



Strategic partner for the
challenges of the public
sector

Highlights

COMPANY PRESENTATION

■ ■ **LATTANZIO**
KIBS
knowledge
intensive
business
services

About us

Lattanzio KIBS is the most prominent Italian consulting boutique for the public sector operating in the global market.

For over 25 years we have been integrating knowledge-intensive business services to modernize the public administration in Italy and internationally.



Purpose

We have always been committed to the public sector, as driver of economic and social development.

We are focused on producing innovation in various policy areas to enhance administrative capacity and improve the quality of services to citizens and businesses, and to implement projects that foster the growth of country systems.



Lattanzio KIBS
promotes innovation
- in all its various forms -
into government
institutions and
public administrations

We are a Benefit Corporation

A virtuous status that formally expresses Lattanzio KIBS' social commitment to pursuing common good goals.

“Contributing to promote, at all levels, the culture of innovation of institutions and public administrations to accelerate their modernization as an engine of development of the economy and society for the benefit of competitiveness, productivity, sustainability, and inclusiveness of the country system.”

As a Benefit Corporation, the purpose of Lattanzio KIBS is to create shared value from its historical vocation:

- in institutions and public administrations accelerating the modernization of the public sector with its own activity
- in the educational system and the labour market orienting young people to engage in public sector modernization within institutions or from outside through advisory work
- in the public sector promoting open innovation and impact investing
- in its own organization encouraging socially responsible forms of management

Our History

1999

LATTANZIO E ASSOCIATI consulting and training firm specializing in the public sector is founded in Milan

LATTANZIO E ASSOCIATI



2002

The Milan office is joined by Rome and Bari

In just a few years the company gets assignments at all institutional levels

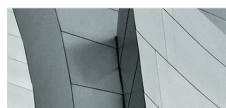
2007

Path to internationalization begins

Acquisition of CPL92

2009

Ezio Lattanzio is president of Confindustria Assoconsult



knowledge
intensive
business
services

2010

Acquisition of EMMERRE to increase references related to the justice sector

2011

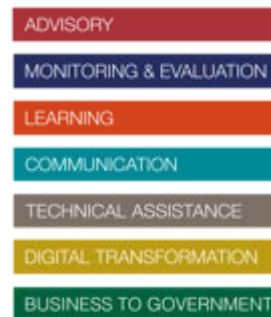
Ezio Lattanzio is Chairman of FEACO, European Federation of Management Consulting Associations

2013

The 'KIBS' Project was born

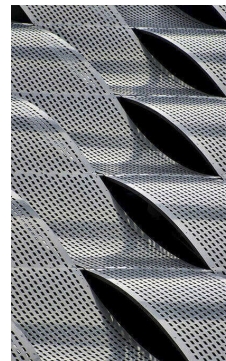
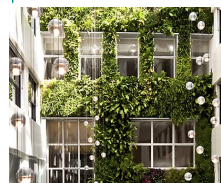
Acquisition of ECOSFERA VIC to strengthen the M&E practice

Acquisition of LEMAN to enrich know-how on start-ups and business incubation



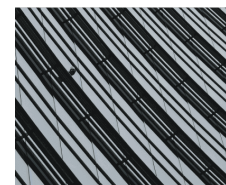
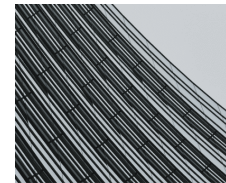
2015

Brussels office opens



2014

Acquisition of DRN to expand the market for international cooperation



2017

Adheres to the UN Global Compact

Acquisition of ITALTREND to further expand ability to compete internationally

2020

Introduction of Model 231 to ensure standards of excellence with respect to the regularity / transparency of administrative behavior

2022

Qualification as a Benefit Corporation



2023

Certification as an innovative SME

2024

Publication of its inaugural Impact Report

Strong expertise in specific fields of intervention

PA REFORM & GOVERNANCE

NEW PUBLIC MANAGEMENT | PLANNING & CONTROL SYSTEM | ADMINISTRATIVE SIMPLIFICATION | ACCOUNTABILITY | QUALITY OF SERVICE | ORGANIZATIONAL IMPROVEMENT

JUSTICE & SECURITY

ORGANIZATIONAL IMPROVEMENT | RULE OF LAW

LOCAL DEVELOPMENT

SUPPLY CHAIN DEVELOPMENT | REGIONAL ECONOMIC INTEGRATION | STRATEGIC PLANNING | INVESTMENT ATTRACTION | PLACE MARKETING | TOURISM, CULTURE AND SPORT

PRIVATE SECTOR DEVELOPMENT

SMEs DEVELOPMENT | STARTUP & BUSINESS INCUBATION | OPEN INNOVATION FOR PUBLIC SECTOR | PUBLIC-PRIVATE PARTNERSHIP (PPP) | INTERNATIONALISATION

