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COOPERATION PROFILE

BUSINESS REQUEST

NOTE PER LA COMPILAZIONE DEL COMPANY PROFILE

I campi presenti nel database sono tutti obbligatori (tranne quelli contrassegnati da "se disponibile").
Al fine di ottenere una ottimale presentazione della Vostra impresa, Vi invitiamo a descrivere dettagliatamente i seguenti campi:

1. **Attuali Prodotti / Attività con particolare riguardo alla richiesta/offerta di cooperazione.**
2. **Paesi d'interesse.** Il sistema può accettare tutti i paesi UE27 + altri 10 paesi nel resto del mondo.
3. **Descrizione completa (specifica della cooperazione offerta).** Questo è il campo più importante del profilo: completa la scelta fatta nel tipo di cooperazione richiesta/offerta (es. specifica dell'intermediazione commerciale, del tipo di joint-venture, della tipologia delle attività di R&ST, di produzione, di subappalto, etc.).
4. **Descrizione dei principali vantaggi che l'azienda può offrire al partner estero.** Questo campo deve essere usato per evidenziare quelle qualità/caratteristiche della Vostra azienda che possono apportare valore aggiunto ad un eventuale accordo di cooperazione (es. know-how, prezzi concorrenziali, rispetto dei tempi di produzione, tecnologia all'avanguardia, etc.).
5. **Input atteso / caratteristiche del partner estero.** In questo campo si devono indicare quelle qualità/caratteristiche ritenute necessarie in un eventuale accordo di cooperazione e che il partner dovrebbe essere in grado di offrire.

INFORMATIVA AI SENSI DEL D.LGS. N. 196/2003 E SUCCESSIVE MODIFICHE E INTEGRAZIONI.
TUTELA DELLE PERSONE E DI ALTRI SOGGETTI RISPETTO AL TRATTAMENTO DEI DATI PERSONALI

Il/la sottoscritto/a (STAMPATELLO) LETIZIA ENRICA MANCSO in nome e per conto dell'azienda di seguito citata, presta il suo consenso al trattamento dei dati contenuti nella presente scheda da parte di Confindustria Sicilia - Consorzio B.R.I.D.G. Economies Enterprise Europe Network che li utilizzerà esclusivamente per:

1. l'inserimento nella BCD con le modalità descritte nella nota informativa;
2. l'aggiornamento del proprio database d'impresе;
3. informare l'utente sulle iniziative di internazionalizzazione.

A parte i casi succitati, mai e per qualunque motivo saranno ceduti a terzi.

Il/la sottoscritto/a potrà in ogni momento esercitare i Suoi diritti nei confronti del titolare del trattamento, ai sensi dell'art.7 del D.lgs.196/2003.

Luogo e data: San Cebaldo, 13/06/2016

Firma *Letizia Enrica Mancso*
EUROMINIPRESA s.r.l.
L'Amministratore Unico

COOPERATION PROFILE – BUSINESS REQUEST**A. Company profile**

DESCRIPTION OF THE COMPANY

Name: PROMIMPRESA SRL
Address 1: Via Trieste 90
Address 2 (if applicable):
Postal code: 93017
City: San Cataldo (CL)
Country: Italy
Web address (if applicable): www.promimpresa.it
E-mail (if applicable): euprojects@promimpresa.it

Contact person

First name: Alessandro
Family name: Melillo
Position in the company: Head of European projects department
Telephone N°: +393456987008
Fax N° (if applicable): +390236215820
E-mail (if applicable): alessandro.melillo@promimpresa.it

Year established: 2003

Turnover in million of Euro: ☐ <1 ☒ 1 – 10 ☐ 10 – 20 ☐ 20 – 50
☐ 50 – 100 ☐ 100 – 250 ☐ 250 – 500 ☐ More than 500

Number of employees: ☐ 1 – 9 ☒ 10-49 ☐ 50-249 ☐ 250 and more

Activity Code (NACE-Code): M 70 - Activities of head offices; management consultancy activities.; P 85 – Education. N – ADMINISTRATIVE AND SUPPORT SERVICE ACTIVITIES- 78.1 Activities of employment placement agencies..

