



**MAPS**  
SHARING KNOWLEDGE

## **MAPS AWARDED THE TENDER CALLED BY IREN GROUP FOR THE MANAGEMENT OF ENERGY COMMUNITIES**

**MAPS will provide a technology platform for the promotion and management of Energy Communities with a view to efficiency and sustainability**

Parma, 06 May 2022

**MAPS (MAPS:IM; IT0005364333)**, an Innovative SME listed on Euronext Growth Milan and active in the digital transformation sector, announces that it has been awarded, on the basis of the beauty contest criteria and in RTI with a telecommunications operator, the tender called by IREN Group, one of the most important and dynamic multi-utility companies in Italy in the electricity, gas and thermal energy sectors, for the supply of a software and hardware technology platform, for the management of Energy Communities (ERC). The solution is aimed at management activities of customers who adhere to the commercial proposal of ERC offered by IREN Group.

The framework agreement, of which MAPS is the Principal (43.6%), provides a duration of four years.

The technical solution proposed by MAPS is based on the development and maintenance of an integrated technology platform Hardware and Software, dedicated to the efficient and sustainable management of the energy community, both in terms of optimization and monitoring of physical flows, and for the calculation and estimation of the economic incentive consistent with current regulations. MAPS will also offer a Full Service including management and technical support for both the software platform and the hardware devices.

The platform will be able to count on the immediate availability of ROSE Energy Community Platform by MAPS, SaaS platform for the management of ERC, allowing a model of proactive involvement of member users, configurable and integrable in the IREN application context.

**Maurizio Pontremoli**, CEO of **MAPS**: *"The evolution of the energy market in recent months has made the issue of reducing energy expenditure even more urgent. Therefore, we are particularly pleased to be able to contribute to this goal with our Rose solution, an investment created some time ago with which we promote energy supply models based on renewable sources and marked by self-consumption.*

*Thanks to Iren that has recognized the value of the proposal of the Agent and MAPS, it will be possible to combine two important objectives, both essential: the reduction of energy expenses and a greater use of renewable sources. We are therefore particularly pleased to be able to demonstrate how digital transformation can create the conditions for more sustainable energy scenarios, both for the pockets of citizens and for the planet."*

In particular, the proposed solution, developed with the close connection, interdependence and integration of different functionalities, provides two distinct usage scenarios:

- a **BASE configuration** of Energy Communities, dedicated to customers with limited potential in terms of profitability or size, with a statistical approach and no need for hardware components;
- an **ADVANCED configuration**, dedicated to customers with greater potential in terms of profitability or size and who have the appropriate technology.

There is also a **gamification** solution in the mobile app that involves users within the community, making them an active and aware subject on the front of energy consumption and its impacts in terms of sustainability and encouraging them to achieve a daily goal of optimal balance.



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## **MAPS GROUP**

Founded in 2002, MAPS is an Innovative SME operating in the digital transformation sector. With its registered office in Parma and with approximately 200 employees, it produces and distributes software for the analysis of big data that allows client companies to manage and analyse large quantities of data and information, helping them make strategic and operational decisions and define new business models. Operating in a context characterised by high growth potential: investments in digital transformation estimated for the three-year period 2022-2024 are approximately \$6.3 billion with a CAGR of 16.5% (Source: IDC). MAPS operates through three business units focused respectively on the Health, Energy and Sustainability (ESG) sectors, providing solutions to a portfolio of over 500 highly loyal customers. Through its *Patient Journey* product line, MAPS is positioned as a leader in the field of patient reception in healthcare facilities, presiding over the market with over 1,500 installations, managing 36 million patient admissions nationwide. Thanks to ROSE, an intelligent energy management platform, MAPS now supports the main trends in the energy transition leading to the emergence of new business models based on flexibility, such as the energy communities. In terms of sustainability, GZOOM's *value governance* solution is now used by over 70 Italian organisations to measure objectives, manage risks, and share their non-financial performance. The Group is investing on an ongoing basis in R&D: in the last 3 years it has allocated a total of €5.3 million to innovation. The *Research & Solutions* division, set up in 2016, is responsible for identifying market needs and evolving software solutions. The Group closes 2021 with consolidated revenues of €21.5 million (+20% compared to 2020) - with significant growth in revenues from Healthcare (+62%) and ESG (+69%) markets - and EBITDA of €5 million (23.3% EBITDA Margin). In the last three years MAPS has more than tripled its revenues from its proprietary solutions (15.2 million in 2021, or 72% of consolidated revenues). The company is characterised by high levels of recurring revenues: recurring fee revenues reached 34% of consolidated operating revenues in 2021 (CAGR 2018-2021 of 38%). The Group's organic growth has been accompanied by significant M&A activity, with the acquisition of IG Consulting (2011), Artexe (2018), Royalty (2019), SCS Computers (2020), IASI (2021) and I-TEL (2022)

Release available on [www.emarketstorage.com](http://www.emarketstorage.com) and on [www.mapsgroup.it](http://www.mapsgroup.it)

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