



**BGP MANAGEMENT CONSULTING SPA**

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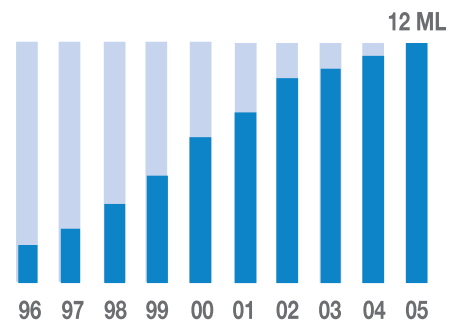
founders and partners

**A set of intangible assets: skills and reliability, available to our clients**

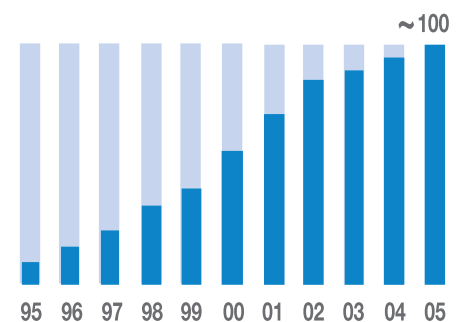
For the past 20 years, BGP Management Consulting has been helping businesses develop management and information systems in the Accounting, Finance and Management Control. Six partners coordinate over a hundred consultants, personally interacting with the client commissioning the project. This lets us consolidate relations with old clients and create a flow of new jobs. In addition to Autostrade, Benetton, Gruppo Generali, Enel, Ferrovie dello Stato, Mediaset, RCS,

Saipem, Telecom, in 2004-5 BGP Management Consulting worked for the first time with Alitalia, Bulgari, Campari, De Agostini, De Longhi, Ferrero, Fiat Auto, Gewiss, Italgas, Italmobiliare, SEAT Pagine Gialle, Terna ...

**Invoiced**



**Consultants**



CONSULTANTS	SENIOR CONSULTANTS	PROJECT LEADERS	MANAGERS	PARTNERS
30	35	20	9	6

**A good and constant growth has been the underlying principle in the development of efficiency and the quality of service.**

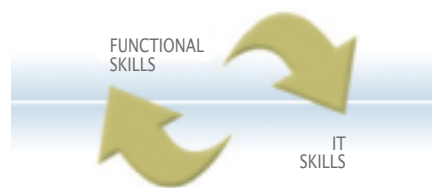


assets and values

### Focus as a successful response to complex problems

BGP Management Consulting's operation area is defined by **CFOs** and **CIOs**.

We guarantee the level of excellence for which we are recognised in the community of consultants: when dealing with complex company needs, we make every effort to improve all those areas of competence where we excel.



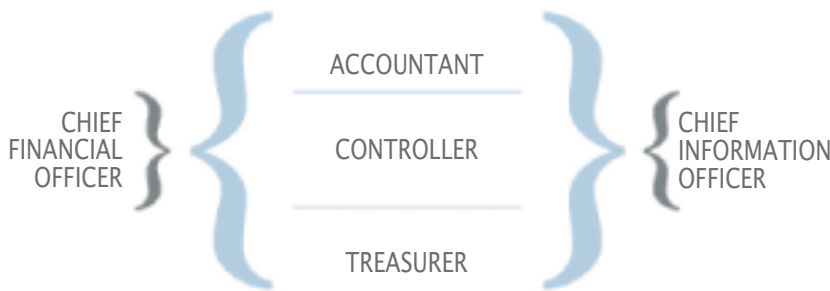
### A continuous exchange between profession and university

BGP's key figures are linked to the academic world.

The professional activity is associated with its use of research, education and even publishing. This work can be seen as guarding the frontiers of technical and functional knowledge and thus becoming a privileged observatory that is always available to the client. At the same time, BGP sees links with universities as a valuable source for the acquisition of fresh talent.



**business areas**



**A bridge between the CFO and CIO**

Our clients are CFOs and CIOs. They use technology to generate value by ensuring timely communication, reliable, and transparent economic communication alongside the attentive management of risks. In this way, they safeguard competitiveness and the good governance structure...all this with the guaranteed efficiency of the most advanced IT.

**The ingredient of professional skills**

The mix of functional and technical skills extends the value chain in BGP projects, thus becoming a valuable asset when we consider the complexity of the business reality of BGP's clients.