(consulta il codice all'indirizzo: <http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2006:393:0001:0039:EN:PDF>)

Contact languages: ☒ English ☐ Others:

Certification/Quality Standard: ☐ None ☒ ISO9000 ☐ Ecoaudit
☐ Other (please specify):

Company's current Products / Activities, particularly with regards to the co-operation request: (main products / services; core activities). Please be as detailed as possible in describing your products/activities.

Promimpresa srl is a private company specialized in the provision of educational services, personnel search&selection, training courses also performed in outsourcing. The corporate headquarter is located in San Cataldo but the company has branches also in Palermo, Bologna, Mantova, Lucca and Milan. The full time staff of Promimpresa is composed of 30 employees.

The mission of the company is to support their clients during their path of development, providing qualified assistance and monitoring of all activities. Promimpresa provides its services to SMEs, public entities, manufacturing and service companies operating in various fields. The services provided by Promimpresa comprise:

- ~ Continuous education for enterprises, with a special focus on foreign language courses.
- ~ Training programmes for unemployed people (i.e. vocational education)
- ~ Recruitment (Employment Agency for the activities of Research and Recruitment, accredited by the Italian Ministry of Labour)
- ~ On-line courses (Promimpresa is an e-learning center point of the Telematic University "Pegaso").

The provided courses can be predefined but also on-demand (content, objectives and duration of the courses, all the details are determined by the customer in such case Promimpresa's task is to set an ad hoc training related to the information received).

The teaching methodology applied by Promimpresa is based on the following elements:

- ~ interaction between trainers and trainees - learning systems based on words, images, direct experience, comparison and evaluation.
- ~ learning by doing;
- ~ constant involvement of students through the use of individual and group exercises in order to learn immediately what they are taught (analysis of case studies, conducting exercises and simulations acquire the skills needed to manage in a conscious and effective real work situations);
- ~ the ability to combine innovative learning systems such as e-learning and distance learning with traditional ones (classroom-based training, on the job training)

Promimpresa's courses are addressed to various target groups, from top management to executives in companies, from technical specialists to the professional sector (employees and workers), from long term unemployed to young jobseekers. Appropriate teaching methodologies are adopted in order to meet the specific needs of each target group.

Promimpresa srl uses quality management system in compliance with ISO 9001:2008 certified by CertiW with certificate no. IT.15.0247.QMS of 11/05/2006 valid for the following products: "Design and provision of training services to public and private entities", Field of accreditation: EA37. The certification is recognized by LATAK.



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Promimpresa is partner of Manpower Group for the training of the staff working at Milan EXPO 2015 and technical consultancy to the exhibitors. The company trains approximately 70 SMEs per year and can reach a broad number of companies at local and national level.

Already engaged in Trans-national Cooperation: Yes: ☒ No: ☐

Percentage of Trans-national Activity: ☐ 0 – 9% ☒ 10 – 49% ☐ 50% or more
(defined as approximate of turnover)

B. COOPERATION PROPOSAL – BUSINESS OFFER

Type of Partnership considered (multiple selections allowed):

