



Novalis

ENTERPRISE ARCHITECTS

A close-up photograph of a person's hand pointing at a tablet computer. The tablet screen displays a blue bar chart with several bars of varying heights. The person is wearing a light blue shirt. The background is slightly blurred, showing another person's hand and a white mug.

Who We Are

From the design of business growth strategies to the configuration and management of industrial development projects.

Novalis Advisors

Supports companies of all sizes with the identification of the vectors of value creation, by offering skills of international prominence at the service of an organic and harmonious evolutionary process.





Who We Are

New

Because your company matters, even much more than you may think, in a different way from what conventions have taught you to consider.

Your company is the tool through which you do business, it is your precious asset and the only way to do its own good it's teach it to stand upright on its feet.

Teach your company to walk, as you did or how you would do with your children, in doing so you will create the conditions so that it can fly.

Don't worry, exceeds, let your company's potential explode, you are its main stakeholder and you will be the first to reap the benefits.

Organizational Value Approach

Because it is not "finance" that will make your company great, it will be your idea that it will allow it to grow and develop either.

Realize your idea by deciding the role it's going to play in the real economy, the place where you will decide to put it in the market in order to meet the needs of customers, both expressed and latent, constantly trying to arouse in them the wonder of achieving more with less, because less is more.

Leading

Because this is the goal: to generate value, build credibility, confer solidity, develop sustainability.

Tomorrow is the bridegroom to whom you promise your company every day, but it is also the bridegroom who never shows up at the event, so never lose sight of the fact that tomorrow's value is today's job.

For your creature to exist in this world, you must invest so that bride shows up at the altar.

Information & Services

Because it is only by knowing the rules and conventions and learning to respect them that you can finally overcome them, for you to create something different.

You can do what others do not do or you can do it in a different, identifiable, distinguishable way, by showing the whole world that it is your vision that allows you to exceed expectations and widen the frontiers of satisfaction, to access the dimension of sublimity.



Mission

To offer **skills and professionalism** in support of business development initiatives.

To lead the **personal and professional growth** of individuals, groups and organizations.

To operate in the local **economic development** by enhancing and exploiting local resources.

To promote and spread the **culture of the project management** in the business community, in companies and public bodies, in universities and schools, as well as among professional associations.

To base the business activity on the research, innovation, quality and the consideration to values.

To create **tailored services** for our customers.





Vision

The Novalis vision on its business is based about the awareness that knowledge and experience are the basis of a future in which the well-being of the people is the product of a sustainable development of its territory.

To become an excellence centre

in the development of individual and organizational learning.

To operate in an international perspective

by developing collaborations and exchanges with associations, universities, research bodies and companies.

To be a centre of exchange and comparison

on management consulting, training, local development and people development.

To spread the culture of Project Management

as an organizational and behavioral philosophy and as methodology of the local economic and business community.

Certifications

The company is ISO 9001 certified for the following activities: "Design and provision of Management Consulting Services, Business Organization, Evaluation, Projects and Professional Training".

It also makes use of staff with the following professional certifications:

Management Consulting



CMC (Certified Management Consultant) issued by ICMCI (International Council of Management Consulting Institute).



Member of Association of Business Process Management Professional

Project Management



PMP (Project Management Professional) issued by PMI (Project Management Institute).



Project Manager according to UNI 11648:2016 (ISO 21500)



SCRUM Certified issued by SCRUMstudy Global Accreditation Body for Scrum and Agile Certifications

Business Lines

- ❖ Strategy Design
- ❖ Business Process Management
- ❖ Project Management
- ❖ Project Design
- ❖ Project Funding
- ❖ Investment Evaluation & Business Planning
- ❖ Knowledge Dynamics Management
- ❖ Research & Development & Innovation
- ❖ M&A



Strategy Design



Supporting the entrepreneur to figure out the real business idea (**Mission**) and its projection (**Vision**). Managing the subsequent phases of goals identification, actions design, evaluation and valorization of their effects, producing drawings and plans (Business Model Design) showing the path to achieve success.



Business Process Management



Business Process Management (BPM) is a disciplined approach to identify, design, execute, document, measure, monitor, and control both automated and non-automated business processes to achieve consistent, targeted results aligned with an organization's strategic goals.

