformer 2 Ne', 'P. reactive Transformer 2 l', 'Cosphi Transformer 2 Nev', 'Voltage L1-N Transformer', 'Voltage L2-N Transformer', and 'Voltage L3-N Transformer'. A 'Configurations' button is at the bottom of this sidebar. The main area shows a grid of data cards. A highlighted blue box in the foreground shows a subset of these cards:

Trasformer 4 - P. active Trasformer 4 606.54 kW	Trasformer 4 - Cosphi Trasformer 4 -0.993	Trasformer 4 - Voltage L1-N Trasformer 4 242.31 v	Trasformer 4 - Alarm UPS Trasformer 4 OFF	Trasformer 6 - P. active Trasformer 6 445.80 kW
---	---	---	---	---

Other visible data cards include:

- Recycling TR3
- Line drive pull roll - P. active
Line drive pull roll
- Line drive winder - P. active
Line drive winder
- Primary and secondary rolls controls - P. active Primary and
- Trasformer 6 - Alarm UPS
Trasformer 6
- Metallizer n° 3 - TR4
147.21 kW
- treatment
0.00 mc/h
- Flame treatment
45.66 mc
- active Transformer 1 New line
751.57 kW
- Transformer 1 New line - ALRM
UPS Transformer 1 New line
OFF
- Transformer 2 New line - Voltage L1-N
Transformer 2
230.64 v
- Transformer 2 New line - Voltage L2-N
Transformer 2
231.46 v
- Transformer 2 New line - Voltage L3-N
Transformer 2
231.90 v
- Transformer 2 New line - Voltage L1-L2
Transformer 2
399.82 v
- Transformer 2 New line - Voltage L2-L3
Transformer 2
401.85 v
- Transformer 2 New line - Voltage L3-L1
Transformer 2
400.37 v
- Transformer 2 New line - ALRM
UPS Transformer 2
OFF

click view measurements to display all channels (selected among the available ones) on a single page. Also view your data in charts and graphs and save the configurations to use them afterwards.

Control the predisposed instruments' outputs such as X Meter and X R W U with Energy Sentinel Web.

MENU II

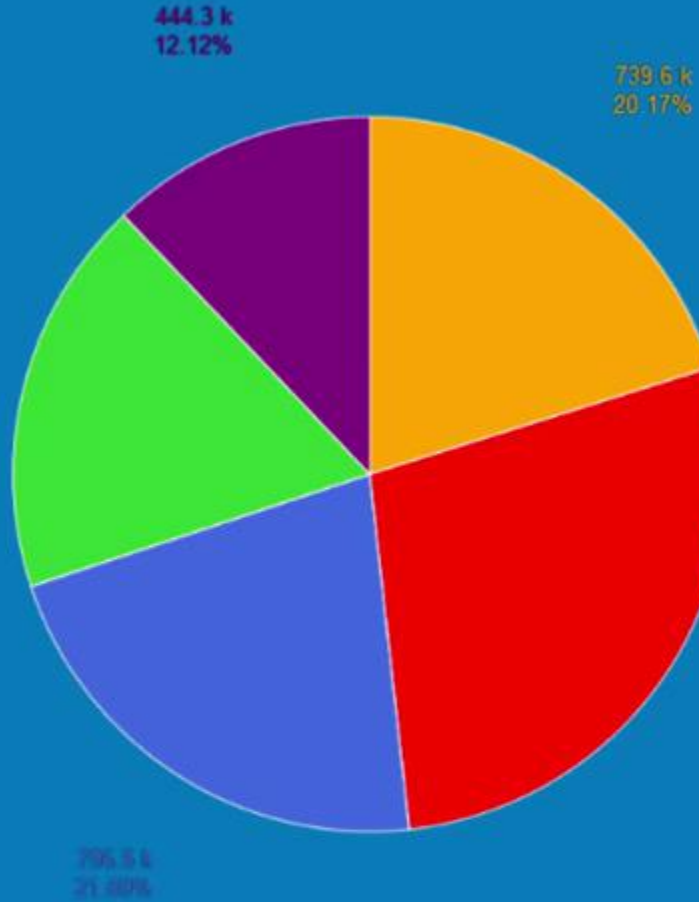
REAL TIME

VIEW MEASUREMENTS
VIEW DEVICES PAGE
PIE CHART FUNCTION

PIE CHART

ENERGY TEAM
ESWEB

Save Table Clean



- Transformer 1 New line - P. active Transformer 1 New line: 20.17%, - W
- Transformer 2 New line - P. active Transformer 2 New line: 28.06%, - W
- Transformer 3 New line - P. active Transformer 3 New line: 21.69%, - W
- Transformer 4 - P. active Transformer 4: 17.97%, - W
- Transformer 6 - P. active Transformer 6: 12.12%, - W

- Transformer 1 New line - P. active Transformer 1 New line: 20.17%, - W
- Transformer 2 New line - P. active Transformer 2 New line: 28.06%, - W
- Transformer 3 New line - P. active Transformer 3 New line: 21.69%, - W
- Transformer 4 - P. active Transformer 4: 17.97%, - W
- Transformer 6 - P. active Transformer 6: 12.12%, - W



// ESWEB

Use the pie chart function to view your data in a circular chart with the values and percentage values of the total.



