



Studio Micci

Progetto “Fa la cosa giusta”: [Playtraining.net](https://www.playtraining.net)

Agenda



Introduction to Studio Micci

Professional services – general presentation

Focus on “Fa la cosa giusta”

Introduction to Studio Micci

1

STUDIO MICCI

DOTTORI COMMERCIALISTI E REVISORI LEGALI

Studio Micci

Introduction to the professional firm

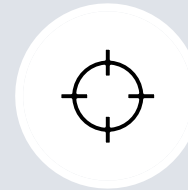
Studio Micci has been working on professional services as chartered accountants and statutory auditors since 2009.



Our firm has increased its revenues year by year. In the last FY we reached a global turnover of about 1 M/€



We are used to cooperate with our customers to achieve common successful goals



Our target are national and international companies sized SMB



As development strategy we are committed to specialize our skills through advanced training and experiences on field

Professional services

2

Advisory Services /1



International Law and Transfer Pricing

- Our firm is specialized in International tax law, particularly, on international VAT, customs law (import/export), tax credit for taxes paid abroad, average tax rate calculation for CFC, taxes and labor topics related to internationalization, treaties against double taxation application
- Transfer pricing documentation (Master file and Local file), calculation and comparability analysis
- International tax policy definition and optimization

Corporate governance

- We provide highly specialized advisory on corporate governance, particularly with reference to Legislative Decree 231/01
- Our firm is able to design and to set up systems of corporate governance and compliance fully compliant with the law, in order to assure penalty protection to the companies in case of corporate crime
- We are specialized as 231 supervisory body serving as President of the body or simple member

Advisory Services /2



Management accounting

- Our firm is highly specialized in production cost calculation and profitability analysis, particularly in the following sectors:
 - Chemical industries (both base chemical and specialties)
 - Mining
 - Mechanical processing and building
 - Fashion and jewelry
 - Services, ICT
- We are specialized in Business Intelligence; we can design and implement enterprise BI system

Dematerialization

- Our firm is particularly skilled on dematerialization. Our consultants can design and implement dematerialized processes into the company
- Our consultant are certified on OCR tech (Abbyy), RPA (Automation Anywhere), Process mining, EDMS and workflow (M-Files)
- Our firm offers services of eInvoice and Digital preservations through Conservami® and Invoiceme®

Advisory Services /3



Accounting and bookkeeping BPO

- We serve as AFC office to Italian and foreign SMB companies (up to 1 billion/€) working directly on the ERP of our customers
- We are particularly specialized on:
 - SAP R/3 and SAP 4/Hana
 - SAGE X3
 - Zucchetti AHI
 - Primula (Agomir)

Payroll and HRM

- Our firm offers services and advisory on Payroll and HR Management
- We are particularly specialized on the following payroll systems:
 - Zucchetti Payroll
 - Buffetti eBridge
 - Job (Sistemi)

Focus on Fa la cosa
giusta

3

Product Playtraining

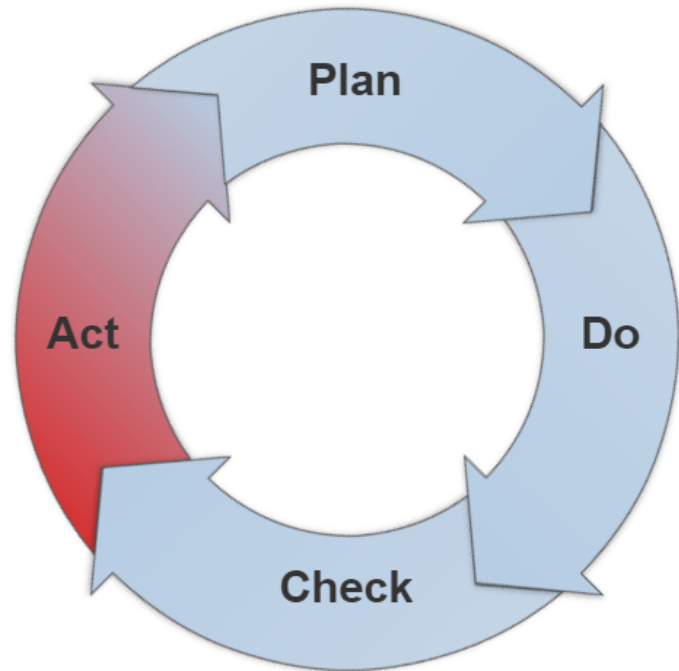
Serious game: playtraining.net

Our firm wants to contribute to diminish the rate of incidents at work and to augment the rate of good practices (e.g., less corruption; less rate of white-collar crimes; etc.) thought a new methodology of training. Train by playing a video game!



