

**PRAXI**

*Improving Performance*

**MANAGEMENT CONSULTING • INFORMATION TECHNOLOGY  
VALUATIONS and APPRAISALS • HUMAN RESOURCES**



**PRAXI S.p.A. - MANAGEMENT CONSULTING**

Bologna Brescia Florence Genoa Milan Naples Padua Rome Turin Verona  
London

[www.praxi.praxi](http://www.praxi.praxi)



PRAXI is a leading Italian management consulting firm.

Established in 1966, PRAXI currently has 250 employees in 10 offices and 6 million Euro of Share Capital. The firm offers products and services through four divisions: Management Consulting, Information Technology, Valuations and Appraisals, Human Resources.

PRAXI stands out for its ability to offer clients a complete suite of integrated services.

By combining its passion for consulting with a dedication to working in partnership with its clients, PRAXI has developed long-lasting professional alliances.

Clients benefit from the strong entrepreneurial culture at PRAXI that guides its practical and results-oriented approach.

By helping its clients achieve success, PRAXI has attained a prominent position in the Italian management consulting sector.

## PRAXI MANAGEMENT CONSULTING

Our consultants provide the following services:

Management Consulting (Governance, Organizational Assessment and Review, Organizational Development, Quality Control Systems design and implementation).

Lean Thinking and Lean Six Sigma, to improve the quality of products and services while reducing costs.

Administration, Finance and Control - Marketing and Sales - Production (Planning, Supply Chain Management, Logistics).

Praxi Management Consulting often works in tight collaboration with Praxi Information Technology.

Our clients include: Azimut Benetti, Bennet, Cattolica University, General Electric, Il Sole 24 Ore, INTESA SANPAOLO, Mont Blanc Tunnel, RCS Corriere della Sera, Reale Mutua Assicurazioni, Renault-Nissan, Roche and Telecom Italia.

## PRAXI INFORMATION TECHNOLOGY

Praxi Information Technology drives continued development in the following areas:

**Information Systems Assessment:** a strong methodology approach aimed at identifying critical issues and developing solutions to improve organization, processes and systems architecture.

**Applications and Architectural Solutions:** from the utilisation of Microsoft AX solutions and CRMs, to ad-hoc web-based applications. Project Management, from concept and design to implementation and maintenance.

Our proven expertise in business processes across an array of sectors allows us to offer quick and reliable solutions that meet specific business needs.

**Business Intelligence:** PRAXI designs and implements Business Information Management solutions, from the definition of metadata through to the construction of management dashboards, enabling our clients to exploit the vast amounts of available company data.

**Systems Integration:** solutions implementation for system integration. Working in concert with our Management Consulting Division and in alliance with Microsoft, Oracle, QlikView and Business Objects, translate into benefits for our clients and reliability of the proposed solutions.

## PRAXI VALUATIONS and APPRAISALS

Over the past three years PRAXI has appraised assets worth more than 50 billion Euro.

Our Valuations and Appraisals Division is organised into two business units:

**Praxi Industrial**, active in both tangible and intangible industrial assets, provides the following services:

Business Valuation Services - Insurance Valuation Services - IFRS Valuation Services - Management Valuation Services - Renewable Energy Valuation Services - Patents and Trademarks Valuation.

**Praxi Real Estate** is active in the property and transaction appraisal market, and was one of the first Italian companies to be "regulated by RICS". We offer the following services: Real Estate Valuation Services

- Due Diligence - Strategic Advisory - Investment Advisory - Loan Valuations.

Our major clients include: Airports in Naples, Turin and Venice, Archon, Banca Popolare di Vicenza, BNP Paribas REIM, Cariparma, Carraro, Municipality of Turin (Stadio delle Alpi), ENI, Ferrero, Italian Railways, FIAT Partecipazioni, Fondiaria-SAI, Generali, Henkel, Intesa Sanpaolo, MARCEGAGLIA Group, NH Hoteles, the Italian Post Office, Reale Mutua Assicurazioni, Versace, Zucchi and Zurich.

## PRAXI HUMAN RESOURCES

Praxi Human Resources provides the following services:

**Executive Search:** Top Managers search at the national level and worldwide.

**Search and Selection:** Middle Management Search, Valuation and Selection - Large Scale Selection.

**Organisational Development:** Competencies Models - Performance Valuation Systems - Role Valuation Systems - Talent Assessments - Key People Management Systems - Rewards Systems and Remuneration Policies - Organisational Climate Surveys - Training Management Systems - Career Counselling and Outplacement Services.

**Professional Training:** Tailor-Made Training - **praxiacademy**<sup>®</sup> (Intercompany Training Courses) - Coaching - Training for Specific Competencies (sales, economics and technical).

