

GEDI



G.E.D.I. Srl

10143 Torino - C.so Tassoni, 4 Tel. + 39 011 752026 (4 linee) - Fax + 39 011 7716153
E-mail: gruppogedi@gedisrl.it Web site: www.gedisrl.it

20124	Milano	Via Settala,1	Fax +39 02 20.42.29.38	Tel. +39 02 20.47.077
00187	Roma	Salita S.Nicola da Tolentino, 1/B		Cell.+39 335 7590314
60035	Jesi (AN)	Via delle Terme, 2		Cell.+39 335 6328407
127994	Mosca	Tverskaya str.18, bld.1, office 831		Tel. +7 495 299.4115
380059	Tbilisi	Digomsky Massiv – 1 st Kvartal, Corpus 1 flat n.10		Tel. +995 325.23813

GEDI CONSULTING



Spurred by the idea of "not dispersing knowledge", GEDI has continued to expand its core team of **senior** consultants, all with a former business career and with the competencies required to address a wide range of different subjects.



GEDI senior consultants can:

- help to handle emergencies;
- launch new initiatives;
- outsource and/or dispose of business activities;
- "empower" in-house resources;

with a minimum risk of internal conflict as they are not seeking opportunities to further their career or to safeguard their jobs.

GEDI OFFERS

... a practical, versatile approach to corporate consulting at competitive prices:

PRACTICAL

Assignments are entrusted only to senior consultants with "hands-on" experience, able to transfer their know-how and expertise acquired in field and to participate personally in solving company problems.

VERSATILE

Tailored to the company's effective needs and circumstances both as regards methods adopted and timing and solutions proposed.

COMPETITIVE PRICES

GEDI's method of operation and organizational set-up make it possible to predefine and curtail costs.



Today, GEDI may claim to be one of the leading "non traditional" consulting firms in Italy with consultants operating at leading Italian companies and in various foreign countries.

GEDI TRAINING

Following GEDI's decision to broaden the scope of its services to include training, ETT (Erg Technology Transfert), with more than 20 years' experience in this specific sector, has joined the Group recently with the main aim of designing and providing this type of service directly at the client's site according to two main guidelines:

- refresher courses/professional training in business administration;
- support of private and public initiatives in developing countries.



CONTRACTS WITH THE COMPANIES



Contracts with the companies:

- The contracts stipulated with companies that request GEDI Group services may be

* **predefined:** i.e. the results of the assignment and the fee are defined beforehand.

* **open:** i.e. specifying only the parameters for determining the effective fee, in the period considered, according to the services effectively provided.

-The type of contract selected and the various aspects of this are agreed on with the companies concerned according to their effective requirements.

STRONG POINTS



-The strong points of the GEDI Group, as amply confirmed over the years, include:

-the ability to find the right solution to the company's requirements drawing on professional skills based on long-term experience;

-the ability to provide consultants with continuous support, with clear definition of the contract and dedicating considerable attention to prompt compliance with their needs.

Lastly, it is important to stress that consultants are flanked throughout the entire period of the contract by highly qualified staff able to propose a prompt, professional solution to all their needs.

CONTRACTS WITH CONSULTANTS



Contracts with consultants:

The GEDI Group has a firmly-entrenched reputation for attentive, precise administration of its consultants.

Drawing on its specific know-how, the GEDI Group has promptly complied with Law 342/2000 according to which, as of January 1 2001, income deriving from coordinated, ongoing collaboration is considered on a par with income from dependent employment.

The Group has taken advantage of its 20 years' experience in this sector to assure precise application of the new rules, providing its consultants with constant assistance.

In addition to the relationships of collaboration, the Group also resorts to the consulting services of professionals with VAT number, with regular invoicing of their fees.

Consultants are provided case by case with the following facilities:

- INAIL (National Insurance Institute for Industrial Accidents) accident insurance;
- payment to the separate management account of social security contributions (Social Security)
- prompt, computerized processing of "Notes" and sending of a copy to the consultant concurrently with crediting of the amount due to the bank;
- furnishing of Credit Cards and Viacards and, if necessary, advances in Euro and in foreign currency, as expense account, to consultants required to travel extensively in carrying out their activities;
- insurance by the company against professional and non-professional risks.
- health insurance during their stay abroad for consultants whose activities involve travelling in non-EEC countries and who are not already covered by an additional health fund.