CGS Design and set up Studio Micci Methodology

Plan
for change to bring
about improvement



Act
training to internal
and external people
who need to be
trained on the new
CGS

Check
to see if changes are working
and to investigate selected processes
in order to write specific procedures
that perfectly fit the company's organization

Do
Key people interview;
CGS As-Is analysis;
Risk assessment;
CGS To-Be analysis;
CGS Design (Code of
conduit; general docs
compliant with D.Lgs 231;
specific custom procedures)

Training by playing, how we work

How to train people through a videogame

Our firm combines a training methodology both frontal and based on playing a videogame.

First, our training specialist meet people in a frontal training session mainly to explain to the audience how to play the videogame.

Secondly, trained people will be required to play the videogame; in the meantime, the HR dept. will be required to monitor the progress of the training

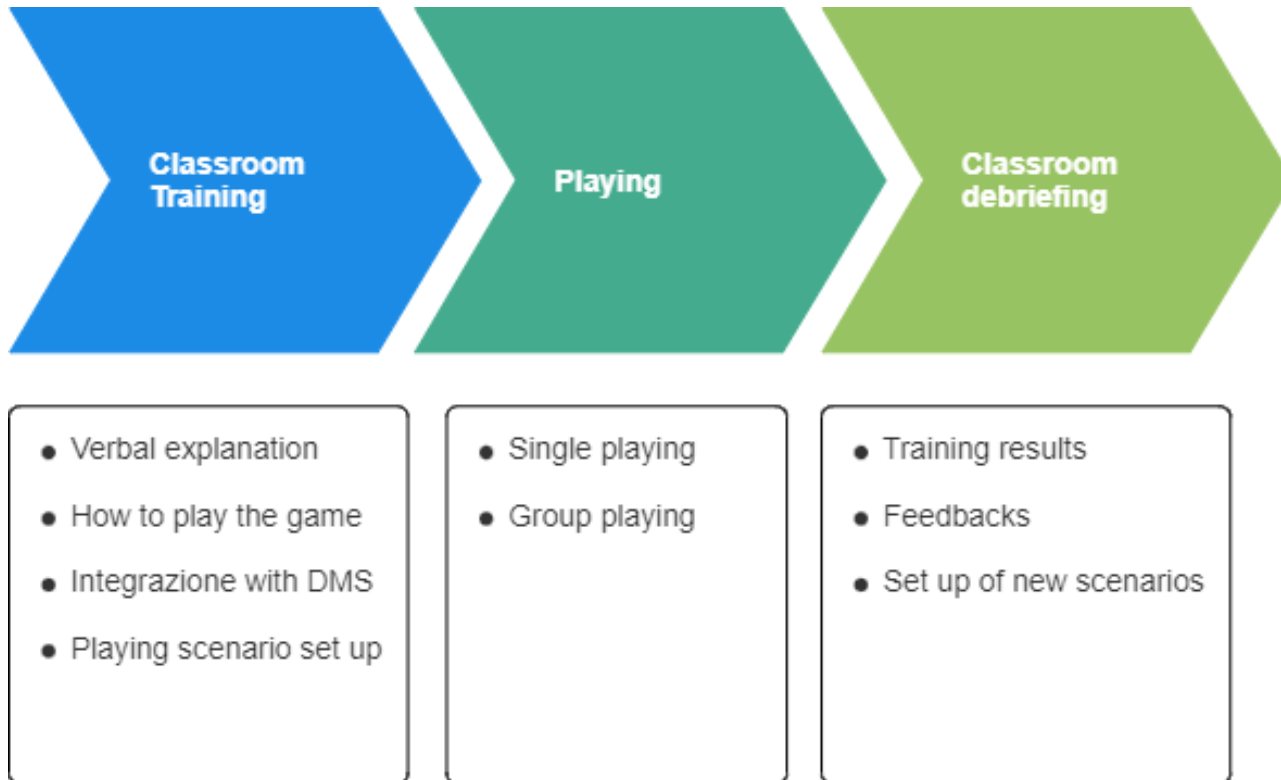
Finally, our training specialist debrief the trained people to discuss altogether the results of the training

