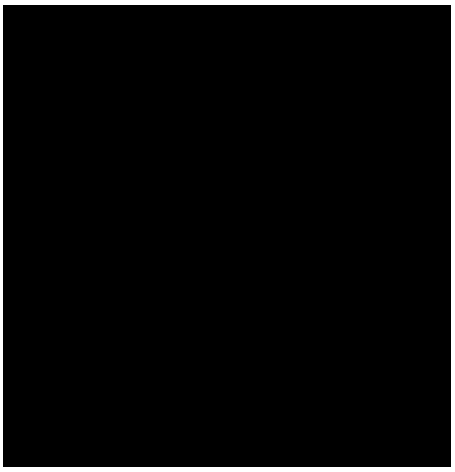
CURRICULUM VITAE
SIMONE FRANZO'



PERSONAL INFORMATION

Name	**FRANZÒ SIMONE**
Address	[redacted]
Telephone	[redacted]
E-mail	[redacted]
Nationality	[redacted]
Date of birth	[redacted]

EDUCATION AND TRAINING

• From 2012 to 2017 — **PhD in Management, Economics and Industrial Engineering**
Politecnico di Milano
PhD dissertation on the role of organizational culture in the adoption of Open Innovation by companies in the Energy sector

• 2016 — **Research period at the University of Lancaster – UK –** under the supervision of Prof. De Massis

• 2015 — **Visiting scholar at the University of Groningen, Faculty of Economics and Business – The Netherlands –** under the supervision of Prof. Huizingh

• From 2009 to 2011 — **Master of Science in Management, Economics and Industrial Engineering: "Supply Chain Management" (110/110)**
Politecnico di Milano
MSc dissertation on second generation ethanol - state of the art, expected trends and competitive arena

• 2009 — **Exchange student at Norwegian University of Science and Technology (NTNU) - Norway**

• From 2006 to 2009 — **Bachelor of Science in Management, Economics and Industrial Engineering (96/110)**
Politecnico di Milano

• From 2001 to 2006 — **Secondary High School Diploma (100/100)**
Liceo Scientifico L. Einaudi – Siracusa (SR), Italy

WORK EXPERIENCES

•October 2017 - present	**Assistant Professor** - School of Management, Politecnico di Milano
• Type of business or sector	University
• Occupation or position held	Course responsible of Management of Energy and Sustainability and Energy Management Lab courses Teaching assistant of Impresa e Decisioni Strategiche (Course responsible: Prof. Federico Frattini)
• Main activities and responsibilities	Member of the Delega Erasmus (since 2017) and Sustainability (since 2019) Courses preparation and delivery Management of the exchanges programmes for a subset of EU countries Resource consumption monitoring (electricity, natural gas, water, plastic bottles, food waste)
•November 2011 – present	**Energy & Strategy Group** - School of Management, Politecnico di Milano
• Type of business or sector	University
• Occupation or position held	Scientific responsible (Permanent Observatories, Italian research and advisory projects, EU-funded research projects) Project Manager (Permanent Observatories) Project Leader (Italian research and advisory projects) Analyst (Italian research and advisory projects, EU-funded projects) Lecturer Academic tutor Other (invited speaker)
• Main activities and responsibilities	The aim of the E&S Group is to be a reference point in Italy for the analysis and understanding of the renewable and alternative energies industrial and competitive environment. The Project Leader has responsibility over the scientific coordination of the different research projects (e.g., Solar Energy Report, Biomass Energy Report, Energy Efficiency Report) that the E&S Group carries out in close cooperation with leading energy companies such as ENI, Siemens, Edison, Enel, Sorgenia, Mitsubishi, Ansaldo Energia, E.On and others.

Scientific responsible for the following research projects:

- <u>Permanent Observatories:</u>
  - "Smart Mobility Report" (eds. 2019, 2020)
  - "Electricity Market Report" (ed. 2019, 2020)

- <u>Italian research and advisory projects:</u>
  - "Modelli di business collaborativi per le Energy Communities basate sulla tecnologia blockchain" (ENEA)
  - "KPI di riferimento per dati urbani energetici" (ENEA)

- <u>EU-funded research projects</u>:
  - "Contributing for the democratization of efficient energy management, through the development of a flexible and interoperable ecosystem where demand side flexibility can be soundly integrated with effective benefits to end-users (InterConnect project)

