

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



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:

praxiexecutive[®]: Executive 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**[®] (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**[®] (candidate data management), **praxi4people**[®] (web-based for HR development processes), **praxi360**[®] (climate surveys and 360° assessments), **praxi4leadership**[®], 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 specializing in Industrial and Intellectual Property field.
www.praxi-ip.praxi



Praxi Alliance Ltd
offers Executive Search and HR Consulting services, through a worldwide network of specialized Member Companies.
www.praxialliance.praxi



Praxi Valuations Ltd
Global Independent Advisers
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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.
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PRAXI is a member of **EI-Consulting Group**, a network of management consulting companies leading in their local markets, with 25 offices and more than 1,000 Consultants worldwide.



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