

# ATENA – HIGH VALUE SOFTWARE

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Difference between Project Financing Atena and Spreadsheet

# We are

IBM Business Partner, Assintel Founding Partner, TeamSystem Software Partner & Software Producers





## A problem to solve

Investment analysis: how company manage it in the present day

# The past

## Financial consultants

### 5 Disadvantages

- ✗ Large sums of money due to the consulting
- ✗ Static analysis: difficult to be modified in the course of time
- ✗ Passive role = no control on data
- ✗ Too much personalization: no standards
- ✗ What about responsibility? Are you guaranteed?



## Internally

### 5 Disadvantages

- ✗ Using risky spreadsheets
- ✗ Focusing the attention only on formulas
- ✗ Increased risk exposure
- ✗ Incorrect calculations
- ✗ Taking unreliable decisions





"YOU HAVE TO USE A SPREADSHEET!  
WHAT ELSE CAN WE BLAME FAILURE ON?"

# Spreadsheets

Critical elements

# Skills you need for spreadsheets

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# Have you got these skills?



Yes

No

# Focus on: time



CREATION OF A  
BUSINESS MODEL



UPDATE AND REVISION



VALIDATION AFTER  
EVERY CHANGE



UNGUIDED DATA ENTRY



SIGNIFICANT TIME LOSE



Higher than originally expected!



# Focus on: risk



INCORRECT ALGORITHMS



INACCURATE DATA



THEY DON'T PROTECT DATA  
FROM BEING COMPROMISED



VERSIONING



FLEXIBILITY CAN MAKE BAD  
THING HAPPENING



Incalculable!