Project Manager for the following research projects (Permanent Observatories):

- "Smart Grid Report" (ed. 2012, 2013, 2014)
- "Energy Efficiency Report" (ed. 2012, 2013)
- "Smart City Report" (ed. 2015)
- "Intelligent Building Report" (ed. 2015)

Project Leader for the following research projects (Italian research and advisory projects:

- "Analysis of the decarbonization trajectories in the energy sector" (TERNA)
- "Analysis of the Italian regulatory framework for e-mobility" (ABB)
- "Support to the identification of new distributed resources for ancillary services provision" (TERNA)
- "Energy Community in Italy: the emerging regulatory framework and expected impact at national level" (ACEA ENERGIA, BEPOWER, EDISON, ENELx, ENERGYWAWE, ENI, EPQ, FALCK RENEWABLES, SIRAM VEOLIA)
- "Energy Community: an innovative paradigm in Italy" (GDF-SUEZ)
- "Analysis of the attractiveness of Smart City services in the Valle Sabbia area" (YOUSAVE)
- "Analysis of competitive strategies and business models of the players in the italian steel value chain" (FINARVEDI)
- "Market assessment supporting the development of a hybrid solar panel and the go-to-market strategy definition" (DISTRETTO HI-TECH MONZA&BRIANZA) "Comparative assessment of the environmental impacts of natural gas compression systems in Italy" (SNAM)
- "Support to the development of a cost-benefit analysis model for projects related to the construction and upgrade of natural gas distribution systems in Italy" (ESTRA)
- **"**Support to the analysis of an energy efficiency project realized by Acciaierie Bertoli Safau" (ACCIAIERIE BERTOLI SAFAU)
- "Cost-benefit analysis of the White Certificates Scheme" (BARTUCCI, CLOROS, INNOWATIO, SOLGEN, THOLOS)
- "Cost analysis of maintaining and evolution of the Italian electricity system" (ANIE)
- "Impact assessment of the heating systems, transportation and industrial processes on air quality" (ENGIE)
- "Economic assessment of smart adaptive lighting and smart street services and enabling business models" (ENEA)
- "Economic assessment of smart adaptive lighting and smart street services projects" (ENEA)
- Analysis of the state-of-the-art and future development of the Italian electricity market (AXPO, E.ON, EDISON, ENELX, EP PRODUZIONE, EPQ, ERG, SIRAM)
- Analysis of incentive mechanism schemes for PV energy production in a set of European countries (CNH)

Analyst for the following research projects:

- <u>Italian research and advisory projects:</u>
    - "Towards a state-of-the-art innovation model" (ABB)
    - "Comparative methodology for the evaluation of the energy management practices of Italian companies" (CESI)
    - "Support to the development of a risk assessment model for industrial energy efficiency projects" (BARTUCCI)

- "The energy innovation trends in the Italian domestic market - opportunities for growth" (GDF-SUEZ)
- "Analysis of business opportunities and company global positioning in the renewable energies market" (ENI)
- "Techno-economic assessment of a new type of Parabolic Trough for CSP plants" (ENI – MIT)
- "Analysis of the 2012/19/EU Directive impact on the Italian WEEE sector" (ECOLAMP)
- "Analysis of the end-of-life lamps market potential and barriers in Italy" (ECOLAMP)

- <u>EU-funded research projects</u>
  - "Improving Open Innovation education and training in Europe by consolidating common curricula framework, creating pedagogical guidelines, teaching materials and identifying competences and skills needed for Open Innovation teachers and trainers" (OI-Net project)
  - "Development of a training tool kit for property valuation professionals on how to factor sustainability into the valuation process" (Renovalue project).
  - "Development of a highly innovative one-stop-shop solution that applies an integrated approach to energy management (Speedier project)
  - "Development of a toolkit incorporating different components and technologies, which cooperate to transform an existing building into a smart building (Hearth project)

Lecturer in the following programs:

