

Enrolment class

QUALIFICATION SYSTEM

of suppliers of goods, providers of services and executors of works

Enrolment class

When registering for the Qualification System, the Company will attribute to the Economic Operator a value for the enrolment class.

Enrolment class (C.I.) defines:

1. the maximum amount of tenders to which the qualified party may be invited;
2. the maximum threshold of annual turnover/presumed annual value of the awarded contracts that the Operator will be able to achieve with the Company over the course of a year. If this threshold is reached, the Operator will not be invited to further tender procedures. The economic operator will be invited (according to the mechanism described in the category technical sheets) to tender for contracts whose estimated annual amount is equal to or lower than the assigned enrolment class;

The enrolment class assigned during registration to the Qualification System may be subject to variation by the Company, during the period of validity of the qualification, in the following cases:

- following an extension request by the qualified Economic Operator in accordance with the provisions of the General Regulations of the Qualification System;
- if the Company, when verifying the economic-financial solidity, recognizes an annual contraction in the global turnover of the qualified Economic Operator such that it is necessary to recalculate and update the enrolment class.

As regards the cases described above, the changes in the ruling classes will produce their effects from the date of reassignment and notification to the Economic Operator.

The enrolment class is calculated as follows:

$$Ci = (1 + Fc) \times [(\Sigma Fs / 3) \times K]$$

Where:

Ci: Assigned enrolment class.

Fs: Specific Turnover.

$\Sigma Fs / 3$: Average annual specific turnover, construed as the average of specific turnovers, relating to the product category in question, relating to the last three years (in the case of Economic Operators who have started business for less than three years, the average will be calculated on the years of activity).

Fc: Correction factor calculated by the following formula:

$$\mathbf{Fc = fcgr+fcd}$$

K: Corrective factor assigned with respect to the overall turnover ratio and specific turnover required for the product category in question

Where:

- I. **fcgr** = corrective factor based on the percentage value of the compound growth rate (CAGR) of the specific turnover achieved by the qualified Economic Operator in the three-year period concluded prior to the date of application for qualification.

If the qualifying Economic Operator has a specific turnover only for the two-year period preceding the date of application for qualification, **fcgr** will be calculated on the basis of the last two-year period.

$$\mathbf{CAGR: \{[Specific\ Turnover_{year3} / Specific\ Turnover_{year1}]^{1/2} - 1\}}$$

The value **fcgr** is calculated as follows:

Value fcgr	Value % CAGR
0%	≤ 0%
5%	≤ 10%
10%	≤ 15%
15%	> 15%

- II. **fcd** = corrective factor based on the percentage value of the overall specific Dependency Rating (Idip) of the last year with respect to the same turnover towards the Company alone.

$$\mathbf{Idip = Specific\ Turnover_{Hub} / Specific\ Turnover_{total}}$$

The **fcd** value is calculated as follows:

There are 3 different types of weights assigned to the fcd value according to the characteristics of the reference market:

1)

DETAIL	CONDITIONS	SCORE
Idip = Hub specific turnover / Overall specific turnover	If Idip < 30%	-
Hub specific turnover = Specific turnover in the last year for Hub	If 30% =< Idip < 60%	-5%
Total specific turnover = Specific turnover in the last year	If 60% =< Idip < 80%	-10%
	If Idip > 80%	-15%

2)

DETAIL	CONDITIONS	SCORE
Idip = Hub specific turnover / Overall specific turnover	If Idip < 30%	-
Hub specific turnover = Specific turnover in the last year for Hub	If 30% =< Idip < 60%	-10%
Total specific turnover = Specific turnover in the last year	If 60% =< Idip < 80%	-20%
	If Idip > 80%	-40%

3)

DETAIL	CONDITIONS	SCORE
Idip = Hub specific turnover / Overall specific turnover	If Idip < 30%	-
Hub specific turnover = Specific turnover in the last year for Hub	If 30% =< Idip < 60%	-25%
Total specific turnover = Specific turnover in the last year	If 60% =< Idip < 80%	-50%
	If Idip > 80%	-75%

The Company therefore reserves the right to assign, during the assessment of the qualification application, different weights depending on the type of market to which the product category being examined refers.

In the qualification application, the Economic Operator must indicate the economic ranking class among the following:

Subsystem BEN-MR and SER-MMR			
Classe 1	Fino a € 40.000	Classe 14	Fino a € 20.000.000
Classe 2	Fino a € 100.000	Classe 15	Fino a € 30.000.000
Classe 3	Fino a € 215.000	Classe 16	Fino a € 45.000.000
Classe 4	Fino a € 400.000	Classe 17	Fino a € 60.000.00
Classe 5	Fino a € 1.000.000	Classe 18	Fino a € 80.000.000
Classe 6	Fino a € 1.500.000	Classe 19	Fino a € 100.000.000
Classe 7	Fino a € 2.000.000	Classe 20	Fino a € 130.000.000
Classe 8	Fino a € 3.000.000	Classe 21	Fino a € 160.000.000
Classe 9	Fino a € 4.000.000	Classe 22	Fino a € 200.000.000
Classe 10	Fino a € 6.000.000	Classe 23	Fino a € 250.000.000
Classe 11	Fino a € 8.000.000	Classe 24	Fino a € 300.000.000
Classe 12	Fino a € 12.000.000	Classe 25	Fino a € 350.000.000
Classe 13	Fino a € 16.000.000	Classe 26	Oltre € 350.000.000

Other Subsystem			
Classe 1	Fino a € 200.000	Classe 8	Fino a € 6.000.000
Classe 2	Fino a € 400.000	Classe 9	Fino a € 8.000.000
Classe 3	Fino a € 1.000.000	Classe 10	Fino a € 12.000.000
Classe 4	Fino a € 1.500.000	Classe 11	Fino a € 16.000.000
Classe 5	Fino a € 2.000.000	Classe 12	Fino a € 20.000.000
Classe 6	Fino a € 3.000.000	Classe 13	Fino a € 30.000.000
Classe 7	Fino a € 4.000.000	Classe 14	Oltre 30.000.000

The economic ranking class indicated by the qualifying Economic Operator will be validated by the Company which will verify its adequacy with respect to the enrolment class assigned. Only the interest classes equal to or lower than the enrolment class assigned will be validated.

In the event that the declared economic ranking class is higher than the assigned enrolment class, the Company will automatically assign and validate the highest economic ranking class whose maximum value is equal to or lower than the assigned enrolment class.

The Qualified Economic Operator, during the period of validity of the qualification, may modify at any time the choice made when applying for qualification according to the methods described in the General Regulations of the Qualification System.

The validated economic ranking class will be communicated together with the outcome of the qualification application.