

Strategic partner for the  
challenges of the public sector

---

Highlights 2024

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.

Year of establishment  
1999

Revenues 2023  
18,3 MIn EUR

Shareholders equity  
15,6 MIn EUR

References  
Clients 1000+  
Projects 5000+  
Value: + 200 M €

Team  
96 people  
(+ project experts)  
38 years-old on average

Offices  
Milan  
Rome  
Bari  
Brussels

---

# 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



**2002**

The Milan office is joined by Rome and Bari

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

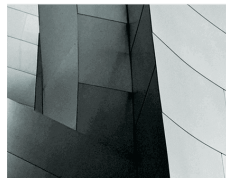
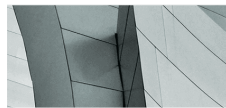
**2007**

Path to internationalization begins

Acquisition of CPL92

**2009**

Ezio Lattanzio is president of Confindustria Assoconsult



**2010**

Acquisition of EMMERRE to increase references related to the justice sector

**2011**

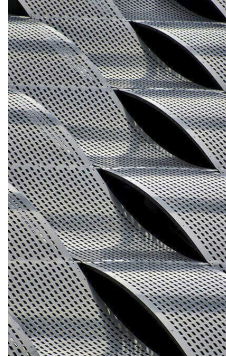
Ezio Lattanzio is Chairman of FEACO, European Federation of Management Consulting Associations

**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



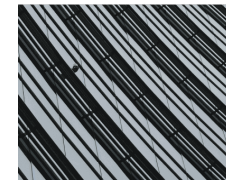
**2014**

Acquisition of DRN to expand the market for international cooperation



**2015**

Brussels office opens



**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 SYSTEMS | ADMINISTRATIVE SIMPLIFICATION | ACCOUNTABILITY | QUALITY OF SERVICE | ORGANIZATIONAL IMPROVEMENT

## **JUSTICE & SECURITY**

ORGANIZATIONAL IMPROVEMENT | RULE OF LAW

## **LOCAL DEVELOPMENT**

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

## **PRIVATE SECTOR DEVELOPMENT**

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

## **AGRICULTURE, FORESTRY & FISHERY**

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

## **LABOUR MARKET & EDUCATION**

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

## **SOCIAL DEVELOPMENT**

LONGEVITY & SILVER ECONOMY | WELFARE | HEALTH

## **HUMAN RIGHTS**

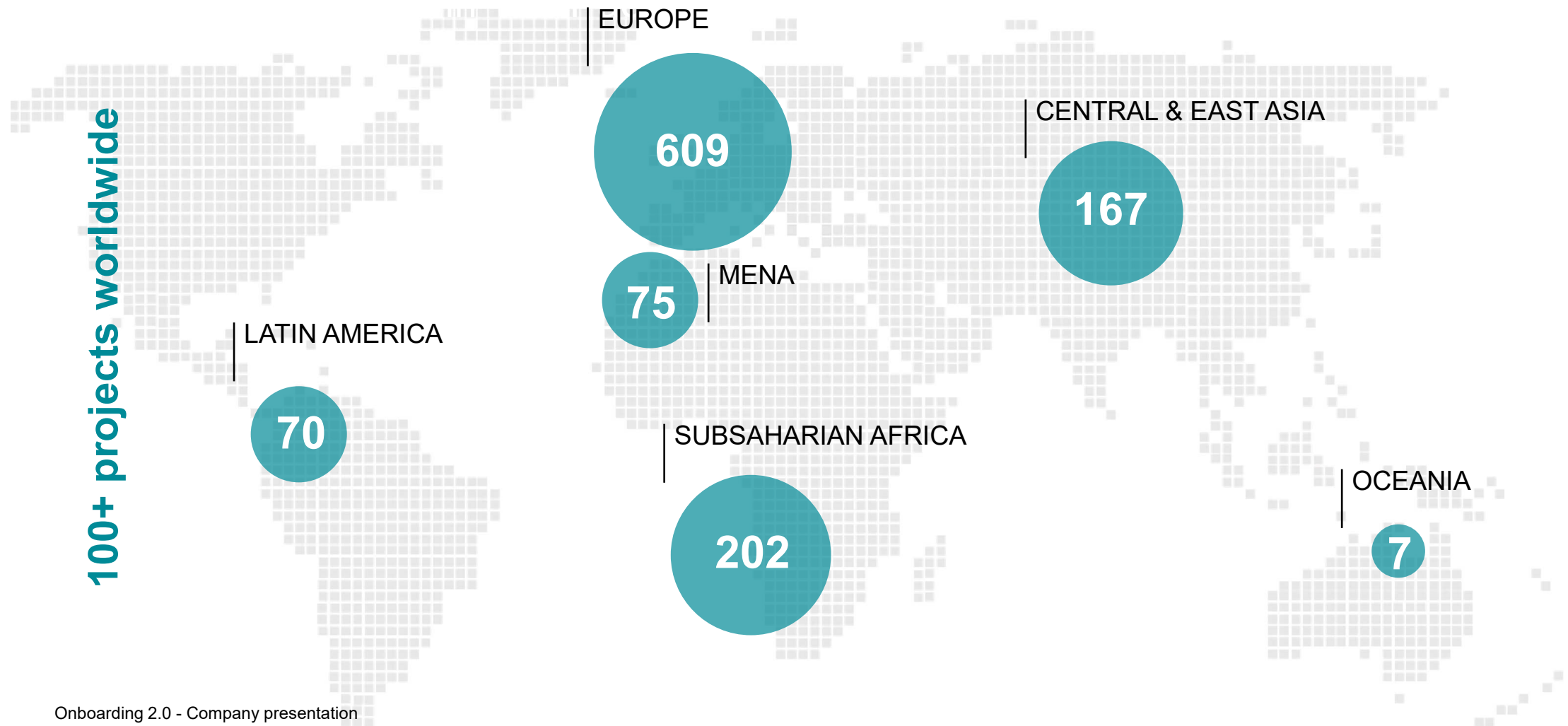
GENDER EQUALITY AND INCLUSION | CHILDREN RIGHTS | FRAGILITY & CRISIS MANAGEMENT | MIGRATION & REFUGEES | DEMOCRATIZATION | CIVIL SOCIETY | SOCIAL INCLUSION & PROTECTION

