













## Crisis Analysis



Crisis, internal or external, are due to unknown preexisting situations or not properly evaluated under the risk profile (**Country-risk, product-risk, image-risk** etc).

iDos consultants can offer a specific know-how: to establish crisis plans and find a team properly set up, able to face not predictable events in an absolutely timely way as the result of an adequate and deep preemptive preparation, evaluation of company risk and of a detailed reaction plan (*crisis plan*) .

The **crisis team** is often - as suggested by iDos - composed by heterogeneous profiles, internal managers for Company knowledge and others external to the reference entrepreneurial entity for higher impact decisions, choices that sometimes require coldness and detachment, characteristics that only an external person can assure.

## Crisis Plane



Crisis planes are prepared in a view of sharing with the internal Management accordingly with the philosophy of the Company and in line with services and products delivered consistently with Country-system.

One of the key aspects in crisis management, is the clearness of the decision process and of the command line. On purpose involved people are normally bosses and/or top managers of the company, able to get around themselves consensus and involvement on what they are going to do and to have done: e.g. in the management of internal communication, in the relationships with the consumers and with the market, and in the economic financial sector to have the quick availability of significant amount of money. There is no standard for what concerns a priori planning of a critical event.

However the crisis plane must be always coherent with company mission: and for this iDos partnership is strategic. In the detection of key resources and intervention areas to enhance and use with highest return in crisis management, with clearness for everyone, managers and employees.

# Business & Competitive Intelligence



## **iDos takes care of:**

- Identifying threat areas of the market and commercial risks
- Forestalling competition actions
- Helping customers to react in a proactive way
- Identifying competition weaknesses

## **With the goal of:**

- Defining a clear strategic orientation
- Implementing a Better financial situation
- Obtaining a Better knowledge of market structure
- Understanding costs and prices structure
- Finding commercialization and distribution models
- Obtaining a better market positioning
- Helping its customers to understand the market occupying a secure position that cannot be attacked by their competitors

## Due Diligence & Monitoring



In a market that changes and where change involves world financial institutions, there are significant risks in the implementation of merges, acquisition, company cessions or generally speaking financial operations, but also significant opportunities can be seized.

iDos helps to foster success opportunities and to minimize possible failures, ***analyzing secret vulnerabilities of the operations.***

iDos consultants in due diligence can analyze data that have more impact (because they are sensitive, critical) in the transactions and in the commercial operations, looking for and analyzing pieces of information not obvious or not detected:

- Cases in which Company/Firm was involved (*litigation index*);
- Falsities in social communication or untruthful info and company reports and not correctly diffused, conflicts of interests (*white collar crimes*);

## Due Diligence & Monitoring



- *Customer due diligence* Customer due diligence (support to the adequate customer verification and continuous control ex Law 231/07) and related evaluation of customer-risk;
- Interests and properties not evident verifying the real owner in order to forestall offences (see fulfillment provisions “against money-laundering” and terrorism);
- Investigations on people that do not have premises in any Country and performing activities impacting on the Company;
- Reputation of the Company on the market (*market reputation*);
- Administrative problems, costs and other secret liabilities not verified in a formal way (e.g. during preventive *due diligences* for the conveyance of a company division a significant, still existing indebtedness is simulated);
- Ethics and style of the executives;
- Company culture;
- Other risks inherent in the potential operation.

## Business process Reengineering



Our consulting contribution consists in a series of ***initiatives to re-establish transparency, profitability and credibility for the Company.***

iDos redirects the company in crisis moments, also via solutions of ***temporary management***, following the management of divergent interests of economic and control groups providing sound and realistic solutions.

iDos contribute to improve the profitability creating value by means of problems analysis and opportunities detection, suggesting customized solutions and helping customers to increase their competitive advantage.

iDos consultants investigates inside the company and help executives in finding the solution of also internal situations and phenomena without disturbing activities and organization.

## Forensic & Legal Intelligence



Financial frauds, misappropriation of capital and the disclosure of proprietary company pieces of info as well as artifices realized by ***insiders*** in order to wrongly influence the market, are complex cases whose detection and analysis require high skills and experience in the detection of weak signals that allow a fast action and reaction.

iDos consultants have skills adequate to certify – via the analysis of balance sheets, account books and registers as well as by means of other tools of data analysis- if is underway or has already been made a fraud (fraud prevention) or have been activated behaviors against the organization and significant in a legal field (criminal or administrative); our professional people can also quantify financial repercussions of the white collar crimes as well as if there are the conditions of misappropriations, embezzlements caused by accounting irregularities or hypothesis of money-laundering.

## Legal intelligence



When the company is involved in cases, iDos consultants find the elements in favor of the client and help him to evaluate and quantify the economical and image damage.

By the way, iDos prepares a severe, unbiased documentation of expert evidence. iDos assists the client in all aspects – first evaluation, analysis of opposing party documentation or of expert evidence, analysis of civil, criminal or administrative liability, testimony in the bar.

## Certified Training



iDos consultants are certified trainers, qualified in security areas oriented to the themes of iDos solutions and services

## Our professional people



- Professional people of intelligence and risk management
- Certified professional people of security
- Lawyers specialized in criminal law for the company
- Professional people in Marketing and Communication
- Accountants with a degree in economics and Auditors certified in Italy and abroad
- Professional people for recruiting and Knowledge Management
- Engineers and designers of systems and security and telecommunication infrastructures
- Professional people for services networking and solution integrator
- Experts in risk prevention and management and in the preparation of operational counter-measures
- Certified trainers
- Holders of Ministerial authorizations accredited in the most important legal and professional offices as well as in Italian and fo-



**In a changing world,  
iDos helps you to change in a safe way**



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