BPM involves the deliberate, collaborative, and increasingly technology-aided definition, improvement, innovation, and management of end-to-end business processes that drive business results, create value, and enable an organization to meet its business objectives with more agility.

BPM enables an enterprise to align its business processes to its business strategy, leading to effective overall company performance through improvements of specific work activities either within a specific department, across the enterprise, or between organizations. BPM is both a management discipline and a set of technologies that support managing by process. A convergence of technologies for workflow, enterprise application integration (EAI), document and content management, business rules management.

Performance management, and analytics, are brought to bear a focus on supporting process-based management.

Business Process Management and Performance Management are merging as more and more process management groups begin to recognize the organization as a system of interacting processes whose performance must be balanced, and that must be the focus of fulfilling strategies.

Recent research studies confirm that Business Process Management (BPM) is rapidly evolving as the dominant management paradigm of the twenty-first century. BPM is now generally adopted in companies with more than 80% of the world's leading organizations actively engaged in BPM programs, many of these on a global scale.

There is now enough published information that demonstrates that proven strategies, approaches, tools and techniques (including



business process frameworks and maturity models) are employed by world-class, process-focused enterprises.

More and more of those engaged in enterprise performance management are realizing that it is the performance of the business processes, not the organizational functional units or a set of assets, that has to be their central focus in order to gain the true benefits of a performance management initiative.

Our Consultants apply methodology and practices according to the BPM CBOK Guide (Business Process Management Common Body of Knowledge).

It's the ABPMP (Association Business Process Management Professional) International baseline set of standards for the Business Process Management.

Project Design



From the stimulation of ideas to the conception of defined projects, more or less complex, individually or in partnership owned, through a methodological path named **PCM – Project Cycle Management**, an international standard for the design of projects involving the contribution of public and private resources, national and international, for scientific research, technological development, competitive strengthening of enterprises and abiding management of the territory.



Project Funding



Supporting the development of individual projects, programs and portfolios, through the accurate analysis of its economic and financial dynamics, in order to define the requirements for a selective and effective financial sourcing.

The results of the analysis are completed by a report that indicates the methodologies and identifies the critical issues and / or strengths of the analyzed flows, in order to identify – if necessary – clearly outlined actions aimed at improving performances, also appropriately managing the dialogue with the lenders.



Investment Evaluation & Business Planning



Assistance to the evaluation and conscious representation of the development strategy, applying multiple scenarios simulation techniques to foster decision-making processes and adequately communicate the development plans and programs to the stakeholders.



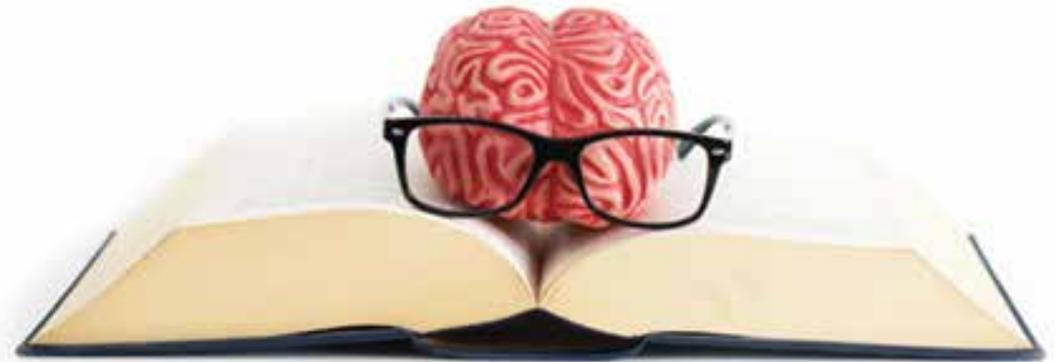
Knowledge Dynamics Management



Assistance to coding knowledge and experience developed within the company, in order to facilitate the conversion from knowledge to competence and translate individual human capital into company assets.

The services described here are based on the idea that the systematic collection, coding, conversion and translation of skills are the critical link between operations and strategy, allowing the company to progress and the business to develop.