The Group has stipulated agreements with various travel agents in various locations in order to provide consultants with any services they may need.

BUSINESS ETHICS

No professional assignment is accepted without first of all verifying, in good faith, that our company possesses the specific competencies required. Consultants are allocated to the individual projects according to their proven professional suitability to carry out the project.

The GEDI Group undertakes to carry out the professional appointments assigned maintaining the necessary freedom and independence of judgement. It therefore undertakes to inform the client officially of any circumstance, constraint or interest that may be in any way impair correct performance of the project assigned.

All information regarding the business and interests of client companies acquired during professional assignments is considered confidential and covered by professional secrecy. No information and/or the contents of professional documents drawn up on behalf of the client will be disclosed unless authorized by the client.

GEDI does not accept concurrent professional appointments on the same topics at competitor clients if not specifically authorized by the companies concerned.

Client companies must be able to monitor compliance with their expectations and achievement of pre-established objectives. Therefore, the GEDI Group will identify objectives and expectations in agreement with the client, making a joint, periodic evaluation of the level of satisfaction.

The GEDI Group undertakes not to offer employment to the employees of client companies, either on its own behalf or on behalf of third parties. Client companies are required to assume the same commitment towards the GEDI Group. Any unsolicited applications will be evaluated case by case, safeguarding the client companies and the privacy of personnel.

Professional assignments are accepted according to criteria of transparency tied to an objective, positive opinion of our competencies and skills by client companies.

INDUSTRIAL AREA

Industrial Area:

- Product specifications
- Design and testing
- Product industrialisation
- Factor utilisation and process methods
- Logistics and production
- Plant Maintenance/Efficiency
- Purchasing and management of suppliers
- Product budgeting and value analysis
- Quality and certification
- Environment and Safety



SALES AREA

Sales Area

- Market surveys
- Product development
- Sales plans and analyses
- Advertising and Image
- Sales and distribution
- Technical assistance and spare parts



MANAGEMENT AREA

Management Area:

Business Plan

Planning

Company evaluation

Finance - Cash flow - Investments

Administration - Accounting - Annual reports

Management control - Industrial accounting

Valuation of facilities and organization

Personnel empowerment processes



TRAINING



All the courses are based on 20 years' experience acquired by GEDI and other companies of the Group working at companies and during consulting and assistance activities and are therefore based on hands-on knowledge of company problems and needs.

TRAINING: LIST OF SPECIFIC TOPICS

To fine-tune its training actions, GEDI makes a joint preliminary survey with the client, in order to "diagnose" effective training requirements (areas to be addressed, priorities, scope and depth) and to establish the actions required..

As it is considered decisive in assuring the success of the training courses, Gedi training is willing to make this assessment free of charge without any commitment on the part of the client.

Design

Safety

Procurement

Production

Logistics

Management

Maintenance

Sales

Technology

COUNTRIES WHERE OUR CONSULTANTS OPERATE

Argentina
India
Australia
Mexico
Brazil
Poland
Czech Republic
Hungary
China
Russia
Ireland
Italy
Slovakia
France
South Africa
Japan
Thailand



COUNTRIES WHERE WE HAVE PROVIDED TRAINING SERVICES

- * **China** - Design and production of trucks, tractors and agricultural machinery
- * **Russia** - Conversion courses for technicians and executives
- * **India** - University courses in Maintenance Engineering
- * **Kazakistan** - Production of agricultural machinery
- * **Rumania** - Guidance program for "Regies Nationales" top executives
- * **Turkey** - Production of trucks, tractors and engines
- * **Libya** - Iron and steel plant maintenance
- * **Egypt** - Management and maintenance of refrigerated trucks
- * **Tunisia** - Opening of professional schools
- * **Morocco** - Setting up of a training center for mechanics
- * **Algeria** - Training of automotive technicians
- * **Ethiopia** - Setting up of professional schools
- * **Philippines** - Organisation of professional training centers
- * **Singapore** - Management and maintenance of military vehicles
- * **Honduras** - Training center facilities for mechanics.



