

CURRICULUM VITAE

FULL NAME: BOMBARDI Andrea

YEAR OF BIRTH:

NATIONALITY:

EDUCATION: Degree in Mechanical Engineering
(5 years University) 110 cum laude

PROFESSION: Executive Vice President

KNOWLEDGE OF FOREIGN LANGUAGES: English (fluent)
French (intermediate)

Key words: joining the dots, collaborative management style, broad vision, building for next gen

Key topics: knowledge of different industrial market mechanisms on a global base, strong attitude in business and client development also from scratch, excellent interpersonal skills

Appointment:

Delegate RINA in Hydrogen Europe
Delegate RINA in H2IT
Assorisorse – Member of Hydrogen Working Group

Former Member of the Board of RINA Consulting
Former Chairman of the Board of RINA Consulting CSM
Former Director of RINA Mozambique
Former Director of RINA GHANA
Former Director of RINA CONGO
Former Branch Manager of RINA SLOVAKIA
Former Member of the Board of INTERPROGETTI SERVICES SPA
Former Branch Manager of RINA Services Branch in the Republic of Kazakhstan
Former Chairman of RINA KAZAKHSTAN LLP

EXPERIENCE:

2021

RINA S.p.A.

Carbon Reduction Excellence

Executive Vice President

Reporting to the Group Chief Strategy Officer

In charge of early stage development of decarbonization new frontiers such as hydrogen, ammonia, carbon capture utilization and storage, innovative cold ironing solutions.
Target: creation of value in terms of opportunity and contracts, RINA positioning in terms of MOU with top clients and other stakeholders (Snam, Enel, Eni, Axpo, Enea, etc) and communication; networking within related association, development of strategy in terms of services, evaluation of gap in terms of competences.

2020

**RINA Consulting
Inspection & Field Business Unit
Executive Vice President**

Reporting directly to the Chief Executive Officer
Responsible for budget, P&L, strategy, worldwide business development, internationalization boosting, innovation.
Management of 5 regions (Americas, Europe, Africa, Middle East, Asia)
Focus on digitalization of processes and services and operational excellence to gain profitability throughout "Recruit to cash" project.
Turnover of around 100 Million Euro/year and around 600 colleagues working in the business unit as permanent employees

2019

**RINA S.p.A.
Corporate Sales Excellence
Executive Vice President**

Reporting to the Group Chief Strategy Officer
Strategic support to the Business Units (Marine, Certification, Energy, Transport & Infrastructure, Industry) for facilitating cross selling, the development of KA and the entrance in high potential clients.
Defining the strategy and the new cultural approach: adoption of new sales tool (social selling), relationship with stakeholders influencing the business, targeted M&A, valorization of the full portfolio of services

2018

**RINA CONSULTING S.p.A.
Industry
Executive Vice President**

Reporting directly to the CEO
Responsible budget, P&L, strategy, worldwide business development, internationalization boosting, products diversification, management of key clients, operations for the following markets:

Space & Defence

Materials, Technology and Innovation including funded project in R&D

Turnover of around 50 Million Euro/year and 550 colleagues working in Industry as permanent employees
Working also on transversal issues such as integration among teams in different locations, cross selling between TIC and CE

2016 - 2017

RINA SERVICES S.p.A.

Energy, Infrastructures and Real Estate

Chief Commercial Officer

Reporting directly to Chief Executive Officer

Member of TIC Strategic Committee working on transversal issues such as M&A and alliances, strategic plan and budget, internal processes improvement,

Responsible for worldwide business strategy and development, internationalization boosting, products diversification and innovation, management of key clients for TIC (Testing, Inspection and Certification) market.

Target markets are oil&gas, from upstream to downstream, power generation, both conventional and renewables, infrastructures and real estate.

Involved in the process of merge&acquisition for companies related to energy and infrastructures market and responsible for the integration of EDIF NDE, acting worldwide in TIC activities (around 45 million Euro) .

Portfolio of around 125 Million Euro/year

2014 - 2016

RINA SERVICES S.p.A.

Energy

General Manager

Reporting directly to Chief Executive Officer

Responsible for worldwide business development, internationalization boosting, products diversification, management of key clients for TIC (Testing, Inspection and Certification) market.

Target markets are oil&gas, from upstream to downstream, and power generation, both conventional and renewables.

Involved in the process of merge&acquisition for companies related to energy market.

Portfolio of around 70 Million Euro/year

2012 - 2013

RINA SERVICES S.p.A.

