

**We bring
innovation and
technology
to your business**

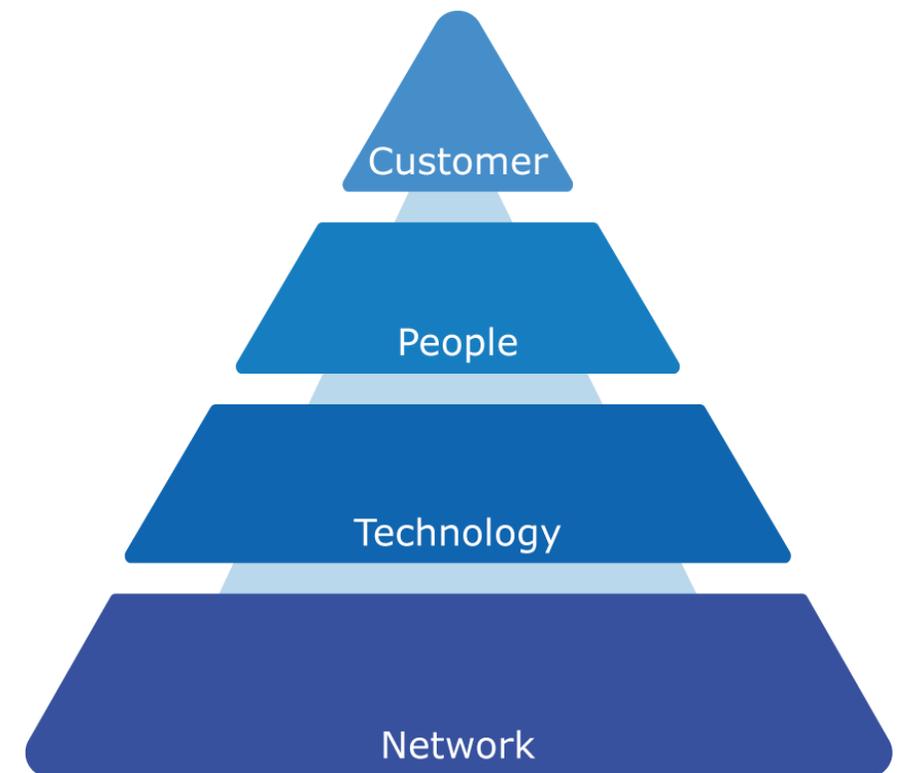


About us

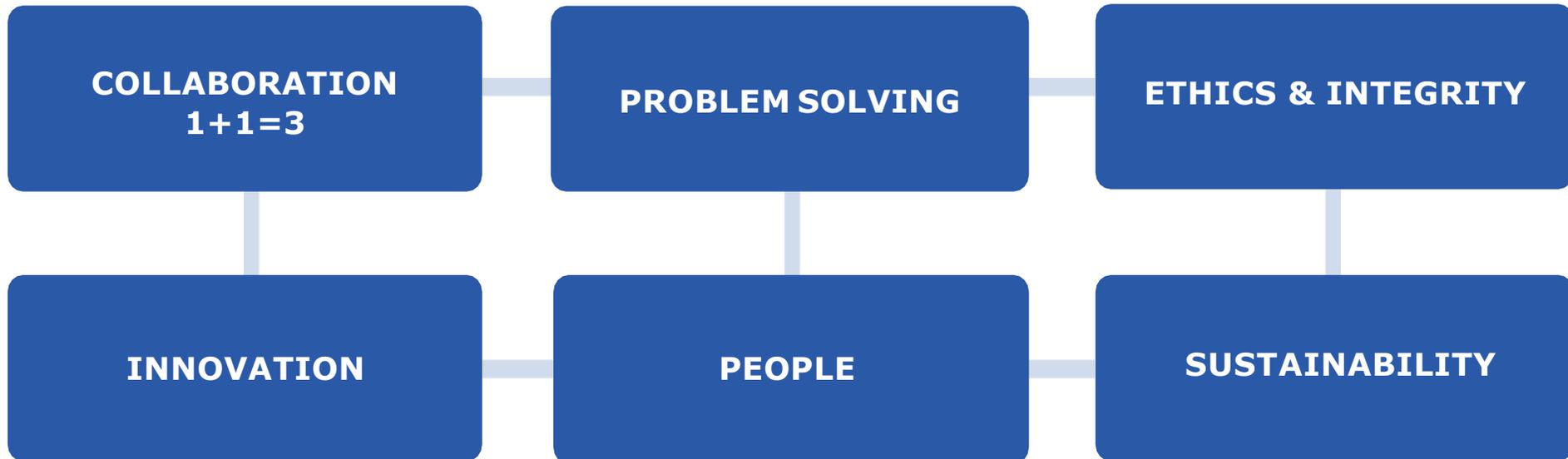
KValue is a company active since 2007 in the field of **Management Consulting** and **System Integration**.