Training by playing, how we work

How to train people through a videogame

Main characteristics:

- **Inclusive training:** the videogame is mute and very easy to play because the scope is to include all the stakeholder (not speaking of Italian language; deaf-mutes; handicapped; etc.)
- **Accountability:** both HR (or managers) and trainee can assess the training progress
- **Traceability:** HR (or managers) can assign trainee to a specific training course or program. The trainer can report who made the training, when and the final score to define new training scenarios



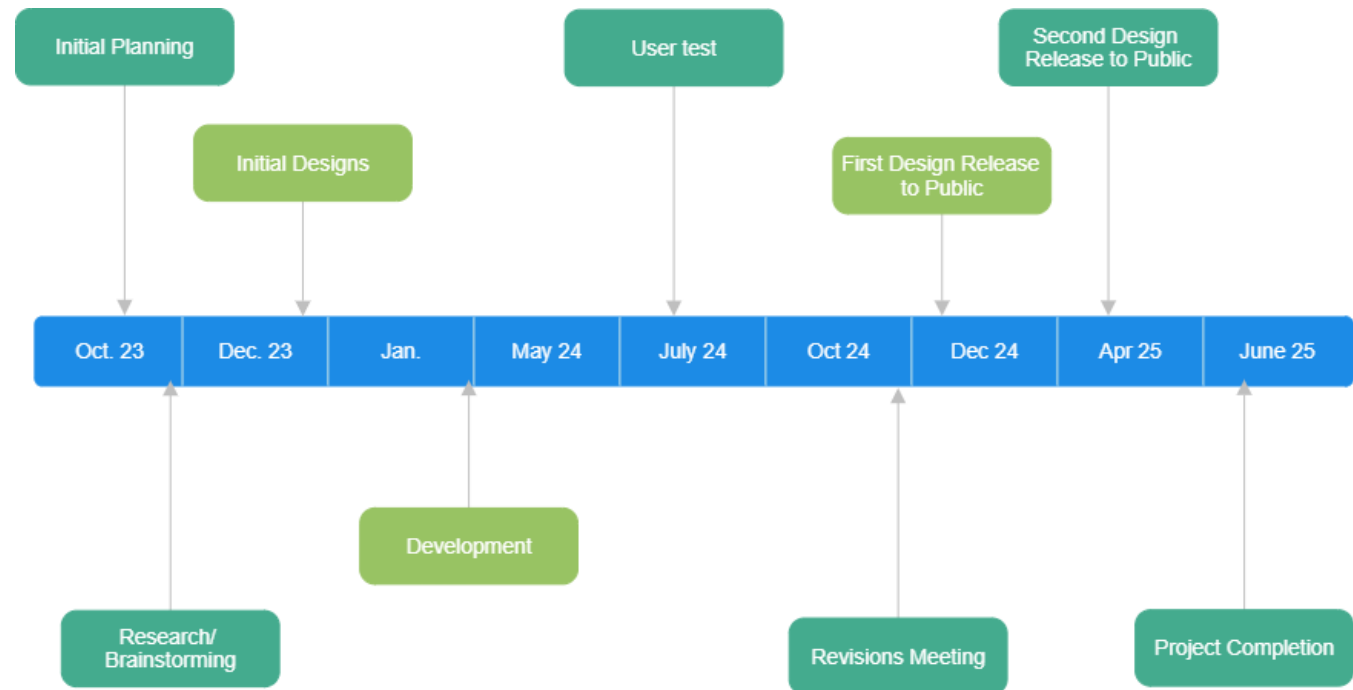
Next steps

State of the art and future releases

The videogame is now adopted by some of our costumers. In the meantime, we are offering standard classroom training to other customers and both the group will be required to fill some questionnaires.

Our firm want to benchmark the classroom standard training results with Playtraining to try to quantify the real benefit for the trainees. Considering the scope of the project, our hope is to collect great results.

After the above stated tested phase, we want to launch the product and the methodology to Public and we want to offer the product to train the scholars of III and IV on health and safety, because our think is that we need to train people from the school. Safety is a Constitutional right, citizens (Italian or foreigners) must strongly require to work safely.





Studio Micci

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