



COMPANY
PROFILE



ACQUAFORTE SRL

COMMITTED TO OUR CUSTOMERS SUSTAINABLE SUCCESS

Since 2002 we deliver consulting and training on national and international markets.

We support our Clients in pursuing results with sound and sustainable impacts on economics, society and environment, by improving their people's development, their organizational models and their work processes.

A DISTINCTIVE MIX OF COMPETENCIES

Our deep knowledge of organization and management allows us to **support our Clients' competitive growth**. Our actions help you to:

- > foster change management
- > increase performances
- > reduce costs and eradicate defects and wastes
- > improve innovation
- > develop soft and technical skills
- > share and spread knowledge

ACQUAFORTE SRL

A BUSINESS MODEL BASED ON A STRONG NETWORK OF PARTNERS

In Acquaforte **synergies** are as a special opportunity to **deliver our know how** to clients who wants to innovate their business and operational model.

ACQUAFORTE SRL

SISTERS COMPANIES



MANAGEMENT AND
STRATEGY
CONSULTANCY



FUNDRAISING

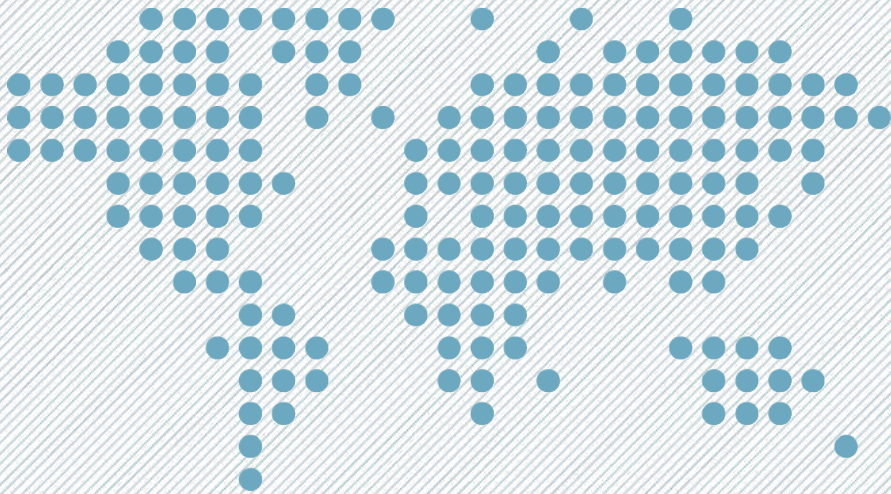


ABOUT US

ACQUAFORTE AT A GLANCE



ABOUT US



WHERE WE WORK

<u>Italy</u>	<u>Turkey</u>	<u>Mexico</u>	<u>Czech Rep.</u>	<u>Bulgaria</u>
<u>Spain</u>	<u>Canada</u>	<u>Austria</u>	<u>Macau</u>	<u>Taiwan</u>
<u>Tunisia</u>	<u>Egypt</u>	<u>Romania</u>	<u>South Africa</u>	<u>UK</u>
<u>Australia</u>	<u>Germany</u>	<u>Hong Kong</u>	<u>Singapore</u>	<u>Russia</u>
<u>Morocco</u>	<u>Serbia</u>	<u>Brazil</u>	<u>Belgium</u>	<u>India</u>
<u>France</u>	<u>China</u>	<u>Vietnam</u>	<u>Slovakia</u>	<u>Greece</u>
<u>Poland</u>	<u>USA</u>	<u>Netherlands</u>	<u>Korea</u>	<u>Thailand</u>

ABOUT US

FACTS AND FIGURES

OUR ACTIVITY OVER THE PAST THREE YEARS

2151

Days of
training

48

Production
plants

20

Consultants
and trainers

4

Regions

302

Days of
coaching

42

Kaizen
events

20

Countries

ABOUT US



1. CONSULTANCY

2. TRAINING

3. FUND RAISING

SERVICE LINES

- > planning, management and delivery of consultancy programs
- > coaching
- > temporary management
- > classroom and remote training
- > webinars
- > micro-learning
- > gamification
- > experiential learning
- > research, management and administration of funds to support education and innovation

OUR COMPETENCIES

— LEAN INDUSTRY 4.0

- > Lean Manufacturing & Services
- > Digital Transformation
- > Smart Factory

— PEOPLE & ORGANIZATION DEVELOPMENT

- > Change Management
- > Organizational Development
- > Competencies Development

— QUALITY, HSE & CSR

- > Quality, Health, Safety, Environment & CSR Management and Improvement Systems



— LEAN INDUSTRY 4.0

Acquaforte implemented a number of **Lean Systems in service and production** in Italy and abroad.

We design the most appropriate model for your needs – **organization, roles, methods, maintenance** – and we support your Teams along the implementation; we **share our knowledge of methods and tools** so that your people can quickly learn how to manage the new organization by themselves.



— LEAN INDUSTRY 4.0

Our method is strongly focussed on **not – value added cost reduction**. Our approach to Industry 4.0 is therefore aimed at **improving the performances of both production and support processes** and it is scalable according with our clients' technological maturity.

In any Digital Transformation process, Acquaforte applies the appropriate kind and amount of **innovative technologies** to processes previously optimized with a Lean approach.

— PEOPLE & ORGANIZATION DEVELOPMENT

Organizations are made of people, and **people are the most important asset** in any company. The organization's ability to adapt to an ever-changing environment is paramount to ensure business continuity.

To anticipate changes and to gain and maintain excellent results over time, people need to **develop the ability to correctly cover their role** within the organization.



— PEOPLE & ORGANIZATION DEVELOPMENT

We help our clients to upgrade their organizational model, to effectively manage Transformation processes, and to boost the growth in skills and competencies of their people.

- > Competency Assessment
- > HR Development Systems
- > Targeted Training
- > Mentoring & Coaching
- > Alignment of competencies with business needs



— QUALITY, HSE & CSR



Acquaforte is highly proficient in consulting and technical training in the fields of [Quality](#), [Health](#), [Safety](#), [Environment](#) and [CSR](#).

Our goal is to drive our clients through their improvement path by performing real value-added activities and leading them to compliance with national and international reference standards.



— QUALITY, HSE & CSR

- **Quality Improvement** of product design, production process, supply chain and services with specific tools and techniques
- **Implementation of Management systems** for Quality, HSE and Corporate Social Responsibility, in accordance with the main international and industry standards
- **Safety Risk evaluation** and appropriate corrective / preventive / monitoring actions
- **Mandatory training** on Health & Safety on the workplace

OUR STRENGTHS

in both Consultancy and Training:

1

TEAM: we are a group of Senior professionals with a variety of different specific competencies

2

WIDE EXPERIENCE and **DEEP KNOWLEDGE** of industrial and service **PROCESSES** as well as national and international **ORGANIZATIONS**

3

TAYLORED services and tools

4

PROJECT MANAGEMENT of complex programs

5

KNOWLEDGE SHARING and CO-CREATION: we aim to become our clients' reference point

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