



Lewitt Associati
Business development solutions

Cost Reduction Division

OUR MISSION

Lewitt helps its clients to identify, plan and carry out projects that are helpful for their competitive, organizational and managerial development.

ABOUT US

Lewitt is a management consultancy firm. It is made up of a team of professionals, with entrepreneurial, managerial, academic and consulting expertise.

The key areas in which Lewitt operates are:

- Strategy and planning
- Organization and processes
- Technology and innovation
- Skills development

Lewitt's headquarters is in Bologna. It operates nationwide and can provide its own clients with a qualified network of international connections.

OUR TEAM

Lewitt operates through an established group of professionals connected to a network of specialists, organized in several different areas of activity.

Our consultants have the following distinctive features:

- Specialized qualifications obtained at prestigious national and international business schools
- Experience in specific business areas (sales, marketing, research and development, operations, logistics, organization, IT, administration and control)
- On-going updates of innovative management methods and business approaches

These qualities ensure an in-depth, systematic understanding of companies' needs and enable Lewitt's consultants to provide clients with answers to their requirements from a strategic and operational point of view.



CONTEXT

Companies are faced with reductions in profit margins due to markets becoming increasingly global, complex and competitive. This situation increases the need to optimize business costs to free financial resources. With this precise aim, in order to help its own clients to regain their margin, Lewitt established its **Cost Reduction Division**.

SPECIALIZATION FIELDS

The division develops cost reduction projects through the use of innovative **Cost Management and Procurement** techniques, which allow the obtainment of concrete and long-lasting results.

The specialization fields are related to the **Supply Chain** and, in particular, to the following categories:

- Transport (national/international, ship/airplane/train/truck)
- Logistics (logistics outsourcing)
- Packaging (primary, secondary and tertiary)

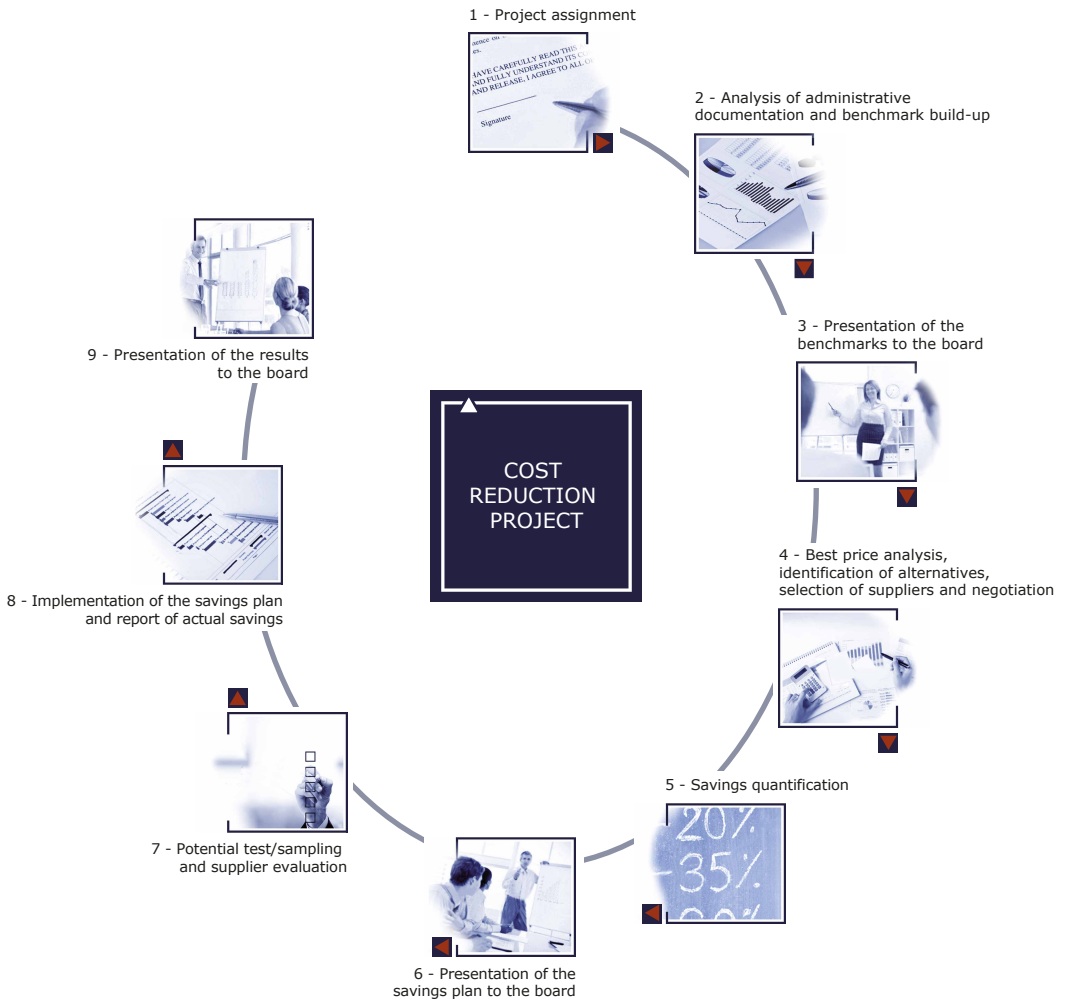
The service's distinctive features are:

