



Institutional Presentation



CSICERT



UNI EN ISO 9001

Who we are

- **Ala Consulting has been founded in 1996 from managers coming from great consulting companies: Cap Gemini Ernst & Young, Accenture, Solving, IMR-Proudfoot Ltd.**
- **The objective of Ala Consulting is always in the effective realization of proposals.**
- **Ala Consulting deals with projects and feasibility planning but our strong point is the phase that we call “installation”: the development of what previously previewed.**

Our Mission

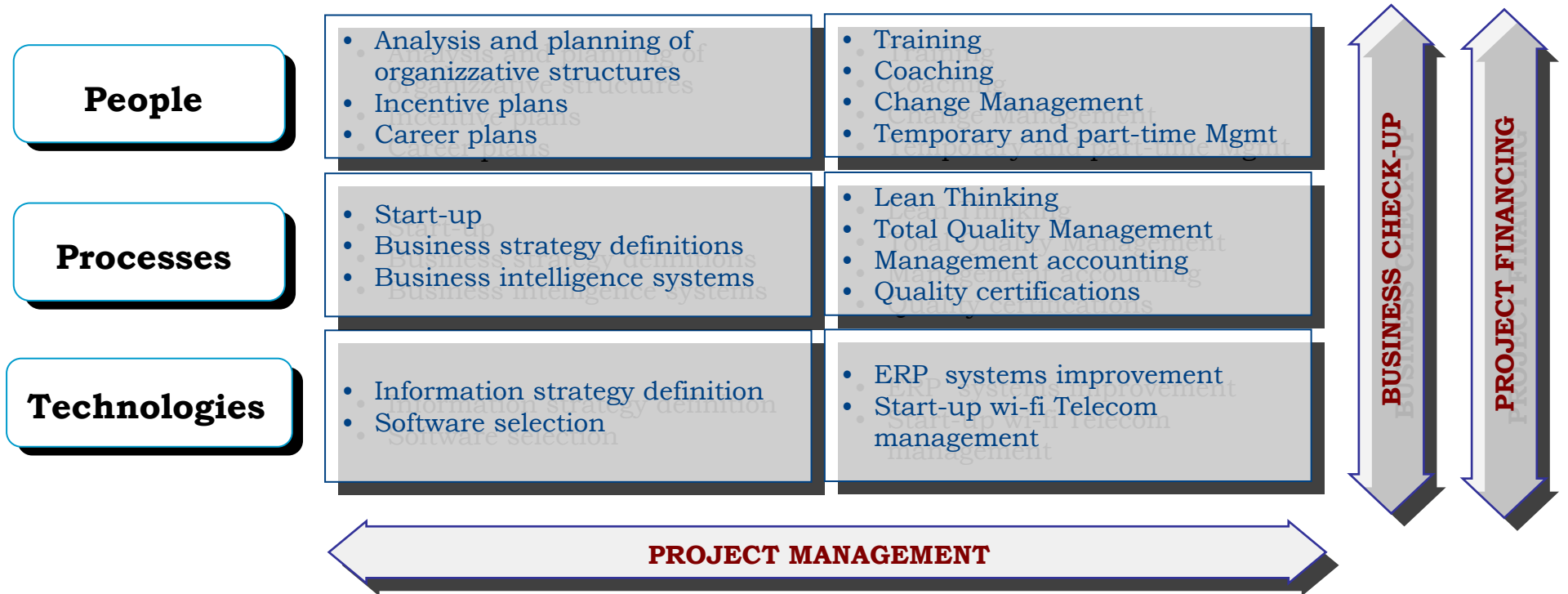
Giving support to the Customers in growing and improvement process with concrete approach, oriented to tangible value for the Customer.



through

know out, planning and improvement of innovative business solutions fitted for the Customers.