## **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)



# 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.

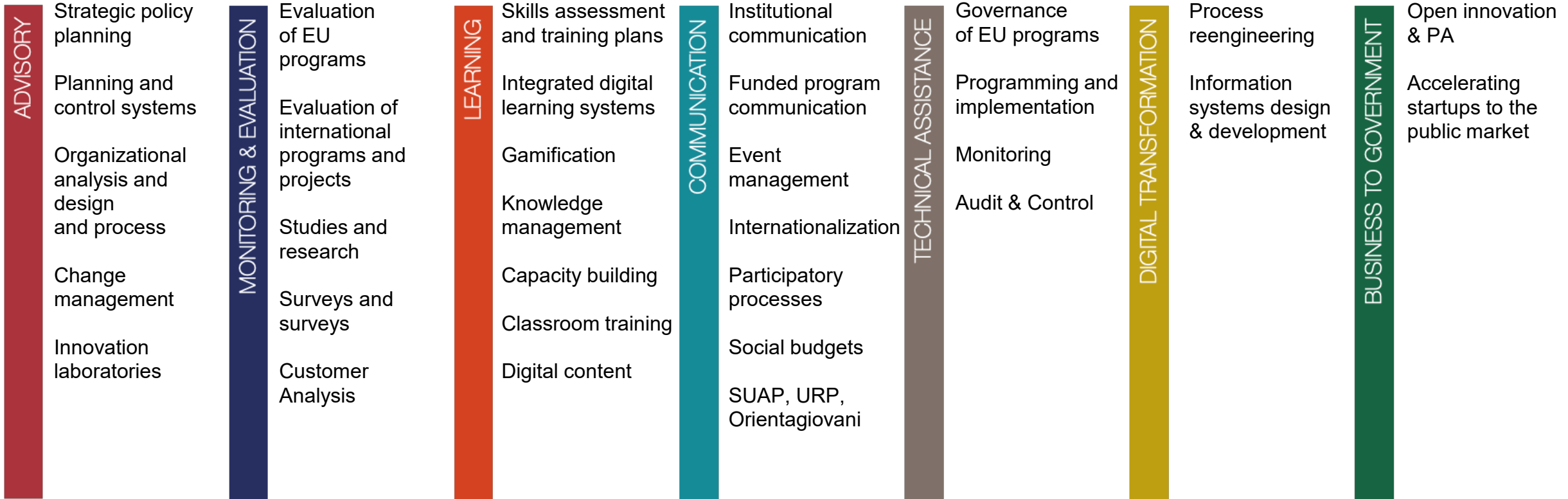
Especially when dealing with complex projects that require a wide and diverse range of interventions with a 360-degree view.

