

Lutech Sinergetica and Powel: new partnership for the Energy Trading Market in Italy

Lutech Sinergetica has signed a strategic partnership with the Norwegian software company Powel to allow a better positioning of intraday trading solutions on the Energy market in Italy.

Based on the agreements entered into, Lutech Sinergetica will be the selected retailer in Italy for two leading solutions in the intraday market:

- **Powel intraday trading (PIDT)**, a web based intraday trading tool, which allows real-time trading on the connected European markets. It can be directly interfaced with the main portfolio management applications, thus allowing users to access all the relevant data.
- **Powel Algo Trader (PAT)**, automatic trading is supported by transparent algorithms, far from being considered a black-box solution. It take advantage of the possibility of automating the entire process from forecasting, to production planning and optimization, to trading and scheduling.

According to Massimiliano Mazza, Industry Leader Energy & Utilities of Lutech Group, "Lutech Sinergetica is growing in the Italian and European scenario of energy trading and risk management platforms thanks to a deep knowledge of the functional environment and a cutting-edge cloud-based technological base: this is confirmed by the recent choices of primary operators in Italy and abroad, such as Elpedison in Greece. The growth strategy is further strengthened thanks to a program of collaborations and partnerships with other leaders in the sector to complete and strengthen the offer for our Customers: in particular, I am sure that the partnership with Powel, which can boast more than 60 customers only in Europe for Smart Energy solutions and is present in over 20 countries, is a fundamental step towards this goal, thanks to the combination of reciprocal distinctive offers and the integration of customer support for Italian customers."

A collaboration that, as Lutech Sinergetica CEO Stefano Marchiori says, rests on solid foundations: "Lutech Sinergetica is the ideal partner to offer Powel solutions for continuous intraday trading to Italian energy traders, who will benefit from our presence on the national territory during the implementation, configuration and support activities, based on a deep knowledge of the peculiarities of the Italian market and its evolutions. Powel's innovative solutions, capable of supporting the management of daily needs and ensuring coverage in terms of energy markets and managed commodities, are also fully integrated with our ETRM solution Perseo Suite. A winning combination that will bring further benefits to our current customers".

WWW.LUTECH.GROUP

Lutech SpA · Società unipersonale sottoposta all'attività di direzione e coordinamento di OEP ITALY SOLUTION SRL

Sede legale Via Dante 14 - 20121 Milano · lutechspa@legalmail.it · C.S.: € 3.210.000,00 i.v. · C.F. / P.IVA: 02824320176 · REA-MI: 1666842

Direzione e sede operativa Via Milano 150 - 20093 Cologno Monzese (MI) · 02 2542 7011 · Fax 02 2542 7090

Sede amministrativa e logistica Via Don Locatelli 51 - 20877 Roncello (MB) · 02 2542 7011 (amministrazione) · 02 2542 7741 (logistica) · Fax 02 2542 7090

Powel develops and provides business-critical software solutions to energy companies, contractors and the public sector. *"The experience gained in intraday mature energy markets such as Germany has shown that continuous intraday trading offers significant potential to reduce the cost of the imbalance, as well as to increase revenues through constant optimization of flexible electricity generation. However, this requires a rapid implementation of appropriate commercial strategies as well as an automation of short-term energy management processes. Thanks to its reputation as market leader in Italy in ETRM solutions, Sinergetica is the right partner to introduce the potential of Powel solutions, which help its customers to achieve a real competitive advantage"*, says Josef Janssen, Sales Manager of Powel in Basel (CH).

Powel Profile

Powel AS, based in Trondheim, Norway, develops and provides business-critical software solutions to energy companies, contractors and the public sector. The company is a market leader in the energy sector and offers solutions for energy production planning and energy trading, maintenance and network operations. Powel has got offices in Norway, Denmark, Germany, Poland, Sweden, Switzerland and Turkey. The company was founded in 1996, is privately owned and has 400 employees. Its internationally renowned Smart Energy customers include Axpo, Enel, EON, Fortum, RWE, Uniper, Statkraft and Vattenfall. www.powel.com

Lutech Sinergetica Profile

Lutech Sinergetica is a leader in the software sector for energy management, energy trading and risk management, with its own SW cloud based solutions, implementation services, support for process consultancy and outsourcing of business processes, with a team of senior professionals with over 20 years of experience in the energy and utility sector. In September 2018 Sinergetica, born in Genoa, became part of Lutech Group, leader in Italy and European player in **ICT services and solutions**, supports the **digital evolution** of client companies thanks to the complete skills of over 2,500 professionals and to the "end-to-end" approach, enabling them to work more easily, achieve their goals and evolve their business. <https://lutech.group/en/markets/energy-utilities>

Lutech Profile

Lutech Group, Italian leader and European player in **ICT services and solutions**, supports the **Digital Evolution** of its Clients thanks to the competencies of more than 2.500 professionals and to the end-to-end approach, enabling them to work easier, reaching their goals and evolving their business. The Digital Evolution is a game-changer and we give new shape to daily challenges. We are the ideal partner because we offer end-to-end solutions tailored on the specific market and reality of each Client, thanks to our three cores: **LutechTechnology**, **LutechDigital** and **LutechProducts**.

LutechTechnology designs, builds, secures and manages Hybrid Cloud Technology solutions, identifying the best innovative, scalable and flexible architectures, ensuring operational continuity.

LutechDigital creates the best customer experience with the combination of strategies, delivery capabilities and technological innovation. It integrates and values data about customers, products and company performances to build a digital transformation path based on specific business objectives.

LutechProducts are our products and solutions for vertical markets that meet the characteristic and distinctive needs of each Industry, distinguishing for innovation and continuous evolution.

For more info, please visit lutech.group/en

WWW.LUTECH.GROUP

Lutech SpA · Società unipersonale sottoposta all'attività di direzione e coordinamento di OEP ITALY SOLUTION SRL

Sede legale Via Dante 14 - 20121 Milano · lutechspa@legalmail.it · C.S.: € 3.210.000,00 i.v. · C.F. / P.IVA: 02824320176 · REA-MI: 1666842

Direzione e sede operativa Via Milano 150 - 20093 Cologno Monzese (MI) · 02 2542 7011 · Fax 02 2542 7090

Sede amministrativa e logistica Via Don Locatelli 51 - 20877 Roncello (MB) · 02 2542 7011 (amministrazione) · 02 2542 7741 (logistica) · Fax 02 2542 7090

Contacts

Sara Antonelli

Communication Manager

+39 338 6152813

s.antonelli@lutech.it

WWW.LUTECH.GROUP

Lutech SpA · Società unipersonale sottoposta all'attività di direzione e coordinamento di OEP ITALY SOLUTION SRL

Sede legale Via Dante 14 - 20121 Milano · lutechspa@legalmail.it · C.S.: € 3.210.000,00 i.v. · C.F. / P.IVA: 02824320176 · REA-MI: 1666842

Direzione e sede operativa Via Milano 150 - 20093 Cologno Monzese (MI) · 02 2542 7011 · Fax 02 2542 7090

Sede amministrativa e logistica Via Don Locatelli 51 - 20877 Roncello (MB) · 02 2542 7011 (amministrazione) · 02 2542 7741 (logistica) · Fax 02 2542 7090