MENU II

HISTORICAL DATA

- HISTORICAL DATA
- PERIODS COMPARISON
- PILE GRAPH
- BANDS CHARTS
- PIE CHART
- PERIODS SUMMARY
- REPORT
- SCATTER PLOT
- CARPET PLOT
- EVENTS LOG
- HARMONICS
- ALARMS LOG
- EXPORT
- MANAGEMENT PROFILES

PILE GRAPH

ESWEB



// ESWEB

The pile graph function allows historical data visualisation in a single chart to easily spot data values and each measure percentage value within a set group (cost centers for instance)

MENU II

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REPORT

ENERGY STAR
ESWEB

	A	B
1	from 03/01/2017 to 03/31/2017	00:00 - 23:59
2	Electrical Line [kWh]	5955792,5
3	LV Factory Total [kWh]	3288143,5
4	Extrusion Line 2 [kWh]	972971,3
5	Extrusion Line 3 [kWh]	952144,2
6	Secondary Slitters [kWh]	25649,7
7	Recycling [kWh]	490130,7
8	Metallization [kWh]	112642,1
9	Services [kWh]	45585,0
10	Utilities [kWh]	45213,3
11	Rolls Handling & Packaging [kWh]	3339,8
12	Kampf Slitter PS03 [kWh]	9078,6
13	Atlas Slitter PS02 [kWh]	10894,3
14	TOTAL GAS Line [Nmc]	11259,0
15	GAS LV Factory Total [Nmc]	8143,5
16	Gas Extrusion Line 2 [Nmc]	2971,3
17	Gas Extrusion Line 3 [Nmc]	144,2



One of the reports available is the "Total Consumption" one that groups a set period of time's data in a single file divided, for instance, per cost center. Another report example could be a bands synthesis per hour with consumptions per hour, per day and total of the selected period.

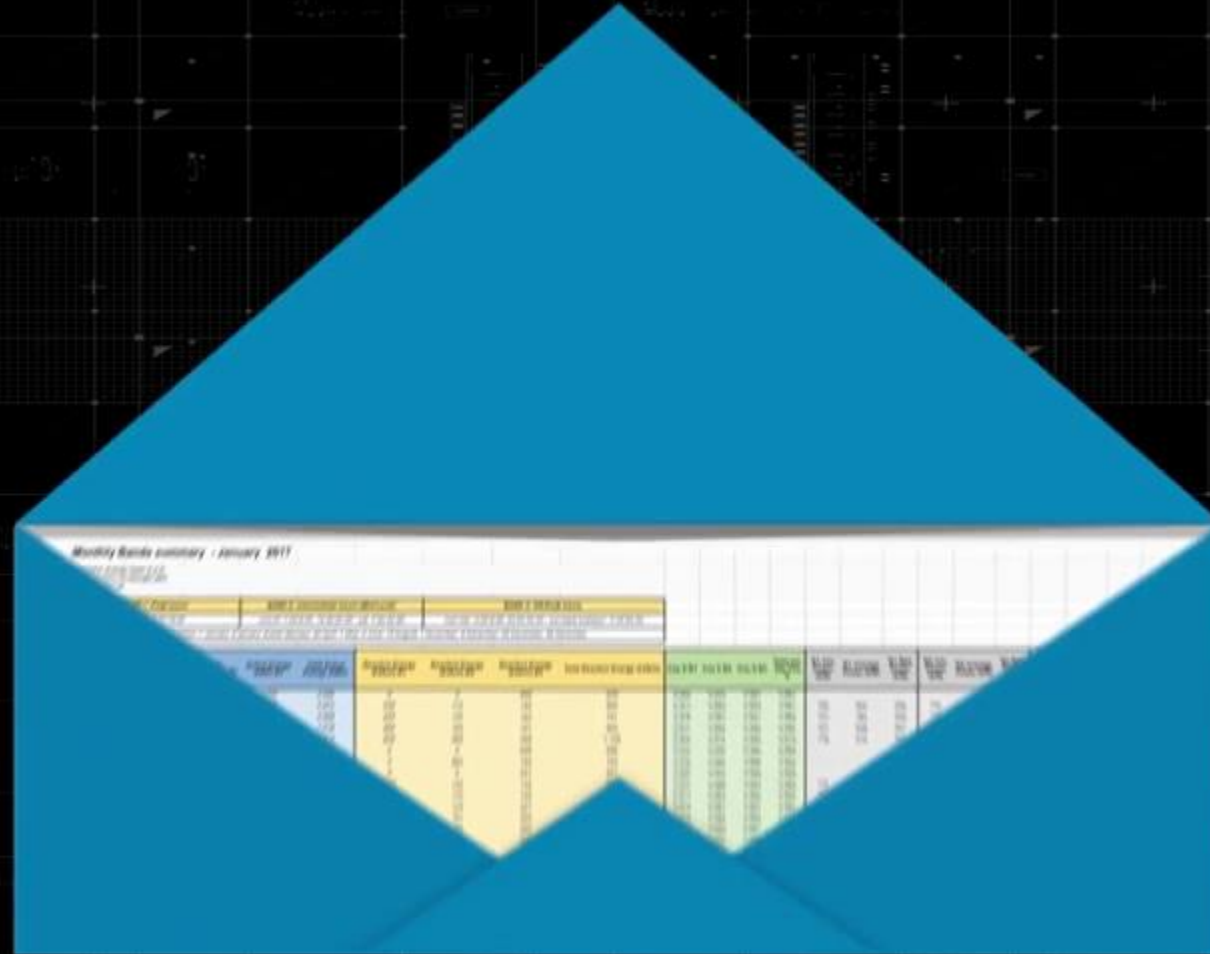
MENU II

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REPORT

ENERGY STAR
ESWEB



There are various kinds of reports that can also be personalised. The system allows automatic sending of emails with the configured report to the user so they do not need to access it.

