



International Conference

*How are Innovation and Risk Management in Europe affecting Consultants
Dive or Die?*



INTRODUCTION

Retaining competitiveness implies constant introduction of innovation, but it is widely recognized this requires coherent objectives, capital investments and suitable business sizing. Today, knowledge and capitals are not limited resources. They are available for good projects by reliable interlocutors.

Nowadays consultants play a central role in the market, mediating between risk capitals offered by international financing Institutions working towards optimal resource allocation, on one side, and a highly competitive business system often affected by dwarfism mainly competing in mature sectors, on the other.

Consultants not only have the necessary competency level to detect financial operators' needs, but can also make use of a wide network of small and medium-sized companies within the market. Their role is strategic in supporting the introduction of innovation as well as business competitive development and growth, making these two complementary sides meet for mutual benefit.

This falls under the European Commission Competitive and Innovation Program (CIP) and its business development initiatives for Eastern European Countries, with projects promoting know-how and competence exchange between these Countries and their Western European counterparts.

This conference offers the opportunity to learn about reference scenarios and operative tools, including a review of currently active contracts and programs, while also providing information related to the opportunity of being inserted in the technical consultant registers of the European Bank for Reconstruction and Development TAM/BAS program.

AGENDA

- H 9:00 **Registration**
- H 9:30 **Opening Addresses**
Francesco D'Aprile – President APCO
- Greetings**
- **Carlo Sangalli**, President Chamber of Commerce, Milan
 - **Giovanni Bastianelli**, Vice Secretariat, Unione Commercio, Servizi, Turismo e Professioni, Milan
 - **Peter Sorensen**, President ICMCI
- H 10:00 **European Competitiveness and Innovation Program - CIP**
Roberto Santaniello
Director, European Commission Representation Office in Italy
- H 10:30 **Public and private sectors partnerships**
Daniela Fiori,

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**CAMERA
DI COMMERCIO
di Milano**

MILAN

16th June 2006
H 9:00 – 13:30

Unione del Commercio, Servizi,
Turismo e Professioni; Sala
Orlando

Corso Venezia 49

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Organisers

ICMCI

www.icmci.org

ICMCI (International Council of Management Consulting Institutes) unites Management Consultants National Associations with the aim of internationally promoting Management Consultancy through CMC accreditation.

In view of its role, ICMCI has been awarded as UN sole Management Consulting NGO (Non Governmental Organisation).

H 11:00 **CEI – Central Europe Initiatives: Programs, actions and scenarios in Eastern Europe**

Marta Simonetti

Office of Chief Economist – Central European Initiatives
EBRD - European Bank for Reconstruction and Development

H 11:30 Coffee Break

H 12:00 **Projects, networks and tools**

Paolo Anselmo

Vice President
EBAN - European Business Angel Network

Matteo Carlotti

EVCA - European Venture Capital Association

Natalia Meylun

TAM/BAS Programs
EBRD - European Bank for Reconstruction and Development

H 13:00 **Discussions**

H 13:30 **Conclusions**

Gerd Prechtl

Euro Hub Chair, ICMCI

APCO

www.apcoitalia.it

Since its foundation in 1968, APCO unites and accredits Management Consultants providing consultancy services as free-lancers, collaborators and partners in small-, medium- and large-sized consultancy firms.

APCO's mission is to represent the Italian Management Consultants' professional community, while also providing training and networking opportunities to all its associates.

APCO is Italy's ICMCI (International Council of Management Consulting Institutes) representative and is licensed to issue CMC (Certified Management Consultant) international certifications. CMC's are recognised by the Management Consultancy National Associations of 44 countries world-wide.

LEGGE SULLA TUTELA DELLA COMUNICAZIONE ELETTRONICA

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Grazie per la collaborazione
