knowledge intensive business services

The strategic partner to public challenges

Company profile
“The future of consulting sector is depending on its ability to develop the innovation required by a radically transforming world. New business models need to be built, where different services and expertise are mixed so to offer more original solutions.”

EZIO LATTANZIO
Founding Partner e CEO
LATTANZIO KIBS
Economic growth as a tool for development.

**LATTANZIO KIBS, the strategic partner to public challenges**

**Integration of local and business development**

At country level, the economy is increasingly characterized by the availability of public resources supporting private sector, particularly SMEs. These resources are intended to attract foreign investments, to strengthen business competitiveness on international markets, to stimulate innovation, to increase employment, and to promote territorial development. Whenever implementing innovation programs in favor of sustainable growth, LATTANZIO KIBS adopts a public-private partnership approach, thanks to its more than 15 years long experience in the support of public administrations and its ability to transform public initiatives in opportunities to develop the business sector.

**Modernization of public sector as a crucial challenge**

Thanks to its unique mix of knowledge and skills, LATTANZIO develops and implements reform projects responding to the needs of the Public Sector. These reforms are required to cope with the economic and social challenges. Everywhere in the world, all actors daily engaged in development - civil society, citizens, enterprises – are demanding for an efficient public sector capable to act as a leverage for economic growth and being a pre-requisite for the global development agenda.

**Emerging markets, fast growth and innovation**

LATTANZIO KIBS targets its International cooperation activities towards emerging countries where innovation policies are currently promoted. In these countries, the effort to reform programs meets the global development agenda and is a key factor for promoting inclusive growth. LATTANZIO focuses its support to reform programs in those sectors where company skills are widely recognized, keeping a typically Italian adaptive and flexible approach.

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**UN Global Agenda**

LATTANZIO KIBS is committed to some of the SDGs set by the UN, knowing that the implementation of the projects in which the company is involved has an impact on the 2030 targets.

LATTANZIO KIBS plays an important role as a value-added facilitator to promote development.
**LATTANZIO KIBS** is a strategic consulting firm headquartered in Italy which operates globally. The company provides Knowledge Intensive Business Services (KIBS) to public sector regarding economic growth and local development.

Services and expertise are provided by **LATTANZIO ADVISORY**, **LATTANZIO Monitoring & Evaluation**, **LATTANZIO Learning**, **LATTANZIO Communication**, **LATTANZIO Safety Quality Environment**, **LATTANZIO ICT Lab** & **LATTANZIO Audit**.

The multidisciplinary contribution to value creation is the answer to the new demand for consulting with strong accountability. In fact, organizations are facing challenges for growth in relation to multi-dimensional goals that require more and more integrated services.

Lattanzio business model is unique, bringing typical Italian features - agility, speed, innovation and creativity – to a very strong expertise in its core practice areas.

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Founded 1999

Offices
- Italy | Milan, Rome, Bari
- Roman | Bucharest
- Belgium | Brussels
- USA | Washington DC
- Kazakhstan | Astana

Team
120 permanent professionals

References
3500+ project references
130 countries
Sector of expertise

PA REFORM
GOVERNANCE & PUBLIC MANAGEMENT | JUSTICE
DIGITAL AGENDA & E-GOVERNMENT | ACCOUNTABILITY & QUALITY OF SERVICE

LOCAL DEVELOPMENT
MARKETING PLACES | INTERNATIONALIZATION

PRIVATE SECTOR DEVELOPMENT
SMEs DEVELOPMENT | START-UP & BUSINESS INCUBATION
CREATIVE INDUSTRIES

RURAL DEVELOPMENT & AGROBUSINESS
STRENGTHENING VALUE CHAINS | FOOD SECURITY & FOOD SAFETY
AGRICULTURAL PRODUCTIVITY

EDUCATION AND SOCIAL POLICIES
EMPLOYMENT | VOCATIONAL TRAINING | DIGITAL LEARNING

HUMAN RIGHTS
DEMOCRACY | GENDER POLICIES EVALUATION

ENERGY & ENVIRONMENT
ENERGY & NUCLEAR SAFETY
ENVIRONMENTAL, HEALTH & WORKPLACES SAFETY MANAGEMENT
LATTANZIO KIBS collaborates with public institution internationally, nationally and locally to promote integrated strategies to modernize the public sector. This concerns with organizational consolidation projects upgrading traditional management practices through efficiency techniques to achieve measurable results for citizen’s benefit. In each area of competence, LATTANZIO acts to improve the performance, the streamlining and simplification of bureaucracy, transparent and prompt services, as well through information targeted activities, learning and training activities.