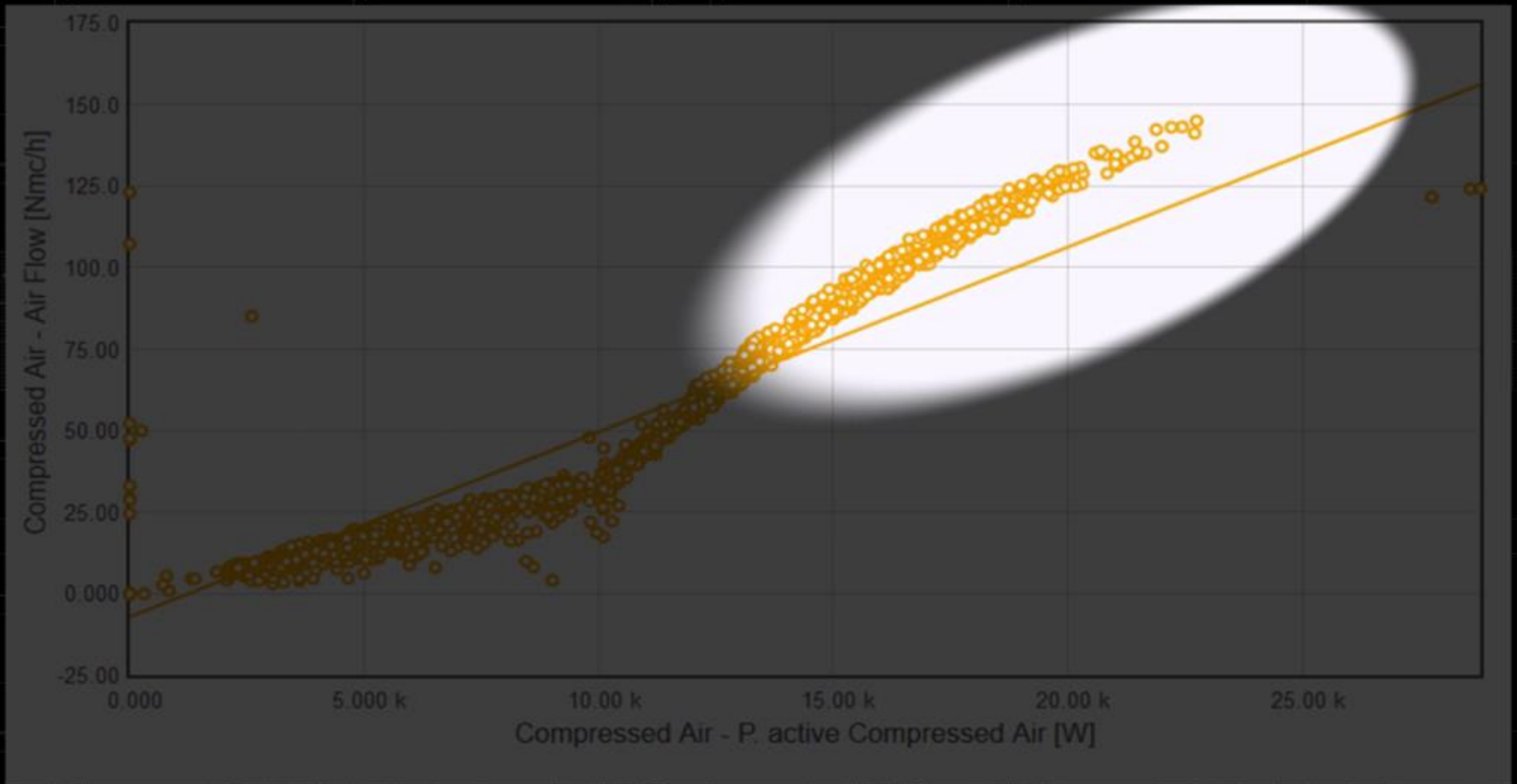


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SCATTER PLOT



The scatter plot chart lets the user compare different quantities related to each other to find the better performance. For instance, this compressor's air production is related to its energy consumption and is quite clear that the machine's highest efficiency coincides with it being near to the 100 percent of its energy consumption.