AGRICULTURE, FORESTRY & FISHERY

RURAL DEVELOPMENT | AGRICULTURE | FOOD SAFETY AND FOOD SECURITY | FORESTRY | FISHERIES AND AQUACULTURE

LABOUR MARKET & EDUCATION

EMPLOYMENT & LABOUR MARKET | VOCATIONAL EDUCATION AND TRAINING | EDUCATION SYSTEM

SOCIAL DEVELOPMENT

GENDER EQUALITY & INCLUSION | LONGEVITY | WELFARE & SOCIAL PROTECTION | HEALTH

HUMAN RIGHTS

CHILDREN RIGHTS | FRAGILITY & CRISIS MANAGEMENT | MIGRATION AND REFUGEES | DEMOCRATISATION | CIVIL SOCIETY

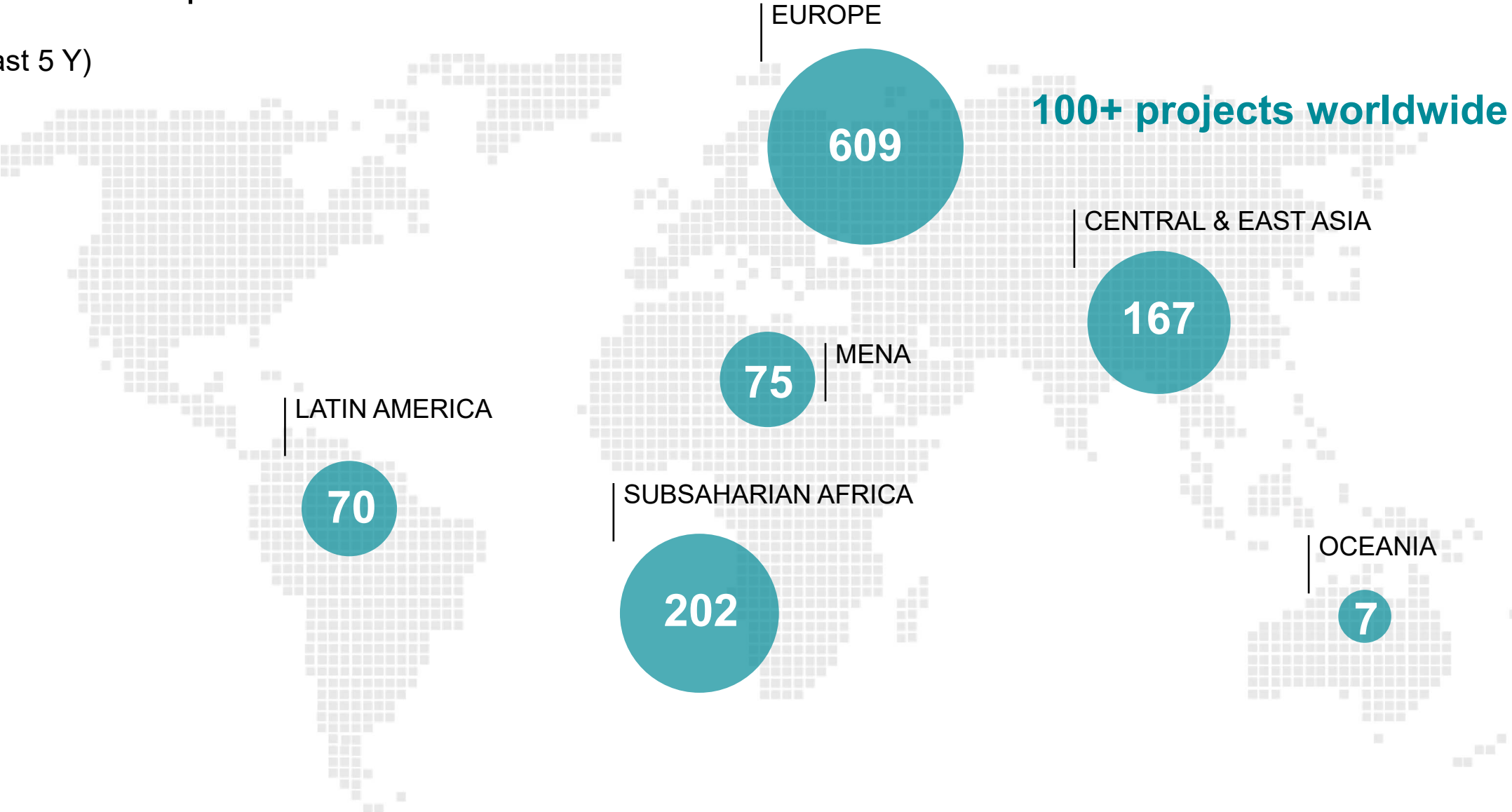
ENERGY & ENVIRONMENT

SUSTAINABILITY TRANSITION | ENVIRONMENTAL CRIME PREVENTION | NUCLEAR SAFETY & CBRN RISK MANAGEMENT | CLIMATE CHANGE | WATER AND SANITATION



