



Sorgenia chooses Leonardo to be energy trading technology partner

- **Bee Smart™ will be the first all-cloud-based Energy Trading & Risk Management (ETRM) platform**
- **Sorgenia's digitalisation programme will see Leonardo develop a bespoke version of its energy trading platform for the company called Bee Smart™**
- **The platform incorporates Leonardo's "security by design approach" that sees the company build robust and resilient applications that embed protection against damage, failure and cyber-attacks from the earliest system design stage**

Rome, 16 January 2018 - Leonardo has been selected by Sorgenia to provide a new version of its Energy Trading & Risk Management (ETRM) cloud platform that will manage energy procurement at various European Energy Exchanges, meeting flexibility and analysis requirements while addressing the growing need for security. The new Leonardo suite, called 'Bee Smart™' will be developed to manage and optimise Sorgenia's portfolio, providing secure scalability and availability on all modern devices including mobiles.

"The evolution of energy markets has made the activities of sector operators more complex and intricate, particularly in the field of energy and risk management" said Claudio Moscardini, Sorgenia's Generation & Energy Management Director. "To meet these challenges, we have embarked on a project to create new strongly digital services which will make our energy trading operations more innovative and efficient. Leonardo's solution meets the new requirements of the market for interoperability and flexibility and, at the same time, allows us to better utilize the skills of our energy managers."

Bee Smart™ will be accessible from all devices, including mobile, and features strong application and cyber security in compliance with European critical infrastructure regulations. This has been made possible by Leonardo's 'secure-by-design' approach which sees the company build robust and resilient applications that embed protection against damage, failure and cyber-attacks from the earliest system design stage. With this approach, Bee Smart™, will safeguard Sorgenia's proprietary algorithms. Hosted on Microsoft's Azure cloud platform, Bee Smart™ is accessed as Software as a Service (SaaS) and can scale its performance based on varying customer workloads and timings.

Bee Smart™ will allow users to monitor and analyse company data in real time. It benefits from innovative technologies including advanced analytics and machine learning. In a forward-thinking use of big data, Bee Smart™ backs up every operation processed by the system into an infinite-capacity cloud-based archive, which can then be consulted at any time.

"Bee Smart™ is the latest evolution of Leonardo's management system for energy trading" said Andrea Biraghi, Managing Director of Leonardo's Security & Information Systems division. "The open, digital platform will allow for the creation of a repository of energy information which can then be interrogated for reporting and analytic purposes. All these operations will be processed in a secure way to address increasing international requirements for security, particularly in the field of critical infrastructure. This important technological breakthrough has only been possible due to the close collaboration between Sorgenia and Leonardo, combining our client's process and algorithm expertise with our company's technological innovation."

Bee Smart™ is the next evolution of Leonardo's existing energy ETRM suite, which has been widely used by Italian market leaders since 2004, the year when energy trading began in Italy.

Sorgenia

Sorgenia was founded in 1999 when the energy market in Italy was liberalized and today the company is one of the leading Italian energy operators in the production and sale of electricity and in the supply and sale of natural gas (residential and business market), operating in all strategic phases of the energy chain affected by liberalization. Sorgenia generates electricity with the best thermoelectric technology currently available in terms of efficiency and environmental compatibility - combined cycle gas turbine - and purchases natural gas to sell it to customers and to fuel its power plants. The company has 4 plants in Italy for a total installed capacity of around 3200 MW; they represent a complementary solution to energy generation from renewable sources, which are unpredictable by nature. Last year the company sold 6 billion kWh and around 170 million cubic meters of gas to over 200,000 customers.

In July 2016, Sorgenia launched a new digital offer for the retail market with the aim of giving customers the chance to choose their energy supplier in a simple and informed way.

Leonardo

Leonardo is among the top ten global players in Aerospace, Defence and Security and Italy's main industrial company. As a single entity from January 2016, organised into seven business divisions (Helicopters; Aircraft; Aerostructures; Airborne & Space Systems; Land & Naval Defence Electronics; Defence Systems; Security & Information Systems), Leonardo operates in the most competitive international markets by leveraging its areas of technology and product leadership. Listed on the Milan Stock Exchange (LDO), in 2016 Leonardo recorded consolidated revenues of 12 billion Euros and has a significant industrial presence in Italy, the UK, the U.S. and Poland. Leonardo has significant experience in the development of specialist power and gas trading platforms for the Italian energy market, working with the Energy Markets Manager (Gestore dei Mercati Energetici) for over a decade. Leonardo remains closely involved with Gestore dei Mercati Energetici to fine-tune systems and ensure compliance with the European Single Market.

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