# Focus on: standard



MANUAL DATA ENTRY AND REVIEW



SUBJECTIVE INTERPRETATION



NON-COMPLIANCE



OUT-OF-DATE REPORTS

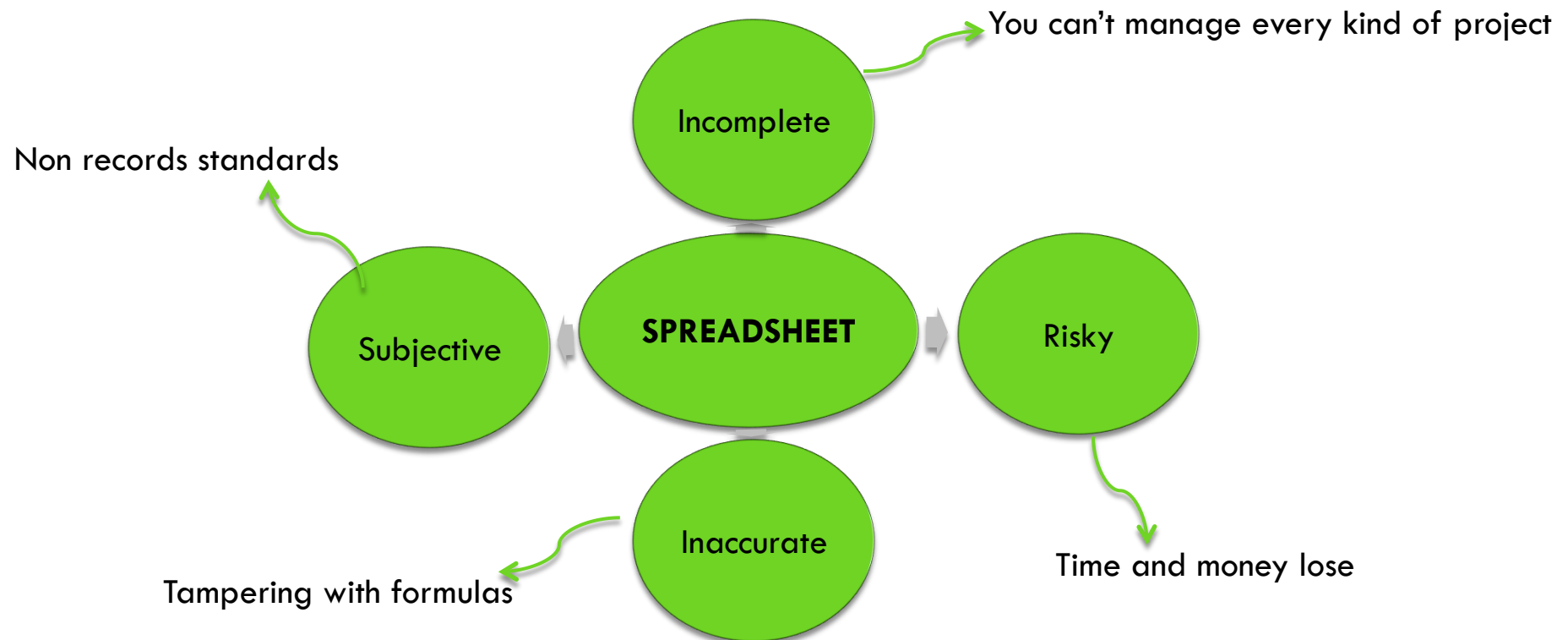


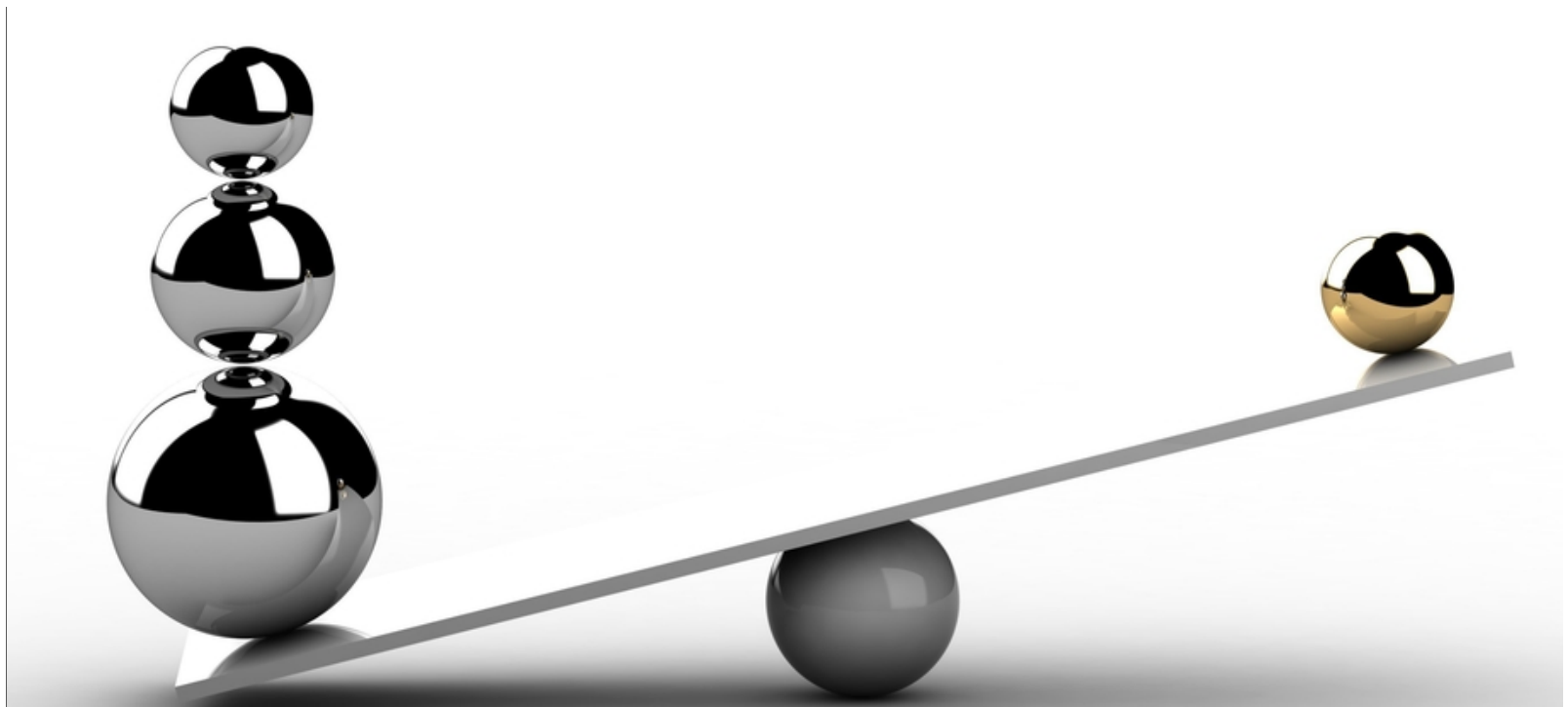
NO DOCUMENTARY SUPPORT



None!

# Spreadsheets: sure to save your money ?





## Project Financing Atena

Comparison with spreadsheets

# Focus on: time



New opportunities

Reduction in time spent on updating  
and compiling data

Built-in formulas

1 training day only

Regulatory and functional updates

Less than originally expected!