Energy Solutions

General Manager

Reporting directly to Business Solutions Chief Operating Officer

Management of the portfolio of key clients in the oil&gas and power generation field including ENI Group, SAIPEM, ENEL, ANSALDO, API, OLT, TECNIMONT, SORGENIA, etc

2009 - 2011

RINA SERVICES S.p.A.
INDUSTRY DIVISION
Head of ENI Key Account Market Line

Reporting directly to Division Deputy Director

Responsible for the promotion and delivery of services/products to ENI Group (ENI's divisions and corporate E&P, R&M, G&P) and its Italian and foreign units i.e. ENI Med, Stogit, Syndial, Polimeri Europa, KPO, Agip KCO, ENI Congo, ENI Iran, ENI Tunisia, ENI North Africa, ENI Australia, Sever Energia, Burren Energy, ENI ANGOLA

Responsibilities:

- o Development, delivery and approval of contracts and tenders for services made through the respective business line;
- o Quality, time and cost in relation to service delivery;
- o Preparation of budget;
- o Achievement of commercial and economic objectives;
- o Innovation and updates relating to service delivery, feeding back information to Product Managers relating customer comments with respect to current products, product development and services;
- o Ensuring services are delivered by qualified personnel;
- o Selection and training of personnel to deliver products, maintenance and monitoring of the associated qualification process;
- o Ensuring sufficient resources available for service delivery;
- o Developing and strengthening the service delivery network;
- o Ensuring availability and use of Information Technology to support delivery of services;
- o Collecting and analyzing customer feedbacks, advising the Division Deputy Director of the results and forwarding the feedbacks to Product Managers for their analysis;
- o Ensuring work is carried out and documented in accordance with applicable procedures and the Quality Management System, taking responsibility for ownership of any associated audit findings and the identification and implementation of corrective actions.

2006 - 2008

RINA INDUSTRY
Client Leader

Reporting to Business Line Manager

Management and development of clients portfolio from commercial, technical and economical point of view throughout a deep knowledge of client needs (organizational processes, planned investment, competitors, disclosed and latent needs)

Duties:

- o Increasing the knowledge of client processes
- o Marketing
- o Promotion
- o Offering/negotiating/acquiring
- o Managing the relations
- o Managing the projects

- Monitoring the performance
- Assuring customer satisfaction

Responsibilities:

- Acquiring new potential clients and consolidate the relationship with the existing ones
- Increasing the penetration on the client
- Ensuring earnings and profits
- Assuring delivered and perceived quality
- Widening and innovation of provided products / services

Clients:

ENI SpA (Head Quarters), Edison, Ansaldo, Rosetti, Stogit, ENI Iran, Tecnimont, Edipower, ENI Med, EGL

Moreover, supporting the Business Line Manager in the management of internal and external resources, in particular:

- Availability of resources
- Optimization of the use (flexibility, saturation level, cost)
- Standard cost for resources

Responsibilities:

- Knowing resources market
- Knowing our basin of resources (available ones, engaged ones, their features)
- Assuring an adequate basin of resources and of systems / tools for the selection
- Defining contractuals terms and standard rates
- Monitoring the qualifications and defining training

2000 - 2005

RINA INDUSTRY

Project Manager

Reporting to Business Line Manager

Management of assigned contracts assuring the respect of contractual terms, customer satisfaction and profitability of the job orders.

Furthermore, involed in the following processes:

- Selection and employment of new project managers
- Selection and recruitment of technical personnel for the execution of the services

Responsibilities:

- Monitoring the assigned job orders (work progress, any problem found, new requests, variation in the scope of work and scheduling)
- Getting any information relevant to the client related to the job order in progress and client organization (new projects, organizational changes, new investments, any other opportunity)
- Tayloring the standard services on client's needs

- o Maximizing our involvement and consequently the earnings throughout the widening of the scope of work or the duration of the job orders.

Duties:

- o Technical review of requests for offer
- o Preparation of technical and economical offers for worldwide services
- o Review and management of awarded contracts
- o Selection of technical personnel
- o Management of technical and contractual deviations with clients and suppliers including meetings at Clients' or Suppliers premises worldwide

Provided services:

- o Material and project certification
- o QA/QC and site supervision
- o Marine operations supervision
- o Technical assistance on vendor inspections and expediting

Fields

- o Gas and oil processing industry
- o Chemical and petrochemical processing industry
- o Gas compression plants
- o Power generation plants
- o Iron and stainless steel industry)

The activities have been carried out according to international codes & standards such as ASME, ASTM, TEMA, API, AWS, ANSI and according to clients' specification requirements (ENI SPA, Snamprogetti, Snamprogetti UK, Edison, Fincantieri, Saipem).

