



**OCCASIO**  
Consulting Integrated Project Financing

# Index

• WHO WE ARE	<b>P 2</b>
• OUR CLIENTS	<b>P 3</b>
• OUR DEVELOPMENT MODEL	<b>P 4</b>
• OUR GOALS	<b>P 5-6</b>
• OUR ROLE	<b>P 7-10</b>
Business Development	<b>P 8</b>
Identification and Involvement Process	<b>P 8</b>
Startig the Project	<b>P 9</b>
Tender Phase	<b>P 9</b>
Executive Phase	<b>P 10</b>
Training	<b>P 10</b>
• OUR TEAM	<b>P 11</b>
• LOCATIONS AND CONTACTS	<b>P 12</b>





# Who we are

OCCASIO is an Integrated Consulting Firm for managerial, legal, and technical matters with special focus on public-private partnership in Italy and abroad.

OCCASIO operates in multiple fields such as: Sport sector, the Healthcare & Social sector, the Energy & Environmental sector, Education & Culture, Water Systems, and applies the public-private partnership model to protect, develop and manage projects and assets of public interest.



# Our Clients

## **STAKEHOLDER**

Economic operators, Funds, Institutional and non-institutional investors in retail, Banks, Insurance companies, Architects, Designers, Certifiers, Validators, Energy companies, Maintenance companies, Sports companies, Management companies, etc.

## **PUBLIC ADMINISTRATIONS**

Regions, Municipalities, Provinces, Olympic bodies, International bodies, Public utilities, etc.