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.





## 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

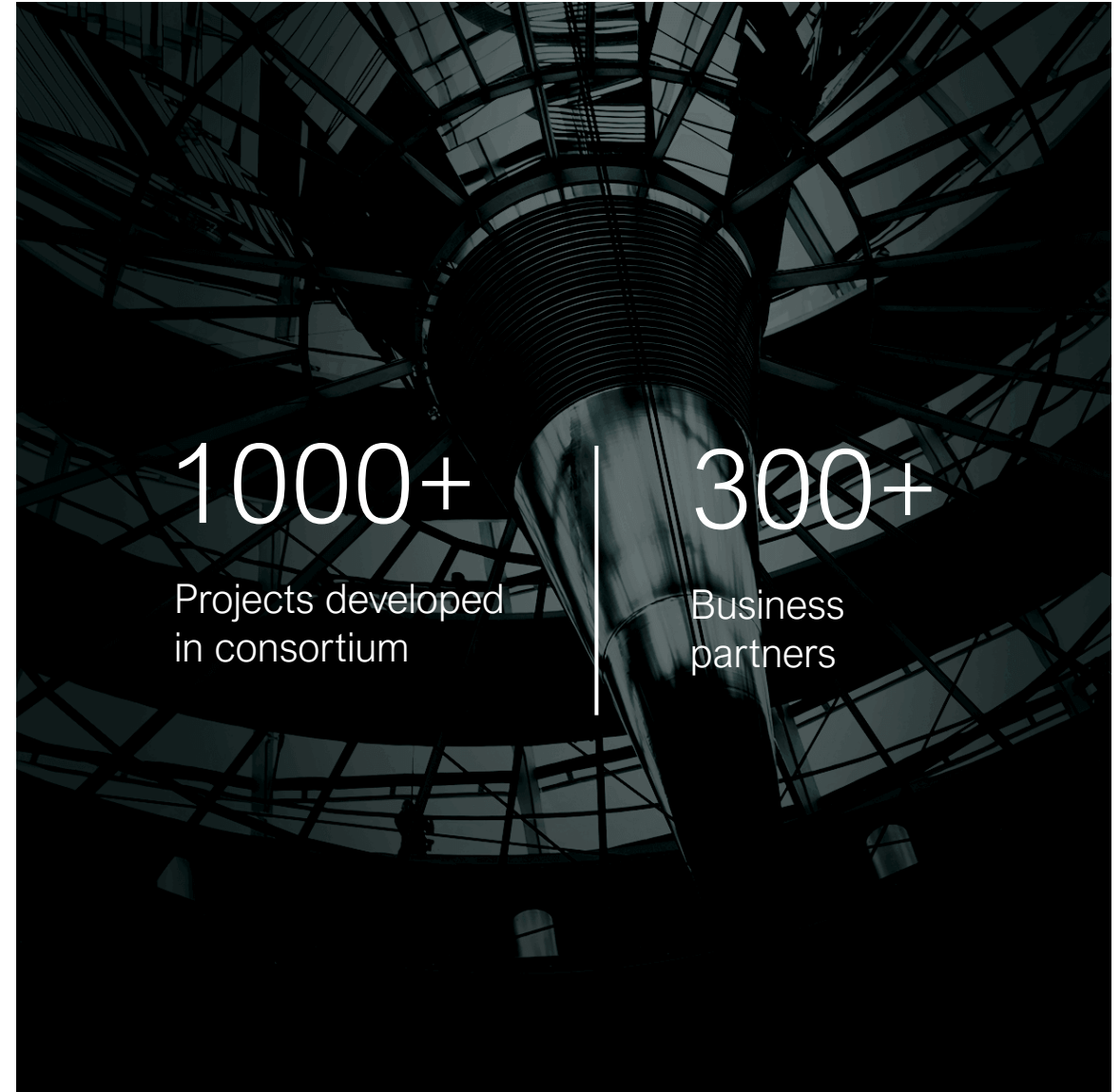
## DIGITALIZATION

- 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.