- BSc in Management Engineering - "Business Economics and Organization" course at Politecnico di Milano
- BSc in Energy Engineering - "Business Economics and Organization" course at Politecnico di Milano.
- BSc in Biomedical Engineering - "Business Economics and Organization" course at Politecnico di Milano
- MSc in Management Engineering - "Management of Energy and Sustainability" course at Politecnico di Milano.
- Master in Real Estate Management at Consorzio CISE - Politecnico di Milano (eds. 2012-2019)
- Master in Strategic Design. Building new businesses and strategies through design at POLI.DESIGN - Politecnico di Milano (2017)
- Master in Data Protection Officer at Consorzio POLIEDRA - Politecnico di Milano (2019)
- Master in Strategic and innovative O&M management for Enel Green Power at Politecnico di Milano (2018)
- Master in Energy Innovation for ENI at Politecnico di Milano (2018, 2019)
- SICAB Italy/China project -_Module 2 "ENERGY EFFICIENCY MANAGEMENT" managed by Fondazione Politecnico (2018)
- "Wind Energy Technology" course -_Module "Techno-economic assessment of investment in the energy sector" managed by Fondazione Politecnico (2018)
- Postgraduate course in Project management of civil structures and infrastructures at Scuola Master Fratelli Pesenti – Politecnico di Milano
- Training course in energy management "Sportello PAES" (1st and 2nd eds) managed by The Green Consulting Group
- Training course in energy management managed by SIAM - Società Incoraggiamento Arti e Mestieri

Academic tutor for the following activities:

- tutor and supervisor of more than 30 MSc thesis in Management Engineering at Politecnico di Milano
- tutor and evaluator of The Business Game – eds. 2012/13, 2013/14, 2015/16, 2016/17, 2017/2018 (final exam of BSc in Management Engineering at Politecnico di Milano)

Invited speaker in many events, such as:

- ECONOMIA, SOCIETA' ED AMBIENTE AL TEMPO DEL COVID-19 organized by SITPolimi, online webinar, May 26th 2020
- AUTOMOTIVE: PROSPETTIVE DI UN SETTORE IN CAMBIAMENTO organized by Apindustria, Brescia, February 20th 2020
- ESTRARRE VALORE SOSTENIBILE DALL'ENERGIA organized by Siemens and EGO, Milano, December 3rd 2019
- FUTURE MOBILITY EXPOFORUM organized by ClickutilityTeam, Torino, November 18th 2019
- SMART BUILDINGS, IOT E SISTEMI DI BUILDING AUTOMATION organized by Sauter Italia, Erbusco, October 10th 2019
- STRATEGIC INNOVATION SUMMIT organized by Assodel, Modena, June 19th 2019
- MOBILITA' SOSTENIBILE E BEST PRACTICE organized by ACI COMO, Como, April 27th 2019
- MOBILITA' ELETTRICA, SOSTENIBILITA', SMART CITIES E UTILITIES organized by ExpoMove, Firenze, April 10th 2019
- NUOVE SOLUZIONI PER LA RIGENERAZIONE URBANA organized by Iren Smart Solutions, Piacenza, November 12th 2018
- QUALI PROSPETTIVE PER GLI IMPIANTI SOLARI A TERRA? organied by Key Energy, Rimini, November 6th 2018
- ZERO ENERGY BUILDINGS SUMMER SCHOOL organized by Politecnico di Milano, Polo territoriale di Mantova, Mantova, August 31st 2018
- CEIR CONFERENCE DAY organized by CEIR, Gardone Riviera, June 7th 2018
- INTRALOGISTICA ITALIA: "SEMPRE PIÙ EFFICIENZA ENERGETICA ANCHE PER LA LOGISTICA" organized by ANIMA, Fiera Milano Rho, June 1st 2018
- ITALIAN ENERGY DAY organized by KHC - Know How Certification, Milano – May, 31st 2018
- THAT'S SMART organized by REED EXHIBITION, Milano – March 13th 2018
- ROADSHOW CHARGING CITY organized by ANCITEL, Pescara – October, 3rd 2017
- ASSOIDROELETTRICA ANNUAL MEETING organized by ASSOIDROELETTRICA, Desenzano – September, 22th 2017
- EFFICIENZA 4.0 – UN PERCORSO PER LE IMPRESE organized by ENERGIAMEDIA , Modena – March, 17th 2017
- SVILUPPO INTERNAZIONALE PER LA FILIERA DELLE FONTI ENERGETICHE RINNOVABILI organized by FEDERAZIONE ANIE , Milano – October, 18th 2016
- ITALIAN ENERGY DAY organized by KHC - Know How Certification, Milano – May, 26th 2016
- FORUM PA (INTERNAL EVENT: SMART CITY, IL FUTURO È OGGI) organized by Yousave – Roma, May, 25th 2016
- FESTIVAL DELL'ENERGIA organized by Aris - Agenzia di Ricerche