# Focus on: risk

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Guaranteed by Atena!

Security results and processes

Data protection

Certified algorithms

Tested

Business continuity

Implement control solutions

# Focus on: standard

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Exist!

Training and assistance services

Documented knowledge and processes

Uniform, certified and automated system

Multilingual: italian, english, spanish

# Project Financing Atena





# Application sectors

## Energy

Photovoltaic System



## Transport

Car Parks, Tunnels, Expressways



## Healthcare

Hospitals, Residences for the elderly



## School Building

Kindergarten, Schools



## Sport and Entertainment

Sport Centres, Cinemas



## Real Estate Development

Residential Complexes, Shopping Centres



**Project Financing Atena manages different kind of projects!**



# Objections?

Questions and answers

# Are you really saving your money?



**Consultancy costs**

**Risk of sharing**

**High skills required**

**Reduction in the ROI**

**No accounting controls**

**No validation**

**Time spent finding errors**

**Data corruption**

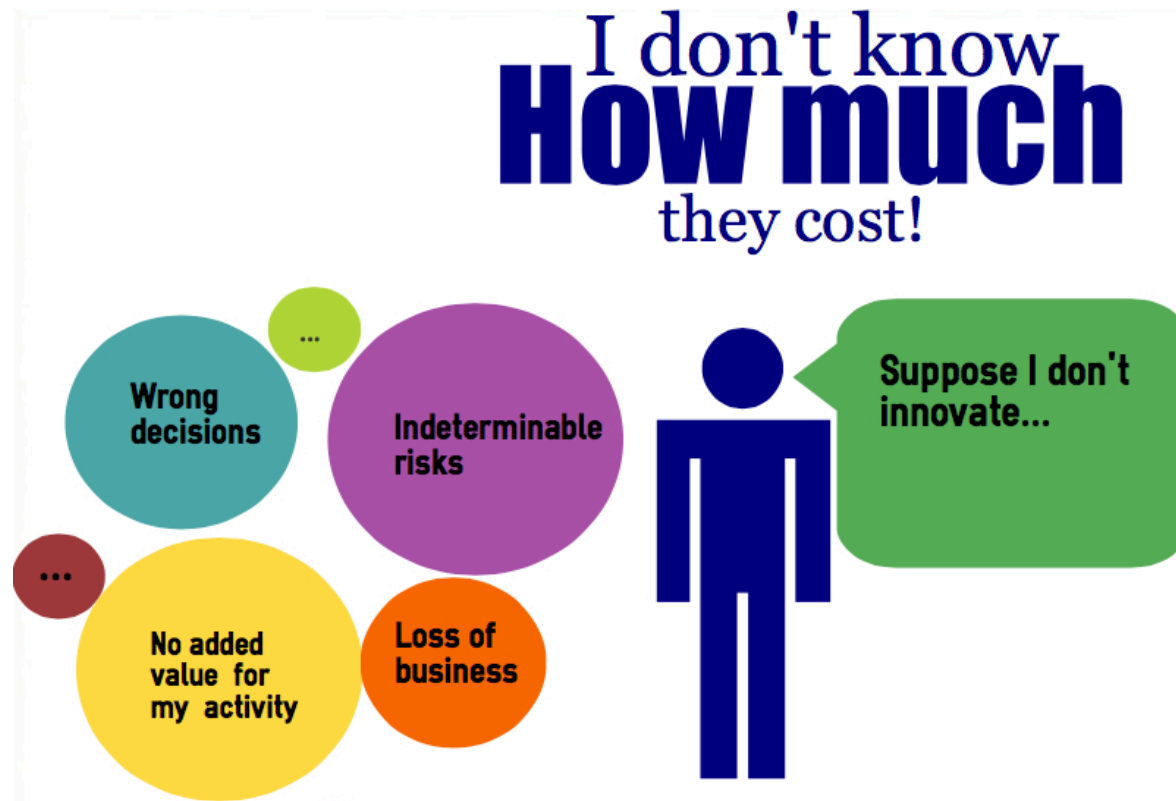
# That's wrong!



