



Home

Bexa

About us

Services and Solutions

Work with us

Contact



BEXA CONSULTING S.R.L.

Tailored services

for entrepreneurs and Top Management



STRATEGY



BUSINESS MANAGEMENT



TRAINING AND TUTORING

Bexa Consulting

Registered Office
Via Turati, 29
20121 Milano

Operating Office
Via Pergolesi, 8
20124 Milano

info@bexa.it



BEXA CONSULTING S.R.L.

Tailored services

for entrepreneurs and Top Management



STRATEGY

BUSINESS STRATEGY
INTERNATIONALIZATION
EXTRAORDINARY OPERATIONS



BUSINESS MANAGEMENT

ADMINISTRATION, FINANCE & CONTROL
MARKETING & SALES
RESTRUCTURING & REORGANIZATION
ORGANIZATION
TEMPORARY MANAGEMENT
INFORMATION TECHNOLOGY
INDUSTRIAL AREA



TRAINING AND TUTORING

ENTERPRISE GROWTH
PERSONNEL MANAGEMENT
ORGANIZATION MANAGEMENT
PROJECT MANAGEMENT



Why to choose Bexa

- Because **Bexa's** team is made up of **senior managers** who acquired their knowledge with hands-on experience in the field and are ready to help manage your company with acceleration toward changes, innovation and overall improvement
- Because **Bexa's** team is highly **professional and knowledgeable**. The Team is cohesive, focused on the identification of objectives and solutions to satisfy any company need
- Because **Bexa's** team offers a **complete set of services** including but not limited to Temporary Management, “full key” projects and support for negotiations and export.





BEXA CONSULTING S.R.L.

Tailored services

for entrepreneurs and Top Management



STRATEGY

BUSINESS STRATEGY
INTERNATIONALIZATION
EXTRAORDINARY OPERATIONS



BUSINESS MANAGEMENT



TRAINING AND TUTORING



Company Strategy

Business

- Operative strategy (product, channel, market segment, geographic area, financial, industrial)
- Corporate restructuring
- Due Diligence
- Generational changes
- Start-up
- Optimization of business processes
- Mergers and Acquisitions
- Business networks

Internationalization

- Market analysis: market size, main distribution channels, competition; selling and retail prices; identification of channels and customer targets
- Sales strategy, market positioning and related distribution model
- Analysis of the value chain: from the industrial cost to the cost and logistics of distribution
- Identification and visit of leading trade fairs
- Import issues analysis
- Selecting staff for the organization: sellers and office structure, agents, local partners
- Set-up warehouse / logistics
- Finding legal and administrative advisors





BEXA CONSULTING S.R.L.

Tailored services

for entrepreneurs and Top Management



STRATEGY



BUSINESS MANAGEMENT



TRAINING AND TUTORING

ADMINISTRATION, FINANCE & CONTROL

MARKETING & SALES

RESTRUCTURING & REORGANIZATION

ORGANIZATION

TEMPORARY MANAGEMENT

INFORMATION TECHNOLOGY

INDUSTRIAL AREA



Business Management 1

Administration Finance & Control

- General and analytical ledger
- Grant awards
- European Projects for Innovation and Research
- European Social Funds. Horizon 2020
- Management Control and Reporting
- Budget / Forecast / Business Plan
- Management of administrative processes
- Managing relationships with banks
- Financial planning
- Credit Collection
- Management and Control of Financial Risks
- International Tax Planning

Restructuring & Reorganizations

- Industrial and financial restructuring plans
- Status Management of Industrial and Financial Crisis



Business Management 2

Marketing & Sales

- Management of Marketing Plan
- Positioning - Portfolio – Market
- Management Plan for Trade Marketing
- Management Communication Plan
- Portfolio Management
- Structuring of the Sales Network
- Sales Network Management - Incentive systems
- Supporting the introduction on new markets
- Sales contracts, national and international
- Distribution contracts, supply and agency
- Call Center organization in-bound / out-bound
- Web Agency
- Picture Studio

Temporary Management

- Interim Manager
- Project Manager



Business Management 3

Organization

- Analysis of the organizational structure
- Change management
- Pattern of Skills
- KPI identification and control instruments performance
- Localization / translation services related to the new market for products and services

Information Technology

- Information systems analysis
- eCommerce
- ERP solutions modular, multi-platform and multi business
- System architecture (Infrastructure, Networks)
- Software Selection & Solutions
- Business Process Intelligence (knowledge of the main BI platforms / CPM available on the market)
- Training in ICT area



Business Management 4

Industrial area

- Organizational and Technical Solutions for Production and Logistics
- Integrated Logistics
- Cost Accounting: cost and profitability of the product
- Analysis of time-cycle and cost reduction
- Purchasing management
- Industrialization and standardization of production processes, materials and packaging
- Analysis of logistics organization and evaluation of Outsourcing
- Planning and production control
- Quality and TPM (Total Productive Maintenance)

Human Resources

- Human Resource Management
- Analysis of Corporate Climate
- Management of behavioral and relational dynamics
- Compensation and Incentive Systems (fixed and variable)
- Human Resources Development Plans
- Skills assessment and talent management
- Selection and assessment of staff
- Industrial Relations





BEXA CONSULTING S.R.L.

Tailored services

for entrepreneurs and Top Management



STRATEGY



BUSINESS MANAGEMENT



TRAINING AND TUTORING

ENTERPRISE GROWTH

PERSONNEL MANAGEMENT

ORGANIZATION MANAGEMENT

PROJECT MANAGEMENT



Training & Tutoring 1

Enterprise Growth

- Training needs analysis and management
- Interprofessional funds evaluation (funded training)

Personnel Management

- Teamwork and Leadership
- Management talks
- Conflict Management
- Chief-Leader. The management of staff
- Effective communication
- Communication Web 2.0

Organization

- The effective time management - Optimize your time in work
- Problem solving
- Managing Meetings



Training & Tutoring 2

Project management

- Project management culture & training
- Product MS Project

Sales Training

- Behaviors of effective sales
- Sales Analysis with Excel – CRM
- Effective telemarketing
- Public speaking

Tutoring

- Operational training and transfer of experience
- Generational change





Home

Bexa

About us

Services and Solutions

Work with us

Contact



BEXA CONSULTING S.R.L.

Tailored services

for entrepreneurs and Top Management



STRATEGY



BUSINESS MANAGEMENT



TRAINING AND TUTORING

Bexa Team

Registered Office
Via Turati, 29
20121 Milano

Operating Office
Via Pergolesi, 8
20124 Milano

info@bexa.it

Thank you

www.bexa.it/en