Informazione e Società – Milano, May, 13th 2016

- BUILDING DIGITALIZATION - L'EDIFICIO DIGITALE: EFFICIENTE, SEMPLICE, INTEGRATO organized by VEM Sistemi, Colombaro di Formigine (MO) – May, 12th 2016
- ANNUAL MEETING ELETTROVENETA organized by Elettroveneta, Bentivoglio (BO) – February, 6th 2016
- 6 febbraio 2016 WORKSHOP QUALENERGIA: SOLUZIONI PER TAGLIARE LA BOLLETTA ENERGETICA DELLE INDUSTRIE organized by Qualenergia, Roma – September, 29th 2015
- SMART CITY, EFFICIENZA ENERGETICA ED INTERNET OF THINGS – DALLA TEORIA ALLA PRATICA organized by Camera di Commercio di Milano, Milano – March, 25th 2014
- PV GRID NATIONAL FORUM organized by Assosolare, Roma – 18 luglio 2013
- ZERO EMISSION 2012: FOTOVOLTAICO SENZA INCENTIVI: TROPPO PRESTO? organized by Assosolare, Roma – September, 7th 2012
- ECOMONDO – 15esima Fiera Internazionale del Recupero di Materia ed Energia e dello Sviluppo sostenibile – November, 10th 2011.

•November 2011 - present

MIP Politecnico di Milano Graduate School of Business

• Type of business or sector

University

• Occupation or position held

Director of the Executive Master in Management (EMIM)
Director of other education programs or Member of the project team
Lecturer
Academic tutor

• Main activities and responsibilities

Director of the Executive Master in Management (EMIM) (as from 2019)

- Coordination of the Operation staff
- Support to the Recruitment staff

Director in the following education programs

- "Introduction to e-mobility" program, organized for Energindustria Vicenza (2020).
- "Green Transformation and Energy Efficiency" program, organized for SASAC (2019).
- "Investment evaluation and financial reports analysis" program, organized for ALPERIA BARTUCCI (2019).
- "Smart Grid" program organized for CISCO (2018).

Member of the Project team in "Edison Digital Education & Transformation" program (2018).

Lecturer in the following programs:

- Postgraduate intensive course in Energy Management – "Energy infrastructures and Smart grids", "Renewable Energies", "The energy management in industrial companies", "Energy efficiency and Intelligent buildings", "The Energy Smart Ecosystems", "Energy Communities" and "Towards a new sustainable mobility

paradigm" courses at MIP Politecnico di Milano Graduate School of Business (2015, 2016, 2017, 2018, 2019)

- Master in Energy Management – "Management of energy companies and renewable energies" course at MIP Politecnico di Milano Graduate School of Business (2016, 2017, 2018, 2019, 2020)
- Master MIT – "Organizational modes for collaborative innovation" course at MIP Politecnico di Milano Graduate School of Business (2018)
- Corporate Master in Energy Business & Utilities for Edison at MIP Politecnico di Milano Graduate School of Business – "Energy Efficiency" and "Smart mobility" courses (2019).
- Executive MBA - elective course in Sustainability Management & Green Business at MIP Politecnico di Milano Graduate School of Business (2015, 2016, 2017, 2018, 2019, 2020)
- EMBA Part-time - Course in Innovation Strategy at MIP Politecnico di Milano Graduate School of Business (2020)
- EMBA Evening - Course in Innovation Strategy at MIP Politecnico di Milano Graduate School of Business (2020)
- MBA - elective course in Energy and Sustainability Management at MIP Politecnico di Milano Graduate School of Business (2015)
- *MBA (ed. 2019) – JRC-ENEA Training at MIP Politecnico di Milano Graduate School of Business*
- Data Scientist School, Generali at MIP Politecnico di Milano Graduate School of Business (2020)

Academic tutor for more than 40 project works at MIP Politecnico di Milano Graduate School of Business

PERSONAL SKILLS, COMPETENCES AND OTHER EXPERIENCES

MOTHER TONGUE

Italian

OTHER LANGUAGES

English (upper-intermediate level - ETLS TOEFL CERTIFICATE 86/110, May 2009)

• Reading skills	Excellent
• Writing skills	Excellent
• Verbal skills	Excellent

TECHNICAL SKILLS AND COMPETENCES

Operating System: Windows, Mac
Software: MS Office suite (Word, Excel, PowerPoint, Access)
Programming language: C, C++, VBA (Basic knowledge)

OTHER SKILLS AND COMPETENCES

He is member of the Core Faculty at the School of Management of Politecnico di Milano.