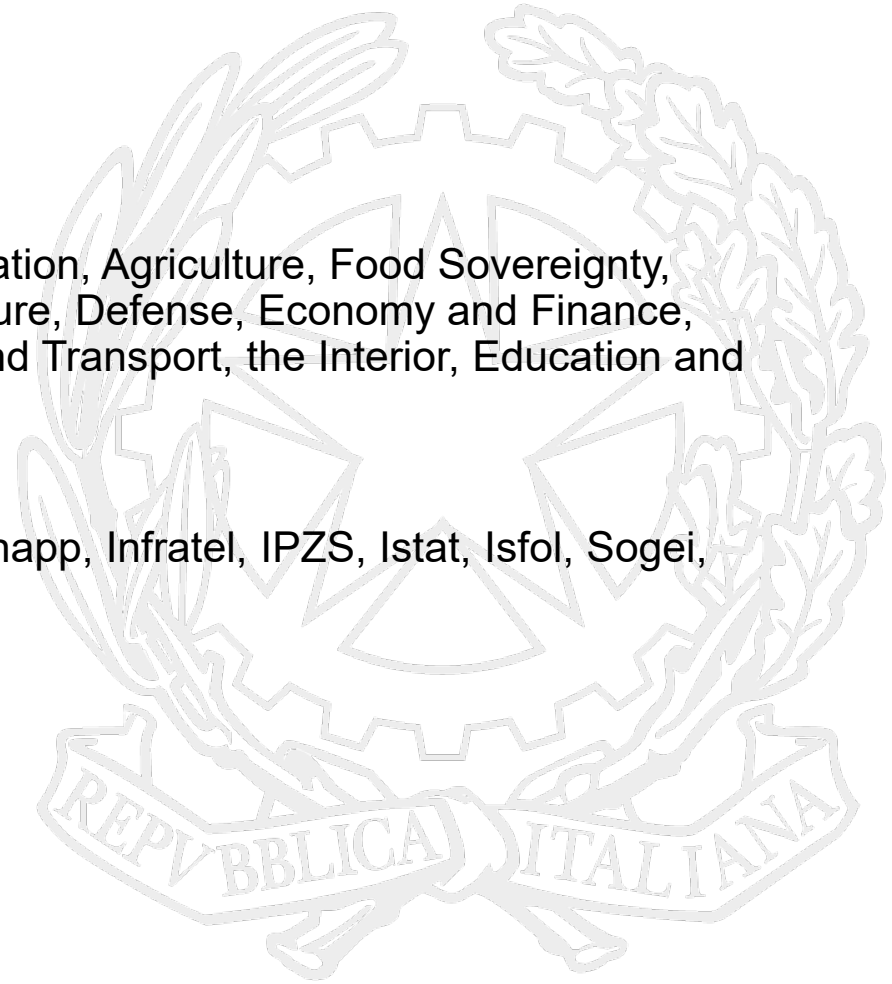
Projects developed in more than 130 countries

(last 5 Y)



At all levels of the institutional supply chain across the Italian territory

- **Prime Minister's Office**
- **Ministry** of Foreign Affairs and International Cooperation, Agriculture, Food Sovereignty, and Forests, Environment and Energy Security, Culture, Defense, Economy and Finance, Justice, Business and Made in Italy, Infrastructure and Transport, the Interior, Education and Merit, Labour and Social Policies, and Health
- **45+ Judicial Offices**
- **30+ Central Agencies** (including FS Italiane, Inail, Inapp, Infratel, IPZS, Istat, Isfol, Sogei, Sogesid)
- **All Regions**
- **90+ Territorial Authorities**
- **300+ Local Administrations**



Our uniqueness is integrating multiple services in consulting

Lattanzio KIBS offers professional services that are an expression of different consulting 'practices' and work integrated to enhance the required skill set.

Our ability to present innovative solutions through approaches, methodologies and tools natively shared internally translates **into an asset for strategic decision support**.

Especially when dealing with complex projects that require a wide and diverse range of interventions with a 360-degree view.

Integration of expertise allows for **improving the information base, considering each and every variable that may impact the expected outcome**, and thus stimulating planning and execution skills that **make action more effective**.