CARPET PLOT

// ES WEB STANDARD PACKAGE

MENU II

HISTORICAL DATA

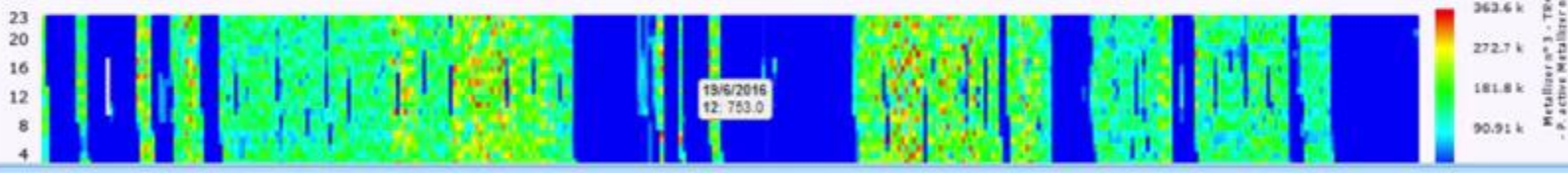
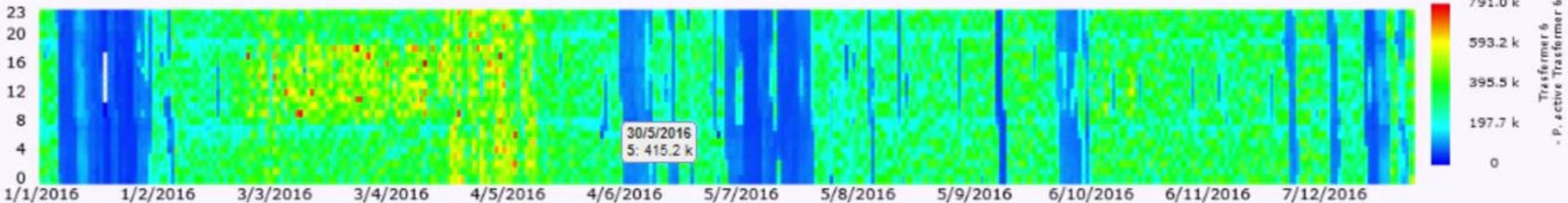
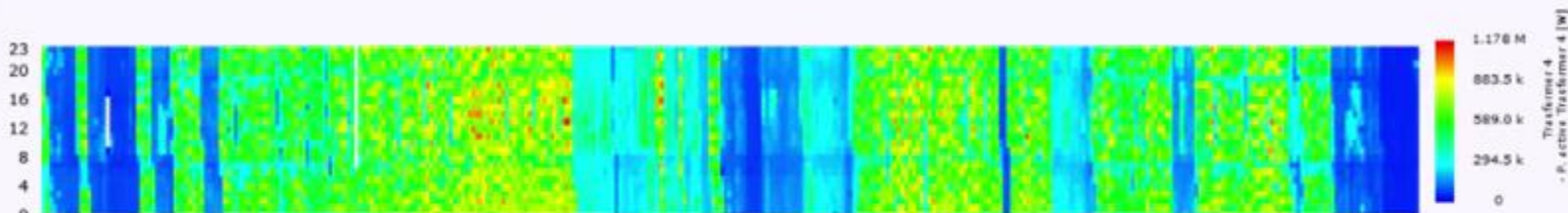
- HISTORICAL DATA
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- ALARMS LOG

REPORT MANAGEMENT PROFILES

ENERGY TEAM

Select: Year

Year: Sample:



The Carpet plot chart lets the user view a big amount of data and make an immediate analysis to spot eventual consumption anomalies and their location in time.

// ESWEB

>

//ET

MENU II

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- MANAGEMENT PROFILES

EXPORT

Edit Delete

Id

Name

Channels

Default export type


Aggregation

Samples

From

To

Export



The export function lets the user download the historical data acquired by the system on to xml or csv files (excel files). The user can set the number of channels, analysis period and aggregation time.

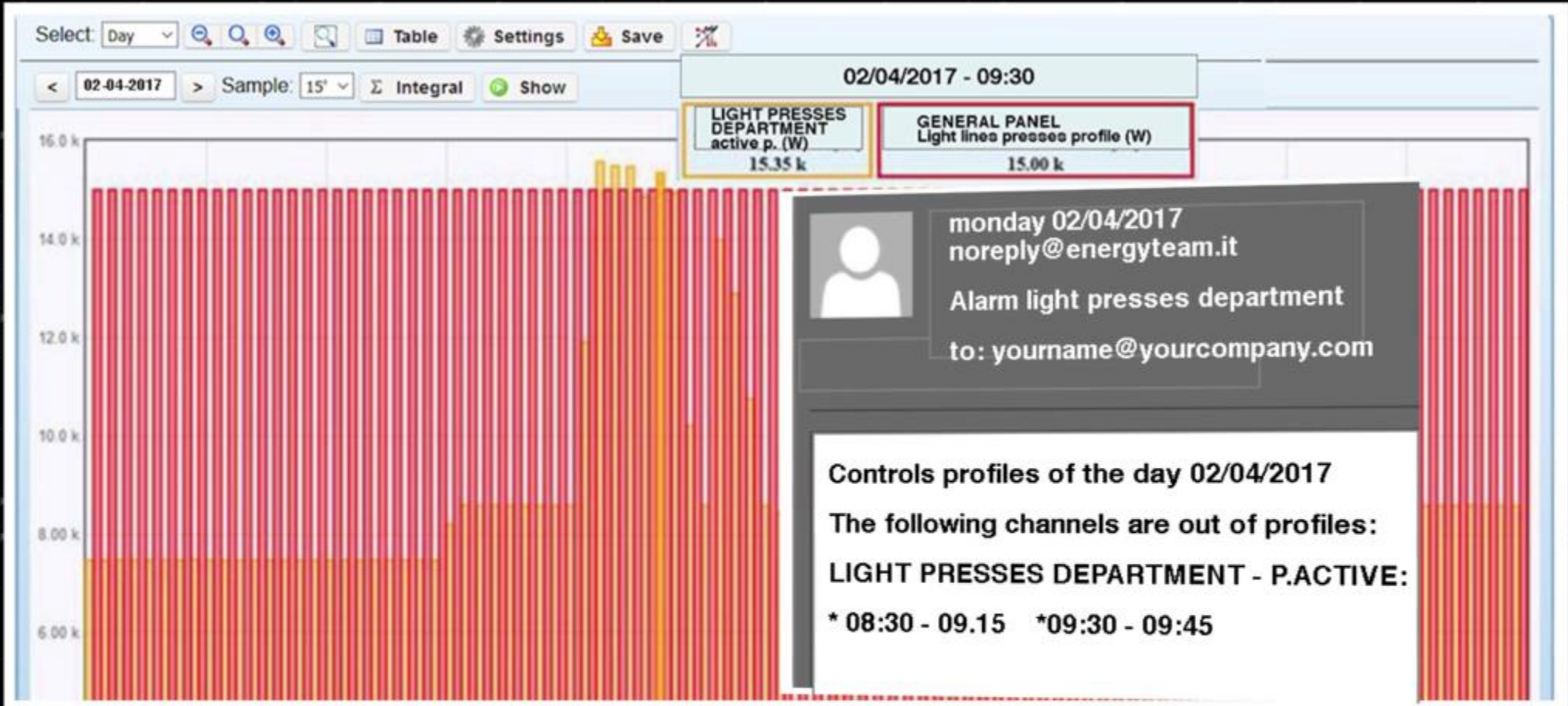
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- EXPORT
- MANAGEMENT PROFILES