**Functional strategy, design, implementation and maintenance**

Each step is as important as it is "delicate" for the project's success. BGP makes relationships with the different functions easier, by preventing potential conflicts even in the planning phase. This is a sign of our professional DNA.



#### DSS/EIS

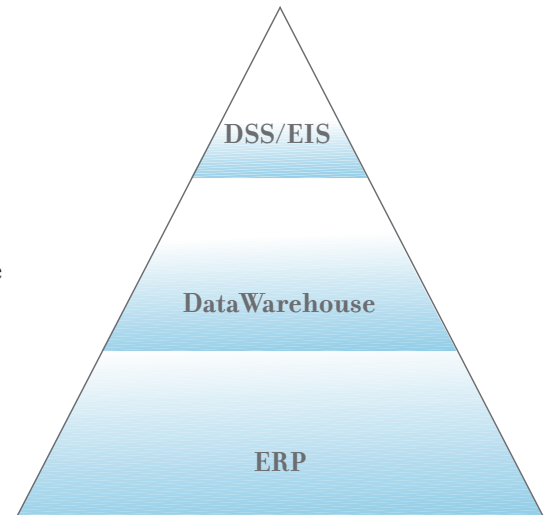
- › Consolidated balance sheet
- › Budget/Forecast
- › Planning processes, budgets and forecasts
- › Financial risk management

#### DATAWAREHOUSE

- › Data model development
- › Creation of analytical applications on datawarehouse platform
- › Management of Information Factory

#### ERP

- › Software selection processes
- › Engineering of the application system
- › ERP SAP implementation: accounting and control, finance and logistics
- › Vertical solutions for insurance and media industry
- › Second wave projects



IT area

functional areas

#### ACCOUNTING

- › Reengineering accounting processes
- › Mapping and coding accounting processes
- › Financial Reporting
- › Adjustment to IAS
- › Financial Accounting
- › Balance Sheet
- › Consolidated Balance Sheet
- › Project and implementation of accounting and financial service centres

#### FINANCE

- › Financial Planning
- › Budget and Financial Planning
- › Financial operation
  - cash management
  - risk management
  - treasury management
- › Financial Reporting
- › Treasury Forecast
- › Corporate Treasury and cash management system

#### CONTROL

- › Budgeting
- › Action plans
- › Management reporting
- › Cost accounting
- › Managerial accounting
- › ABC and ABM cost accounting models
- › Balance Scorecards and performance indicators



**methodologies**

**Supporting our client until everything runs smoothly**

BGP usually takes a “turnkey” approach, in line with principle that we have called the “virtuous loop” .

We have chosen to display this commitment explicitly, because we rely on an organisational model where one of the six Partners is directly involved in the field. The decisions to satisfy the client’s needs and to ensure project success can be taken immediately, without any complicated procedures.

**The decision-taker is also the user**

We have called this original type of Consultant/Client relationship the “**short chain**”: our fast decision chain, agreeing to an immediate dialogue with the client. BGP Management Consulting’s work is an instrument of the business vertex, which immediately and directly measures reliability and efficiency. The “short chain” promotes the construction of those bonds of trust, both between companies and between personnel, that have led to close and long-lasting ties with large, highly-structured companies and groups.





business partner

### The power of interpersonal relationship outweighs the most advanced technology

The complexity of the systems and processes we are asked to manage, needs different technical and specialized skills, because the value of each element and its subsequent integration are fundamental to the overall success of the project. Our relationship with **software vendors** is particularly important. BGP considers this a key aspect that lies at the very heart of our success: a long history of collaboration that involves sharing challenges and successes every time.



### The partnership with SAP: a business alliance

BGP enjoys a symbiotic relationship with **SAP** that goes beyond the implementation of its products and involves every step of the relationship with our client. SAP and BGP also interact through **training**: BGP partners teach some SAP courses, the same courses where BGP consultants update and expand their own technical know-how. Around the 70% of our consultants are SAP certified, with a wide reference to the most recent modules, also of Business Intelligence; thus testifying the attention to the frontiers of knowledge that distinguish our teams.

Major projects over the past 5 years:

clients and projects

finance and insurance

industry

services

media

public utilities



ITALMOBILIARE



Vivere senza confini