



# 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 background is slightly blurred, showing other people 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.

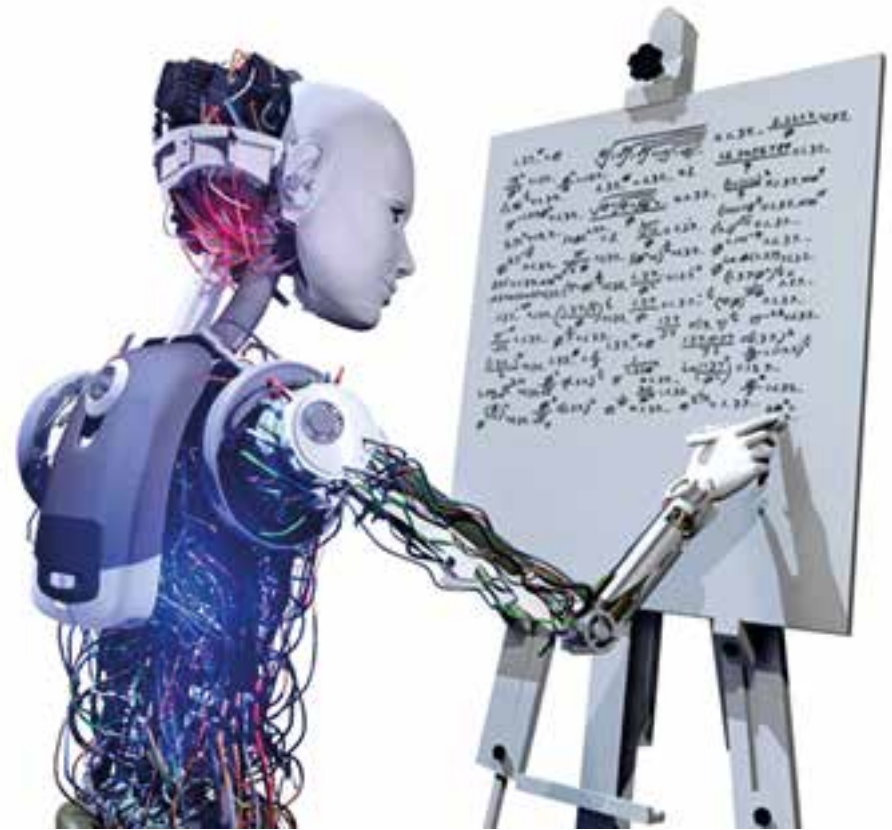
The quantity, quality and the speed of business growth essentially depend on the efficiency of the knowledge cycle and the effectiveness of its management.



# 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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