

INTRODUCTION

Italiaindustria is a professional training centre recognized by the Lombardy and the Tuscany region characterized by dynamism, professionalism and by a staff with great management skills.

Italiaindustria has gained considerable experience in the design and implementation of vocational training courses, distinguishing itself by its reliability and professionalism.

Its main purpose is the development and valorization of human resources. It reaches this goal through the management of training courses aimed at supporting businesses in: organizational changes, restructuring production processes, diversification, product innovation and development of new skills and competencies imposed by technological progress.

It employs a staff of experts in the management of training processes and a teaching staff selected according to strict procedures imposed by the Quality System, which require the utmost accuracy in identifying experts that not only are provided with an excellent academic or professional curriculum vitae, but that are also able to guarantee adequate knowledge and teaching experience in animation and in the management of group workshops.

The processes of management and delivery of training activities are guaranteed by ISO quality management certification, obtained in 2000; besides, it was recently adopted a Code of Conduct according to Legislative Decree no. 231/2001.

Italiaindustria now operates in different geographical areas In Italy (Lombardy, Veneto, Tuscany, Sicily, Puglia) and abroad (Iran, Bulgaria, Slovenia, Switzerland, Ukraine, China) and it is a professional training centre recognized by the Lombardy and the Tuscany region.

Among its main services:

- Training, considered as a key element for personal and professional development and valorization, in an increasingly competitive market.
- Public funding, a fundamental financial and economic aspect that allows to exploit all available resources and to compete on a national and international level.
- Advisory and Operational Support as an indispensable tool to move, efficiently and effectively, in a world that is constantly changing.

> TRAINING

It is the main area where Italiaindustria has been operating since its establishment, conceiving, designing and implementing training courses both self-financed and supported by public funds (European Social Fund, National Funds, Interprofessional Funds).

The main thematic areas we are specialized in are:

Internationalization (trading, languages, development of foreign markets)

IT (information systems development, data security, network management, basic IT)

Security (innovative systems for safety training, normative courses, teachers training)

Communication and Human Resources

Quality

> SERVICES

In recent years Italiaindustria has integrated its training activities with additional services in order to meet the growing needs of companies, clients and territory. The new services provided are:

- Research and analysis

Studies aimed at selecting all the relevant information to make decisions about products, distribution, advertising effectiveness and promotional techniques, as well as the assessment of the overall position of the company

- Legal assistance

Assistance on legal and contractual issues, both nationally and internationally

> PUBLIC FUNDING

Public funding is a management and financing tool that is little and badly used in Italy. They are mainly used by well-structured large companies, most resourceful and up-to-date entrepreneurs and those companies that can rely on preferential relationships with public bodies. It is due to several reasons, that can be summarized in three points: great distrust, lack of information and difficulty of consultation.

Italiaindustria offers a well-established professional assistance that, depending on the needs, can range from simple information retrieval to the preparation and submission of funding applications.

> TRADING

In a context where globalization is increasingly evident and where the most interesting opportunities can be found in new markets (Eastern Europe, Mediterranean countries and Iran) it is fundamental to find a concrete and reliable support able to provide the Company with essential information and to recommend actions to be taken and procedures to be followed, with full knowledge of the facts.

Thanks to its past activities and to its staff's professional experience, Italiaindustria has developed a extensive network of international relationships with local authorities, Italian associations and foreign companies, and made it available to its customers interested in the import/export business, joint ventures or other forms of cooperation with foreign companies. In this context, it has very strong relations with Iran and several East European countries.