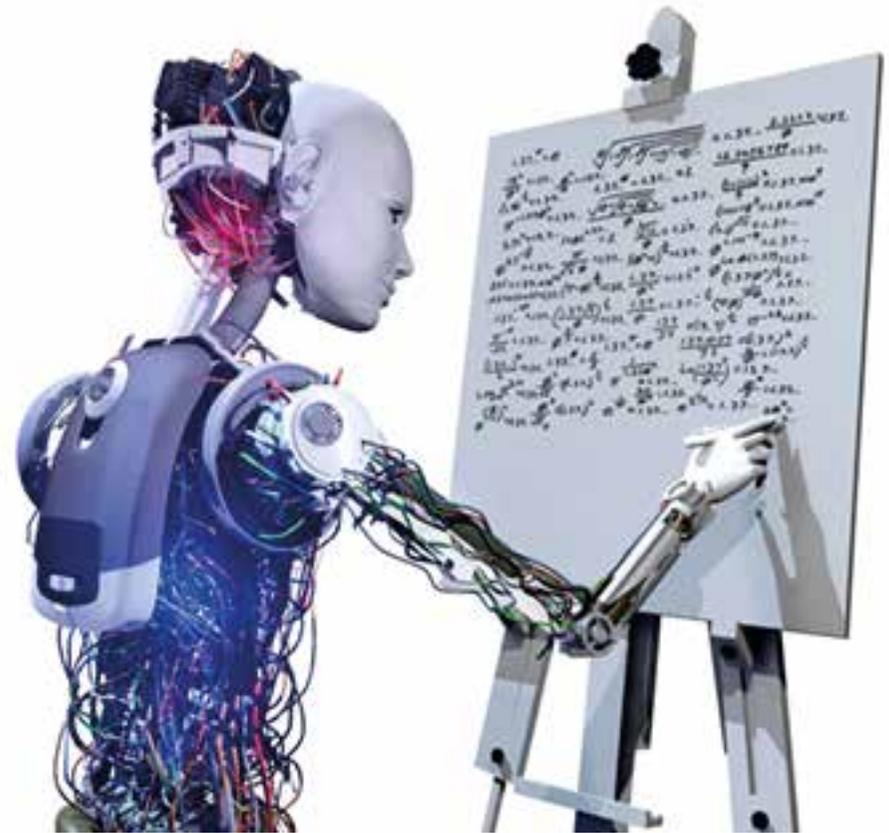
The quantity, quality and the speed of business growth essentially depend on the efficiency of the knowledge cycle and the effectiveness of its management.



Research & Development & Innovation



Assistance in exploring the ways for scientific and technological innovation, through the transfer of skills, the active search for resources, the verification of strategic coherence, the evaluation link with respect to the return on investment.



M&A



Support to projects aimed at substantially modifying the configuration of the business.

In these cases, the hypotheses of structure that best fits the development of the project is developed around an industrial plan and an evaluation model, also through the design of the instrumental legal relationships and those that may derive from them.

In this context, **Novalis Advisors** makes use of specialistic partnerships with leading law firms and tax consultants, both in the domestic and international context.



Portfolio

The experience of the company comes from the actions carried out directly and from the know-how brought by the partners, who have developed their knowledge in various professional fields and have led to the realization of different projects and activities.

The company has gained an **intense international experience** by working “for and with” companies, entities and institutions from over thirty countries.



We worked for and with

Company/Private Entities

Canopy Rivers (Canada)
Steward Health Care (USA)
ERG Petroli
ISAB Energy
Enichem/Syndial
MEDIASET
RAI
Polimeri Europa
ECPAT
GALGANO International
Allen&Overy
KPMG
Gruppo EURECAT (Eurecat SA, Eurecat France SAS, Eco-Rigen S.r.l., Eurecat US Ltd, Petroval, Petroval US, AL-Bilad Catalyst)
Lombardi&Molinari
Telefono Arcobaleno
Gruppo NICO (Nico S.p.A., Nico Environmental S.r.l., Ireos Jonica S.r.l.,) Gruppo ECONOVA (Econova S.r.l. - Econova Apulia S.r.l.)
Fidimpresa Confidi di Sicilia
Gruppo CiSei (CiSei S.r.l., Siciliana Carbolio S.p.A., Cosim S.r.l., Controlli Ambientali S.r.l.)
I.R.E.F. (Istituto Ricerche Educative e Formative - Roma)
Federazione Italiana Coltivatori Diretti (Coldiretti)
CISL
Fidapa