He serves as ad hoc reviewer for the following scientific journals: Journal of Cleaner Production; Resources, Conservation & Recycling; Clean Technologies and Environmental Policy; Journal of Knowledge Management; R&D Management

Sage Open.
He serves as ad hoc reviewer for the following international conferences: PowerTech 2019 (+ Poster session chairman), International Forum on Knowledge Asset Dynamics 2019, IEEE International Conference on Environment and Electrical Engineering 2019, R&D Management Conference 2018, IEEE International Conference on Environment and Electrical Engineering 2018, 2019, 2020 and Industrial and Commercial Power Systems Europe 2018.

He is member of Scientific Technical Committee of Automotive Conference.
He is member of the Editorial Board of the World Open Innovation Conference 2019
He is member of the Organizing Committee of 25th AiIG PhD Summer School 2017.
He is member of the Organizing Committee of 40th R&D Management Conference 2018.
He served as Poster session chairman during the PowerTech 2019 conference.
He served as Track proponent during the XXX Annual Scientific Meeting AiIG (Track 11: Sustainable Business Models & Circular Economy)

He serves as PhD dissertation Discussant within the XXXV° cycle PhD program at the School of Management of Politecnico di Milano

He served as start-ups tutor, mentor and evaluator in several related challenges (such as Edison Start, GDF-SUEZ Challenge).

He attended the Startup Program (ed. 2015) at MIP Politecnico di Milano Graduate School of Business.
He attended the Case Method Teaching Seminar Part I. (ed. May 2018) at IESE Business School and promoted by Harvard Business Publishing

PUBLICATIONS:
BOOK CHAPTERS (1-7)
JOURNAL PAPERS (1-11)
CONFERENCE PAPERS (1-19)
REPORTS (1-10)
WORKING PAPER (1-9)

ANNEXES

Book chapters (BC)

BC.1 Frattini F., Franzò S. (2018) "Il ruolo della cultura organizzativa nei processi di Open Innovation" in Franco Angeli (ed.), "Open innovation made in Italy. Lo sviluppo dell'innovazione aperta nelle imprese italiane – pagg. 123-141, ISBN: 978-88-917-7902-1.
BC.2 Chiesa V., Franzò S., Guiducci M. (2017) "L'efficienza energetica e domotica nelle città" in Mimesis Edizioni (ed.), "La prossima città – pagg. 263-290, ISBN: 978-88-5754-511-0
BC.3 Urbinati A., Franzò S., De Massis A., Frattini F. (2017) "Innovation in Family Firms: a Review of Prior Studies and a Framework for Future Research" in Palgrave Macmillan (ed.), Revolution of Innovation management – Internationalization and Business Models - Pagg. 213-246, ISBN: 978-1-349-95122-2.
BC.4 Chiesa V., Franzò S., Frattini F. (2016) "Energy Community: la valutazione tecnico–economica" in AICARR (ed.), *Strategia per le comunità dell'energia su scala urbana*, 1a edizione, Editoriale Delfino, Milano, 2016, Pagg. 59-67.
BC.5 Chiesa M., Chiesa V., Franzò S. (2015) "Le tecnologie incentivate con il meccanismo dei Certificati Bianchi" e "Fattori di criticità di alcuni strumenti finanziari e possibili soluzioni" in Enea (ed.), Rapporto Annuale Efficienza Energetica 2015, Enea Servizio Comunicazione, Roma, pp. 69-77 e 144-146. ISBN 978-88-8286-317-3.
BC.6 Chiaroni D., Chiesa V., Franzò S., Frattini F. (2014) "Smart Green Energy Communities: a definition and an analysis of their economic sustainability in Europe" in Clark II W. and Cooke G. (eds.), The Green Industrial Revolution, 1st Edition, Butterworth-Heinemann, Boston, 2015, Pages 377-391, ISBN 978-01-2802-314-3.
BC.7 Campiotti C.A., Chiaroni D., Chiesa M., Chiesa V., Costanzo E., Di Bonito R., Di Franco N., Fasano G., Finzi F., Franzò S., Frattini F., Giagnacovo G., Giuffrida L.G., Latini A., Lelli M., Messina G., Orchi S., Rifici R., Sàlama A.M., Scoccianti M., Viola C., Zinzi M. (2013) "Ricerca applicata, tecnologie e strumenti a livello settoriale" in Enea, Rapporto Annuale Efficienza Energetica 2012, Enea Servizio Comunicazione, Roma, pp. 45-76. ISBN 978-88-8286-300-5.