ADVISORY

MONITORING & EVALUATION

LEARNING

COMMUNICATION

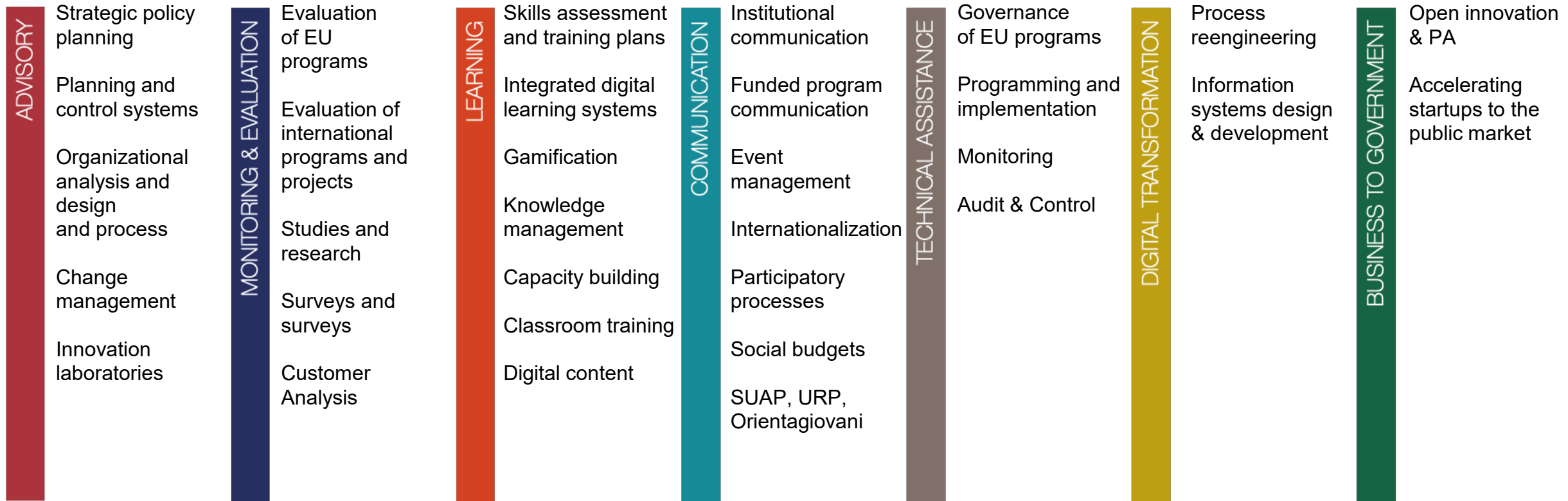
TECHNICAL ASSISTANCE

DIGITAL TRANSFORMATION

BUSINESS TO GOVERNMENT

knowledge intensive business services

knowledge intensive business services



Our assets

Lattanzio KIBS has developed tools, methodologies, and approaches to successfully implement projects

We have excellent team coordination and client interface capabilities.

We have an integrated and customized web platform (dashboard) that allows centralized administrative, technical, and financial management of all tenders and contracts.

We rely on an advanced database with thousands of international freelance consultant profiles and machine learning

- to identify experts matching specific profiles and skills quickly
- to access relevant information about the expert, their previous interactions with Lattanzio KIBS project managers, performance on completed projects, references, and other useful documents

KNOWLEDGE MANAGEMENT

- Centralized storage of all company data
- Process engineering
- Standardization of tools and methodologies