Double click into the box to select

- | | |
|---|-------------------------------------|
| 1. Acquisition agreement
<i>(the company wants to sell its company or part of it - shares)</i> | <input checked="" type="checkbox"/> |
| 2. Commercial agency agreement
<i>(contract creating a fiduciary relationship whereby the companies agree to be bound by later agreements made by either party)</i> | <input checked="" type="checkbox"/> |
| 3. Distribution service agreement
<i>(the company is offering its products or services for distribution (looking for a distributor)</i> | <input checked="" type="checkbox"/> |
| 4. Financial agreement
<i>(the company offers to finance another company (e.g. for a project)</i> | <input checked="" type="checkbox"/> |
| 5. Franchise Agency Agreement
<i>(the client company is the owner of a franchise and is offering it to partners)</i> | <input checked="" type="checkbox"/> |
| 6. Joint Venture
<i>(the companies agree to develop, for a finite time, a new entity and new assets)</i> | <input checked="" type="checkbox"/> |
| 7. License agreement
<i>(authorization - by the licensor - to use the licensed material - by the licensee)</i> | <input checked="" type="checkbox"/> |
| 8. Manufacturing agreement
<i>(the company offers to produce goods for use or sale using labour and machines, tools, chemical and biological processing or formulation)</i> | <input checked="" type="checkbox"/> |
| 9. Outsourcing agreement
<i>(contractual agreement involving an exchange of services and payments, in the long run)</i> | <input checked="" type="checkbox"/> |
| 10. Reciprocal Production
<i>(the company offers to produce certain goods in exchange of the production of other goods)</i> | <input checked="" type="checkbox"/> |
| 11. Service agreement
<i>(medium to long term provision of a service by one company to another, by sharing the funding and resourcing of the service (the providing company effectively becomes a service provider)</i> | <input checked="" type="checkbox"/> |
| 12. Subcontracting
<i>(the client company offers to perform part or all of its tasks of another company (the company wants to be the sub-contractor of its partner). This can be a one-off agreement.</i> | <input checked="" type="checkbox"/> |

Target Country / ies: EU-28, ENPI, IPA countries

Full description of the cooperation: describe in detail the type of cooperation. Per ogni tipo di cooperazione che avete indicato sopra specificate in dettaglio (sempre in inglese) come pensate debba essere questa partnership!

Promimpresa offers and requires cooperation with other institutions (both public and private) in order to create joint training courses, to exchange good practices and methodologies, and to participate in EU projects under various EU programmes (Lifelong Learning Programme, ENPI, EuropAid, Progress etc...), to develop new business, in details:

- 1) Promimpresa offers to european SMEs tailor made training courses. The cooperation, in this framework, consists in the interaction with potential client companies (mainly SMEs) coming from other countries, for the creation of ad-hoc training courses.
- 2) Beside this, Promimpresa can offer to similar European organisation (organisations providing training courses for SMEs and public authorities) the sharing of good practices and methodologies

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to be applied in future training courses, and the opportunity to develop joint training courses to propose within an European network.

Partnership in international projects: Promimpresa has a specific department working in the field of European Projects. In this framework Promimpresa is constantly looking for international partners (both public and private institutions) with which to develop joint project proposals to be submitted under various European Programmes

Description of the main advantage the company could offer to a potential partner:

Promimpresa can provide to potential partners its long experience in supporting small and medium enterprises in the field of ad-hoc training activities. Moreover, Promimpresa is involved in international projects and we are constantly looking for valuable partners that can improve the quality of the Promimpresa's international projects.

Uploaded file(s): ☐ Yes ☒ No

C. PROFILE OF THE REQUIRED PARTNER

DESCRIPTION OF THE REQUIRED CHARACTERISTICS OF THE POTENTIAL PARTNERS

Type of Partner: ☒ Company
☒ Other (Please specify)
Public institutions, not for profit organisations

Field of Activities: ☒ Manufacturing
☒ Services
☒ Trade (Buying / Selling)

Number of Employees: ☒ 1 – 9 ☒ 10-49 ☒ 50-249 ☒ 250 or more

Trans-national Cooperation experience: ☒ No preference ☐ Preferred ☐ Required

Expected input / characteristics of the partner (description of what is being expected from the potential cooperation partner):

Promimpresa expects to share competencies, expertise and to provide joint service to SMEs with other international partners working in the same field. In this framework, the partners we are looking for are of three types:

1) organizations working in the field of education and training for SMEs and public institutions, with a strong propensity to research and share of good practices. The expected results of this kind of cooperation are mainly the production of joint training courses and of common strategies (at European level) in the field of higher education for enterprises and public entities.

2) SMEs who wish to undertake training services (on the basis of their needs) to their staff.

3) Public and Private institutions who wish to participate as partner in international projects developed by Promimpresa, or public and private institutions looking for experienced partners in their European Projects.





Confindustria Sicilia - Consorzio B.R.I.D.G.€conomies

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