



# EPN Consulting Business Management

Based in London. Engaged with Europe

**EPN Consulting**  
The European Professionals Network

## EPN Consulting is

- **Consultancy**
- **International Network of Professionals**

EPN Consulting Limited was founded in 2009 in London by Dr Ing Stefano Mainero who holds a 5-year degree in Electronics Engineering awarded by the *Politecnico di Torino* University (Italy) and has 25+ years of experience in Consultancy services.

Stefano is a specialist in European Business, European Projects, Intelligent Transport Systems & Sustainable Transport, MaaS and Smart Mobility in Smart Cities.

The EPN Consulting's core team is made of a selected group of high-level professionals with over 25 years of International experience to exceed Clients' expectations.

EPN Consulting is able to provide Clients with an exclusively tailored professional service that large consulting firms find hard to supply.

## About Us

**EPN** stands for European Professionals Network. **EPN Consulting** combines the consulting services with the network



# Consultancy

EPN Consulting offers the unique experience of **Consultancy services** joint to an **International Network of Professionals**

# Consultancy

EPN Consulting operates mainly in three areas: **EU Affairs, Sustainable Transport, Business Management & Strategies**

## EU Affairs

- European Funding & Policies
  - Assessment of Funding schemes available
  - Analysis of EU policies and their implementations
- European Projects
  - Advising on best calls for proposals
  - Assistance in preparing and submitting project proposals
  - Participation in project as active partner

## Sustainable Transport

- Intelligent Transport Systems
  - Urban, Inter-Urban, Extra-Urban transport
  - Public Transport
  - Logistics
  - Electronic Toll Collection
- Sustainable Tourism
- Mobility as a Service (MaaS)
- Smart Mobility in Smart Cities

## Business Management & Development Strategies

- Mentorship to companies' Owners/Directors/CEOs
- Assistance to SMEs and Large organisations on how to fund their growth potential
- Training Courses for professional development
- Knowledge Transfer techniques to increase productivity





# Business Strategies

EPN Consulting has assisted tens of companies working in several sectors and know **how to turn weaknesses in strengths**

# Business Management & Development Strategies

EPN Consulting is a for-profit company and well understand the needs of being time efficient & effective, making profit, keeping the products/services in line with the markets demand, getting extra money with national/European funds, ensuring a Continuous Development Programme to employees and collaborators.

That's why at EPN Consulting we design bespoke services matching the specific requests of each Client, offering among others:

- **Mentorship to Companies Owners/Directors/CEOs**
  - A bespoke mentorship journey will be designed and carried out in person and/or online according to the Client's time availability
- **Assistance to SMEs and large organisations on how to fund their growth potential**
  - Analysis of the company's growth plan and identification of modules that could be converted in EU projects that, if dealing with research activities, would be 100% funded
  - SMEs could be assisted within a multi-disciplinary "growth package" – please ask us for more information
- **Design of Training courses for Continuous Professional Development (CPD).** Most requested courses are:
  - Entrepreneurship and Productivity Optimisation
  - Introduction to European Projects (Basic and Advanced)
  - Intelligent Transport Systems (ITS), Sustainable Transport and Mobility as a Service (MaaS) (Basic and Advanced)
  - Smart Mobility in Smart Cities
- **Knowledge Transfer procedures** across companies departments and/or productive units

# Business Management & Development Strategies

## The EPN Consulting USPs:

- Thanks to decades of experience of the EPN Consulting team we can mentor Chief Executives, Directors and Owners of companies (any size) to improve business efficiency and reduce operational costs. **Mentorship** assistance can last for 6 or 12 months depending on Client's availability
- We have **decades of experience in EU projects** with special attention to Horizon Europe, the largest European funding framework
- We design **bespoke training courses** and offer clients the opportunity to hold them at their own premises to save employees' time and preserve company's productivity. In particular:
  - 1. Attendance Cost - the cost diminishes in proportion to the number of participants
  - 2. Tailored Contents - examples and best practices discussed within the course will be tailored on the audience's needs, although the main course structure will remain the same
  - 3. Tailored Calendar - to favour the Client's busy diary the course dates are not fixed but can be agreed with EPN Consulting within a proposed range
  - 4. International Experience - thanks to its wide International Experience and Network of Professionals, EPN Consulting is able to complement the topics taught with examples and best practices taken from several countries and mainly unknown by the general public
- Thanks to the wide network of 3,000+ contacts in Europe we can organise training courses in virtually **any European city**





# References

Selections of references concerning the **EU** **projects** and **Clients** EPN Consulting worked with/on



## Business references (a selection of EU projects)

- **Collective Innovation to Fight Climate Change** (2020-2023) – Erasmus Plus – it aims to train educators on the topic of climate change and the UN SDGs, Upskill entrepreneurs and SMEs owners/ managers on how to use the innovation management process, Guide entrepreneurs and SMEs owners/ managers on becoming agents of change for transforming their business culture. **EPN Consulting's role:** Co-Ordinator and Final Conference Organiser - <https://fightclimatechange.earth/>
- **izSustainIT** (2019-2021) – “Impact Incubator for Nurturing Sustainability” – Erasmus Plus – The overall goal of the project is to maximise the understanding and transfer of knowledge on impact, impact investment and sustainability to tackle societal and environmental challenges. **EPN Consulting's role:** Co-Ordinator and Final Conference co-organiser – <https://izsustainit.eu/> ; <https://www.izsustainit.eu/impact-conference.html>
- **S.T.R.E.E.T.** (2015-2018) – “Sustainable Transport Education for Environment and Tourism” – Erasmus Plus –The project aimed to define a new professional profile, Expert for Sustainable Mobility and Tourism (ESMT) focused on two main fields: alternative mobility and sustainable tourism. **EPN Consulting's role:** Project Partner, Expert in EU Legislation on Sustainable Transport, Expert in Intelligent Transport Systems and Sustainable Urban Mobility Plans (SUMPs) – <http://www.streetproject.eu/> ; <https://thestreettoolbox.pressbooks.com/>
- **AQUASMART** (2015-2017) – “Aquaculture Smart and Open Data Analytics as a Service” – FP7-ICT – **EPN Consulting's role:** Advisory Board Member on Transport issues and Business development – [https://cordis.europa.eu/project/rcn/194237\\_en.html](https://cordis.europa.eu/project/rcn/194237_en.html)

## Business references (a selection of Clients)



# EPN Consulting's Clients location







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