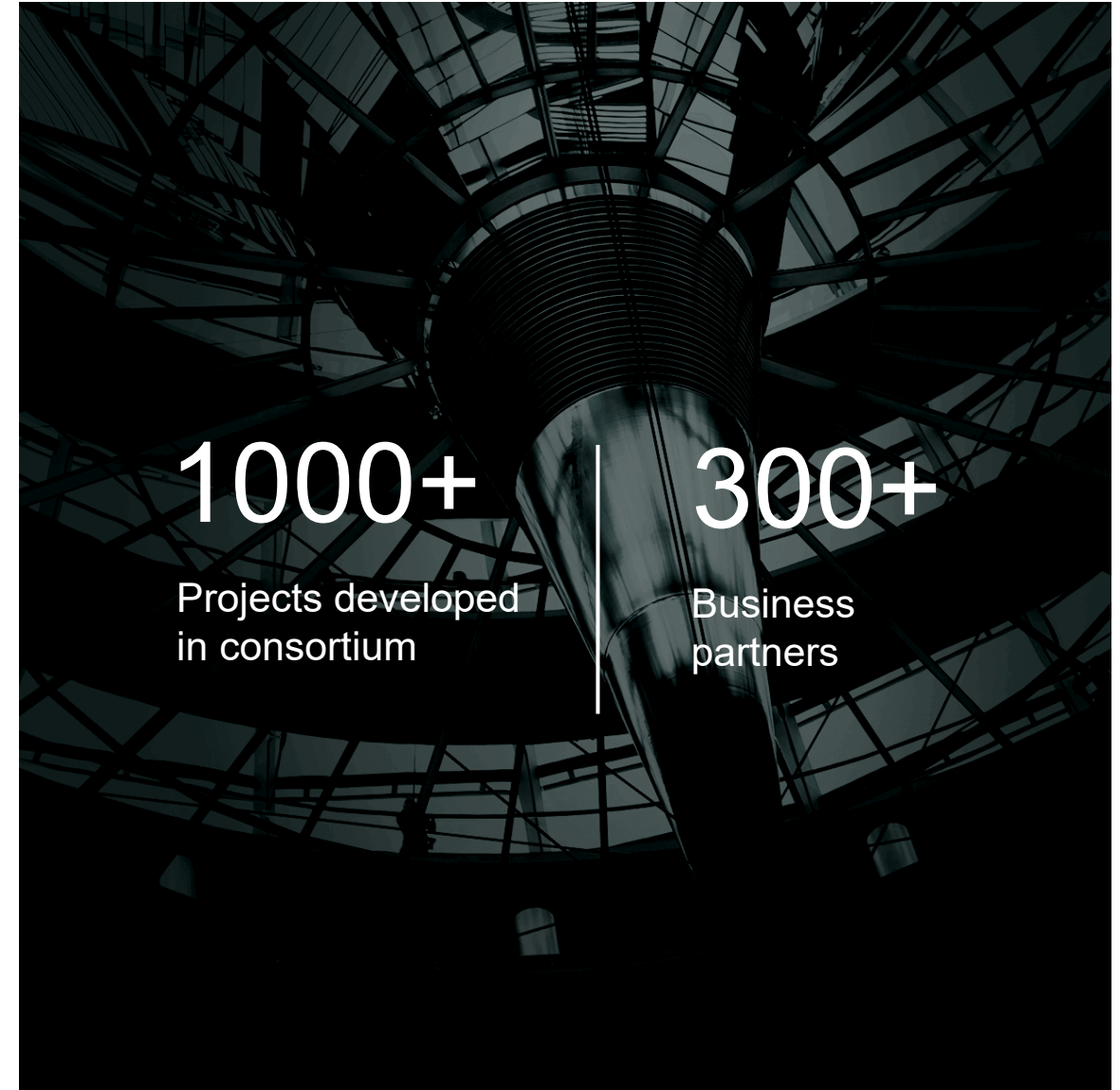
DIGITALIZATION

- Proprietary customized ERP system for all project and management control activities through a dashboard
- Search engine system for quick expert identification
- Remote Desktop, allowing users to access the company's file system anytime and from any computer
- Collaborative working

Our partnerships

We have a proven track record of implementing projects based on strong working relationships with strategic partners and within international consortia.

- > LARGE MULTINATIONAL CORPORATIONS
e.g. KPMG, PwC, EY, Deloitte, Accenture, HP, FCA, Brembo
- > MANAGEMENT CONSULTING COMPANIES
- > PUBLIC ENTITIES
National agencies
- > UNIVERSITIES
e.g. Bocconi | Politecnico di Milano
Scuola superiore di Pisa
University of Helsinki | Oslo | Tallin
| Vienna | Athens |
Sofia | Madrid | Sussex |
Southampton
- > LOCAL PARTNERS
- > INDUSTRY EXPERTS