- Rapid and effective analysis, evaluation of alternatives and implementation of choices
- Projects do not require activities by the client (without client's working time)
- Updated category-based prices and technologies
- Immune to influence from suppliers
- Project management (from analysis to final implementation)
- Client's decision-making autonomy
- High-level seniority of professionals involved in the project

ADVANTAGES AND RESULTS

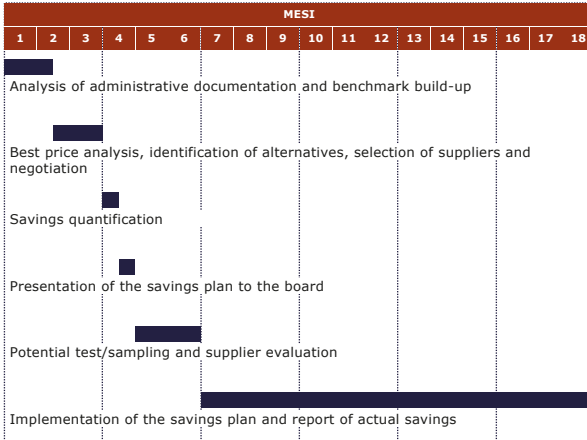
- Payment based exclusively on results, according to a **Success-Fee** approach that implies no risk by the client
- Maximum value obtainable from supplier management
- Reduction between 4% and 20% on annual expenses sustained
- Set-up and fine-tuning of a new procurement process aimed at ensuring results (innovation, risk management, savings, etc.)
- Client's personnel training

PROJECT PHASES



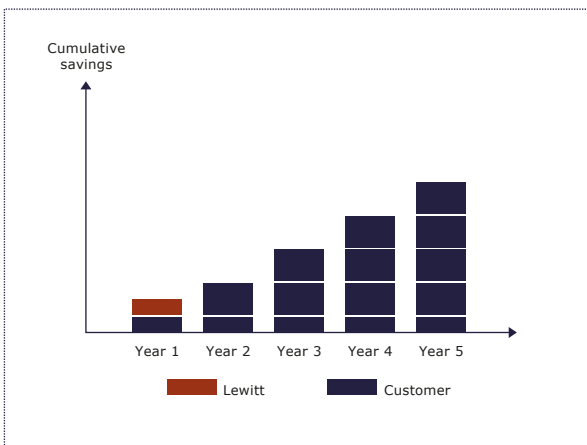
PROJECT TIMING

A standard project manages to produce tangible results just 12-16 weeks after its start-up, as can be seen in the following Gantt chart.



PROJECT VALUE

The project is characterized by the generation of concrete and long-lasting results.



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