The KValue team is made up of **35 professionals** with consolidated national and international experience, able to support corporate organizations in tackling problems with a **transversal and cross-functional approach**, with particular focus on optimization aspects.

- We create value for our clients by implementing end-to-end projects: from design to the implementation of advanced technological solutions.
- The implementation of technologies allows us to apply the most advanced management best practices.



Our values



Our organization



E-Procurement

We support organizations in **implementing E-Procurement systems** and we work with them in **developing a more strategic and efficient management of procurement processes**.

The main goal is to **improve the performance** of procurement activities, creating significant **savings opportunities** for the company.

Digitalizing procurement processes, with software and information technology, drastically **reduces** the **waste of time** and **resources** typical of manual operations.

In addition, digitalizing procurement management processes enables **greater transparency and efficiency** in the performance of activities and **better collaboration** both within and outside the company.



E-Procurement

E-Procurement

	Supplier Relationship Management	Manage and view all supplier information and activities, risks and performance in one place. Organize the search, selection and maintenance of good supplier relationships.
	Sourcing	Identify, evaluate and select the best suppliers of raw materials, goods and / or services efficiently and manage all expenses with a single software.
	Contract Management	Manage the life cycle of your contracts, such as creation, negotiation, changes, parent-subsidary relationships and monitoring, more efficiently.
	E-Procurement	Standardize and automate the procure-to-pay flow and manage all expenses and suppliers in a single unified platform.
	Invoicing	Simplify, speed up and make the invoice-to-pay flow more efficient by automating invoices and removing traditional processing barriers.
	Payments	Streamline international and domestic payments by offering operational transparency, with real-time updates that rebuild supplier trust and reduce inquiries.
	Spend Analysis	Access accurate, real-time data and analytics with the source-to-pay process and improve your strategic procurement decision making.

Performance Management

We support organizations in **improving** their business **performance** with **solutions** that allow them to **monitor and manage Decision-Making processes**.

We offer tools, methodologies and solutions for companies that need to know, control and manage business processes and data in order to face any forecasting or decision-making needs.

Economy 4.0 requires efficient Data-Driven Decision-Making processes to generate Value in a persistent and sustainable way over time, enabling organizations of any size to monitor, manage and improve performance.



**Performance
Management**

Performance Management

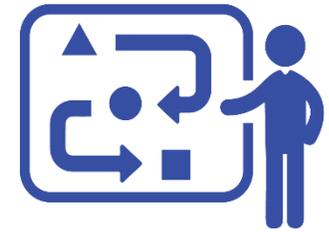
 Business Intelligence	The structured collection of data, the synthetic and visual representation, the possibility of browsing the summary data in maximum detail, the availability of information with a simple click from any device, anywhere.
 Corporate Performance Management	Modeling information, reworking it with mathematical and statistical models allows for a better understanding of business phenomena and a structured decision making process.
 Key performance indicators and Balance Scorecarding	Strategic analysis of performance indicators, which enable measurement and understanding of how the organization is progressing toward its business goals.
 Finance and Administration	From management reporting to Business Plan, from Cost Saving interventions to debt restructuring and / or consolidation, up to the pre-listing check-up.
 Management by Objectives	Powerful tools for measuring critical success factors and performance enable organizations to align with tactical and strategic goals.
 Big Data Analytics	From data collection to its transformation into strategic information for all business departments, starting with the core principles of Industry 4.0.