Sustainability

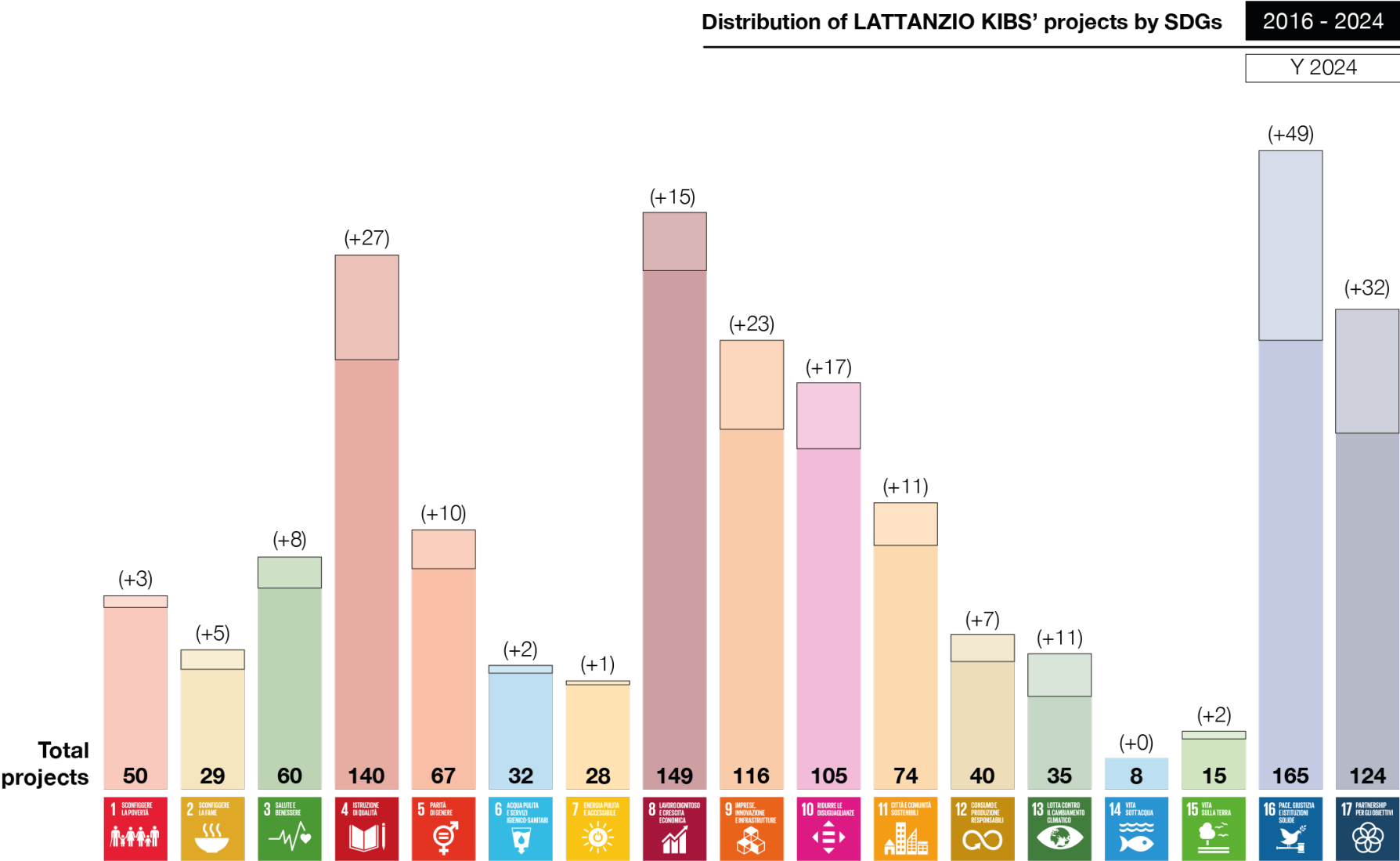
Lattanzio KIBS has embarked on a path to sustainability in its business model.

It contributes its business to the SDGs of the **UN 2030 Agenda** and creates value by capturing materially **relevant ESG (Environmental, Social and Governance) criteria**.

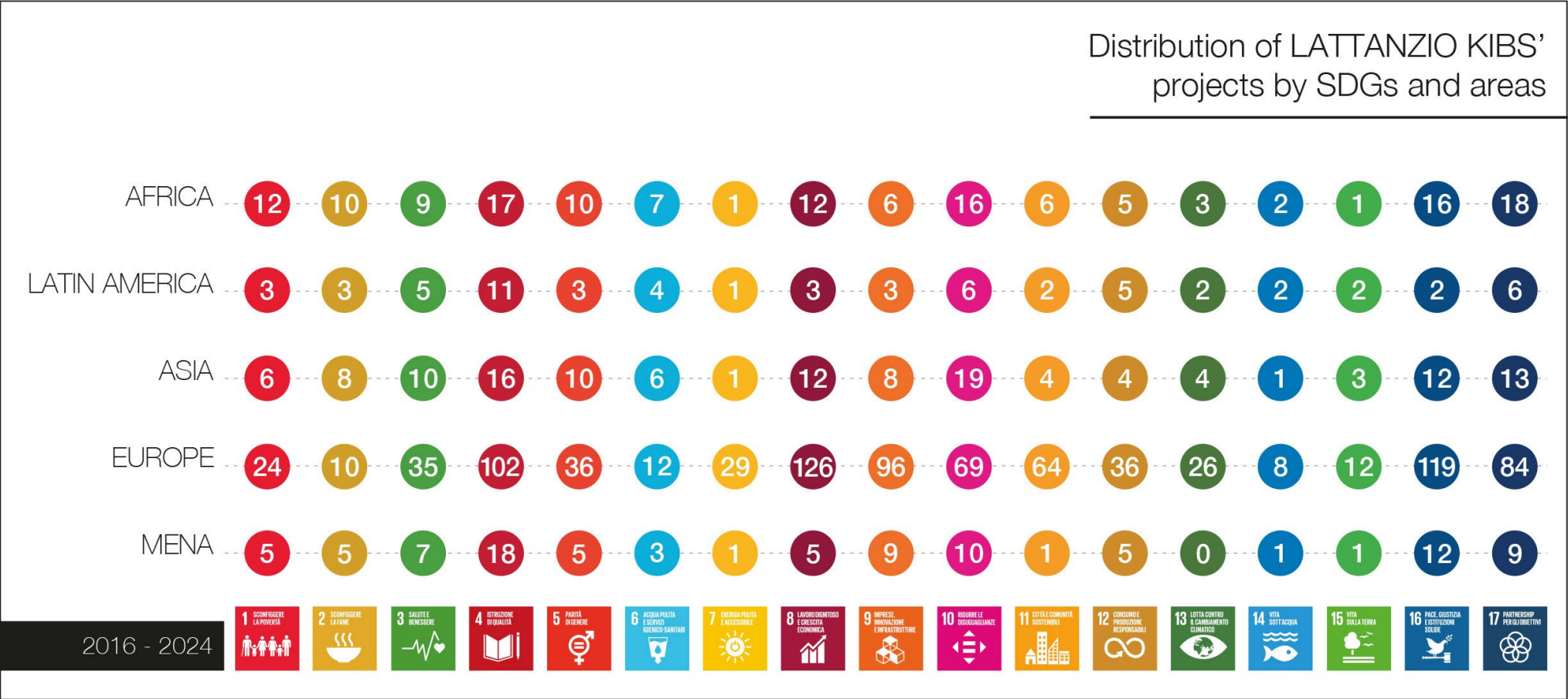
- Since 2017 the Company has adhered to the UN Global Compact in support of the principles set by the UN for the adoption of **sustainable policies** with reference to human rights, labor, environment and anti-corruption
- Each year, **the Company makes public the results of its action** testifying to the sustainability of its business model applied to all organizational processes
- It is also among the **signatories of the WEPs Charter** desired by UNWomen with the Global Compact