## **FOREIGN PRIVATE OPERATORS INTENDING TO INVEST IN ITALY**

## **INTERNATIONAL ENTITIES**



# Our Development Model

**PUBLIC-PRIVATE PARTNERSHIPS** as a unified model, in order to:

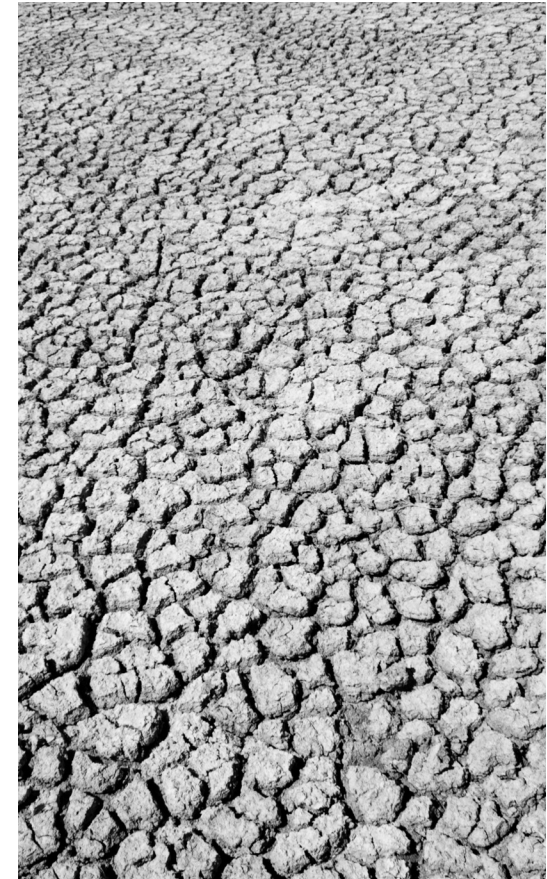
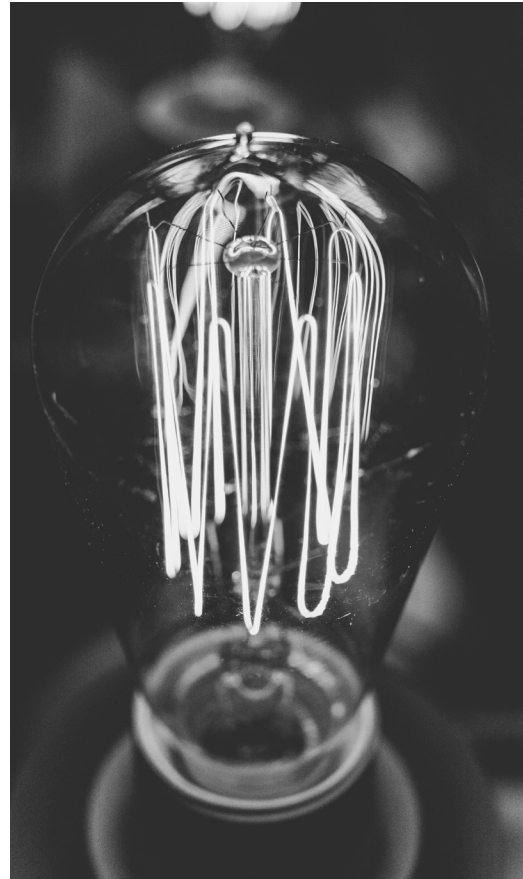
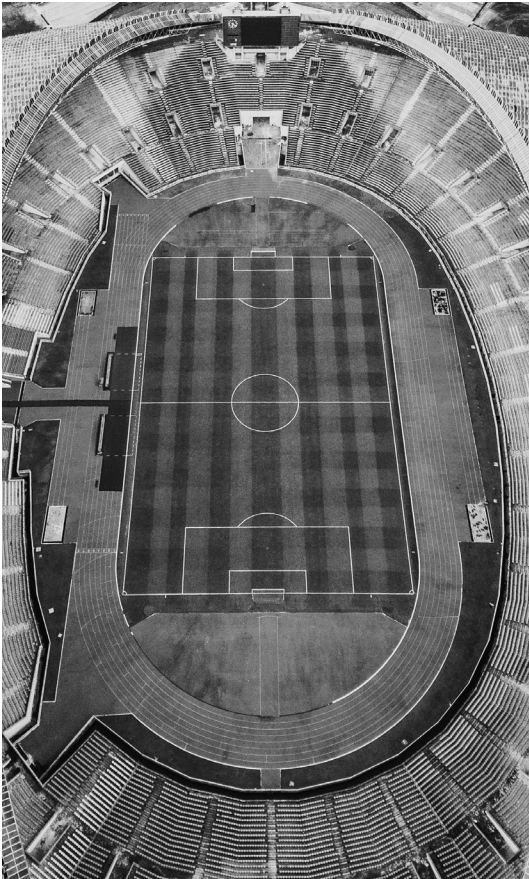
- Research the conditions for the use of equity by funds, both in the analysis of investment opportunities, and subsequently - from the standpoint of value generation for investors - according to a logic of higher allocative efficiency, less consumption of public capital, a proper distribution of risks
- See through the submission of spontaneous proposals by economic operators, considering a convenient economic framework, a sustainable ROI, and a challenging implementation, operation and maintenance program
- Drive a prompt response to the current water supply, energy & health emergencies, as well as other post-conflict crises, etc.
- Plan for future scenarios after the Recovery Fund, with particular emphasis on the maintenance of completed projects
- Encourage social, cultural, environmental, and other development





# Our Goals

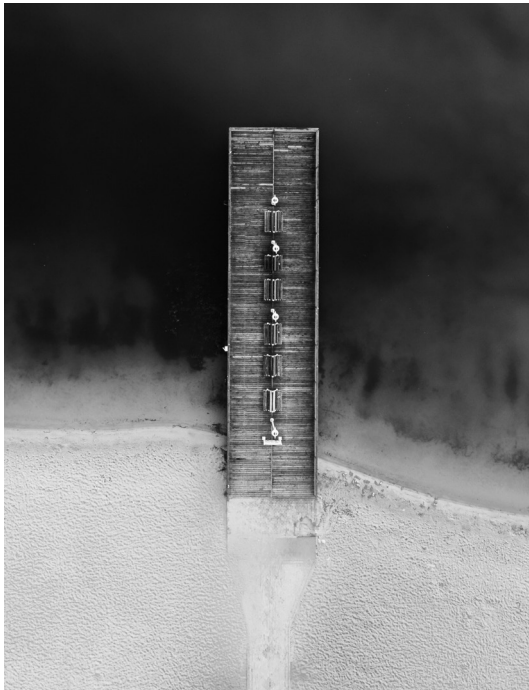
- **TO IMPROVE PEOPLE'S LIVES AND SOCIAL INCLUSION** by contributing to the construction and maintenance of suitable facilities.
- **TO SAFEGUARD AND RATIONALISE ALL USEFUL RESOURCES** for the construction and maintenance of public facilities and infrastructure.