REFERENCE LIST

Acet S.p.A.
 Aeffe S.p.A.
 Alliedsignal Italia S.p.A.
 Alstom Ferroviaria S.p.A.
 Anfia Service S.r.l.
 Augusta Assicurazioni S.p.A.
 B.R.D. S.n.c.
 Beloit Italia S.p.A.
 Benelli Presse S.p.A.
 Carrozzeria Bertone S.p.A.
 Centro Ricerche Fiat S.p.A.
 Certex S.p.A.
 CNH Italia S.p.A.
 Comau S.p.A.
 Comau Service S.r.l.
 Comau Systems S.p.A.
 Compagnia Generale Accumulatori
 Consorzio Fiat Media Center
 Delfosud S.p.A.
 Dia Sorin S.r.l.
 Editrice La Stampa S.p.A.
 Eidos S.p.A.
 Elasis S.p.A.
 Emsar S.p.A.
 Eurostamp do Brasil L.i.da.
 ETM S.r.l.
 F.A.Powertrain Italia S.p.A.
 F.M.A.
 Fast-buyer S.p.A.
 Fenice S.p.A.
 Ferrari S.p.A.
 Ferrero International S.A.
 Fiat Auto S.p.A.
 Fiat Avio S.p.A.
 Fiat Ciei S.p.A.
 Fiat Engineering S.r.l.
 Fiat G.S.A. S.p.A.
 Fiat Ge.Va S.p.A.
 Fiat Gesco S.p.A.
 Fiat Hitachi Excavators S.p.A.
 Fiat I.C.S. S.r.l.
 Fiat Revi S.c.r.l.
 Fiat S.p.A.
 Fiat Sava S.p.A.
 Fibet S.p.A.
 Fidis S.p.A.
 Fila S.p.A.
 F.Ili Naretto S.r.l.
 Gallino Plasturgia S.r.l.
 G.E.A. S.r.l.
 Geico S.p.A.
 Global Value Services S.p.A.
 Graziano Trasmissioni S.p.A.
 GVB Vestebene Miroglio S.p.A.
 H.R. Shared Services S.p.A.
 H.T.P. Unitex S.p.A.
 Holding di Partecipazioni Ind. S.p.A.



Honeywell Garrett S.p.A.
 I.De.A. Institute S.p.A.
 IAO Industrie riunite S.p.A.
 Identcode Systems Italia S.r.l.
 IN.TE.S.A.
 Information Technology Serv. S.r.l.
 Ingest
 Intersearch S.r.l.
 Isva vernici S.r.l.
 Isvor Fiat S.p.A.
 Italdesign Giugiaro S.p.A.
 Italstampi S.r.l.
 Italtch S.p.A.
 Iveco S.p.A.
 La Rinascente S.p.A.
 Logistica S.r.l.
 M.B.Informatica
 Magnesium Products of Italy S.p.A.
 Magneti Marelli S.p.A.
 Magneti Marelli Powertrain S.p.A.
 Mantero Seta S.p.A.
 Manzoni Presse S.p.A.
 Marwal System S.A.
 Maserati S.p.A.
 Massucco Industrie S.p.A.
 Met Metodi e Tecnologie S.r.l.
 Microtecnica S.r.l.
 Of.A.M Engineering S.r.l.
 Oxi S.r.l.
 Piaggio & C. S.p.A.
 Pininfarina S.p.A.
 Publikompass S.p.A.
 RCA S.p.A.
 Ristet S.r.l.
 Rolfo S.p.A.
 S.Z. Design S.r.l.
 Satiz S.p.A.
 Se.P.In. Pharos S.p.A.
 Se.P.In. S.p.A.
 SEI
 SINAC
 Snia BPD S.p.A.
 Soc. Elettronica per L'autom. S.p.A.
 Soc. Industriale Accumulatori S.p.A.
 Sorin Biomedica Cardio S.p.A.
 Stampitre S.p.A.
 Stola S.p.A.
 Streparava S.p.A.
 Tecnodesign S.r.l.
 Tekfor S.p.A.
 Teksid S.p.A.
 Telexis S.r.l.
 Textron
 Turinauto S.p.A.
 Toro Assicurazioni S.p.A.
 U.T.S. S.p.A.
 Unindustria S.r.l.
 UTET S.p.A.

Consultant work load: potential and actual

