



EUROPARTNERS

Credentials

OLIVIER LA ROCCA





EUROPARTNERS





AGENDA

- Who are we?
- What do we do?
- How?
- Tools deepdive
- Contacts



WHO ARE WE?

Europartners is a team of consultants with different styles and expertise who have decided to work together in order to develop synergies and learn from each other.

We call this thing, hybridization.





+ HYBRIDIZATION

OUR PHILOSOPHY



HYBRIDIZATION

We believe that the sum of the part is greater than the single parts. We believe that when you mix together different expertise, different points of view, different ways to solve the same problems, only then you can generate real new added value.

We also know it is difficult and not everyone can do this. It requires time and patience. And over time we have learned to work with each other, by challenging each other and making sure that all our projects are delivered on time in full. But most importantly we have learned that by doing this we can generate a lot more value for our customers.



+ So, what do we do?



DECISIONS BASED + ON DATA, NOT GUT

We help our clients taking relevant decisions based on analysis and quantitative data.

Our clients are mostly public organizations, political parties and service providers who need to have access to specific knowledge and data, in order to take informed decisions.

We help our clients get more investments, for example by advising how to win public tenders. And we help our clients keeping or getting more consensus, for example through a better understanding of the sentiment of a selected target group, geo-analysis or cost benefit analysis.

+ How do we do this?



HYBRID TEAMS & + PROPRIETARY TOOLS

We believe that there are mainly two kinds of consultants, “the academic” and “the geek”. They’re both great and invaluable, but they tend to work in isolation and this is proved being a limit.

Both of them use their knowledge, experience and in some case analysis to provide their solutions. However, often “the academic” offers solutions that have not been tested in real life whilst “the geek” sometimes lacks the perspective of the big picture.

Europartners want to approach this in a different way through two assets: **hybrid teams** and **proprietary tools**.



HYBRID TEAMS



At the beginning of each project, we set up a diversified multidisciplinary team based on the clients' needs.

This team is formed by different people with different but relevant backgrounds.

This way we are sure we can harness the power of hybridization.



PROPRIETARY TOOLS

S3M Funding

Pivot

Deep

Tenderblade

Te4m



We have developed proprietary analysis software tools.

We use the tools to read reality through quantitative and qualitative data. Each tool has been developed by a team of professionals with different skills, from statistics to economics to behavioural science.

The team, according to the problem to solve, adopts different tools or a combination of them.

The resulting data from the application of those tools become the basis through which we base our analysis and discussions.

+ Tools – deepdive



+ S3M Funding

A tool to map and analyze the processes of different types of organizations in order to understand how to get more funding or how to make the most out of the current ones.

S3M Funding is a powerful combination of desk analysis, dedicated software and project management thinking tools that is able to highlight the competitive advantages of the organization and connect them to opportunities in order to generate more funding in the right areas.



S3M Funding[®]

AIMS case study

- Challenge: AISM wanted to get more funding for its activities.
- What have we done: completed map of AISM processes and submitted several scenarios.
- Results: +16% in funding in Year 1 due to new areas involved in the projects.

+ Scenario 1 - Sperimentare nuove vie

Prospetto di sintesi Scenario 1

| | |
|--------------------------------|---|
| Obiettivo strategico | Scenario 1 - Offerta di servizi per la mobilità e l'assistenza agli anziani con AISM |
| Obiettivo di medio termine | Obiettivo 2 - Informazione/formazione sulla PA |
| Obiettivo di breve termine | Obiettivo 3 - Sviluppo di servizi del dominio pubblico basati sul governo delle persone con AISM |
| Intervento | Interventi finalizzati al supporto, promozione, ricerca con AISM e progetti |
| Attività | Partnership |
| Attività di ricerca e sviluppo | Attività di ricerca e sviluppo finalizzate alla realizzazione delle attività programmate |
| Attività di valutazione | Stesse attività |
| Esami | Bandi Co-Sperimenti Regione LOM e sviluppo di progetti di ricerca innovativa grazie al promotorio e l'aggiornamento nel tempo proattivo e la sua integrazione con i modelli della ricerca |

europartners

Scenario Portfolio

Scenario 3 - Scenari tipizzati per orizzonte temporale intervento e finalità della progettazione

| | | | |
|------------|--|--------------------------------|--|
| | | Capacità | |
| Sperimento | Scenario 2 Rafforzare la struttura AISM | Scenario 3 Imparare facendo | |
| | Scenario 1 Sperimentare Nuove Vie | Scenario 4 Decidere insieme | |
| | | Interventi | |

europartners



+ PIVOT

A very targeted tool dedicated to public organizations that heavily invest in training. Usually the size and the complex structure of this type of organizations make it difficult to evaluate the effectiveness of the money spent in training, both from the quality and the satisfaction point of view.

