



# PROXIMA Management Consulting

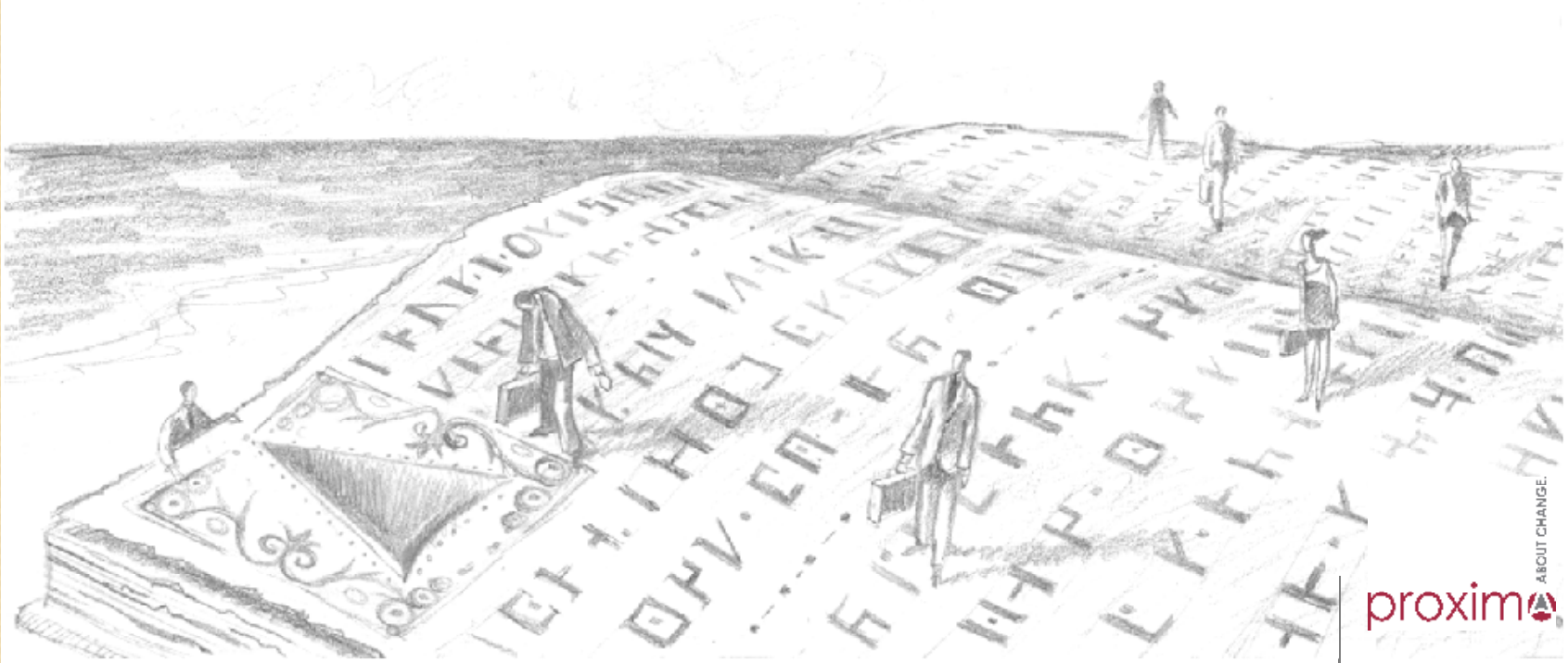
# Proxima

- Proxima supports your business providing **Management Consulting Services** since 2005
- Operates as an improvement partner of companies having their main features in the perception of the **changing** markets and in the **change** inclination.
- Proxima proposes itself as an external resource to give companies the **extra-boost** to achieve the virtuous mix Entrepreneurship-Management



# Management Consulting Proxima

- **Control** of the key-figures and the decision-making processes.
- Method. Skills. Industrial Accounting. Design. Implementation.
- Several experiences and attitudes. One approach to management consulting.



# How Proxima supports the business: Services

- Analytical Tools to support **Strategic** corporate transaction.



STRATEGY

1. Business Planning
2. Enterprise Evaluation
3. Financial Statements analysis and competitive positioning
4. Industrial Investment analysis
5. Tutoring

- Management **Tools** and **Knowledge** Management.



