

Knowledge
Intensive
Business
Services

LATTANZIO
■■ GROUP

Company profile



A system for
growing companies
and public administrations

The **LATTANZIO Group** holding, being currently one of the top Italian consulting firm, combines knowledge-intensive business services covering management consulting, IT services, training and e-learning, monitoring and evaluation, market research and communication.

Thus, **LATTANZIO Group** relies on the wide range of expertise provided by its branches, each focused on a specific area and able to work in close cooperation and in a complementary way.

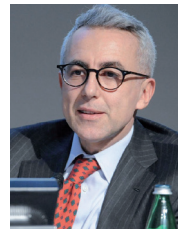
The **LATTANZIO Group** holding includes:

- ■ **LATTANZIO Advisory**
- ■ **LATTANZIO Learning**
- ■ **LATTANZIO Communication**
- ■ **LATTANZIO ICT Lab**

Thanks to the Group structure, all phases of the project cycle can be effectively managed, achieving the highest quality of output and delivering services with an added value.

LATTANZIO Group has a history of over 15 years of steady growth, sales abroad by 40%, a team of 90 employees and offices in Milan, Rome, Bari, Bucharest, Brussels, Washington DC.

Being committed on the frontier of innovation themes since the beginnings, the Group achieved about 5,000 successful projects in Italy and over 60 countries worldwide.



"An increasingly close bond between public sector and private organizations marks our economy. In this frame, we are a point of convergence for value-added services in order to meet the great challenges and significant opportunities we have in front of us: growth in international markets, reform and modernization of public administrations, the reorganization of the justice system, start-ups development along with SMEs business improvement, and digital education."

Ego Lattanzio

Since its inception, **LATTANZIO Advisory** has focused on the public administration and public service provider sectors. This strategic choice differentiates us from other consultancies and has allowed us to take a leading role in supporting current reform and modernization processes in Italy and at the European level. We are specialized in technical assistance and evaluation in the

framework of programs co-funded by European Funds and international donors.

We have also gained an important role in cooperating with countries served by the IPA programs and ACP countries (Africa, Caribbean, Pacific); furthermore we provide services to European regional development banks and different Ministries of Foreign Affairs.

LATTANZIO Advisory has outstanding credentials at the European level. Operating since 1999, **LATTANZIO Advisory** is specialized in evaluation, training and provision of policy advice and technical assistance to public administrations and international organizations. +500 public agencies have been supported in Italy (national and sub-national government administration, public agencies and utilities), undertaking more than 1,000 innovative projects.

We have been involved in around 300 capacity-building programs financed by European Union and multilateral organizations for 200 different bodies abroad. In the Italian context, **LATTANZIO Advisory** has developed a strong adaptability, flexibility and readiness for change. We can draw upon our experience in complex development projects in emerging economies.

Areas of expertise

- GOVERNANCE AND PUBLIC ADMINISTRATION REFORM
- LOCAL ECONOMIC DEVELOPMENT
- DEVELOPMENT FUNDS MANAGEMENT
- DIGITAL AGENDA AND E-GOVERNMENT
- SERVICE DELIVERY AND CITIZEN SATISFACTION

Unique vertical specializations

- Capacity building and local government strengthening
- International cooperation programs
- Education and vocational training
- Digital agenda and provision of ICT services
- Judicial system innovation
- Rural development

Since 1999,
supporting over 500 public
agencies at all institutional levels
with more than 1,000
innovation initiatives.
+300 capacity building
programmes financed by EU and
multilateral organizations for 200
different bodies abroad.

ENHANCING COMPETITIVENESS FOR GROWING SMEs

Lattanzio Advisory has been assisting new business start-ups for incubation, and existing business for competitiveness improvement. The company provides technical assistance and coaching to entrepreneurs and supports them with expertise and strategic advice.

Following the acquisition of an experienced company in 2008, **Lattanzio Advisory** has further extended its traditional domains of expertise and activity to Eastern Europe and the NIS and has participated in **more than 50 projects involving regional and local development in international contexts**. Several contracts involved Technical Assistance to Business support centres.