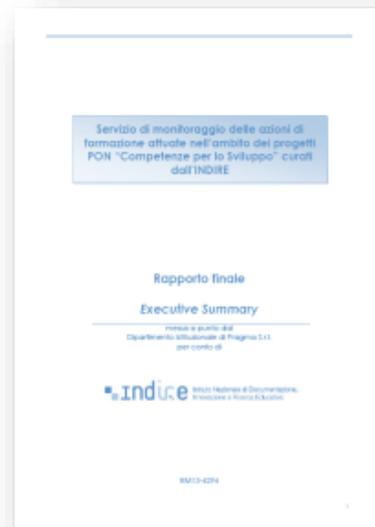
PIVOT combines software tools, that help the teams to identify what areas need more investigation, together with quali/quantitative analysis tools. This allows our hybrid teams to evaluate the effectiveness of the money spent as well as to provide recommendations on areas of improvement.



PIVOT[®]

INDIRE case study

- Challenge: INDIRE wanted to understand how the money it had spent in training was effective and evaluate participants' levels of satisfaction.
- What have we done: quali and quanti research on selected target groups
- Results: more than 5 critical areas were identified and allowed Europartners to provide our client clear guidelines to improve both planning and execution of training courses.





+ DEEP

An extremely sophisticated social listening tool that leverages proprietary software and public databases to read the sentiment of a specific area or community about critical issues.

DEEP provides detailed analysis about targeted communities. Through ad hoc research and social listening based on keywords. Sentiment maps are used to take decisions about critical issues in specific areas.

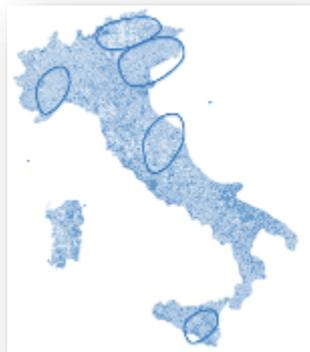
DEEP is an advanced combination of statistic, social listening and geotagging.



DEEP[®]

case study

- Challenge: to understand what areas are more prone to acts of racism against certain minorities.
- What have we done: social listening, geotagging and sentiment analysis.
- Results: the study allowed local administrations to be more effective with their action on the most critical areas through a thorough understanding of the phenomenon.





+ TENDERBLADE

Each year EU spends approximately 2 billion euros through tenders to purchase goods and services from consultancy to pens. That's 17% of the EU GDP. Despite the massive opportunity, participation to those tenders is very low.

TENDERBLADE is a proprietary software that allows us to advise our clients on what tenders to participate and how to win.

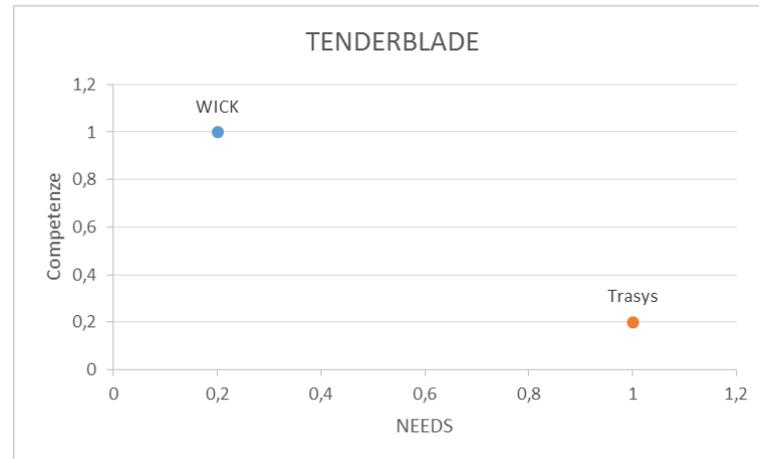
The software extracts the relevant data from TED, the central EU database. This information is then transformed into strategic insights for our client by our hybrid teams that analyse the data and provide full reports with recommendations.

