

## Cofimp

Cofimp is a business school for SMEs in the Emilia-Romagna Region with over twenty years of experience in providing training and consultancy services in line with company development strategies and the requirements of the market.

Cofimp is a partnership of businesses working in close collaboration with the Association of Small and Medium-size Enterprises of Bologna.

## What does cofimp do?

We develop business

We produce knowledge

We invest in Youth

We help people to specialise

We improve organisations

We create networks

.... for training and consultancy tuned into the wavelength of the global market.

We create alliances and survey the NATIONAL and INTERNATIONAL field to find networks of BUSINESS and RESEARCH without frontiers.

We work with **Companies, Universities, and Research Centres, the public sector, the banking system and consultancy agencies**

## **Company Backgrounds:**

1. G.D is the leading supplier of automatic machine lines to make and pack cigarettes and to wrap cigars.

The production facilities are located in Bologna (Italy), Langenfeld, (Germany), Sao Paulo (Brazil), Richmond, VA (USA), Surabaya (Indonesia), and Tokyo (Japan).

The Company's favourable location in Bologna, a city with an important technological background and University tradition, provides talents with extremely high professional competencies.

G.D has a total of 2,200 employees with a consolidated turnover of € 442 million in 2007

The heart of G.D lies in its Research and Development Dept. G.D's creative capacity and massive investments dedicated to the study of new solutions (more than 10% of the annual turnover) have always produced turning points in the industry. G.D's innovations also come from working in partnership with its customers, developing new solutions and planning future achievements together. G.D is part of Coesia Group

2. Coesia is a privately-owned, multinational organization, leader in the manufacture of machine lines for cigarettes and cigars, confectionery, detergents, food, disposable hygiene products, in the production of high performance gears, in printing and vision inspection systems for the pharmaceutical and cosmetic industries.

Consolidated sales in 2007 amounted to € 662 million with a total of 3,300 employees.

I'm the production planning department manager and I must guarantee the satisfaction of the productive requirements related to the business unit of competence through the editing and the updating of the production schedule, constructed in the respect of the agreed levels of service with the Sales & Marketing Direction and criteria of optimization of the productive resources

I'm interested in WEB2.0

### 3. Montanari Franco

I attended the Bologna University and in 1977 I got the Electronic Engineering degree.

I worked a lot of years in the field of ICT.

I covered the following roles:

- Software programmer and analyst
- System and Data Base Administrator
- ERP expertise

Since 2002 I've worked in SAMP SpA .

I've been in charge of ICT system.

I manage 30 servers and 500 PC.

External resources manage some IT's services, for instance system monitoring, remote control and on site assistance.

After this I send a short description of my company.

SAMP " Società Anonima Meccanica di Precisione" was founded in 1936 established as a member of the Maccaferri Industrial Group for the production of wire drawing machines for ferrous materials, general mechanical parts and gears.

Today these activities are organized in three major divisions: Sampingranaggi, Sampsistemi and Samputensili.

SAMP is market leader in the manufacturing of extrusion cable lines and sells its products in all the world. 90% of income is made outside Europe.

The headquarters of all three divisions are located in Bologna/Italy and the company has about 700 employees.

Production's plants are located in USA, Brazil, Germany and China.

The IT System is based on Windows 2003 server/XP. in Vmware environment, and all enterprise's processes are managed by SAP ERP.

Technical Design is developed using Inventor 3D system by Autodesk.

3.



## The Cofimp Group

Cofimp is based in Bologna, a focal point for SMEs and the home of the oldest university in Europe. We have branches working throughout the entire Emilia Romagna Region. We have recently acquired PERFORMA in Ravenna and Rimini.

However, in a world of expanding borders the strength of the **Cofimp Group** lays in bringing together experts and various types of organisation on both the national and international level.



## Our areas of work

Cofimp's work is subdivided in two areas - TRAINING and CONSULTANCY supported by an internal RESEARCH and INNOVATION laboratory which deals with analysis and the creation of tools and methodology –an observatory of avant-garde issues for the world of business.

# RESEARCH AND INNOVATION

## TRAINING

**Masters**  
**High level training**  
**Managerial Development**  
**Catalogue Courses**  
**Made-to-Measure Courses**

## CONSULTANCY

**Company Administration**  
**Strategy and Marketing**  
**Human Resources and Organisational**  
**development**  
**Production and logistics**  
**Quality Systems**

## TRAINING

We provide training which draws on the new and integrates current *trends, needs, networks with tools, services and methodologies*: a “positive” circle bringing training and consultancy together to multiply knowledge and create business.

Our strength lays in taking up the realities of business life and bridging the gap between young people and the workplace, people and organisations, companies and processes, top management and strategic thinking.

In the field of TRAINING our areas of excellence are:

- **MANAGERIAL DEVELOPMENT**
- **MASTERS COURSES**
- **HIGH SPEED TRAINING**
- **The COFIMP CATALOGUE**
- **MADE TO MEASURE COURSES**

### **MANAGERIAL DEVELOPMENT**

Cofimp is an advanced centre for research and management training. Dealing with management training involves being able to respond to precise company needs, providing solutions and carefully prepared products aimed at bringing out the best in entrepreneurs

and managers, and improving or sharpening their skills in addition to stimulating the strategic thinking that is necessary for doing business

We aim to develop the ability to run organisations and keep abreast of processes such as internationalisation. Our methods are energetic and competitive providing imaginative and often original training in and out of the classroom.

