

OUR MISSION

We help our Clients to identify, plan and carry out projects that are helpful for their competitive, organizational and managerial development.

WHO WE ARE

Lewitt is a management consultancy firm made up of a team of Professionals with entrepreneurship, managerial, academic and consultancy experiences.

Lewitt operates in the following key areas:

- Strategy and planning development
- Organization and processes
- Technology and innovation
- Personnel and competence development

Lewitt premises are in Bologna, however Lewitt operates throughout Italy and can provide Clients a qualified network of international connections.

Contacts:
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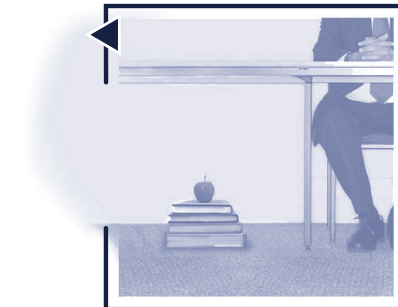
OUR TEAM

Lewitt operates through a solid group of Professionals that are connected to a network of Specialists organized in areas of expertise.

Our Consultants have the following distinctive features:

- Specialized qualifications with prestigious national and international business schools
- Experience in specific business areas (sales, marketing, research and development, operations, logistics, organization, information technology, administration)
- Up to date with innovative management methodologies and business approaches

These qualities permit a thorough understanding of the company's needs and allow Lewitt's Consultants to analyze and develop Clients' demands from a strategic and operational point of view.



OUR SERVICES

STRATEGY AND PLANNING DEVELOPMENT

The success of a business in today's fast-moving markets, comes from the capability to plan and realize innovative strategies that can interpret and anticipate the changing trends in the Clients' industry.

Lewitt helps Clients perform competitive business analysis and in the choice of the strategy that ensures development and improved performance.

Services we offer are as follows:

- Marketing analysis and research
- Strategic and business planning
- Marketing and sales planning
- Brand and price strategy
- Strategic sales force planning
- International business development
- Strategic control systems
- Integrated marketing communication

