

## SERVICES

### GRANTS AND FUNDING

The Planning Department targets enterprises and organisations with the aim of providing consulting and technical assistance for the research and implementation of concession instruments favouring undertakings in any sectors. More specifically, planning activities are divided into the following tasks:

- revalorization and training of the entrepreneurial context on existing incentives;
- company check-up, concession scouting, best practices analysis and evaluation of the financial coverage for the implementation of the investment projects;
- investigation, economic and financial planning, design and creation of the business plan, project launch;
- concession request follow up and technical-managerial support at project inception and for the relations with central and local authorities for the carrying out of the administrative procedures;
- accounting assistance for expenditures and specialized support during inspections by official bodies.

### EUROPEAN PROJECTS

The European Project Office supports Customers in the conception and preparation phases of projects related to EU policies, in order to involve them in the participation to Community projects. This activity targets the development of Integrated Interventions, public-private Strategic Projects and Innovative Actions benefiting from EU funds. More specifically, the activities are divided into the following tasks:

#### Fundraising

- identification of the several R&D or technological innovation EU programs, analysis of the eligibility rules and funding provision;
- development of international relationships to create transnational partnerships, partnerships research, even



through a network of universities and European SMEs already acquired;

- drafting of the project in English, definition of the work program and related budget, submission of application to the appropriate EU bodies.

### **Management**

- management and coordination of financed projects, in the various implementation phases (tasks division among partners, financial, legal and accounting management support, organization of sectorial publications, results dissemination assistance, surveys launch, setting up of seminars, etc...);
- accounting of expenditures sustained, internal and external assessment of EU projects;
- drafting of technical and financial reports in English to be submitted to the EU bodies responsible for official evaluation of the project outputs.

### **PROGRAMS**

- ICT-PSP
- FP7
- LLP
- INTERREG
- CIP
- R&D
- IEE
- eContentplus
- Eco-Innovation
- Life+
- EUROMED Heritage

### **PROJECTS**

- **Babylon & ONtology (BONy)** - Multilingual and Cognitive e-Learning Management System via PDA Phone (BONy): BONy is a project financed with the EC funds in the domain of "Lifelong Learning Programme" and managed by EACEA. The aim of the project is to develop a new generation of Learning Management System, able to create multilingual formative schemes designed on specific customers' needs.

<http://www.bonynetwork.eu/>



BONy was elected Project of the Month of November 2008 on [elearningeuropa.info](http://elearningeuropa.info) ([www.elearningeuropa.info](http://www.elearningeuropa.info)) and was promoted with an article on the site of Innova Scuola (December 2008) ([www.innovascuola.gov.it](http://www.innovascuola.gov.it)), a platform promoted and financed by the Department for Innovation and Technologies of the Presidency of the Council of Ministers in collaboration with the Ministry of Education, University and Research.

- **E-Kristjan** - "Launch and implementation of a web-based language learning tool: Estonian for special purposes for non-Estonian speaking civil servants". The project aims to promote the language learning at workplace, not depending on the geographical location of the person.

<http://ekristjan.ttu.ee/>

- **ETC** – European Tunisian Cooperation, is a project supported by the European Commission, and granted by the 7th Framework Programme, Capacities, International Cooperation (FP7-INCO-Bilat). The overall objective of ETC project is to foster and boost the involvement of the Tunisian research centres into the European Research frame by training on European R&D project management, and by building a network of European and Tunisian research centres, Universities and SMEs.

<http://www.etcproject.eu/>

## **STRATEGY CONSULTING**

Start-ups improvisations, that is to say creating a new company or a new division within an existing structure, is a mistake which sometimes leads to failure, and which very often requires the employment of extra and very expensive resources. Our consultants will analyse your ideas, maximising the strong points and eluding all those faults jeopardising the positive outcome of operations.

### **Operational Auditing**

JO Consulting works through Operational Auditing, that is to say ensuring the efficient and cost-effective employment and preservation of Customers' resources, in the wider terms of benefits, physical energies, human values, operational activities and productive coordination.

### **Crisis Management**

Is a specific know-how with a team composed of heterogeneous profiles covering various business fields. Enables to address the crisis promptly.



### **Technological Transfer**

Through Technological Transfer services, we aim at strengthening the “fastness”, or “response time” of every process, and this is what allows the company to be more reactive at all levels, and as a consequence to increase its competitive value. Being faster does not mean working more quickly or for extra hours every day – this could widen the scope of procedural mistakes and jeopardise quality standards. It is important, on the other hand, though more difficult, to concentrate on the smoothing of processes by eliminating all mistakes and rendering procedures less complicated, possibly shorter and therefore faster.

More specifically, our activities consist of:

- detection of Customers’ needs through recognition of the need for corporate innovation;
- definition of criticalities and analysis of processes/products;
- making of strategies and definition of adequate means of innovation intervention.

### **Internationalisation**

The Internationalisation Department aims at internationalizing its Customers’ strategies through the conquest of new markets and partners search for the acquisition of new productive factors at more competitive prices, with the ultimate objective of implementing an international corporate and financial planning, and a partial or total de-localisation of the production activities. In order to attain successfully all goals, the Internationalization Department operates also through a scouting activity in targeted countries to detect key figures able to support planned internationalisation strategies.



**JO Group** is a system of companies which has its core businesses in know-how and technologies.

**HT** aim is focusing on innovative technologies for human relationship implementation support. The organisation is specialized in Social Technologies for knowledge creation and storage, carried out through collaborative writing, in Social Networking and Professional Networking.  
[www.htsocialnetwork.eu](http://www.htsocialnetwork.eu)

**IPPOCRATE AS** is an Energy Service Company (ESCO), which has its core business in the implementation of turn-key plants for the production of energy from renewable sources and in the smart use of resources for a sustainable development. Ippocrate AS is also an EPC Contractor (EPC stands for Engineering, Procurement and Construction) it has the responsibility to design the project, procure the necessary materials and construct the plant, either through own labour or by subcontracting part of the work.  
[www.ippocrateas.eu](http://www.ippocrateas.eu)

**P.M.F. Multimedia Solutions** works in the field of multimedia and computer graphics. Its experience in R & D, dissemination, design and implementation of multimedia content and software (video, animations, CD-ROM and DVD media, websites, platforms, etc.) contributed to success in several international projects.  
[www.pmfmultimedia.eu](http://www.pmfmultimedia.eu)

**P.M.F. Training** works to provide vocational training pathway for the corporate sector, focusing middle and top management. It is specialised in private and public fund raising to support human resources lifelong professional training and it's partner of "Sistemi Formativi Confindustria" of Catania.  
[www.pmftraining.eu](http://www.pmftraining.eu)

**VITECO** is an organisation specialised in a great variety of professional services oriented to the provision of e-learning solutions for its Customers' specific needs. Viteco's e-Logos®, a LMS (Learning Management System), is a software solution to long-distance learning management and provision.  
[www.vitecolearning.eu](http://www.vitecolearning.eu)