MANAGEMENT PROFILES

MONITORING



The scope of creating different management profiles is that of comparing the acquired data with a theoretical profile forecast by the user (Baseline). The server can automatically manage the data and warn the user in case of set threshold values exceedance. This function is particularly useful to spot possible anomalies in the plant's efficiency or changes from the forecast values that may be caused by unforeseen factors.

// ES WEB STANDARD PACKAGE

MENU II

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CARPET PLOT
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HARMONICS
ALARMS LOG
EXPORT
MANAGEMENT PROFILES

ALARMS LOG

ESWEB

ES WEB REPORT

AUTOMATIC SENDING TO YOUR E-MAIL

// ESWEB

The Alarms log function lets the user configure alarms based on real time or historical values and send them via email and/or S M S. Some examples of possible errors that can occur: communication (in case of the server not connecting to the device), generic contact error (from a contact's status), threshold error (generic - mobile - relative) from the comparison with set threshold values. (for instance, temperature and consumption management profiles)

//ET

EXPORT PACKAGE

ET

> ESWEB

> SOFTWARE

// ES WEB

ES WEB PACKAGE

EXPORT

EXPORT DATA MAINLY AS:

XML FILES
A.P.I. (APPLICATION PROGRAM
INTERFACE)
DATA REPLICATING TOWARDS
EXTERNAL DATABASES
MODBUS T C P SLAVE

This package was introduced as a response to the need of sending instant and historical data acquired by E S WEB to external systems (scada, SAP, PLC) for K P I elaboration. The Export package includes a series of additional functions compared to the previous packages.

// ESWEB

//ET

// ES WEB

ES WEB PACKAGE EXPORT

EXPORT DATA MAINLY AS:

XML FILES
A.P.I. (APPLICATION PROGRAM
INTERFACE)
DATA REPLICATING TOWARDS
EXTERNAL DATABASES
MODBUS T.C.P SLAVE

XML FILES

ENERGY TEAM
ES WEB



ET

...

SENDING

THROUGH

FTP



>

>>



// ESWEB

The function for x m l export of alarms includes the x m l export and the f t p sending of all alarms occurred since the last sending.
The data function (x m l format and for f t p sending ready) is for all historical and real time data export as well as client's data.

>

//ET

// ES WEB

ES WEB PACKAGE EXPORT

EXPORT DATA MAINLY AS:

XML FILES
A.P.I. (APPLICATION PROGRAM
INTERFACE)
DATA REPLICATING TOWARDS
EXTERNAL DATABASES
MODBUS T.C.P SLAVE

DATA REPLICATING TOWARDS EXTERNAL DATABASES

ENERGY TEAM
ES WEB



// ESWEB

Data replicating towards external databases is the function for replicating both real time and historical databases on to other databases.

>

//ET

// ES WEB

ES WEB PACKAGE EXPORT

EXPORT DATA MAINLY AS:

XML FILES
A.P.I. (APPLICATION PROGRAM
INTERFACE)
DATA REPLICATING TOWARDS
EXTERNAL DATABASES
MODBUS T.C.P SLAVE

MODBUS TCP SLAVE

ENERGY TEAM
ES WEB



// ESWEB

Modbus T C P slave – online data reading is the function that enables the option for reading instant data from the devices via Modbus t c p.
The other option available is the outputs management slave Modbus t c p one that lets the user control modules with digital outputs, with commands coming from external sources.