HR Software Applications: PRAXI has designed and developed its own software applications to support the HR management process: **praxiselper**<sup>®</sup> (candidate data management), **praxi4people**<sup>®</sup> (web-based for HR development processes), **praxi360**<sup>®</sup> (climate surveys and 360° assessments), **praxi4leadership**<sup>®</sup>, the exclusive APP that enhances leadership through 360° evaluation and development of your managerial skills.

PRAXI's Group includes:



**PRAXI Intellectual Property S.p.A.**  
is a firm specialized in the Industrial and Intellectual Property field.  
[www.praxi-ip.praxi](http://www.praxi-ip.praxi)



**PRAXI Alliance**  
offers Executive Search and HR Consulting services, through a worldwide network of specialized Member Companies.  
[www.praxialliance.praxi](http://www.praxialliance.praxi)



**PRAXI Valuations**  
Global Independent Advisers  
[www.praxivaluations.praxi](http://www.praxivaluations.praxi)



**Consalia Ltd**  
is a joint venture company based in London, with specific know-how in sales and marketing, that delivers consultancy and training programs worldwide.  
[www.consalia.com](http://www.consalia.com)

**PRAXI S.p.A. - MANAGEMENT CONSULTING**

10125 TURIN Italy  
C.so Vittorio Emanuele, 3  
P +39 011 6560 - F +39 011 650 24 29  
torino@praxi.praxi

Bologna - Brescia - Florence - Genoa - Milan  
Naples - Padua - Rome - Turin - Verona  
[www.praxi.praxi](http://www.praxi.praxi)

**PRAXI INTELLECTUAL PROPERTY S.p.A.**

Industrial and Intellectual Property Consulting

10125 TURIN Italy  
C.so Vittorio Emanuele, 3  
P +39 011 669 60 30 - F +39 011 650 22 01  
torino@praxi-ip.praxi

Genoa - Milan - Padua - Rome - Savona  
Trento - Turin - Verona  
[www.praxi-ip.praxi](http://www.praxi-ip.praxi)

**PRAXI ALLIANCE**

Worldwide Executive Search

[www.praxialliance.praxi](http://www.praxialliance.praxi)

**PRAXI VALUATIONS**

Global Independent Advisers

[www.praxivaluations.praxi](http://www.praxivaluations.praxi)

**CONSALIA Ltd**

Global Sales Performance Improvement

LONDON

The Glasshouse, 5a Hampton Road, Hampton Hill,  
Middlesex TW12 1JN  
P +44 20 8977 6944 - F +44 20 8614 8030

[www.consalia.com](http://www.consalia.com)



*Improving Performance*

**PRAXI S.p.A. - MANAGEMENT CONSULTING**

Fully paid-up capital 6,000,000 Euro

40122 BOLOGNA  
Via Guglielmo Marconi, 71  
P +39 051 246 130  
F +39 051 247 311  
bologna@praxi.praxi

50129 FLORENCE  
Via Cristoforo Landino, 14  
P +39 055 486 879  
F +39 055 475 011  
firenze@praxi.praxi

20145 MILAN  
Via Mario Pagano, 69/A  
P +39 02 43 002  
F +39 02 481 29 29  
milano@praxi.praxi

35131 PADUA  
Via Niccolò Tommaseo, 76/D  
P +39 049 875 27 55  
F +39 049 660 732  
padova@praxi.praxi

10125 TURIN  
Corso Vittorio Emanuele, 3  
P +39 011 65 60  
F +39 011 650 24 29  
torino@praxi.praxi

25121 BRESCIA  
Via IV Novembre, 1/d  
P +39 030 377 59 98  
F +39 030 290 77 62  
brescia@praxi.praxi

16121 GENOA  
Via XX Settembre, 8  
P +39 010 553 13 19  
F +39 010 580 388  
genova@praxi.praxi

80133 NAPLES  
Via Guglielmo Melisurgo, 4  
P +39 081 551 19 45  
F +39 081 551 99 43  
napoli@praxi.praxi

00187 ROME  
Via Leonida Bissolati, 20  
P +39 06 3 999 3  
F +39 06 39 721 960  
roma@praxi.praxi

37122 VERONA  
Corso Porta Nuova, 60  
P +39 045 800 98 32  
F +39 045 803 20 41  
verona@praxi.praxi

Headquarters: 10125 TURIN - Corso Vittorio Emanuele, 3 - P +39 011 6560 - F +39 011 650 21 82 - praxi@praxi.praxi  
Fiscal Code and VAT N° IT 01132750017 - Aut. MLPS 13/I/0003868/03.04 e 39/0006096/MA004.A003

[www.praxi.praxi](http://www.praxi.praxi)



PRAXI è certificata UNI EN ISO 9001:2008