Operation Consulting

We activate **Change Management, Continuous Improvement** and **Transformation processes** in the **Supply Chain**.

We design and improve the logistics of materials and the efficiency of factory operations, both with the most advanced world class manufacturing methods and with the introduction of the most advanced industry 4.0 technologies.

Starting from the in-depth analysis of performance, it is possible to drastically improve the level of productivity, efficiency and flexibility of a company. First of all, making the most of all available resources, focusing on the potential of People, eliminating waste that does not bring value.



Operation Consulting

Operation Consulting

 Production and materials management	Improving the management of production flows, optimizing planning and ways of responding to market demand.
 Re-layout and Design of Assembly Lines	Increase production efficiency, ergonomics of the workstations, reduce setup times. Use of Lean tools. Support to the Design For Assembly and the Variety Reduction Program.
 Lean Production	Minimizing waste to the point of eliminating it altogether, to enhance activities that bring value, productivity, efficiency and flexibility.
 Human Resources Management	Enhance the potential of human resources, boosting their knowledge and encouraging their soft skills.
 Process analysis and SW selection	Analysis of processes and information systems, to identify whether existing systems are meeting expectations and, if necessary, identify areas and departments for action.
 Lead Time Optimization	Reduction of lead times and market response, to meet customer demands and to become increasingly responsive and flexible.
 Supply Chain Management	Development of strategic and operational models for demand forecasting, procurement and purchasing, and product distribution.

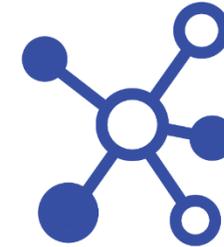
System Integration

We guide companies in their Digital Transformation path, **integrating** and making the different **systems** communicate with each other.

We build IT structures able to synergistically exploit the potential of all the devices, in order to optimize their functionality.

Connect your IT software and services and improve the efficiency, productivity and quality of business processes.

Our consultants have in-depth knowledge of IT systems, communication protocols and major systems and platforms on the market.



System Integration

System Integration

The task of System Integration is to make different systems communicate effectively with each other, aligning their features and developing innovative solutions.

We offer **Data Integration services** for corporate data collection – ETL, factory tracking, integration of diverse and distributed data sources.



IT systems and technology integration

Effective dialogue between the different systems allows performance to be monitored, investments to be made, business performance to be improved, costs to be reduced and time and resources to be optimised..



Industry 4.0

Implementation of enabling technologies for optimising productivity in quantity and volume, increasing human resource efficiency and improving plant quality.

Collaboration B2B

We support companies in the integrated management of relationships along the entire business-to-business supply chain, implementing **solutions** that **simplify** even the most critical **collaboration processes inside and outside the company**.

We design **e-commerce platforms** that can be integrated with all management software, where customers and agents can place their orders directly online.

Streamline sales processes, build collaboration across the B2B Supply Chain, and increase your business performance.



Collaboration B2B

E-Commerce B2B & Marketing

BQUADRO is the B2B Collaboration platform that enables you to manage the entire Supply Chain in an integrated way, based on specific business traits and needs.