Main projects for each business area:

Site Supervision Services

Year(s)	Client	Final Client	Project	Description of the Services
2001 – 2003	ENI SPA	ENI SPA	Steel offshore platforms	QA/QC Services during the construction at yards (Cosmi, Rosetti, Intermare) and during installation and hook-up in Adriatic offshore of several offshore platforms (Emilio, Tea, Calipso, Naide, Clara East and Clara North helideck, Calpurnia livingquarters)
2001 – 2005	EDISON	EDISON	Power plants	Welding inspection and NDT supervision during the prefabrication and construction of various power plant (Marghera, Sesto San Giovanni, Piombino)

2002 – 2008	ENI IRAN BV BRANCH	ENI IRAN BV BRANCH	South Pars Gas Field Development – Phases 4 th and 5 th	QA/QC supervision at yards (Bandar Abbas, Boushehr), site (Assaluyeh) during fabrication and construction and during installation and hook-up in Iranian offshore
2001 – 2002	AGIP CONGO/ENI SPA	AGIP CONGO	Foukanda-Mwafi platforms	Technical supervision during construction at yards (Arbatax and Pointe Noire) and offshore during installation and hook-up phases
2001 – 2003	AGIP ENERGY AND NATURAL RESOURCES	AGIP ENERGY AND NATURAL RESOURCES	Life boats, lifting devices, cranes, pressure vessels and safety valves on Agbara platform	Statutory inspection and certification
2001 – 2002	AGIP CONGO	AGIP CONGO	AGIP CONGO offshore platforms	Co-ordination of Marine Expert Services (up to 14 marine experts)

Testing and Expediting Services

Year(s)	Client	Final Client	Project	Description of the Services
2002 – 2003	Various	Various	3.1.C Certification	3.1.C certification activities for materials intended for steel offshore platforms
2002 – 2003	SNAMPROGETTI	KUWAIT OIL COMPANY (KOC)	Lift Gas Distribution System for Sabriyah and Raudhatain Fields – North Kuwait	Vendor inspections and expediting (Italy, Gulf Area, CEE)
2001	GERMANISCHER LLOYD	SADRA-SAMSUNG	South Pars Gas Field Development Phases 2 nd and 3 rd - Iran	Vendor inspections and expediting
2000 – 2001	GERMANISCHER LLOYD Malaysia	CTOC Consortium	Cakerawala Gas Project Thailand-Malaysia	Vendor inspections and expediting (Italy and abroad)

Marine Field

Year(s)	Client	Final Client	Project	Description of the Services
2003 – 2004	FINCANTIERI	CARNIVAL	85.000 gt SHIP	Provision of technical supervision during the construction of Costa Fortuna in Marghera Yard (four technicians)
2003 – 2004	FINCANTIERI	COSTA CROCIERE	Costa Fortuna	Provision of technical supervision during the construction of Costa Fortuna in Sestri Ponenet Yard (five technicians)

2002 – 2003	ENI SPA	NIGERIAN AGIP EXPLOITATION (NAE)	ABO Field Development Project	Supervision during the conversion of MT Grey Warrior in FPSO Unit at Keppel Shipyard (Malaysia/Singapore)
2001 – 2003	HELLENIC NAVY	HELLENIC NAVY	Replenishment And Logistic Support Vessel	QA/QC Services on behalf of Hellenic Navy during the construction at Elefsis Shipyard (up to five technicians)

1999 - 2000

Servizi Per l'Energia SPE S. r. L.

Part of the Management Team on behalf of Lucchini Group intended for the construction of the power plant located in Piombino.

Worked in strict connection with the Project manager and the responsible of the Engineering Department on the following items:

- o Preparation of the purchasing technical specification
- o Review of technical and economical offers including meetings with the bidders (ABB, Commissioning) at SPE premises and at site for evaluation of technical solutions (long-distance line, seawater underground pipelines)
- o Preparation of technical documentation, as Environmental Impact Study, for the obtainment of permissions from involved Bodies (ARPAT, Ministry of Environment, VV. FF., Municipality of Piombino, Province of Toscana)
- o Review of technical drawings and specifications issued by Main Contractor
- o Attendance at periodical meetings with the Client and the Contractors in order to discuss the progress of the activities (purchasing, engineering, construction)

In addition, basic design and feasibility studies, with comparison of different techniques, of power plants fed by urban trash.

PAPERS:

- The colour of hydrogen routes – available on www.rina.org - 2021
- Floating Production unit – Turrets: The effectiveness of a constructability approach – OMC 2015
- Building confidence in the gas supply chain - 2nd Cyprus Shipping Forecast Forum 2014
- Validation Of VOC Emissions Abatement Systems From Oil Plants – OMC 2011
- The applicability of PED Directive to offshore floating unit – OMC 2009

TRAINING COURSES:

- Ansaldo "Technical for conducting a cogeneration power plant", SPE 1999
- BSI Course "Understanding ISO 9000", Rina Industry, 2001
- BSI Course "ISO 9000 implementation", Rina Industry 2001
- Basic course on Metallurgy and Welding, Rina Industry 2002
- Key Account Management Course, Cegos 2002
- Technical Team Management Course, Cegos 2003
- Public Speaking, RINA 2004
- Application of PED and DM 329", RINA 2008
- "Team management: motivation and leadership on co-workers" – Gustav Kaeser 2010
- Development Center course, RINA 2011
- Marketing Course – SDA Bocconi School of Management 2012
- Coaching on soft skills – Dott. Paolo Magatti 2015
- Six Sigma Operational Excellence Course 2019
- Change Management Course SDA Bocconi 2020