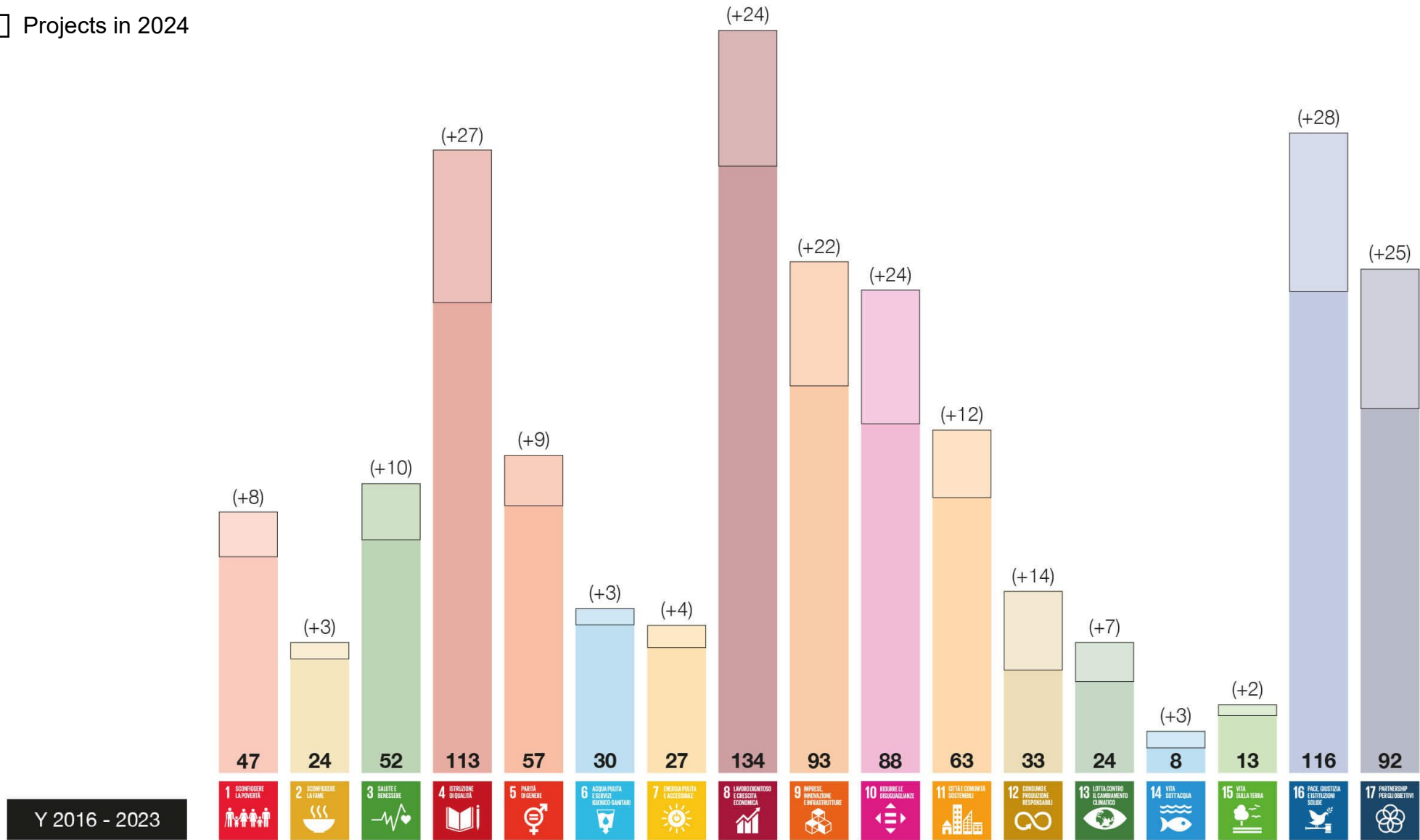
It contributes its business to the SDGs of the **UN 2030 Agenda** and creates value by capturing materially relevant ESG (Environmental, Social and Governance) criteria.