# Our Goals

- **TO INCENTIVISE THE INFLOW OF ITALIAN & FOREIGN CAPITAL** and of the advance of international best practices.
- **TO SAFEGUARD OVER TIME:**
  - The sustainability and economic return of the investment (also via cost optimisation in the execution phase)
  - The quality of the project
  - The specific public interests pursued with the project

From the feasibility study to the end of the public-private partnership contract.





# Our Role

## What we do

- We support you in **BUSINESS DEVELOPMENT**
- We support you in the **IDENTIFICATION** and **INVOLVEMENT PROCESS** of stakeholders to verify the feasibility of each proposal
- We support you **STARTING THE PROJECT**
- We support you in the **TENDER PHASE**
- We support you in the **EXECUTIVE PHASE**
- We provide **TRAINING**





# Business Development

We support you in BUSINESS DEVELOPMENT:

- Opportunity mapping and verification
- Preliminary assessment and opportunities ranking in consideration of territorial needs and project development

# Identification and Involvement Process

We support you in the IDENTIFICATION and INVOLVEMENT PROCESS of stakeholders to verify the feasibility of each proposal, depending on:

- Where project is to be implemented and the related constraints
- The relevant regulatory provisions
- The requirements (general, special, evidence means, professional suitability, economic and financial capacity, technical and professional capacity)
- The scope, liability limits and the most economically advantageous offer

# Starting the Project

We support you STARTING THE PROJECT:

- In any eventual interactions with administrative bodies
- Coordinating and evaluating the whole feasibility study from a technical and economic point of view
- Drafting the contracts with the stakeholders and financing entities (debt and equity)
- In regulating contractual relationships between administrative bodies, economic operators and stakeholders

# Tender Phase

We support you in the TENDER PHASE:

- Elaborating the Economic Framework and preparing the Draft Agreement and the Risk Matrix
- Supervising the project completeness, as well as considering future validation by administrative bodies
- During the tender itself (content of administrative documentation, application for participation and European Single Procurement Document) and identifying the most appropriate participatory structure (Temporary Association of Companies, Joint Venture, Consortium, Network Contract, Vehicle Company, Pooling, etc.)
- Strategising the most economically advantageous offer (design proposal, management proposal, maintenance proposal and certifications)



# Executive Phase

We support you in the EXECUTIVE PHASE:

- Establishing and operating the Project Company, including shareholders' agreements among the partners
- Handling the contracts with subcontractors and sub-suppliers
- Managing major issues (variations, revisions, etc.)
- Monitoring and maintaining operational risks to the levels outlined in the contract
- In the project management and realisation, safety coordination up to test phase and/or until the end of the concession period
- Assistance prior to disputes

# Training

We provide TRAINING:

- Regarding the public-private partnership procedure, including the “Stadiums Law”
- Regarding the roles and responsibilities of stakeholders and administrative bodies within the public-private partnership

# Our Team

Our team consists of senior professionals with established national and international experience.

OCCASIO is also related to leading industry players with whom it cooperates.

## THE BENEFITS OF WORKING WITH US:

- Mapping and verification of opportunities and of the stakeholders needed for proposal development, revenue enhancement, cost optimisation, and equity support
- Interdisciplinarity: a single point of contact for diversified expertise
- Coordination in all Phases of the PPP-proposal
- Timeline streamlining in order to achieve results congruent with the investment, within the limits of current regulations and procedures
- Legitimacy control of the acts prepared for the administrative bodies

## OUR PARTNERS:

- Studio 4 Ingegneria s.r.l.
- Studio legale Spinelli





# Locations and Contacts

- **REGISTERED OFFICE**

BOLOGNA Via Porrettana 148/3

- **HEADQUARTERS IN ITALY**

BOLOGNA Via Francesco Orioli, 5

PERUGIA Piazza Biordo Michelotti, 1

ROMA Piazza Dell'orologio, 1

- **HEADQUARTERS ABROAD**

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- **CONTACTS**

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- **SOCIAL**

LinkedIn, Instagram, Twitter, Facebook



“Great things in business are never done by one person; they’re done by a team of people”

(Steve Jobs)