Federcomin (Federazione Italiana delle Comunicazioni)
ANFoV
Associazione Italiana Provider
C.R.E.S.M. (Centro Ricerche Economiche e Sociali per il Meridione)
O.N.A.P.L.I. (Opera Nazionale Addestramento Professionale Lavoratori Invalidi)
E.N.A.C.I.P. (Ente Nazionale Cristiano Istruzione Professionale)
E.N.O.F. (Ente Nazionale per l'Orientamento e la Formazione)
En.A.I.P. Nazionale (Ente Acli Istruzione Professionale)
A.C.L.I. (Associazioni Cristiane Lavoratori Italiani)
ANFE (Associazione Nazionale Famiglie Emigrate)
CONFESERCENTI
Ente Nazionale Sordomuti
CIF (Centro Italiano Femminile)
Unione Italiana Ciechi
Associazione Nazionale Mutilati ed Invalidi Civili
Mathesis S.r.l.. ANCeSCAO
Antoniano dei Frati Minori
Associazione Alboscuole
Associazione Safety World Wide Web
Associazione Nazionale Sicuri in Rete
Associazione Social Technology
CIATDM Onlus

Codici Onlus
Giffoni Film Festival
La Caramella Buona Onlus
MOIGE (Movimento Italiano Genitori)
SOS Infanzia Onlus Vicenza
Federcasalinghe
Lega Cooperative
Marine Consulting S.r.l.
Subsea Fenix S.r.l. - I.R.FO.R. (Istituto Regionale Formazione e Ricerca)
C.O.L. Scs a r.l. (Centro Orizzonte Lavoro Salesiani San Filippo Neri Catania)
C&B S.r.l.
Consorzio I.S.B. (Iniziativa per lo Sviluppo del Belice)
C.E.S.I.S. (Centro Studi ed Iniziative per lo Sviluppo locale)
Progetto Impresa Scs a r.l.
Associazione delle Porte di Ortigia - A.C.L.I.P. (Associazione Culturale Liberi Professionisti) - SEC (Studio Europeo Consulenti) - P.I.S.T.I.S. 2 Soc. Cop. a r.l. (Progetto di Integrazione di Servizi Territoriali e di Interventi Sociali/Programmi di Inserimento Sociale e di Interventi Strutturali)
DES S.r.l. (Didactic Educational Service)
CO.SVI.S. S.p.a. (Consorzio per lo Sviluppo di Siracusa)
G.A.L. ELORO Soc. Cons. Mista a r.l.

Coop. Servizi per il Lavoro a r.l.
Centro Studi Ibleo
PRAGMA S.r.l.
Centro Servizi S.a.s.
Lavoro e Impresa S.n.c.
TESS S.r.l.
LCT S.r.l. (Laboratorio Città e Territorio)
IRSEA
Casa di Carità Arti e Mestieri
Carmes srl
Parrocchia Chiesa Madre "S. Sebastiano"
SIMKI srl
Aforum
API Caltanissetta
ACHEA srl
Associazione CittaVive
Comunità Capodarco
Consorzio Tassano
Xmedia
Mediazioni srl
G.A.L. Eurovalli di Sicilia
CIAPI Chieti
Città Nuova Soc. Coop. a r.l.
Luigi Sturzo Soc. Coop. a r.l.
Agenzia per lo Sviluppo Inegrato del Calatino
Centro Studi Jean Houel
La Città del Sole Soc. Coop. a r.l.
Consolidas
Passwork Onlus
Canapar S.r.l.