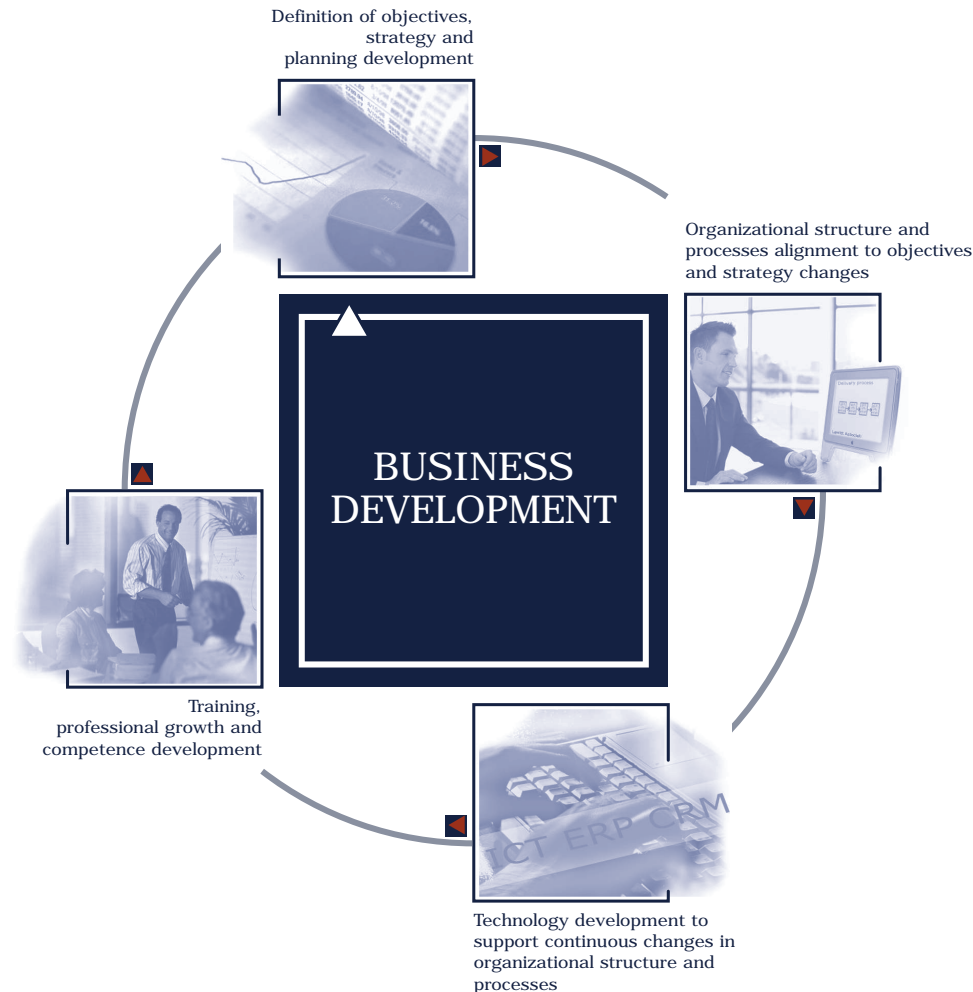
PERSONNEL AND COMPETENCE DEVELOPMENT

Personnel are the key factor for the success of any organization. Ambitious objectives, innovative strategies and change management projects can be reached only if they are assigned to people that show high professional competence and ethics integrity.

Lewitt assists Clients in identifying and managing the changing key factors, involving and motivating the human resources and improving their performance and competences.

Services we offer are as follows:

- Company culture analysis
- Organizational environment analysis
- Change management
- Performance improvement systems
- Professional and career plans
- Compensation and incentive systems
- Knowledge management
- Training and competence development



ORGANIZATION AND PROCESSES

Business environment, organization culture, strategic decisions and technological development are the main factors that influence that organizational structure. The changes in these factors impose a continuous monitoring of organizational models and processes in order to adapt the company's structure to the current business objectives and strategies.

Lewitt helps Clients in defining and choosing the more effective and efficient organizational structure.

Services we offer are as follows:

- Organization structure design
- Process management and reengineering
- Business restructuring
- Cost reduction
- Revenue enhancement
- Sales force design and management
- Performance measurement systems
- Project management models and tools

TECHNOLOGY AND INNOVATION

Technology and the ability to innovate will always become competitive factors from which no company could do without. The ability to single out and introduce in a rapid and effective way the new technology together with continuous innovation represent the key factor in order to gain market share and to face emerging countries.

Lewitt assists Clients in identifying and implementing new technologies.

Services we offer are as follows:

- Industrial engineering
- Customer focussed logistics and supply chain strategies
- Logistics and supply chain organization and management
- Warehouse design and management
- Integrated operations planning
- Sales and marketing technology
- Product life-cycle management
- IT architecture design

OUR PHILOSOPHY

Experience has taught us that each organization needs to be considered a unique entity and that each business problem needs to be handled in a specific way. This is the reason why we don't offer our Clients standardized business solutions, but what we consider essential is an in depth knowledge of the Clients' organization in order to suggest personalized business solutions.

The philosophy that drives Lewitt's Consultants is to add value to our Clients without substituting the management role in their strategic decisions, but providing them methodological support and distinctive competences in order to drive the competitive, organizational and managerial development.

OUR VALUES

Client's utility stands for the professional value that drives Lewitt's Consultants. Independence and freedom of judgement, honesty and openness, entrepreneurship and passion for our work are the foundations of the utility principle and our Professional's distinctive features.



OUR APPROACH

For every project Lewitt's Consultants follow a peculiar approach based on experience that permits us to obtain results that are agreed with the Client.

Our approach to project methodology consists of the following steps:

- As is analysis: Lewitt through specific competences, techniques and tools, analyses the Clients' current situation.
- Identification of requirements, restrictions and weaknesses: Lewitt's Consultants identify requirements, restrictions and weaknesses based on the Clients' business objectives and organizational characteristics.
- Drafting a feasible plan: Lewitt drafts the feasible plan collaborating with the Client. The contents of this draft are agreed by both Lewitt and the Client's management.
- Execution of the project: Lewitt's Consultants assume the responsibility to carry out the project highlighted and agreed in the feasible plan.
- Monitoring and checking results: Lewitt, together with the Client, assume the responsibility to monitor and check the timing and the quality of the project results.