- INTERNATIONALIZATION
- BUSINESS COMBINATIONS AND NETWORKING
- PUBLIC-PRIVATE PARTNERSHIPS
- ACCESSING PUBLIC ADMINISTRATION MARKETS
- STRATEGIES FOR GROWTH
- BUSINESS CREATION AND VENTURE CAPITAL
- FINANCIAL RESOURCES AND ACCESSING CREDIT
- PUBLIC PROJECTS FOR LOCAL DEVELOPMENT
- BUSINESS CONTINUITY
- ENVIRONMENTAL AND SUSTAINABILITY POLICIES

A bridge to the Eastern Europe and Asia

As a partner to businesses and public administrations pursuing internationalization, **Lattanzio Advisory** has assisted more than **160 Italian enterprises**, willing to develop business relationships in Eastern Europe and in Asia through the employment of European and national initiatives and financing funds. Conversely, **Lattanzio Advisory** supports **incoming projects in Italy** from foreign administrations and enterprises.

Human resources is the key competitive factor for organizations seeking to meet the new challenges of today's globalized world. **LATTANZIO Learning** is one of the first Italian providers to offer integrated training solutions and consulting on training processes for public organizations, multinational corporations and large private companies.

Over the years, we have carried out countless projects developing training/professional systems in Italy and abroad. Our innovative delivery options via both web and mobile channels represent the future of training, not only by offering cost reduction but also by ensuring improved learning outcomes.

LATTANZIO Learning supports private organizations and public sector in their task to promote development processes through training, innovative eLearning processes, ICT tools and technical consultancy.

■ e-learning: a new era for training

LATTANZIO Learning is a leading learning content management systems technology vendor, multi-language bespoke content producer and active R&D and eLearning standardization player.

Innovation is provided to help client in the development of their new generation knowledge and learning content management projects.

Areas of expertise

- PROJECTS TO INTRODUCE DISTANCE-LEARNING SYSTEMS
- OUTSOURCING TRAINING AND DEVELOPING EXPERTISE
- OUTSOURCING E-LEARNING INFRASTRUCTURES
- DEVELOPING DIGITAL CONTENT (WBT)
- READY-MADE TRAINING COURSES
- FUNDED TRAINING

exact
learning solutions

 eXact learning
LCMS

 eXact learning
MOBILE

 eXact learning
PACKAGER

eXact learning solutions has 20 years of experience in developing e-learning software tools.

With its highly innovative solutions, it has supported universities and top-tier companies both in Italy and abroad, fostering the evolution of multimedia training programs, from adopting content management tools to selecting the best insourcing platform and integrating it with the organization's existing informational systems.

eXact learning solutions has taken its place as a leader in the LCMS (Learning Content Management System) sector thanks to superior technology combined with an ongoing commitment to enhancing e-learning standards

SOLUTIONS, SKILLS AND SYNERGIES FOR EFFECTIVE COMMUNICATION

Lattanzio Communication is the branch specialized in communication processes and strategies. We have an experience that ranges from the elaboration of communication projects co-financed by the EU and international donors to information and awareness-raising campaigns, while at the same time we focus on the promotion of local development policies and the dissemination of projects results.

- Environmental audit
- Press releases
- Citizen satisfaction
- Social accountability: social accounting and mandate accounting
- Digital tools
- Brand strategies
- Informational and public awareness campaigns
- Informational materials for institutions
- Events, workshops and seminars
- Product imaging and communication
- Web communication
- Communicational objectives and plans
- Citizen information desks
- Promotional packaging and communication
- Trade fairs
- Sponsorship and promotional resources
- Corporate identity

Lattanzio Communication is able to develop communication strategies within a knowledge framework coming from internal synergies among the group, that results in added value to projects.

Areas of expertise

- PROJECTS FINANCED WITH EUROPEAN FUNDS
- LOCAL GOVERNANCE PROJECTS
- INSTITUTIONAL COMMUNICATION
- PUBLIC MANAGEMENT AND QUALITY
- BUSINESS CREATION AND DEVELOPMENT
- INTANGIBLE ASSETS

Adopting new technologies is a crucial step in modernizing companies and public administrations

LATTANZIO ICT LAB, the newco of the group, has been created with the aim of adding value to the services offered in the ICT sector. Its specific business areas that are consulting, planning and development of ICT solutions are fully integrated with the other Knowledge Intensive Business Services of Lattanzio Group in order to maximize our innovation capability.