Journal papers (JP)

JP.1 Franzò, S., Frattini F., Landoni, P. (2020) "Performance Measurement of Collaborative Research and Development: An Exploratory Analysis *International Journal of Innovation and Technology Management, forthcoming.*
JP.2 Manfredi Latilla V., Urbinati A., Cavallo A., Franzò S., Ghezzi (2020) "Organizational Re-Design for Business Model Innovation while exploiting digital technologies: A Single Case Study of an Energy Company" *International Journal of Innovation and Technology Management, 2040002*.
JP.3 Manfredi Latilla VM., Frattini F., Franzò S., Chiesa V. (2020) "Organizational change and business model innovation: an exploratory study of an energy utility company", International Journal of Innovation Management, vol. 24 (4), 2050036.
JP.4 Franzò, S., Frattini F., Cagno E., Trianni, A. (2019) "A multi-stakeholder analysis of the economic efficiency of industrial energy efficiency policies: Empirical evidence from ten years of the Italian White Certificate Scheme", *Applied Energy*, vol. 240, pp. 424-435.
JP.5 Frattini F., Bianchi M., Franzò S. (2019) "Identifying Factors Influencing the Price of Technology Licenses: a Framework Grounded in Negotiation Research", *International Journal of Innovation Management,* vol. 23 (5) pp. 1-34.
JP.6 Chiaroni D., Chiesa V., Franzò S., Frattini F., Urbinati A. (2019) "How incumbents manage waves of disruptive innovations: an exploratory analysis of the global music industry", *International Journal of Innovation and Technology Management*, vol. 16 (1), pp. 1-23.

JP.7 Urbinati A., Chiaroni D., Chiesa V., Franzò S., Frattini F. (2018) "An Exploratory Analysis on the Contextual Factors that Influence Disruptive Innovation: the Case of Uber", *International Journal of Innovation and Technology Management,* vol. 15 (3), pp. 1-23.
JP.8 Chiaroni D., Chiesa V., Franzò S., Frattini F., Manfredi Latilla V. (2017) "The Impact of Electricity Tariffs Reform on Renewable Energies and Energy Efficiency Investments: the Case of the Residential Market in Italy", *International Journal of Green Energy*, vol. 14 (11), pp. 889-898.
JP.9 Bianchi M., Di Benedetto A., Franzò S., Frattini F. (2017) "Selecting Early Adopters to Foster the Diffusion of Innovations in Industrial Markets: Evidence from a Multiple Case Study". *European Journal of Innovation Management*, vol. 20 (4), pp. 620-644.
JP.10 Chiaroni D., Chiesa V., Franzò S., Frattini F., Manfredi Latilla V. (2017) "Overcoming internal barriers to industrial energy efficiency through energy audit: a case study of a large manufacturing company in the home appliances industry". *Clean Technologies and Environmental Policy*, vol. 19, pp.1031-1046.
JP.11 Chiaroni D., Chiesa M., Chiesa V., Franzò S., Frattini F., Toletti G. (2016) "Introducing a new perspective for the economic evaluation of industrial energy efficiency technologies: an empirical analysis in Italy", *Sustainable Energy Technologies and Assessments*, vol. 15, pp.1-10.