Businesses, cities, territories and districts have to face up to the global competition challenge. From tourism to culture, from local productions to business excellence, LATTANZIO KIBS promotes innovation and local development support by designing and implementing wide-ranging strategies. In order to accompany businesses cluster or entire production areas in approaching new markets and focusing on enhancement of local excellence, promoting overseas domestic products, and cities marketing. Through the involvement of all internal actors in decision-making, the ecosystem design take on strategic importance for territory competitiveness and for attracting investment.

LATTANZIO KIBS promotes the implementation of business-friendly policies through an innovative approach addressing major challenges: global competition, new technologies, limited resources. End-to-end advisory services designed for SMEs and start-ups include strategic alliances and partnerships, knowledge management, growth-driven international marketing and investments. For business creation, LATTANZIO has built up a know-how platform for the design and management of innovative business incubators, changing the whole business ecosystem. Such an organisational model has taken on a leading role for the consultancy related to this subject.

Rural development policies are crucial not only in countries where agriculture still accounts for a high share of GDP and employment since they also play a role in stimulating non-agricultural sectors. LATTANZIO KIBS has a world-wide experience in technical assistance to Governments involved in improving people's living conditions in rural areas and increasing agricultural productivity, promoting access to local and international markets, developing the value chain, creating environmentally friendly crops and food safety. LATTANZIO supports institutions and donors at all stages of the project cycle, from identifying and formulating strategies, programs and projects, to monitoring and evaluation.

LATTANZIO KIBS supports the planning of learning systems, the management and delivery of specific training programs, leveraging a deep knowledge of best practices at international level. Among the goals, the promotion of efficiency with respect to the increase in rates of “employability” and competitiveness in the international economic landscape. Both in TVET and in education, LATTANZIO know-how extends to learning technologies and digital learning projects to support innovation. Every action in TVET and education comes from an in-depth analysis of the labor market situation, its evolution and potential.

All major internationally players in the field of development are promoting democracy, respect for human rights and gender equality at the heart of their initiatives. These are cross-cutting issues in programming and implementation of development actions, and are increasingly intertwined with the phenomenon of forced migration. LATTANZIO KIBS has developed advanced skills in the organization of exploratory election observation missions and in the pre evaluation of funding for non-governmental organizations and local entities engaged in the promotion of human rights, women and migrants.

LATTANZIO KIBS provides technical assistance, training and evaluation of programs / projects / proposals in the field of energy and environment. In developing countries, LATTANZIO promotes actions to achieve the MDG7 on environmental sustainability, promoting consistency between environmental policies and other development policies, supporting the development of renewable energies and a sustainable management of natural resources. In addition, it provides Technical Assistance to the European Commission in managing the INSC - Instrument for Nuclear Safety Cooperation.
Lattanzio KIBS has been providing services to the European Commission. In addition, some of our clients include: United Nations, the World Bank and the most important international financial institutions and donors involved in cooperation.

75 Global projects
UN AGENCIES

IFAD - International Fund for Agricultural Development
ILO - International Labour Organization
UNDP - United Nations Development Programme
UNFPA - United Nations Population Fund
UNHCR - United Nations High Commission for Refugees
UNOPS - United Nations Office for Project Services
UNIDO - United Nations Industrial Development Organization
UN Women - United Nations Entity for Gender Equality and the Empowerment of Women