Our contribution to the SDGs of the UN Agenda 2030






SDGs in managed projects by geographic area



ESG Compliance

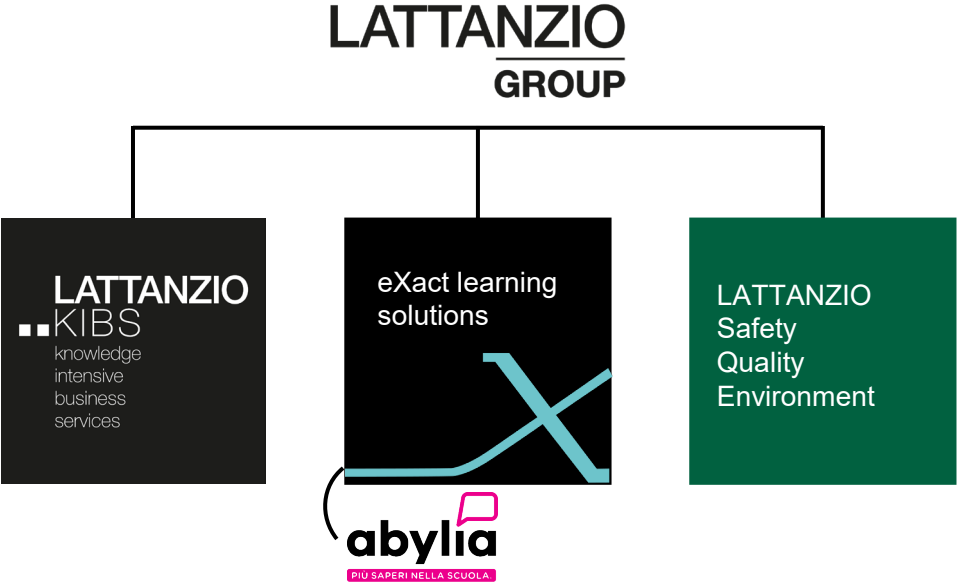
GOVERNANCE E IMPEGNO GLOBALE

Adozione del Modello di organizzazione, gestione e controllo ai sensi del D.Lgs. 231/01	
Benefit Corporation come forma giuridica d'impresa	
Adesione al UN Global Compact	

