



MDA Consulting srl

Growth Engineers





**MDA Consulting Srl**

Via Scarlatti 30  
20124 Milano  
mda@mda.it

*We have worked for.....*





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# About Us

MDA is an Italian independent consultancy firm established in 1991.

Our mission is to assist companies in their growth process providing highly qualified consultancy services.

From its Milan headquarters, MDA operates two branch offices in Bangkok and Istanbul as well as eight partner offices in Indonesia , East Europe and Brasil.

MDA has been the Italian advisor to several government investment promotion agencies.



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# Partners

## Marco Dolci

MBA graduated in Bocconi University in Milano ,has been CFO and Director of Purchasing and later Managing director of the companies of the family's Group. He has been instrumental in the IT implementation of the group in the late 80's.

In 1991 he established MDA Associati. He has been board member of the young industrialist association of Italy and Vice President of the Lombardy young industrialist association with the responsibility of Unions relationship.



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# Partner

## Tiziano Furlan

With engineering studies and a master in general management at Sda Bocconi, he has been working for 2 major multinational companies as Country manager and General manager in countries like Saudi Arabia, Egypt, Turkey and Thailand for more than 18 years.

In 2000 he got back in Italy to be appointed Director of sales and marketing for a multinational company in the Energy field. He has been President of the Italian-Thai Chamber of commerce and member of the consulting committee to the Thai government. Now is the responsible of the international development in MDA CONSULTING.



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# Partners

## *Luca Vianelli*

Graduated in Industrial chemistry and with Master in Innovation Management at Scuola Superiore S. Anna di Pisa has been working with companies as Unilever, Bain & Company e Pirelli acquiring a vast experience in project management in the international arena.

He has been working for Pirelli Cavi Indonesia managing a very large industrial and infrastructure project

Since November 2005 he is managing partner for Thailand in Bangkok branch and responsible of all south east Asia activity.



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# Working Method

Projects are researched, planned and managed by a team of consultants with specific expertise.

The working method is the result of mutual agreement through:

- Joint brainstorming with the Entrepreneur and/or the Top Management
- Project progress follow up
- Temporary management
- Specific training workshop



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# Where we are (branch offices)



## **MDA Consulting Srl**

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## **MDA Consulting SEA Co. Ltd**

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## **MDA Danışmanlık hizmetleri Ltd**

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# Where we are (Partner offices)

- Israel
- Poland
- Romania
- Czech Rep.
- Singapore
- Holland
- Austria
- Slovakia
- India
- Serbia
- Brasil
- Hungary
- Russia
- Bulgaria



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# Activities

- **Management Consultancy**

Strategy, market positioning, M&A, Turn Around, control systems and organizational structure to identify new opportunities, monitor activities, improve results and achieve strategic goals.

- **Finance and extraordinary finance**

Bank loans and rating, credit management, access to Merchant Banks and Venture Capital.

- **International Expansion**

Growth through international expansion projects, partners search, acquisition and JV, production relocation to low cost countries.



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# International Expansion

- Analysis and Drawing-up of International Strategies
- Market Research and Analysis
- Product Launches and Presentation
- Feasibility Studies
- Acquisitions and takeover, Direct Investments
- Partner search: customers, distributors, suppliers, investors and joint venture partners
- Investment Incentives and Fiscal Plans
- Migration abroad and opening international affiliates



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# Management Consultancy

## Strategy

- Identification and management of the growth processes
- Management of the generational changes
- Company restructuring and turnaround
- Ways and tools for strategy implementation
- Evaluation of alternative strategies and company risks
- Strategic business plans and "what if analysis"
- Strategic and operating marketing

## Organization

- Analysis of the organizational structure, evaluation of the coherence with company strategies
- Organizational structures, role definition, operations, HR management
- Assistance on IT projects implementation and definition



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# Management Consultancy Continued

## Management Control

- Evaluation and implementation of planning and control tools, reporting, financial budgets as well as industrial cost control
- Monitoring and analysis of variances

## Search and position analysis

- Products and market benchmarking
- Competitive environment analysis
- Competitors scouting and verification through Internet
- Web information brokerage



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# Finance and Extraordinary finance

## Finance

- Debt restructuring programmes
- Projects and plans for access to the government financial subsidizing programmes
- Management of bank relations, including credit rating, loans, etc.

## Search and position analysis

- Assistance in private equity projects
- Assistance in evaluation of stock exchange flotation
- Assistance in merger and acquisition operations, sale of business units, stocks sale and partnerships
- Leverage buy out/buy in
- Search of venture capitals and partners
- Company appraisal, business unit evaluation, brand names appraisal, goodwill evaluation



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# Network

MDA has developed a network of professional relationships and cooperation with:

- Lawyers and Chartered Accountants
- Merchant Banks (Domestic/International)
- Venture Capitalists
- Private Equity Investment Companies
- Italian Government Agencies for Business Development
- Private Investors
- Financial and Insurance Brokers



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# Latest Major customers

- Thai Ministry of Industry
- Thai Ministry of Trade
- Suntec Integrated Media Singapore
- Merloni Progetti
- Danieli Far East
- Uncredit Bank
- Amonn Holding
- Banca Popolare di Vicenza
- Fimma
- Brembo
- Idealsedia