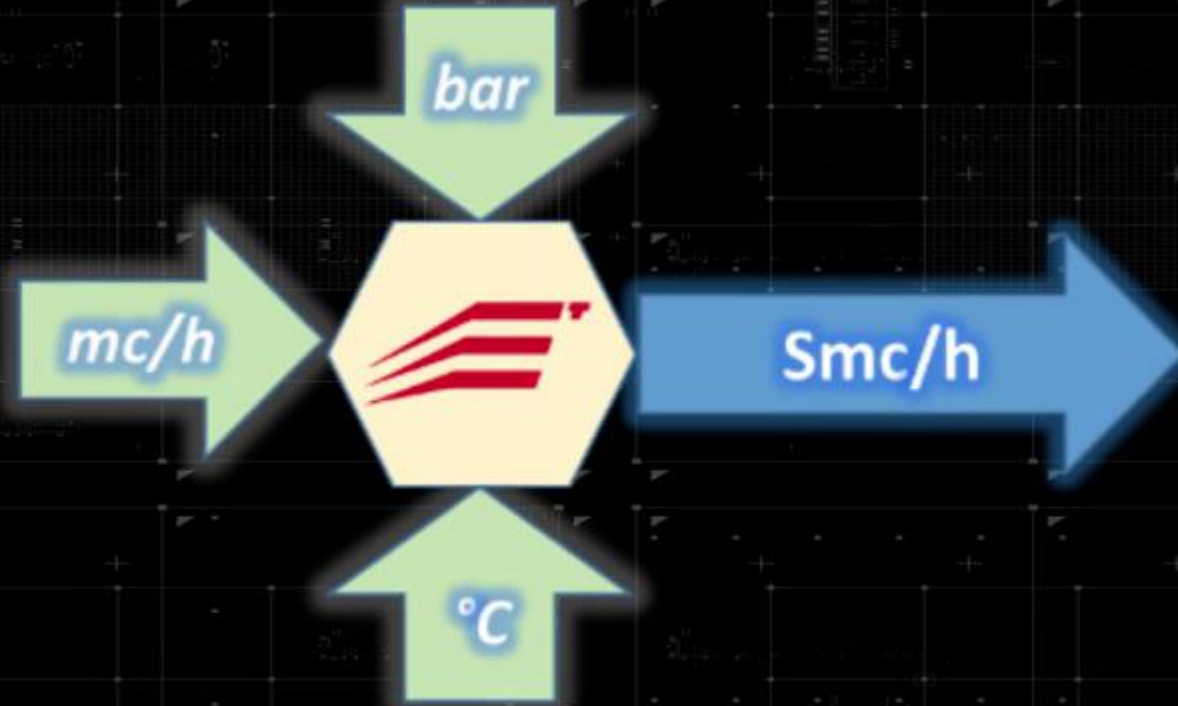
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//ET

ES WEB PACKAGE VIRTUAL CORRECTORS

METHANE CORRECTION
THERMAL ENERGY
P E S (PRIMARY ENERGY SAVING)
DEW POINT

METHANE CORRECTION



The methane correction function is particularly useful for plant that don't have a corrector yet. This module detects the standard cubic meters flow from the measured cubic meters (m c / h), Temperature (Celsius degrees) and gas' pressure (bar).

// ES WEB

ES WEB PACKAGE

VIRTUAL CORRECTORS

METHANE CORRECTION
THERMAL ENERGY
P E S (PRIMARY ENERGY SAVING)
DEW POINT

THERMAL ENERGY

ENERGY TEAM
ES WEB



// ESWEB

Thermal energy: this function is particularly useful to define produced power/thermal energy values; for instance, measuring a fluid's flow and its supply and return temperature. Inputs values (Density, thermal capacity, flow, temperature) should be acquired by probes installed on the instruments involved.