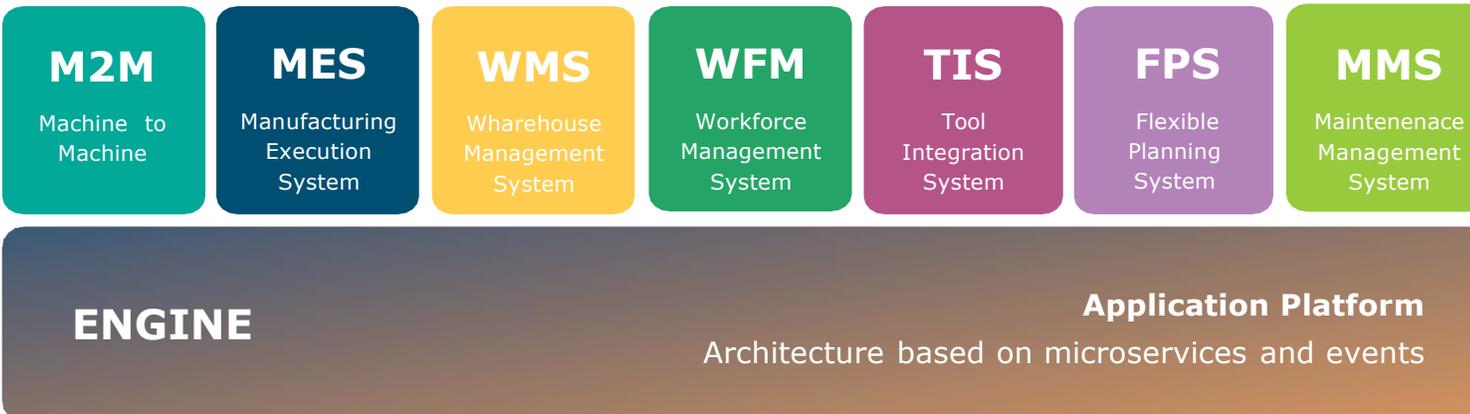
-  **Marketing**
Take a data-driven approach to managing your company's Marketing activities and get to know your customers. Create promotional campaigns and specific discounts, anticipating needs.
-  **Sales**
Sell your products, customize them with the configurator and organize catalogues and price lists. Manage your sales network in the best way possible, creating a custom workspace for each actor.
-  **After sales**
Manage the entire product and replacement lifecycle, and maximize the Customer Experience related to after-sales services.
-  **Fulfillment**
Integrate all order fulfillment processes into a single platform, simplifying and optimizing the work of your human resources.
-  **Digital office**
Digitalize Project Management, Continuous Improvement, Office Management and Billing activities. Take a shared and integrated approach, automating operations.

Manufacturing Operations Management

We support companies in digitalizing production processes to improve manufacturing performance and increase **efficiency**, **flexibility**, and **speed** of the time-to-market.

MOM systems provide **complete visibility into manufacturing processes** in order to continuously improve operational performance.

The **monitoring of the company's production and logistics activities** allows not only better decisions to be made, but also in less time.



Manufacturing Operations Management

 Manufacturing Execution System	Real-time monitoring and data collection of production activities, so that the company can track each work component and data history and optimise processes accordingly.
 Warehouse Management System	Integrated management of logistics flow in and out of the factory, specifically entry, acceptance, storage, picking and distribution of goods, analysing picking performance, item rotation and stock management.
 Flexible Planning System	Advanced production planning and scheduling with customisable finite-capacity algorithms that allow fast what-if analyses.
 Maintenance Management System	Management of typical maintenance processes in a simple and integrated way to reduce downtime and increase efficiency through planning and monitoring of interventions.
 Workforce Management System	Digitalisation of planning and support for operator training to ensure efficient and coordinated management of human resources and work teams.
 Machine to Machine	Integration of real-time data from automated systems (machines or special automations) via standard protocols or customised integrations and creation of two-way communication between systems.
 Tools Integration System	Integration of business tools that are not real work centres, but which are equipped with electronics, so that data from different systems and technologies can be synchronised in an advanced way.

Service & Post Sales

We support companies in **implementing customer service technologies and managing maintenance, replacements and warranties.**

Organize your service team and **provide support to your customers anywhere** through an omnichannel, ready-to-use, simple and effective support service.

Give your content managers integrated knowledge management. Share the workload and allow agents to contribute directly from their workspace.

Analyze, monitor and act on what the customer needs and improve the entire customer experience.



Service & Post Sales

Service & Post Sales

 Ticketing	Management of the company's marketing activities with a data-driven approach and the possibility of creating promotional campaigns and specific discounts, anticipating customers' needs.
 Messaging	Simple product sales, organisation of catalogues and price lists, customisation with product configurator and integrated sales network management, with customised workspaces for each actor.
 Smart chatbots	Management of the entire product and spare parts life cycle and optimisation of the customer experience related to after-sales services.
 RMA management	Integration of all order fulfilment processes into a single platform and simplification and optimisation of human resources work.
 Maintenance and warranty management	Digitalisation of project management, continuous improvement, office management and billing activities and implementation of a shared and integrated approach.

Our technology partnerships



Key success factors



Start a journey with us: sales@kvalue.net



Sales

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