- 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

Projects in 2024



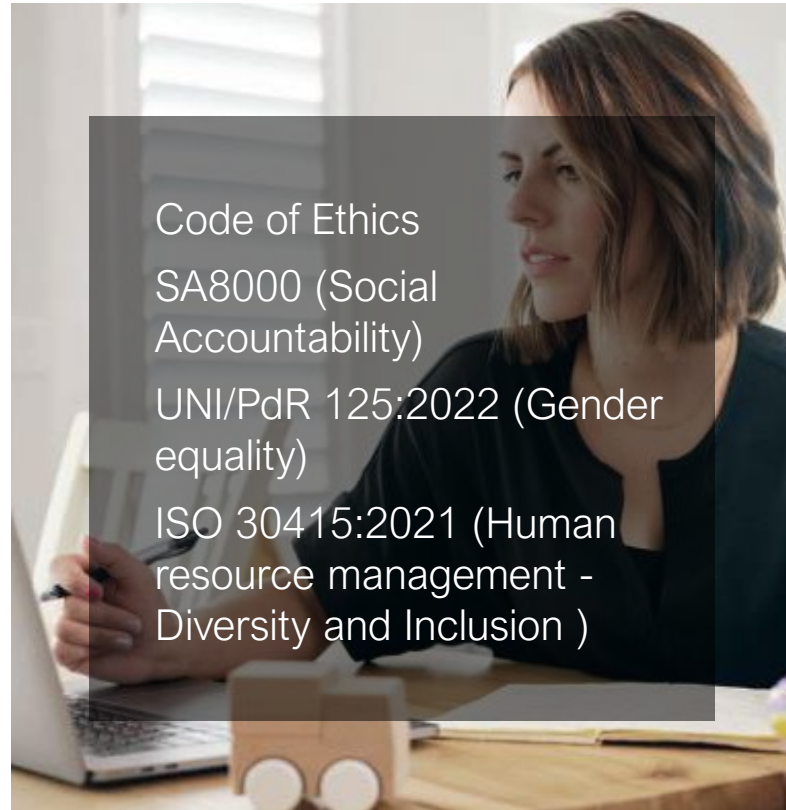
Y 2016 - 2023

# ESG Compliance

## ENVIRONMENTAL



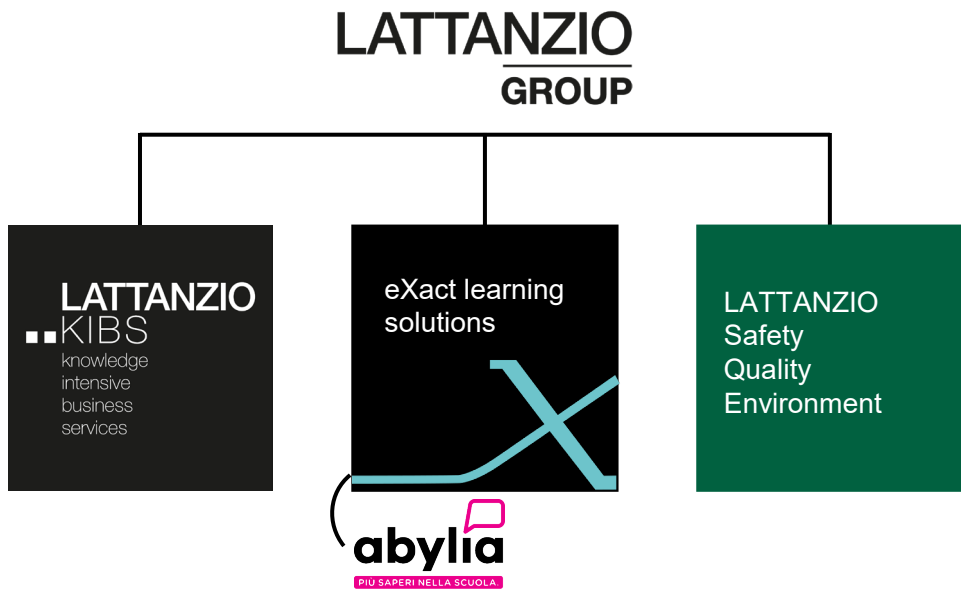
## SOCIAL



## GOVERNANCE

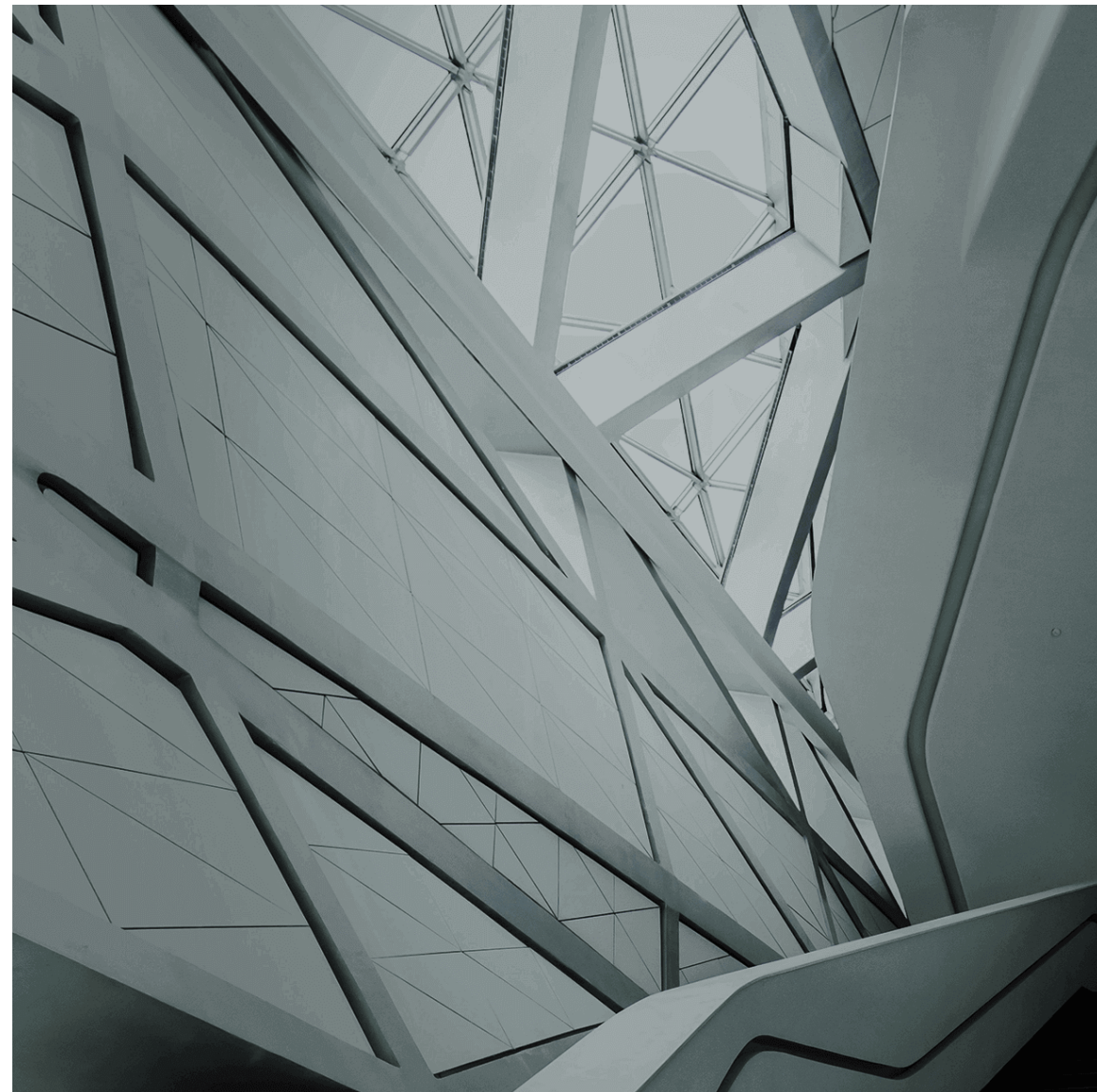


# Company chart



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



# Associazioni



European federation of management consulting associations based in Brussels



Association representing the most prominent management consulting firms present in Italy



Associazione degli Industriali delle province di Bari e Barletta-Andria-Trani



Italian federation of consulting, communication, research and web publications



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



Association representing the most important advertising companies and public relations agencies in Italy

*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

The logo for Lattanzio KIBS, featuring the word "LATTANZIO" in a bold, sans-serif font above the word "KIBS" in a similar font. To the left of "KIBS" are three small squares of varying sizes, arranged in a descending staircase pattern.

**LATTANZIO**  
■ ■ ■ KIBS

Lattanzio KIBS S.p.A.  
Milan (Italy) Via Cimarosa, 4 | 20144  
+39 02 29061165

[info@lattanziokibs.com](mailto:info@lattanziokibs.com)  
[www.lattanziokibs.com](http://www.lattanziokibs.com)

knowledge intensive business services