Our approach



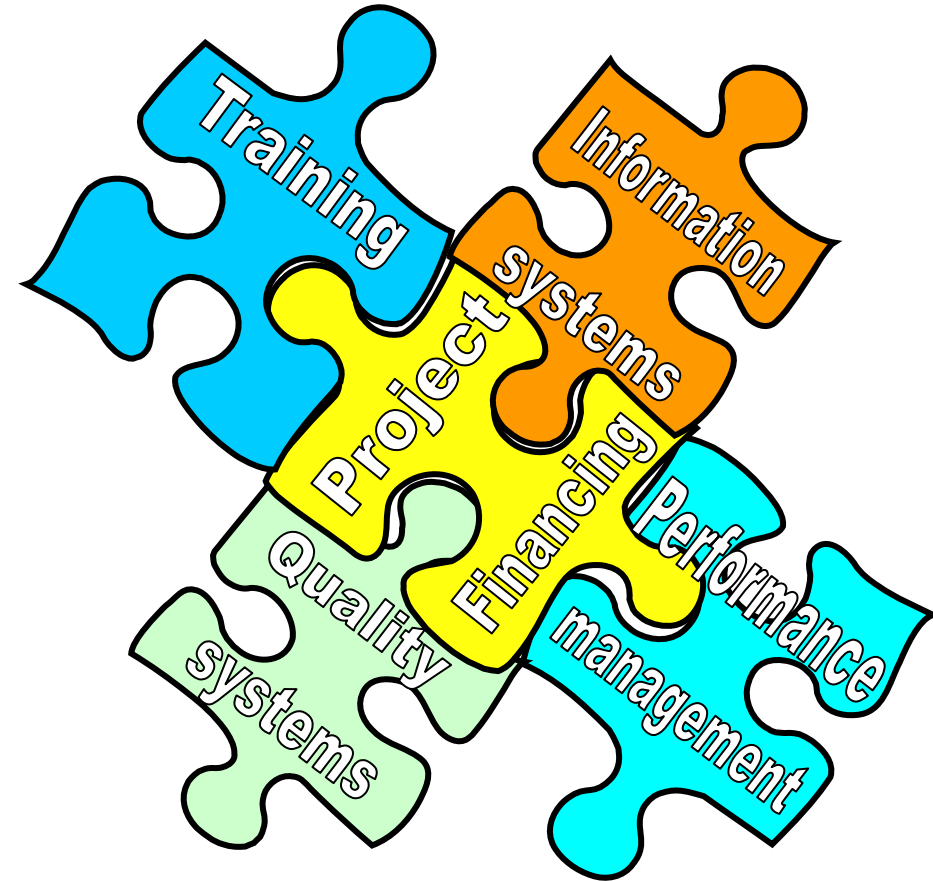
Sectors of activity

Industry	Services
Automotive Industry Design Security systems Metallurgy Fashion Textile Food Industry Electro-mechanics Steel Paper Industry	GDO Transport Utilities ICT Local health trust ad public hospital E-commerce Travel and tourism Industrial associations Professional training companies

Areas of activity

Our main activity areas are:

- ❖ **Training**
- ❖ **Performance management and processes**
- ❖ **Quality Systems**
- ❖ **Technology and Information Systems**
- ❖ **Project Financing**



Training

Training is projected on specific Customers needs and is held in Customer's offices. The most important fields are:

- Communication : effective communication, public speaking, business meeting, persuasive communication, interpersonal communication;
- Management efficiency: developing managerial capability, leadership, motivation, management by objectives, planning and performance evaluation, coaching, time management, preserve the more talented;
- Commercial : marketing, deal with profit, sales psychology, call center personnel, Customer satisfaction, merchandising.
- Production: Totally Quality techniques, SMED, TPM, reduction of wastes, improvement of business performance.

Performance management and processes

The experiences attain to different areas:

- **Business start-up or new business unit**, business plan, setting of business processes, recruitment, detailed analysis of the operative practice.
- **Customer satisfaction systems**, which matches business processes, personnel and technologies for the Customer satisfaction.
- **Purchase efficiency**, with the revise of purchasing process from the needs' definition
- **Management and industrial accounting**, at the operational level and at the top level with Tableau-de-bord and Balanced Scorecard forms.
- **Supply-chain**, like revision of logistical process for optimize the performance and saving working capital.

Organization - Lean Thinking

- **Lean Thinking is an tool based on the right use of resources.**
- **Lean Thinking implementation gives:**
 - Best Customer satisfaction with more reliable delivery
 - Cash flow improvement with stock reduction
 - Cost reduction thorough waste and low added value actions reductions
- **Lean Thinking methods and technique:**
 - “Pull” productive setting
 - **SMED**: equipment fast change technique
 - Location and knockout of waste (muda) of materials, of movement, of investment
 - The called “**5S**” on working environment organization

Quality Systems

- **Our Consultants have great experience on creation and management of quality systems in almost every kind of business.**
- **We made experience on:**
 - ISO 9001:2000 – Quality
 - ISO TS 16949 – Automotive sector
 - ISO / IEC 15504
- **Our experience assures the result and allow to achieve the target quickly .**

Technology e Informative Systems

ALA Consulting offers its services based on this competence:

INFORMATIVE SYSTEMS

- ❖ **Definition of IT strategy**
- ❖ **Software selection useful for company reality**
- ❖ **Project management on ERP installations**

TECHNOLOGY

- ❖ **WI-FI – internet broadband wireless**
- ❖ **E-government**
- ❖ **Video-communication by internet**
- ❖ **VOIP – telecommunication by internet**

Project Financing

ALA Consulting offers its assistance to find public and private financing for Customer needs.

We support Customer to make application and to draw up the business plan. The Customer should devolve, if possible, Ala Consulting for all contacts with public offices.

Our work is developed with Chambers of Commerce, Provinces, Regions, National Ministries and European Commissions.

Our main customers

- ACC – Compressors and electric motors
- BASF - Chemical
- CATTINI – Automotive
- COMESER - Telecommunications
- DIERRE – safety systems
- I.DE.A. – Industrial design
- E&O Ipso – Marketing and communication
- GAMMASTAMP - Automotive
- GIAMMINOLA – Textile machinery
- GIE – Waste management
- GRUPPO METALSISTEM – Pieces of furniture
- ITALO OTTINETTI – Mechanical
- LUCCHINI - Steel
- MCM - Telecommunication
- PRIMON – Industrial automation
- PROFILMEC – Steel
- QUADRIFOR – Training Association
- RIETER – Automotive
- SCHNEIDER ELECTRIC – Electric material
- SEPRIO.COM - Telecommunication
- SODALITAS – Health care
- SSA GLOBAL - Software
- TEXNO - Automotive
- VIEMME – Automotive



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