>

//ET

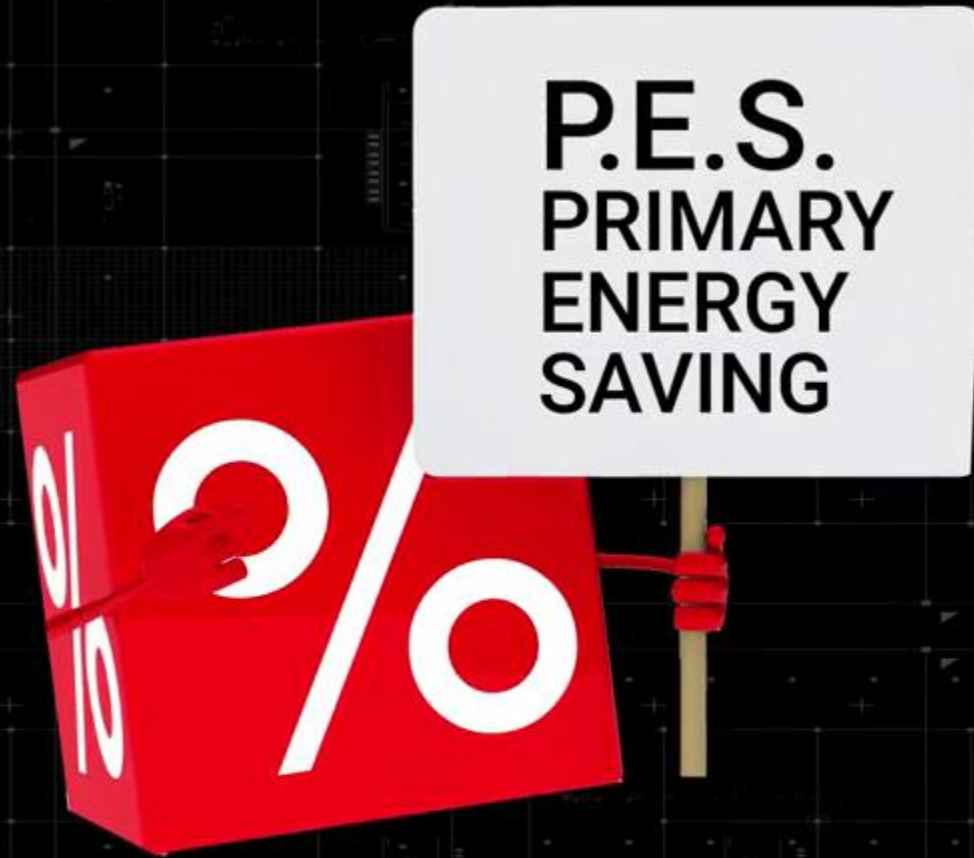
**ES WEB
PACKAGE**

**VIRTUAL
CORRECTORS**

METHANE CORRECTION
THERMAL ENERGY
P E S (PRIMARY ENERGY SAVING)
DEW POINT

**P.E.S.
Primary Energy Saving**

ENERGY TEAM
ES WEB



The P E S (Primary Energy Saving) function shows the relative energy saving that can be achieved from a cogeneration plant compared to separated plants for thermal energy and electricity production. The value is a percentage and can be used to obtain the “High performance cogeneration” qualification (2004/8/CE standard). The supply quantities are combusted energy, electricity, thermal energy.

+ DRIVERS & PROTOCOLS PACKAGE ET

> ESWEB

> SOFTWARE

// ES WEB

ES WEB PACKAGE DRIVERS AND PROTOCOLS

OTHER MANUFACTURERS'
DEVICES THAT CAN BE READ BY
THE SYSTEM

This option allows acquiring measurements and information from various devices even other manufacturers'. We specifically developed many drivers based on each manufacturer's technical specifications.

// ESWEB

//ET

ES WEB PACKAGE DASHBOARD

SYNOPTIC DASHBOARDS

EXAMPLES OF SYNOPTIC DASHBOARDS

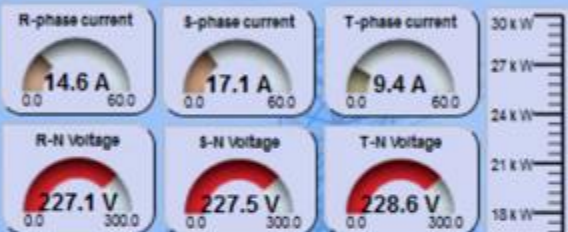
ENERGY TEAM ES WEB

Example Dashboard



Realtime Power **8.81 k W**

Energy counter **154369 Wh**



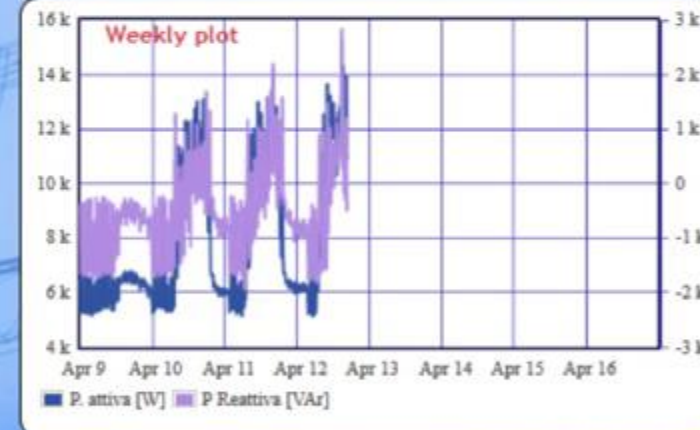
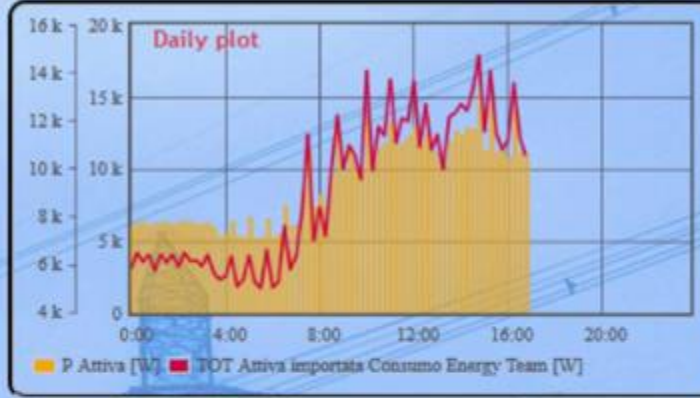
Frequency **49.99 Hz**



Pie chart



Go to PAGE 2 >>



Examples of synoptic dashboards

Graphic features, images and components' position and size are completely customisable.



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ES WEB PACKAGE PLUS

DAILY KPI
WEEKLY PREVISION
ALARM FOR DAILY TOTAL
EXCEEDANCE
DURATION CURVE REPORT
THERMIC DAY REPORT
GENERIC MODBUS DEVICE
GENERIC SNMP DEVICE
GENERIC BACNET DEVICE

KPI

DAILY KPI

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CALCULATE

the relation between energy consumption
and daily production

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The daily K P I function is specific for Key Performance Indicator elaboration. The system can calculate, for instance, the relation between energy consumption and daily production. Should this relation change, the system will notify the user.