EUROPEAN INSTITUTIONS

European Parliament
Secretary General of the European Council
EU Agencies
Better Training for Safer Food (BTSF)
European Training Foundation (ETF)
European Agency for Reconstruction (EAR)
European Centre for Disease Prevention and Control (ECDC)
European Insurance and Occupational Pensions Authority (EIOPA)
European Maritime Safety Agency (EMSA)
Union for the Mediterranean (UFM)
EU Delegations - Afghanistan, Albania, Algeria, Angola, Argentina, Armenia, Bangladesh, Barbados, Belize, Belgium, Benin, Bhutan, Bolivia, Bosnia-Herzegovina, Botswana, Bulgaria, Burkina Faso, Burundi, Central African Republic, Cambodia, Cayman Islands, Caribbean, Comoros, Congo, Costa Rica, Cyprus, China, Djibouti, Egypt, El Salvador, Ethiopia, Fiji, Gabon, Ghana, Guatemala, Guyana, Guinea Bissau, Haiti, Honduras, India, Indonesia, Iraq, Israel, Ivory Coast, Jamaica, Jordan, Kenya, Kosovo, Lebanon, Liberia, Macedonia, Madagascar, Malawi, Mali, Maldives, Mauritania, Moldova, Mongolia, Morocco, Mozambique, Namibia, Nicaragua, Niger, Nigeria, Pakistan, Palestine, Peru, Romania, Rwanda, Senegal, Serbia, Sierra Leone, Somalia, South Africa, Sri Lanka, Sudan, Suriname, Swaziland, Syria, Tajikistan, Tahiti, Tchad, Thailand, Tanzania, Togo, Tunisia, Turkey, Ukraine, Uganda, Zambia, Zimbabwe

National Authorizing Officer of the European Development Fund - Belize, Benin, Central African Republic, Chad, Fiji, Guinea, Sierra Leone, Turkey

INTERNATIONAL FINANCIAL INSTITUTIONS & DONORS

World Bank
African Development Bank
ADB - Asian Development Bank
EBRD - European Bank for Reconstruction and Development
IDB - Interamerican Development Bank
APD - French Development Agency
DANIDA - Danish International Development Agency
A leading consulting firm for the public sector, one the most referenced players in Europe.

CORE SERVICES

MANAGEMENT CONSULTING
Organizational set-up and models
Strategic planning and management control
Spending review
Performance Systems & HR Management

TECHNICAL ASSISTANCE
Capacity building
Outsourcing
Support to the execution of programs
Support to public policy planning processes

MANAGEMENT OF DEVELOPMENT FUNDS
Technical support to European fund planning
Intervention strategies
Cost management and process organization
Models, indicators and monitoring of information systems
Management control
Direct management of funds
Assistance to beneficiaries
A business unit devoted to public-private decision-making, and monitoring and evaluation of public policies.

CORE SERVICES

EVALUATION OF PUBLIC POLICIES AND INTERNATIONAL COOPERATION
- Mid-term and post evaluations
- Impact and performance evaluations
- Organizational assessments
- Programming assessments and pre/conditionalities
- Analysis model, indicators and monitoring information systems
- Pre evaluation of policies and programs
- Public investment assessments
- Evaluation of international cooperation strategies and programs
- Evaluation of territorial scope

PERFORMANCE ASSESSMENT AND ANALYSIS FOR THE PRIVATE SECTOR
- Generative research for corporate innovation and local development
- Consensus assessment and building
- Corporate reputation
- Stakeholder engagement
- CSR
- Customer journey
- Predictive models and scenario’s simulations
The leading Italian provider of integrated training solutions and consulting on training processes for public sector and large private companies

CORE SERVICES

INNOVATIVE LEARNING MODELS INTEGRATED
- e-learning platform
- Open-source solutions
- Learning content management systems (LCMS) tools
- System integration
- Governance of training

OUTSOURCING FOR TRAINING AND EXPERTISE DEVELOPMENT
- Need assessments and training plans
- Traditional training services, blended learning & distance learning
- E-learning courses: mentoring, tutoring, learning community & help desk
- Traditional training processes: back office services, tutoring classroom, instructors, monitoring and assessment
- Specialized instructors in complex activities

DIGITAL CONTENT DEVELOPMENT
- Design of training models with digital products
- Graphic planning and design of multimedia interactive products

OUTSOURCING FOR E-LEARNING INFRASTRUCTURE
- Personalized sites (hosting)
- Platform as a service (PaaS)
- Security and scalability
- Support and maintenance
One of the top global players providing software solutions for knowledge e-learning content management.