MANAGEMENT

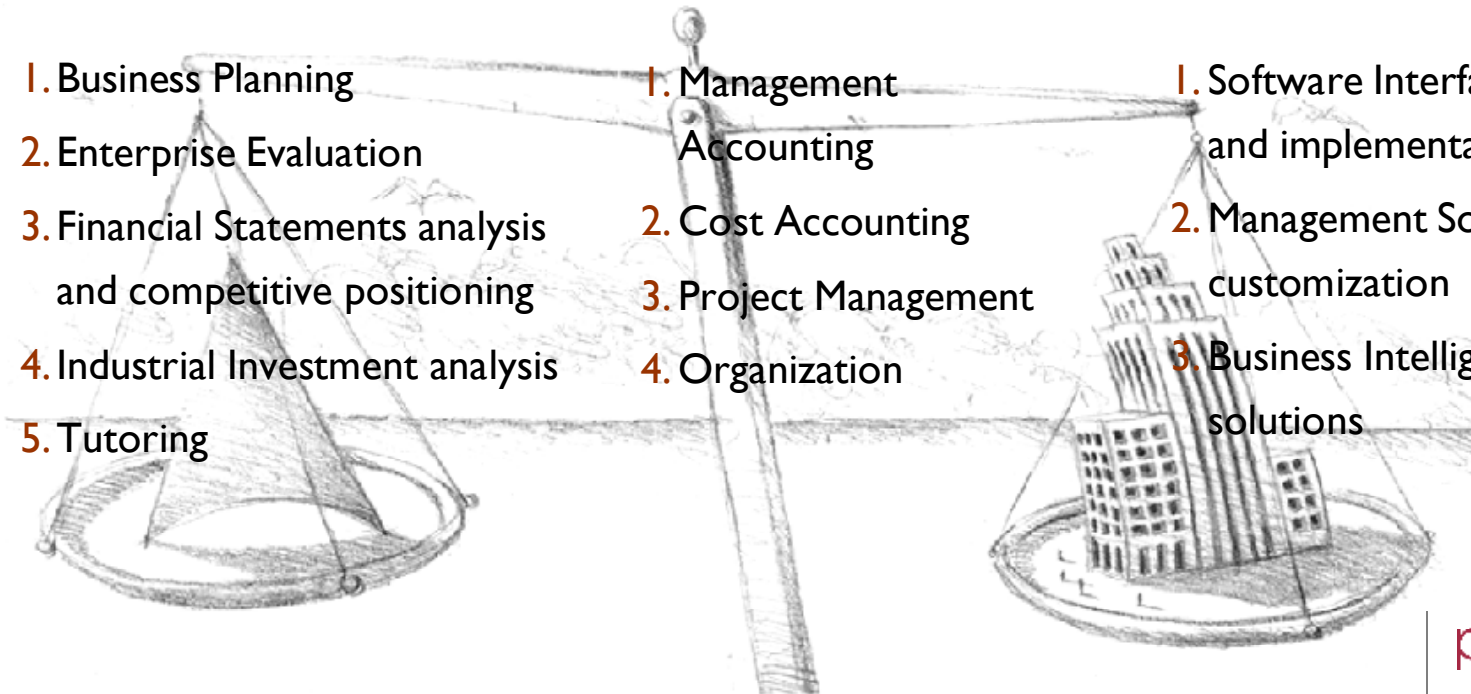
1. Management Accounting
2. Cost Accounting
3. Project Management
4. Organization

- **IT** Solutions to support Management.



IT SOLUTIONS

1. Software Interface design and implementation
2. Management Software customization
3. Business Intelligence solutions



# How Proxima supports the business: Needs (1/2)

- Some of the actual problems faced together with our customers:
  - A. Manage the extraordinary change processes and the critical corporate phases, such as:
    1. Edit a Business Plan in order to:
      - Get a loan from a bank.
      - Share with the employees a common plan.
      - Support divestitures, acquisitions, partnerships, relocation and debt restructuring
    2. Manage the generation handover
  - B. Define a set of structured information, available at various company levels, to induce organization (people to work in the same direction):
    1. Set company targets
    2. Engage, empower and encourage employees (Valuing the Human Resources)
    3. Evaluating the performance
    4. Remove business processes bottlenecks

## How Proxima supports the business: Needs (2/2)

C. Train people to work in a coordinated way, functional to the company as a whole

D. Make information available at the appropriate times and build an approach to value them:

1. Know the level of sales necessary to cover the fixed costs and to ensure a certain profit to the company.
2. Know (and not just estimate) the cost of a product / service being offered (budgeting tools) and be able to compare it with the actual cost registered (actual calculation and comparison tools).
3. Analyze sales performance, evaluating the profitability of products / services, customers, projects.
4. Manage Bill of Materials and Production Cycles.
5. Monitor the production efficiency.
6. Know the best alternative between insourcing production and outsourcing purchase (make vs buy).
7. Calculate the impact of a product / service on indirect activities and related overhead costs.
8. Generate directional control tools (dashboards and summary).
9. Coordinate staff to achieve the company targets (Bonus on individual objectives).

# Team

**Emanuele Astolfi**

***Partner***

Management Engineer

Business area:

Management Accounting, Project Management,  
Organization.



**Mirco Pegurri**

***Partner***

Management Engineer, PhD

Business area:

Business Planning, Cost Accounting.

University of Brescia collaborator (Business  
Economics).

# Team

## **Samuele Locatelli - Steamware**

### ***IT Partner***

Management Engineer

Partner of Steamware

Business area:

IT Development.

University of Bergamo collaborator (Statistics)



[www.steamware.net](http://www.steamware.net)



## **Daniele Bargnesi**

### ***Management Partner***

Management Engineer

Business area:

Process & IT Analyst.



# Contacts

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