

Independent Management Consultancies Network IMCN

European

Professional

Personal



Name of the Firm

Opta Srl

*Full address
(incl. Phone, Fax etc.)*

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40126 Bologna
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Established

Established 1996

*Responsible Person for the
Network*



Mauro Marini

*Name of Managing Partner(s),
Executive Director(s)*

**Matteo Lombardi
Mauro Marini
Gianluca Spada
Alessandro Pacelli**

Name of Senior Consultants

**Stefano Boschetto
Maria Cristina Baldini
Luca Castelletti
Luca Cesana
Ainoa Doughty
Fabio Grossi
Giulia Massacesi
Cecilia Piombini
Filippo Piombini**

Total Number of Consultants

16

*Number of Associate
Management Consultants
(at least one entire assignment
together)*

4

September 2019

(The profiles of the members are permanently up-dated. Please ask for the latest version.)

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*Specialisations
(FEACO classification/
Main Field of activity)*

- Design of cost reduction /productivity increase programmes
- Business process reengineering, incl. lean optimisation, document management
- Sourcing and procurement strategy, incl. category optimisation, purchasing organisation
- Outsourcing strategy, incl. shared services, nearshoring, off-shoring
- Supply chain optimisation, incl. logistics, supplier management
- Quality management improvement
- Research & development improvement

*Type of Clients/Branches
(Industry areas)*

Consumer goods
Food and agriculture
Investment goods
Energy
Raw materials
Automotive industry
Manufacturing
Packaging industry
Electronics
Retail, wholesale
Transportation
Real estate
Service industries
Entertainment
Tourism
Health

*Consulting products or service
packages (self-developed)*

Service Operations Management
We have developed a method for managing Operations which can be applied in service-sector companies and to heavily information-dependent processes present in manufacturing companies (sales, after sales)

*International Practice
(Foreign countries where assignments were completed;
in order of priority)*

Germany
Slovakia

Language ability in the firm

English
French
Romanian
Spanish

*Professional Membership
and Cooperations*

Confindustria

Periodicals

We regularly publish technical articles in our blog: www.opta.it

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Opta Srl

Mission Statement / Consulting Philosophy

Best practices, best results.

We help people working in and managing operational processes to achieve great results, thanks to the application of best practices in production and logistics.

We carry out our job honestly and with integrity, seeking improvements in performance whilst respecting our clients' needs and backgrounds.

We are not afraid of taking on responsibility for the solutions we propose. We guarantee a real economic impact from the projects we carry out.

Credentials (short description of some typical assignments)

- Type of client / Branch (Industry area)
- Field of activity
- Assignment summary and results

COMPANY A

A is a wholesaler and distributor of electrical materials. With over 27.000 items supplied and 12,000 clients served, the company faced an increasing complex market, which emphasised the company's difficulty in guaranteeing an appropriate service level to customers.

The solution

- Design and implementation of a new Customer Service Department
- Review of internal processes, speeding up order processing and delivery
- Design and implementation of a dynamic inventory model capable of guaranteeing the service levels required by sales and customers

The results

- Product Availability: + 24% ; Inventory level: - 14%
- Order processing and fulfilling (lead time): - 32%

COMPANY B

B is a world leader in manufacturing of hose reel irrigators, spray booms and pumps. A trend of sustained growth in volumes and an increasing product range was causing a rapid degradation of the speed and the reliability of deliveries

The solution

Detailed review of the planning process:

- Design and implementation of SOP (Sales and Operations Planning) process
- MRP parameterisation (analytical model and software implementation)
- New procedure for prevention and effective management of missing parts
- KPI design and implementation (through business intelligence)

The results

- OTD (On Time Delivery): + 20% ; Weekly Missing Items: - 70%

COMPANY C

C (turnover of 1.5 billion €, over 1,600 stores in Italy and all over the world) is a leader in the retail clothing market for menswear, womenswear and childrenswear

With 250,000,000 items handled per year, logistics represent a key success factor. COMPANY C was experiencing increasing difficulties with the 3PL (Third-party Logistics Provider) responsible for managing the most important automatic warehouse in the company.

The solution

- Identification and quantification of areas of inefficiency and logistics bottlenecks
- Application of new organisational and technological solutions
- Review of billing drivers
- Development of a plan to improve services provided by 3PL

The results

- Efficiency: + 5% ; New 3PL billing system, linked to logistics performance

Selection of important and well known clients (location)

Alice Nero Spa – Food Industry (Bologna)
 Arval Service Lease Italia Spa –Car Rental (Florence)
 Assa Abloy Italia Spa – Armored Door Locks (Bologna)
 Bologna Fiere Spa – Fair Services (Bologna)

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Selection of important and well known clients (location) (cont.)

Bonfiglioli Riduttori Spa – Metalworking Company/Precision Gear (Bologna)
Citra Vini Soc. Coop –Food Industry (Chieti)
Consorzio Agribologna Sca - Food Industry (Bologna)
GB Ricambi Spa –Metalworking Spare Parts (Modena)
Hera Spa -Multiutility (Bologna)
Isotta Fraschini Motori Spa -Automotive (Bari)
Le Fablier Spa –Furniture (Verona)
Manz Italy Srl –Battery Industry (Bologna)
Molini Pivetti Spa - Food Industry Ferrara
Nobili Spa - Earth Moving Machines (Bologna)
Officine Maccaferri Spa – Metalworking (Bologna)
OVS Spa – Clothing (Venice)
Rekeep Spa -Multiutility (Bologna)
Same Deutz-Fahr Italia Spa - Earth Moving Machines (Bergamo)
Unilog Group Spa -Transport and Logistics GDO (Bologna)
XPO Supply Chain Italy Spa -Logistics (Milan)

Partners / Senior Consultants short profile

MATTEO LOMBARDI - Partner

Matteo graduated in Mechanical Engineering in 1996. He has worked as a consultant since 1998, mainly in companies operating in the manufacturing sector (mechanical, electronic, mobile) but also in services. He is specialised in Operations and Business Management, areas in which he also carries out training activities, both at client companies and in collaboration with training institutions.

GIANLUCA SPADA - Partner

Gianluca has a degree in Economics and specialises in Management of integrated systems; providing consulting services in both the manufacturing and services sectors. He specialises in the redesign of business processes, to maximise the effectiveness and efficiency of the company and remove the constraints on growth. He also teaches in company and inter-company courses.

MAURO MARINI - Partner

Mauro is an Electronic Engineer. Since 1994 he has worked as a consultant in manufacturing and service companies in the field of International Operations Management and Project Management, integrating complementary approaches such as Lean Manufacturing, TOC and classic techniques of industrial engineering. He also deals with corporate restructuring alongside management. He is a lecturer at the Faculty of Engineering of the University of Bologna and teaches numerous executive and MBA courses.

ALESSANDRO PACELLI - Partner

Alessandro holds a degree in Economics and Business with a specialisation in business organisation. He worked for 12 years in positions of increasing responsibility up to managerial levels. Since 1996 he has been a founding partner of OPTA, where he works as a management and organisation consultant, leading several projects in the organisational and logistics fields, and in particular on the following topics: management consulting, human resources management, business logistics and warehouse automation systems and business organisation. Since 2010 he has been President of the Health Commission within Assologistica.

AINOA DOUGHTY

Ainoa, strategic planning and marketing specialist, holds a Degree in Economics, Political Science and Philosophy and a Masters degree in International Economics. She has over 20 years' experience in strategic analysis and planning, helping clients develop business plans, industrial plans and marketing plans and assisting companies in the design and implementation of systems for planning and monitoring economic, sales and financial performance, helping to handle the organisational impact of the introduction of such systems.