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ES WEB PACKAGE PLUS

DAILY KPI
WEEKLY PREVISION
ALARM FOR DAILY TOTAL
EXCEEDANCE
DURATION CURVE REPORT
THERMIC DAY REPORT
GENERIC MODBUS DEVICE
GENERIC SNMP DEVICE
GENERIC BACNET DEVICE

ALARM FOR DAILY TOTAL EXCEEDANCE

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ALARM

Alarm for daily total exceedance: this function lets the user monitor if one or more utilities' daily consumption's exceed each channel's set threshold values. The system is usually able to monitor the previous day's data (parameter to be set) to alert the user with an email should they exceed or be lower than a threshold value set by the user.

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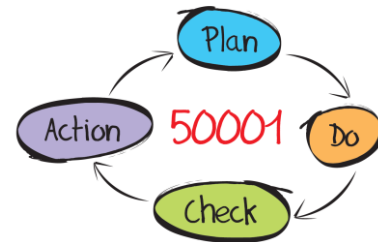
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Added value services for Energy Efficiency

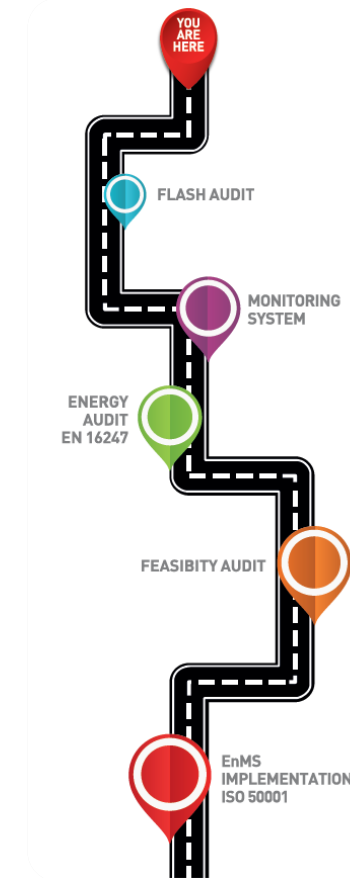
The Efficiency Team

A recently born **Business Unit** dedicated to our customers' needs to reach a higher awareness in their Energy cost centers management.

UNI CEI EN ISO 50001:2011 gives the best picture of the steps to take to define an Energy Management System; this path is clearly represented by the 4 phases of the Deming Cycle (PLAN-DO-CHECK-ACT):



- ✓ Energy **Review**
- ✓ System **Implementation** / feasibility projects
- ✓ Energy performance **review**
- ✓ **Analysis** of the results to find further possible improvement targets.



Energy Management System road map
From Flash audit to ISO 50001 Energy Management System

10 good reasons to install an Energy monitoring system

1. To **raise awareness** and understand the **actual energy needs**
2. To continuously **acquire Energy data** to understand Energy usage and waste
3. To compare and **verify your provider's Energy bills** with an independent system
4. Acquiring your facility's Energy data lets you understand the production plants' **efficiency performance** and intervene promptly in case of faults or anomalies
5. To **monitor your Company's Energy information** lets you evaluate the various Energy providers' offers on the market to choose the one that better suits your actual needs
6. To **acquire and manage your Energy data** lets you evaluate the possible replacement of obsolete production machinery



7. To collect and analyse Energy data for a **correct cost allocation** on all production area
8. Share your Energy data with all employees to raise awareness on a **more responsible use of Energy**
9. Manage your Energy monitoring system to significantly **improve your Energy savings** in time
10. Install an Energy monitoring system to start the process of being **ISO 50001 certified**

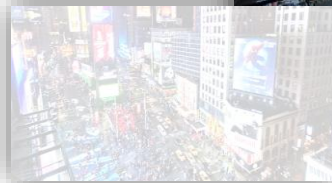
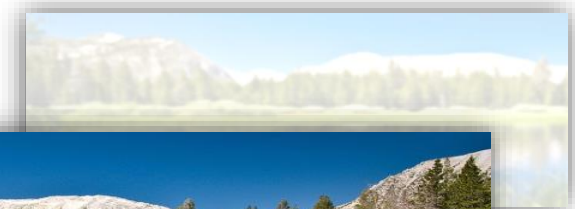
Why should you choose Energy Team?

- ✓ Because you can have a **sole provider for your complete solution**
- ✓ Because **we produce and manage ourselves** each and every element of your monitoring system (Hardware, Software, Assistance, Services, etc.)
- ✓ Because our mission is to **develop innovative solutions** and integrate systems for Energy efficiency
- ✓ Because we've been doing it for **over 20 years, since 1996**
- ✓ Because **9.000 customers** guarantee, more than anything else, reliability and results brought by our solutions
- ✓ Because to use, research and innovation are not mere words but we turn them into actions
- ✓ Because technical support and Customer Care are the foundation of our solutions



***We are what we repeatedly do.
Excellence, then, is not an act, but a habit.***

WILL DURANT



Thank you for your time and attention

Fabio Telli

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