OFFERING
Content authoring
Learning Content Management System (LCMS)
Knowledge repository
Learning project management
Delivery
Mobile learning technologies

www.exactls.com
CORE SERVICES

EU-FUNDED PROGRAMS COMMUNICATION
- Technical assistance to Managing Authorities and communication beneficiaries
- Integrated communications strategy and plans
- Integrated communications strategy for operational programs
- Creation of the visual identity of programs
- Technical assistance to the development of printed and multimedia products
- Territorial promotion and events
- Awareness and information campaigns
- Innovative communication for public policy evaluation

INSTITUTIONAL COMMUNICATION
- Analysis and communication plans
- URP and Help Desks for citizens
- Corporate social responsibility report
- Open-government
- Participated communication

VISIBILITY CAMPAIGNS
- Cross-channel communication
- Educational campaigns
- Public utility communication
- Outreach campaigns
- Membership communication
IT solutions for the modernization of public administration

CORE SERVICES

INTEGRATED ADVISORY AND PROJECT MANAGEMENT
Regulatory digitization
Reengineering of processes
Document management
Business intelligence

DESIGN & IMPLEMENTATION
Functional analysis
Technical specifications
Software architectures
Development & testing

INNOVATION
Scouting products
Feasibility Studies
Proof of Concept
Consultancy services in the field of health, workplace safety, environment and quality standards

**CORE SERVICES**

**QUALITY MANAGEMENT SYSTEM**
- Quality (ISO 9001)
- Security (OHSAS 18001)
- Environment (ISO 14001 / EMAS)
- Social Responsibility (SA 8000)
- Other management systems

**HEALTH AND SAFETY OF WORKERS**
- Advisory on the correct application of the rules on health and safety at work
- General and specific training courses

**FOOD SAFETY**
- Risk analysis and detection of critical control points in the supply chain
- Support to the application of HACCP procedures

**ORGANIZATIONAL MANAGEMENT AND CONTROL MODELS**
- Business risk analysis
- Code of ethics
EU-FUNDS
Audit activities of the EU Structural Funds
Technical assistance, evaluation and control in support of competent authorities

RISK MANAGEMENT, INTERNAL CONTROL AND INTERNAL AUDIT
Analysis, design, implementation and management of risk management systems
Internal control and compliance
Set-up and management of internal audit activities
Information Technology governance and control of information systems
Business continuity
Computer security
IT audit

ORGANIZATION AND PERFORMANCE
Analysis and organizational design, performance evaluation, analysis and redefinition of processes.
Awards

The “Premio TESI PA” is an initiative promoted by LATTANZIO Group in partnership with FORUM PA that has fostered R&D and the development of know-how on PA innovation since 2007.

The contest is open to all kinds of graduates, who have focused on innovative ideas for Italian PAs in their final papers.

Studies, best practices and success stories

The LATTANZIO Group Editore publishes research works, survey results, success stories and case studies of private organizations and public bodies, which play a key role in disseminating good practices and fostering the debate among experts, influencers and decision-makers. The publications include business reference models and methods aimed at supporting innovative reform processes in specific domains.
Dialogue among forms of knowledge

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. As a result, Lattanzio offices become accessible to appreciate artistic and cultural projects.
LATTANZIONet

The www.lattanziogroup.eu website enables users to access the online Documentation Center, which is free of charge and reserved for LATTANZIONet subscribers. 100,000 subscribers, who can have access to the entire collection of seminar proceedings and databases acc, training resources and bibliographies, make the knowledge network. They can also receive a newsletter with group-related news, activities and projects related to PA modernization.

Quality and environmental management certifications

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 CONFINDESTRIA Assoconsult – the Italian association of management consulting firms – which is an associate of CONFINDESTRIA, CONFINDESTRIA Intellect and FEACO (European Federation of Management Consulting Associations) – as well as ASSOLOMBARDA and ELIG (European Learning Industry Group).

Since 2011 Ezio Lattanzio is in his second term as Chairman 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, which he chaired from 2009 to 2014. He is past-President of Confindustria Intellect - the Italian Federation of consultancy, communication, market research and web publishing - for 2014-2015 term. Since 2013 he is Board member of Elig, the European Association of the most important e-learning companies.