Conference papers (CP)

CP.1 Franzò S., Nasca A. (2020) "The environmental impact of electric vehicles: a comparative LCA-based evaluation framework and its application to the Italian context", Fifteenth International Conference on Ecological Vehicles and Renewable Energies (EVER), Monaco, 10-12 September.
CP.2 Franzò S., Urbinati A., Chiaroni D. (2020) "Enablers and Barriers for Circular Business Models: An empirical analysis in the Italian electric mobility industry", International Network for Economic Research (INFER), digital conference, 1-3 July.
CP.3 Franzò S., Urbinati A., Frattini F. (2019) "Investigating the relationship between organisational culture and the adoption of open innovation: a multiple project-based case analysis in the energy efficiency industry", World Open Innovation Conference (WOIC), Rome, Italy, December 12-14.
CP.4 Franzò S., Urbinati A., Chiaroni D., Chiesa V., (2019) "Embracing circular economy in the e- mobility industry: a comprehensive literature review", XXX RSA AiIG, Torino, Italy, October 17-18.
CP.5 Franzò, S., Frattini F., Cagno E., Trianni, A. (2019) "Towards a comprehensive analysis of energy efficiency policies for buildings: lessons learnt from the Italian tax relief scheme", International Conference on Applied Energy (ICAE), Vasteras, Sweden, August 12-15.
CP.6 Franzò S., Urbinati A., Chiaroni D., Chiesa V., (2019) "Adopting Circular Economy from a Strategic Management perspective: an exploratory multiple cases analysis into the pulp&paper industry", (IFKAD) 2019 conference, Matera, Italy, June 5-7.
CP.7 Franzò S., Bianchi M., Frattini F. (2018) "Technology Licenses Pricing: a Theoretical Framework", 40th R&D Management Conference, Milan, Italy, 30 June - 4 July.
CP.8 Longo M., Franzò S., Manfredi Latilla V.M., Bracco S. (2018) "Towards the New Concept of Smart Roads: Regulatory Framework and Emerging Projects Overview", 2018 International Conference of Electrical and Electronic Technologies for Automotive, Milan, Italy, 9 - 11 July.
CP.9 Franzò S., Longo M., Manfredi Latilla V.M., Antonucci G. (2018) "Smart Energy Management of Railway Station", 2018 IEEE International Conference on Environment and Electrical Engineering and 2018 IEEE Industrial and Commercial Power Systems Europe (EEEIC / I&CPS Europe), Palermo, Italy, 12 – 15 June.
CP.10 Franzò S., Frattini F., Manfredi Latilla V., Brenna M., Foiadelli F., Longo M. (2017) "The diffusion of Electric Vehicles in Italy as a means to tackle main environmental issues", Twelfth International Conference on Ecological Vehicles and Renewable Energies (EVER), Monaco, 11-13 April.
CP.11 Franzò S., Frattini F., Manfredi Latilla V., Longo M., Foiadelli F. (2017) "Towards the diffusion of Smart Buildings: the Economic Viability of the Adoption of a Home Automation System in an Existing Building", 12th IEEE Power and Energy Society PowerTech Conference, PowerTech, Manchester, UK, 18-22 June.

CP.12 Franzò S., Frattini F., Longo M., Manfredi Latilla V., (2017) "The Electricity Tariffs Reform for the Residential Market in Italy", 6th International Conference on Clean Electrical Power (ICCEP), Santa Margherita Ligure, Italy, 27-29 June.
CP.13 Longo M., Foiadelli, F., Franzò S., Frattini F., Manfredi Latilla V., (2017) "Towards the development of residential smart districts: The role of EVs", 17th IEEE International Conference on Environment and Electrical Engineering and 2017 1st IEEE Industrial and Commercial Power Systems Europe, EEEIC / I and CPS Europe, , Milan, Italy, 6-9 June.
CP.14 Chiaroni D., Chiesa V., Franzò S., Frattini F. (2016) "Evaluating Battery Energy Storage Systems: an Analysis of their Adoption with Photovoltaic Plants in Italy", 16th IEEE International Conference on Environment and Electrical Engineering, Florence, Italy, 7-10 June.
CP.15 Chiesa M., Franzò S. (2015) "The Economic Evaluation of Energy Efficiency in Industry: an Innovative Methodology", 2015 ACEEE Summer Study on Energy Efficiency in Industry, Buffalo, NY, 4-6 August.
CP.16 Chiaroni, D., Chiesa, V., Franzò, S., Frattini, F., Urbinati, A. (2016) "How incumbents manage waves of disruptive innovation: an empirical analysis", 27th ISPIM Innovation Conference, Porto, Portugal, 19-22 June.
CP.17 Chiaroni, D., Chiesa, V., Franzò, S., Frattini, F., Huizingh, E. (2015) "The Role of Organizational Culture in OI Process: Theoretical Framework", 26th ISPIM Innovation Conference, Budapest, Hungary, 14-17 June.
CP.18 Chiaroni D., Chiesa M., Chiesa V., Franzò S., Frattini F., Landoni P. (2015) "Performance Measurement of Collaborative Research & Development: an Exploratory Analysis", 26th ISPIM Innovation Conference, Budapest, Hungary, 14-16 June.
CP.19 Chiaroni, D., Chiesa, V., Franzò, S., Frattini, F., Urbinati, A. (2015) "From radical to disruptive innovation: the relevance of the context factors", 16th International CINet Conference, Stockholm, Sweden, 13-15 September.