STANDARD INTERNAZIONALI

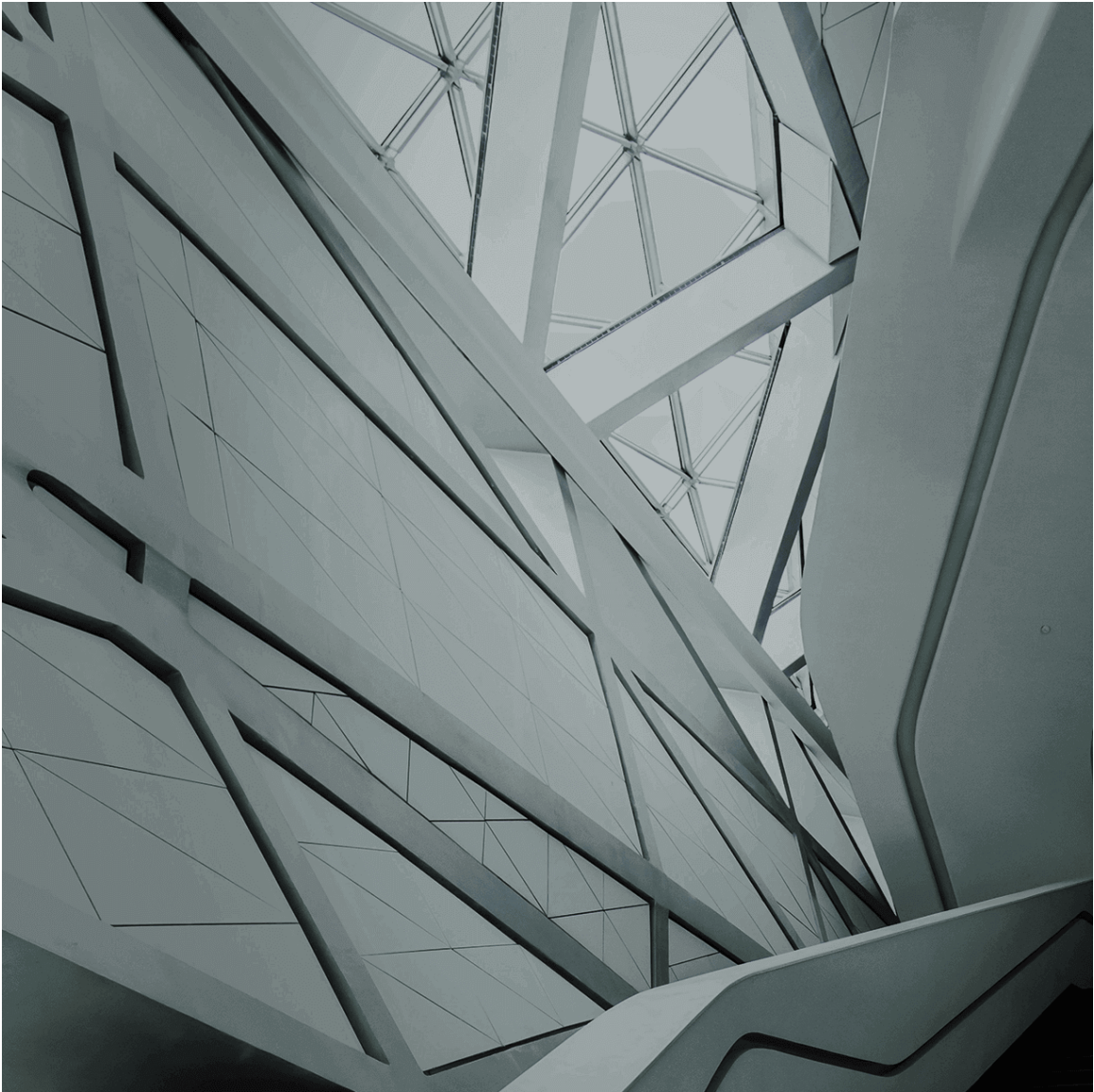
Sistema di gestione della qualità	ISO 9001:2015	
Sistema di gestione ambientale	ISO 14001:2015	
Sistema di gestione per la salute e sicurezza sul lavoro	ISO 45001:2018	
Sistema di gestione della responsabilità sociale	SA8000:2014	
Sistema di gestione per la parità di genere	UNI/PdR 125:2022	
Gestione delle risorse umane - Diversità e Inclusione	ISO 30415:2021	
Sistema di gestione per la sicurezza delle informazioni	ISO/IEC 27001:2013	
Sistema di gestione della sostenibilità degli eventi	ISO 20121:2024	
Rating di legalità AGCM		

Company chart



A company specializing in consulting, development, and marketing of SW products for the production, storage, and distribution of digital multimedia content in the Enterprise and Education fields

Company operating in the field of services for Management Systems, Occupational Health and Safety and Environment



Network



European federation of management consulting associations based in Brussels



Association representing the most prominent management consulting firms present in Italy



Italian federation of consulting, communication, research and web publications



Network dedicated to companies developing innovative services for the Silver Economy supply chain



Non-profit association that represents and unites the Italian innovation ecosystem



European Learning Industry Group, a European association representing learning and publishing technology companies



The Italian Evaluation Association was established to promote a culture of evaluation among stakeholders involved in the design and implementation of public policies

Ezio Lattanzio at the forefront of the issue of the contribution that consulting can make to the modernization of the country



→ Two-time chairman, serving from 2011 to 2018, and now Honorary President

→ President from 2009 to 2014

→ President biennium 2014-2015

→ Executive committee member

Milan | Rome | Bari
Brussels



LATTANZIO
■ ■ KIBS

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