We worked for and with

Public Entities

Ministero delle Comunicazioni
Ministero dell'Istruzione, Università e Ricerca
Comitato di Garanzia Internet e Minori (Ministero delle Comunicazioni)
Commissione parlamentare per l'infanzia
Polizia Postale e delle Telecomunicazioni
CoReCom (Conferenza dei Comitati per le Comunicazioni delle Regioni e delle Province Autonome)
Unione delle Province d'Italia
Provincia Regionale di Siracusa
Provincia Regionale di Catania
Provincia Regionale di Messina
Comune di Siracusa
Comune di Avola
Comune di Noto
Comune di Rosolini
Comune di Pachino
Comune di Portopalo
Comune di Misterbianco
Comune di Mazzarrà Sant'Andrea
Comune di Savoca
ISTAT
ASI Gela
ASI Calatino
Sviluppitalia S.p.a.
IG Students
CNR (Consiglio Nazionale Ricerche)
Arcidiocesi di Siracusa

Diocesi di Noto
TECLA (Associazione di enti pubblici territoriali)
Azienda Sanitaria Locale n. 8 Siracusa
Comune di San Fratello.

Universities and Educational Institutions

Queen Mary University of London (United Kingdom)
Jordan University of Science and Technology
University of Pittsburgh Medical Center
Università degli Studi di Catania
Università degli Studi di Messina
Università degli Studi di Palermo
Università degli Studi del Sannio
CASPUR (Consorzio Interuniversitario per le applicazioni di supercalcolo per Università e Ricerca)
Consorzio Universitario Megara Ibleo
Scuola Superiore Sant'Anna di Studi di Perfezionamento Universitario
Cenacolo Domenicano
Istituto Statale Tecnico Commerciale "Alessandro Rizza"
Provveditorato agli Studi di Ragusa
Liceo Tecnico Statale Polivalente "Giovanna di Savoia" I.P.S.I.A. "P. CALAPSO".

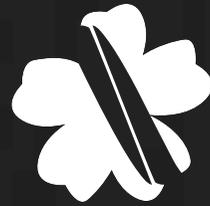


We worked for and with

Foreign Partners

Canopy Rivers (Canada)
Steward Health Care (USA)
Jordan University of Science and Technology (Giordania)
University of Pittsburgh Medical Center (Stati Uniti)
Grupo de Accionas Local Sierra Morena Cordobesa” (Cordova/Spagna)
Centro di formazione professionale Gil Vaz” (Evora/Portogallo)
Provincia di Poznan (Polonia)
Ministero dei Diritti Umani (Brasile)
AFPA (Association nationale pour la Formation Professionnelle des Adultes Francia)
CONTEXT Impulse am ARBEITSMARKT GmbH (Austria)
AYUNTAMIENTO DE LAS PALMAS
Departimento de asuntos europeos (Spagna)
Instituto de promociòn y desarrollo de la Ciudad de Jerez (Spagna)
Mancomunidad de Vigo (Spagna)
FUNDAÇÃO PARA O DESENVOLVIMENTO DO VALÉ DE CAMPANHÃ (Portogallo)
Ader Sousa (Pombeiro/Portogallo)
ASDEPR (Azzorre/Portogallo)
Ceder AITANA (Alicante/Spagna)
Agenzia di Sviluppo di Heraklion (Creta/Grecia)
Collettività Territoriale della Corsica

(Francia)
IEBA (Portogallo)
Unione dei Comuni di LARNACA (Cipro)
Associazione Tunisina per la protezione della natura e dell’ambiente (Tunisia)
Comitato dei figli del lavoro (Israele)
Municipalità di Hepiskopi (Grecia)
Consiglio Locale di Alcoy (Spagna)
Consiglio Locale di Alicante (Spagna)
Consiglio Locale di Callosa (Spagna)
Diputacion de Badajoz (Spagna)
Gal Ader Sousa (Portogallo)
Comune di Zarzis (Tunisia)
Kunsill Lokali (Mosta Malta)
Kunsill Malti għall-Kultura u l-Arti (Malta)
Valletta Rehabilitation Project (Malta)
Heritage Malta National Public Agency (Malta)
Ville de Mulhouse (Francia)
Strategos S.r.l. (Romania)
Zetesis Ltd (Bulgaria)
Steward Health Care (USA)
Queen Mary University of London (United Kingdom)
Canopy Rivers (Canada).



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