



Acotel and ENI: a new important partnership to develop innovative energy savings products

An agreement to implement new innovative solutions in “Smart Metering” for the B2B and B2C markets.

Verona, October 9, 2014 – A new partnership important for the development of **new and innovative products and original solutions** catered to the energy efficiency and savings market. This is the objective of the agreement between **AcotelNet** and **ENI Retail Market G&P** that was announced today during the workshop “Energy Efficiency: Vision and Partnership” at the **Smart Energy Expo** in Verona.

The agreement is significant for the multinational Italian company, the Retail Market G&P of ENI that will, as the signed agreement explains “provide innovative solutions within the scope of the **smart metering** and will be offered to the different customers in the **B2B** and **B2C** market of **gas and electricity**”.

The solution is **made in Italy**, completely conceptualized, designed and built by AcotelNet in their Italian headquarters and proposed to Eni Retail Market G&P as an integrated solution to promote the energy efficiency and energy savings for the end customers. The main objective of this agreement between Eni G&P and AcotelNet is the solution for Smart Metering using the hardware of AcotelNet.

AcotelNet foresees that these solutions will be in **everyone’s home in the future** and will probably be integrated with **everyday use electronic devices**. The goal of this solution is to monitor the consumption of **energy, water and gas**; highlight waste and accordingly process and **prepare new strategies for sustainable environment**. This development will be important and will affect every individual and not just the big economic and industrial organizations.

This business unit of AcotelNet was created to enter this market after years of development and will combine the technology from their telecom mobile company to complete the entire value chain and provide an end-to-end solution; from **collecting data, sending the data to the platform** in the AcotelNet cloud and the post analysis. Important trials were successfully carried out and concluded based on their agreement between Acotel and: **the Italian Post Office, the Italian National Olympic Committee and institutional allies such as the town of Verona**, for whom the solution was implemented for energy monitoring in city schools (without public funding).

The agreement between Eni G&P Retail Market and AcotelNet is a step of very high strategic importance with great future prospects for the Italian company, explains the Founder and President of Acotel Group **Claudio Carnevale**: “Eni is undoubtedly the ideal partner capable of reaching all the market segments,

thanks to the technology of our group, providing **full awareness of consumption** and an **accurate detailed analysis of the energy** that is better than anything currently available or **ever imagined.**”

“The management of Retail Market G&P Eni wants to offer its customers a lot more than just the supply of gas and electricity, thus helping its customers to gain greater awareness of their energy consumption and identify the actions and behaviors that can help achieve real savings – says **Mauro Fanfoni, Senior Vice President for Commercial Planning, Marketing and Innovation with Eni**. The partnership with Acotel is a **significant step in this direction because it allows Eni to offer its customers innovative solutions for energy efficiency**, the result of technological expertise of Acotel smart metering and a shared program of research and development.”

This agreement will allow AcotelNet and Retail Market G&P Eni to **implement the theoretical principles of energy savings and turn them into real life practical applications.**

About the two companies:

AcotelNet is a part of Acotel Group, which is a global company headquartered in Rome, Italy. AcotelNet provides real time energy monitoring and efficiency solutions using their in-house developed proprietary technology which includes an end-to-end solution. AcotelNet has two main offices: in New York, USA and Rome, Italy.

Eni is one of the largest integrated energy companies in the world, operating in the sectors of oil and gas exploration & production, international gas transportation and marketing, power generation, refining and marketing, chemicals and oilfield services.

Eni is active in 85 countries with 82,300 employees. Our commitment to sustainable development means that we grow and retain our people, contribute to the development and wellbeing of the communities in which we operate, protect the environment, and invest in technological innovation and energy efficiency, mitigating the risks of climate change.

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