## MASTERS COURSES

Cofimp Master Courses are run in collaboration with the University of Bologna. They are highly career-orientated and contribute 60 training credits towards specialised higher degrees. The courses are aimed at graduates and last 1500 hours. We have a particularly close relationship with the engineering faculty and design all courses to reflect trends and requirements of the market.

COFIMP MASTERS are characterised by

- a close working relationship with the business world
- an excellent balance of academic skills and technical specialisation
- personalised work experience of up to 500 hours- a third of the total course.

## HIGH-SPEED TRAINING

To balance the need for maximum specialisation in a limited time period Cofimp has created HIGH SPEED TRAINING – a “concentrated” training process which provides highly specialised training regarding the most sought-after and relevant areas of “doing business”. These courses are considerably shorter than our Masters’ (around 600 hours) and include personalised work experience in Italian or foreign companies. In addition to guaranteeing a first-class technical specialisation, HIGH SPEED TRAINING draws on the knowledge of a team made up of renown experts from various international universities, offering a network of dedicated relationships.

Each training course is innovative and unique and is open to university graduates and anyone who has at least five years working experience in the relevant sector.



## THE COFIMP CATALOGUE

The COFIMP CATALOGUE is called *Vademecum* and offers a vast range of courses which we constantly up-date to meet the specific needs of various professional groups from executives and middle managers to technical and professional staff.

The catalogue includes short intensive courses lasting one or two days, held during working hours or in the evening.

In addition to popular refresher courses (financial administration, marketing and communications, quality and human resources) we add new courses annually that reflect current trends.

## MADE-TO-MEASURE COURSES

Cofimp designs and runs courses that are based on the specific requirements of companies and organisations.

Courses are created on an ad hoc basis and are highly personalised and flexible.

We work alongside companies to agree on every detail of each course, from contents, to duration, the number of participants, special requirements, calendar and all aspects of practical organisation

## CONSULTANCY

The observation and awareness of change combined with in-depth knowledge of the global scenario and the specific needs of SMEs are the strengths of Cofimp's consultants

Our aim is to support and guide companies in carrying out their work and increase business where ever they find themselves, both in a national and international dimension.

With more than twenty years experience and a network of qualified expert professionals, this section develops and proposes advanced consultancy techniques for the contemporary market.

Our team of experts, equipped with the necessary tools and personalised methodologies, satisfy more than 200 client companies every year.

The **CONSULTANCY** section is subdivided into 5 main areas of activity:

- **COMPANY ADMINISTRATION**
- **MARKETING AND STRATEGY**
- **HUMAN RESOIRCES AND ORGANISATIONAL DEVELOPMENT**
- **PRODUCTION AND LOGISTICS**
- **QUALITY SYSTEMS**

## **COMPANY ADMINISTRATION**

Whatever idea the company has in mind, be it buying, selling, reducing costs, decentralising, internationalising, undertaking new business, our team of consultants has a strategy and economic-financial administrative programme to achieve the desired goal.

Through the finely tuned action and innovative methods we are able to guide and support the company's management in the choice of the best strategies to face the challenges and opportunities of the modern market. And what's more, with the guarantee of success.

## **MARKETING AND STRATEGY**

Strategy and the new frontiers of marketing are the speciality of the COFIMP MARKETING LAB – giving a new direction to companies moving in the high seas of competition.

The Cofimp team help companies to understand contemporary marketing, guiding them towards choices and solutions which increase the value of their products and generate brand value in their market

All in all, a line of products formulated and dedicated expressly to develop the strategic thinking of top management.

## **HUMAN RESOURCES AND ORGANISATIONAL DEVELOPMENT**

In the age of the flexible market Cofimp offers concrete solutions for the area of human resources. A collection of action, methods and tools to develop the path towards organisational systems and the valorisation of human capital in private and public companies.

Management by objectives, organisational check-ups, Assessment & Development Center, individual coaching, assisted self diagnosis for

management are among the key activities for developing those who develop business.

## PRODUCTION AND LOGISTICS

### Providing consultancy

Providing consultancy in the world of industrial manufacturing means helping companies to optimise the production process and manage supplies and materials. In simple words we are talking about reducing costs and this is what we have been doing well for over ten years.

How can value be created for the **client with lean production**? How can the client choose, evaluate, control and integrate supply systems? How can the supply chain be managed in the best way?

Cofimp answers all these questions with unique and innovative methods, both from the technical and organisational point of view, for companies seeking greater productivity and applicable anywhere in the world.

## QUALITY SYSTEMS

If your company needs “sorting out”, the Cofimp Consultancy can do it for you in line with the new frontiers of quality.

So we are not only talking about ISO 9000 certification- through the use of methods which help the impact on the organisation with regard to the management of the documentation involved with quality systems- but also about paying attention to the ***environment*** and ***sustainable growth*** with ISO 14000 and the development of ***social responsibility***

## The Research and Innovation Laboratory

Cofimp has always invested in knowledge development and applied research to draw up projects and create tools and methodologies which can be translated into innovation for products and services.

## European Union Projects

COFIMP has been working on EU projects for many years. These projects contribute to bringing about policies for professional training in the European Union through the action of its member states.

In particular ,we have participated on SOCRATES, LEONARDO DA VINCI, EQUAL, LINGUA, PHARE, ADAPT projects.

### Art.6 FSE

Each project gives rise to analytical research and the creation of multimedia and /or language materials, carried out in partnership with public and private European organisations.