Given the key-role of the digital world for both public and private actors, the main goal of LATTANZIO ICT LAB is to support Public Administrations and SMEs in taking full advantage of the latest technologies and in developing innovation pathways.

Areas of expertise

- INNOVATION STRATEGIES AND PLANS FOR PROMOTING ICT IN PUBLIC ADMINISTRATIONS AND BUSINESSES
- SYSTEMS OF E-GOVERNMENT PLANNING. FEASIBILITY AND IMPACT ASSESSMENT
- E-PROCUREMENT
- OPEN DATA SYSTEMS
- CLOUD COMPUTING
- ICT PROJECTS. FEASIBILITY. PROJECT MANAGEMENT. MONITORING AND ASSESSMENT
- ICT PURCHASING PROCESSES. REQUIREMENTS. TECHNICAL. SPECIFICATIONS. SUPPLIER SELECTION.
- PLANNING AND DEVELOPMENT OF INFORMATIONAL SYSTEMS AND WEB PORTALS
- SOFTWARE MANAGEMENT. HELP DESKS

Every government throughout the world has placed the digital agenda among its priorities. E-Government represents the main road to innovation in the public sector, improving efficiency and bringing PA closer to citizens and businesses.

There is no aspect of public administration that cannot be renovated through new technologies. For businesses, the development of cloud computing will change the competitive environment for SMEs worldwide.



Studies, best practices and success stories

A key player in modernization

LATTANZIO Group Editore publishes studies, survey results and success stories and cases of Italian firms and public bodies. All the published material plays a key-role in disseminating good-practices and in fostering the debate among experts and decision-makers. The publications include business reference models and methods aimed to support innovative reform processes in specific domains, where Lattanzio Group has developed its own methodological approach and techniques.

Creative events

For the Arts

Contributing to cultural openness and development. Driving and reflecting change. Fostering improvement in organizations and helping them embrace the new. We open our offices to solo shows, and creative events to stimulate an ongoing dialogue among forms of knowledge.

Offices become into works of art where spaces, staff and creative expression become part of an installation that draws in guests as active participants: this is our approach to breaking down barriers in order to raise the arts to center stage and valorize the key relationship between culture and growth.

LATTANZIOnet

LATTANZIO Group Knowledge Network

The www.lattanziogroup.eu website enables users to access the online Documentation Center, which is free of charge and reserved for LATTANZIOnet subscribers. By joining the more than 100,000 network subscribers, you can view the entire collection of seminar proceedings and consult databases, training resources and bibliographies. A subscription to LATTANZIOnet also entitles you to receive free of charge our **Newsletter**, with group-related news, activities and projects and the topics most fundamental for change in public administrations and businesses.

Quality and environmental management certifications

ISO 9001: 2008 - ISO 14001: 2004



The LATTANZIO Group companies are UNI EN ISO 9001: 2008 and ISO 14001:2004 certified for management consulting, research, managerial training, publication, information system development, communication and event organization.

The LATTANZIO Group companies are members of CONFINDUSTRIA Assoconsult – Federated Association of Consulting Firms – which is an associate of CONFINDUSTRIA, CONFINDUSTRIA Intellect and **FEACO** (European Federation of Management Consulting Associations) – as well as ASSOLOMBARDA and ELIG (European Learning Industry Group).

Ezio Lattanzio is in his second term as President of FEACO, the European Federation of Management Consulting Associations based in Brussels. He is also past-President of Confindustria Assoconsult, the Italian association of management consulting firms, and past-President of Confindustria Intellect - the Italian Federation of consultancy, communication, market research and web publishing.



LATTANZIO

■ ■ GROUP

knowledge intensive business services

LATTANZIO

■ ■ ADVISORY

LATTANZIO

■ ■ LEARNING

LATTANZIO

■ ■ COMMUNICATION

LATTANZIO

■ ■ ICT Lab

LATTANZIO Group Spa

VAT IT06259270723

Head Office

Rome (Italy)

Via Nazionale, 89A - 00184

T. +39 06 58300195 - F. +39 06 5813174

Milan

Bari

Washington DC (USA)

Brussels (Belgium)

Bucharest (Romania)

Astana (Kazakhstan)

info@lattanziogroup.eu

www.lattanziogroup.eu

