

Fiore & Partners

Management Consulting

CONSULTING SERVICES

Pasquale Francesco FIORE

Managing Partner

Pasquale Francesco Fiore, Managing Partner of Fiore & Partners, is an International Senior Management Consultant in the areas of Strategy and Strategic Planning, General Management, Company Organization and Governance, Industrial Operations and Lean Organization, Lean Manufacturing, Strategic Marketing and International Business Development for Products and Services, International M&A deals & Negotiations, and more recently Patent Licensing.

His overall 41-year expertise , including the last 21 years as an International Management Consultant, spans over many Manufacturing Industries, more specifically Automotive and Transport Vehicles (cars, trucks, tractors, trains), Metal and Sheet-metal manufacturing and working, Mechanics, Plastics and Rubber Injection Moulding, Machine Construction and Industrial Plants, Hydro-Thermo-Sanitary, Textile, Furniture, Electromechanics & Automation, Food & Beverage, Energy, Logistics & Transport.

He is supported when needed by long- and diversified-, international expertise- professionals and specialists in industrial and commercial fields.

His Clients are mainly industrial and commercial Companies that produce and sell industrial products, consumer goods and services.

P.F.Fiore and Fiore & Partners offer these Companies diversified Consulting Services and activities, in an “integrated perspective” :

- Strategy, Strategic Planning and Company Development Consultancy
- General Management best practices
- Analysis and restructuring of Company Organization and Governance
- Technical Assessments on the Industrial Operations of Manufacturing Companies
- Consulting Services for hands-on Lean Management of their Industrial Operations
- Cost-reduction and Productivity- and Efficiency-improvement Projects
- Specific Projects of restructuring and re-engineering of Processes
- Consultancy on Design & Development- and Industrialization- Processes of new Products
- Project Management of Industrial Projects
- Strategic Marketing activities for Companies versus new potential Customers
- Operating support in domestic and international deals and negotiations
- Operating- and managerial- supports in Internationalization Processes of Companies
- Negotiations for international Supply Agreements and Commercial Alliances
- Due Diligences on the technical status and on the operating aspects of Industrial Operations of Manufacturing Companies
- International negotiations for Mergers and Acquisitions and Joint Ventures
- Integration Projects between Companies, in cases of M&As and JVs
- Consultancy for Intellectual Property assets' exploitation, mainly in terms of Patent Licensing.

In specific, some more details :

• **INDUSTRIAL ORGANIZATION AND OPERATIONS**

➤ **Industrial Area**

Organization and Management of the Industrial Area of Manufacturing Companies, from R&D and Product Development to Distribution, from Product to Process

- **Technical Assessments on the operating aspects of Industrial Operations of Manufacturing Companies (R&D, Purchasing, Production, Quality, Logistics, HR management,)**
- **Productivity- and Efficiency- improvements on the Company's Shopfloor, according to new Lean Manufacturing Processes and best practices**
- **Improvement, restructuring and re-engineering of Industrial Organization and Operations**
- **Structuring and kick-off of 'dedicated Teams' Organizational Model**
- **Product Development and Engineering Processes**
- **Project Management of Industrial Projects (Products / Processes)**
- **Project Management of new industrial facilities and production lines in Europe, USA, Asia and other Countries**
- **Interim Management assignments at industrial companies.**

➤ **Economic-Financial Area**

Cost-reduction Projects, Cost Management Control, Valuation of new Industrial Initiatives

- **Product- and Overhead-Costs re-engineering and Industrial Financial Control Process' revision**
- **Cost-reduction hands-on Projects (Products, Processes, Company Overhead)**
- **Economic-financial Valuations of Industrial Initiatives, based on "Value Creation"**
- **"Make – or - Buy" Analyses**
- **Investment Costs Control**
- **Costs Control of R&D- and Industrialization- Projects.**

• **STRATEGY and BUSINESS DEVELOPMENT**

➤ **Company's Strategic Development Area**

Strategy, Internationalization Projects, Strategic- and Cooperation Agreements, Activities of analysis, negotiation and management for Joint Ventures and Mergers & Acquisitions deals

- **Motto, Vision, Mission, Long-Term Objectives of the Company**
- **Assessments of the current status ("AS IS"), redefinition of the most appropriate new Strategy for the Company ("TO BE"), and deployment of the "GAP ANALYSIS"**
- **Company's Strategic Guidelines revision and redefinition**
- **New Strategic Planning and Development**

- Operating- and managerial- supports in Internationalization Processes
- Negotiations for international Supply Agreements and Commercial Alliances
- Due Diligences on the operating and technical aspects of Industrial Operations of Manufacturing Companies, aimed at M&A deals
- International negotiations for Mergers and Acquisitions and Joint Ventures
- Integration Projects between Companies, in cases of M&As and JVs
- **Marketing and Sales Area**
Activities of Strategic Marketing and technical- and commercial- supports versus other Companies as potential Customers
- **Marketing Strategic Plan : Marketing Strategy and Positioning, Products Portfolio, Customers, Competitors, Marketing Mix (Product, Price, Place, Promotion), Marketing Channels**
- **Technical and commercial relationships and support for deals and negotiations with Companies and Institutions on domestic and international Markets**
- **Strategic Marketing activities for Companies and for their products and services versus new potential Customers in Italy, Europe, USA, Asia and other Countries**
- **Business Development activities, in terms of business- and technical-relationships, on behalf of Companies, locally in Italy and Western Europe**

- **PATENT LICENSING**

- **Consultancy for Intellectual Property assets' exploitation**
- **Technology Transfer and Patent Licensing**
- **Support over the whole Patent Licensing process, from Market Analysis to Patent economic Valuation, from scouting of potential Licensees to Negotiations until Licensing Contract-sign.**

Thanks to its lean and efficient structure, P.F.Fiore and Fiore & Partners - Management Consulting are able to offer their Client Companies :

- **high committment, flexibility and availability**, thanks to "tailored" Projects for the Company
- **limited fees**, thanks to limited structural costs .

ing. Pasquale F. Fiore
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