



CALL 1

# TEAM TESTIMONIAL

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## DEC Energy SA

*Profitable sustainability by producing green energy certificates instead of buying them.*

## 1. Brief description of the team leader, their team(s), and background

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Nicola Scarinzi and Manuel Bonù, former management students at Università della Svizzera Italiana and super passionate about startups, energy, and fintech.

## 2. Brief problem statement and how you identified the problem you want to solve with your approach

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Sustainability is a cost. That's the problem we want to solve. Delving into it, we focused on the B2B green energy consumption space, which sees companies buying certificates to claim their energy consumption as renewable. This implies recurrent and volatile costs. We identified the problem we wanted to solve thanks to early confrontation with affirmed market operators.

## 3. Solution approach and a short description of the solution

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Profitable sustainability by producing green energy certificates instead of buying them. DEC Energy SA is currently enabling European companies to rent off-site solar assets from which they self-generate the certificates needed to claim their energy consumption as renewable, avoiding recurrent and volatile costs. In addition to the cost reduction, companies also receive a share of the profits generated by the rented solar asset, saving up to 17% of their energy costs.

## 4. Testing approach to verify the idea in terms of

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### a. Viability

### b. Feasibility

FINMA No-Action-Letter, and legal consultancies

### c. Desirability

Market testing in Switzerland and Italy with early commercial activity and following contract preparation

## 5. How did the Innovation Booster support you in identifying, shaping, and designing your solution?

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Financial resource which enabled us to confront the market and understand the importance of the problem and how to solve it. Also, the network provided by all the people part of the IBSDF has been key, starting from the Green Fintech Network till other team leaders who requested funding.

## 6. What support did you value most from the Innovation Booster?

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Funding, 20k to test our assumptions, has been key in launching DEC Energy.