Reports (R)

R.1 Chiaroni D., Di Lieto A., Franzò S., Frattini F. (2019) "*Electricity Market Report"*, Politecnico di Milano Dipartimento di Ingegneria Gestionale Collana quaderni AIP, Milano, Italy, ISBN 978-88-64930-49-7.
R.2 Chiaroni D., Franzò S., Frattini F., Sgambaro L. (2019) "*Smart Mobility Report"*, Politecnico di Milano Dipartimento di Ingegneria Gestionale Collana quaderni AIP, Milano, Italy, ISBN 978-88-98399-34-5.
R.3 Cavallaro D., Chiaroni D., Chiesa M., Franzò S., Frattini F. (2015) "*Intelligent Building Report"*, Politecnico di Milano Dipartimento di Ingegneria Gestionale Collana quaderni AIP, Milano, Italy, ISBN 978-88-98399-13-0.
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R.8 Chiaroni D., Franzò S., Frattini F. (2013) "*Smart Grid Report"*, Politecnico di Milano Dipartimento di Ingegneria Gestionale Collana quaderni AIP, Milano, Italy, ISBN 978-88-98399-06-2.
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Working papers (WP)

WP.1 Franzò S., Urbinati A., Chiaroni D., Chiesa V. "Adopting Circular Economy in New Product Development: an evidence-based research framework", *Business Strategy and the Environment* (under review)
WP.2 Doppio N., Franzò S., Mion L., Frattini F., Manfredi Latilla V., "Open Innovation policies for SMEs: a Case Study from an Italian Publicly-funded Innovation Agency"*, Journal of Product Innovation Management* (under review)
WP.3 Franzò S., Urbinati A., Designing Circular Business Models for Battery Second Use: A Literature Review and a Novel Framework, *Technology Forecating and Social Change* (under review)
WP.4 Franzò S., Longo M., Frattini F., Foiadelli F., Towards the diffusion of Smart Buildings: the Economic Viability of the Adoption of a Home Automation System in an Existing Building, *International Journal of Energy and Environmental Engineering* (under review)
WP.5 Franzò S., Nasca A., The environmental impact of electric vehicles: a comparative life cycle-based evaluation framework and its application to multi-country scenarios, *Journal of Cleaner Production* (under review)
WP. 6 Falabretti D., Franzò S., Participation of RES and ESS to the Italian ancillary services market: a collaborative approach based on domestic users' aggregation (under preparation)
WP.7 Cagno E., Storoni E., Franzò S., Trianni A. A dynamic characterization framework of energy efficiency services and its application to the Italian and Australian markets (under preparation)
WP.8 Franzò, S., Frattini F., Cagno E., Trianni, A., Towards a comprehensive analysis of energy efficiency policies for buildings: lessons learnt from the Italian tax relief scheme (under preparation)
WP.9 Franzò S., Urbinati A., Chiaroni D, Circular business models in the Italian electric mobility industry: A literature review and survey data analysis (under preparation)
WP.10 Urbinati A., Franzò S., Chiaroni D, Enablers and Barriers for Circular Business Models: a value-chain perspective (under preparation)
WP.11 Ogliari E., Pretto S., Franzò S., Di Lieto A., The role of PV plants in ancillary service market in Italy: a techno-economic assessment (under preparation)

Scopus Publications overview

	Published	Under review	Under preparation
# of publications	18	6	6
# of Q* (Q1 Scopus) publications	2	4	5
H Index	4	-	-
# of citations	69	-	-

Autorizzo al consenso del trattamento dei dati ai sensi del D. Lgs. 30 giugno 2013, n. 196 "Codice in materia di protezione dei dati personali" ed alla pubblicazione degli stessi secondo le norme vigenti in materia di trasparenza degli atti amministrativi.