

# *PwC's Start-ups programme*

Assisting the transformation process of a project into a company, providing solutions for growth and tackling markets, contributing to the achievement of international goals



**A global advisor**, able to provide organisational methodologies and technical expertise, access to adequate funding solutions and equity, and to adequate internationalisation solutions, through the PwC network.

**An operating partner** supporting the company in its medium-long term growth, that is able to provide a strong managerial and business culture, propose effective solutions, and create development opportunities.

**A professional solution** that effectively valorises entrepreneurial initiatives, reduces risks and maximises returns for stakeholders.



## One business partner for all your needs

Start-up

Funding

Company

Funding

Growth

*Our Commitment: a wide range of services, for a tangible and timely support, provided throughout all stages of a company's growth*

- Assistance in the systematic definition/application/correction of the business model and its key elements, and a comparison with the best practices identified by PwC in Italy and in other countries.
- Support in the definition of the various aspects of a long term entrepreneurial strategy (market and business analysis, competitive positioning, benchmarking), of the related action plans and in the executive project management.
- Assistance in drafting and adjusting the business plan.
- International financing: definition of an appropriate fundraising strategy and assistance in the search for financial partners or equity.
- Assistance in the identification and valorisation of the know-how, and legal assistance in its protection (IP rights).
- Assistance in the identification of the functions and competencies required to support the firm at any stage of development.
- Support in the identification of the main competency gaps within the internal team.
- Assistance in monitoring revenues, costs and cash flow, and in the comparison with forecasts. Support with the identification of required corrective actions.
- Assistance in the setup and execution of an internationalisation plan.
- Assistance on the identification of strategic partners.
- Advice on how to access national and European grants.
- Definition of a preparatory strategy in sight of a future exit, aimed at crystallising the value of the firm and positioning it on the market.
- Fiscal consulting and assistance in the setup of both a short and a long term tax strategy.
- Assistance in developing a timely monitoring system in order to comply with the main fiscal and legal obligations.
- Analysis of the most effective company location.
- Assistance on themes relating to labour laws.
- Accounting consulting and assistance.

## A global and integrated network

We are a global and integrated network, with a consolidated know-how in integrated services for enterprises, and the first global player in services offered to SMEs.

We operate by combining multi-disciplinary professional capabilities at an international level with local market knowledge and specific experience in the various sectors.

We're active in a variety of different countries around the world, with services that support start-ups' innovation and excellence.





## ***Contacts***

### **Raffaele Perrone**

T: +39 02 7785206

M: +39 348 1505424

E: [raffaele.perrone@it.pwc.com](mailto:raffaele.perrone@it.pwc.com)