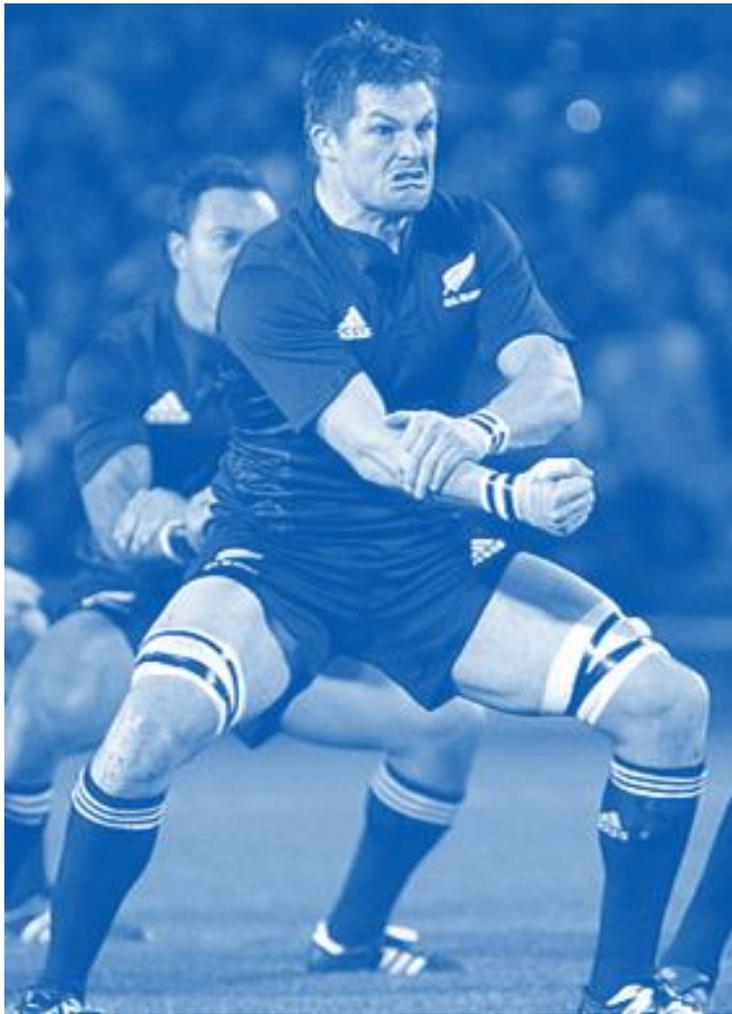


TENDERBLADE[®]

KPMG Pilot Project case study

- Challenge: KPMG wanted to learn about other competitors in EU Funds.
- What have we done: completed map of main competitors in DIGIT and CNECT.
- Results: 3 new main competitors known. One cover 12% of winning in CNECT.





+ TE4M

Organizations are made of people, and people make the whole difference. People working together. Motivated and knowing what they're doing. But motivated people want to be autonomous and independent and this will inevitably produce conflicts.

A guided process to help revealing and managing latent issues that are hindering the potential of different teams.

TE4M combines classic management tools with more creative and advanced techniques, from role play to videos and forum theatre.

Hybrid teams leverage hybrid tools to unleash the potentials of each single team



TE4M[®]

UniNETTUNO case study

- Challenge: UniNettuno highlighted areas of possible conflicts in some of its teams especially in the phase of defining goals.
- What have we done: Analysed the organization chart and all the projects. Set up and facilitated a key meeting where the teams defined opportunities and agreed targets.
- Results: 4 new projects have been developed in new areas; moreover team has decided to create of new monthly meeting to find together new opportunities.



Contacts

Europartners Srl

Via Cardinal De Luca 1, 00196 Roma

Rue Des deux Eglises 39, 1000 Bruxelles

Mobile IT: +39 3471779470

Mobile BE: +32 488932107

Skype: epn-olivierlarocca

info@europartnersnetwork.eu

www.europartnersnetwork.eu