**+ 88 %**  
of spreadsheets  
have errors

\*Marketwatch.com  
Read more about 88% of  
spreadsheets have errors

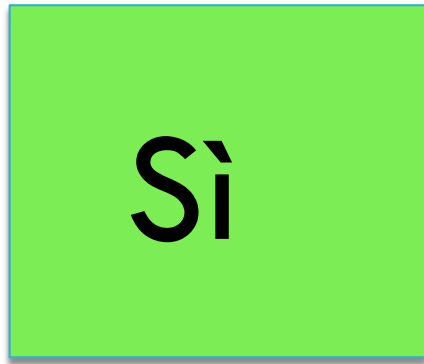
# Price of no innovation



# What about my role?



# Have you got these skills?



# What alternative is there?



## No project

- No opportunities
- Reduction in value
- No profits
- Loss of image



## External consultants

- No standardization
- Static analysis
- Passive role
- Huge sums of money





# ATENA

## Project Financing Atena

The solution for you: successful elements

# Skills you need for Project Financing Atena

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In one training day we'll provide you with all the skills needed to read reports and analyze data, in order to guarantee standard and sharable processes

# Our skills



Specialized  
software



Economic  
analysis



Assistance &  
Consulting

**PROJECT FINANCING  
ATENA**



Financial  
analysis



Safe and  
complete model



Updated  
software

# Needs satisfied



# 5 reasons to choose us

- ① Reduction in costs of analysis: direct & indirect
- ② Reduction in consultancy costs
- ③ Reduction in risks and errors: math errors can lead to disaster!
- ④ Increase in profits improving the MOL: fixing spreadsheets errors could save billions!
- ⑤ Competitive advantage



# Case history

Project Financing Atena<sup>®</sup>

Analysis of return of an investment

Unit - General Data

Unit - E/F Data

Unit - Attachments

Project

Scenario

Unit

Work Start

Work End

Operation End

Business Type

P99

P. New Centro Civico e Culturale

S220

Scenario Base

L434

Parking in Management

01 01 2013

31 12 2015

31 12 2042

G

Management

CapEx

Expenses

Revenues

Provisions

Taxes

Unit list

CapEx Items

Buildings

Sub-Item 1

1

Open Exit

9.731.250

CM

DE

MM

MD

Scenario list

Scenario Base

Scenario 1

Scenario Base 2

Major Maintenance Items

Buildings

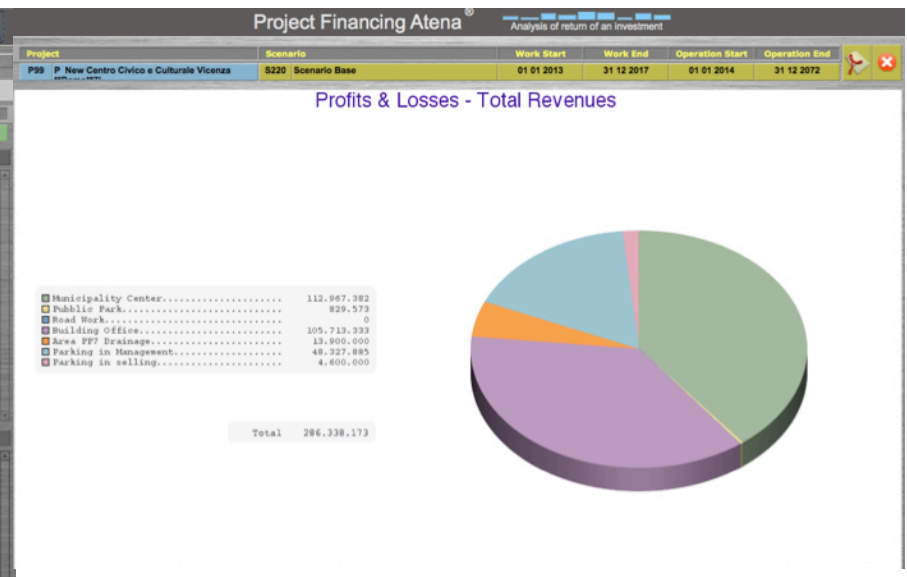
Plants

Equipments & Machineries

Other Tangibles

Concession Goods

Other Intangibles



**1 Economic and financial analysis of:**

Ecological Platforms, Expressways, Car Parks..

**2 Corporate restructuring**

A five-year plan with different assumptions has enabled to obtain funding from banks

**3 Feasibility analysis**

A lighting project realized with the Public Administration (Genoa)

**4 Annual/three-year budget to verify gaps**

Define goals for the commercial department with a monthly gap analysis

**5 Assessment of the acquisition of companies**

Strategic evaluation of the best economic/financial destination of many properties

**6 Optimization of a business model**

A residence introduced 2 new business units getting more profits



Integrated  
Efficient  
Complete  
Updated  
Correct  
Guided  
Tested  
Certified  
Flexible  
Accurate  
Sharable  
Standard  
Convenient  
Multilingual  
Innovative  
Competitive

PROJECT FINANCING

