
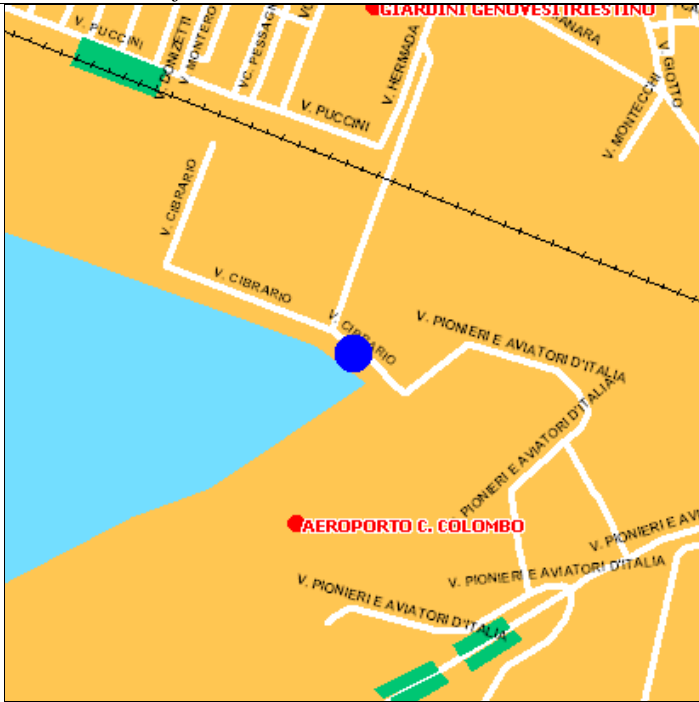

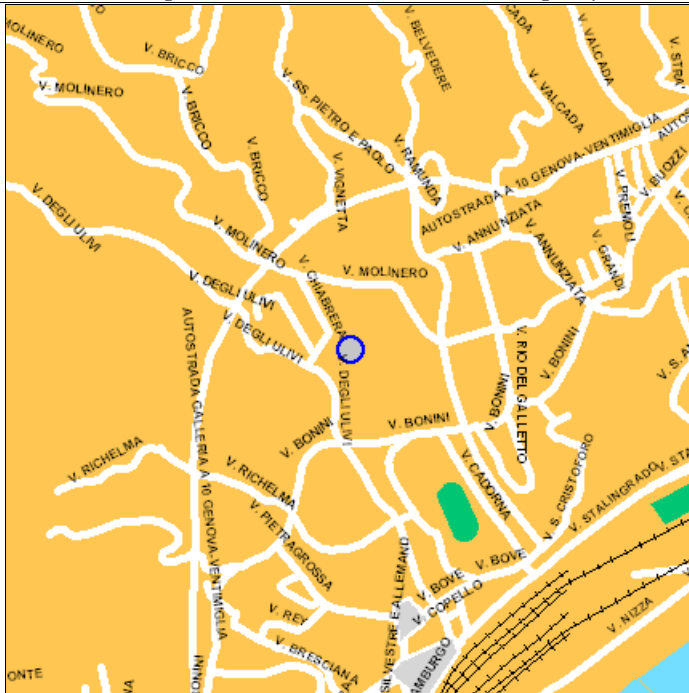




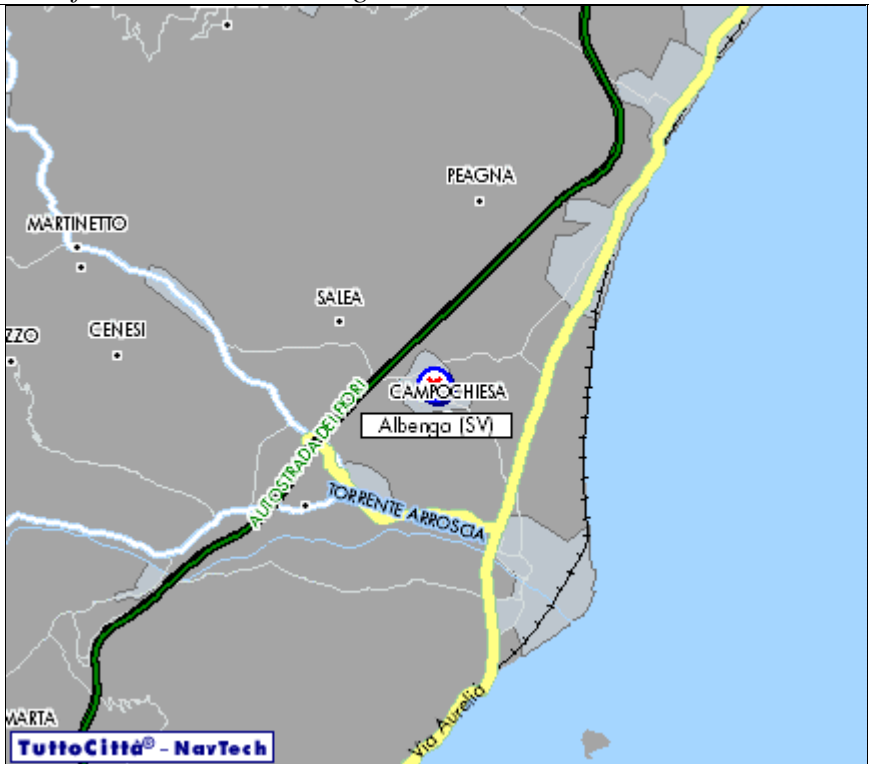
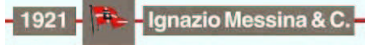




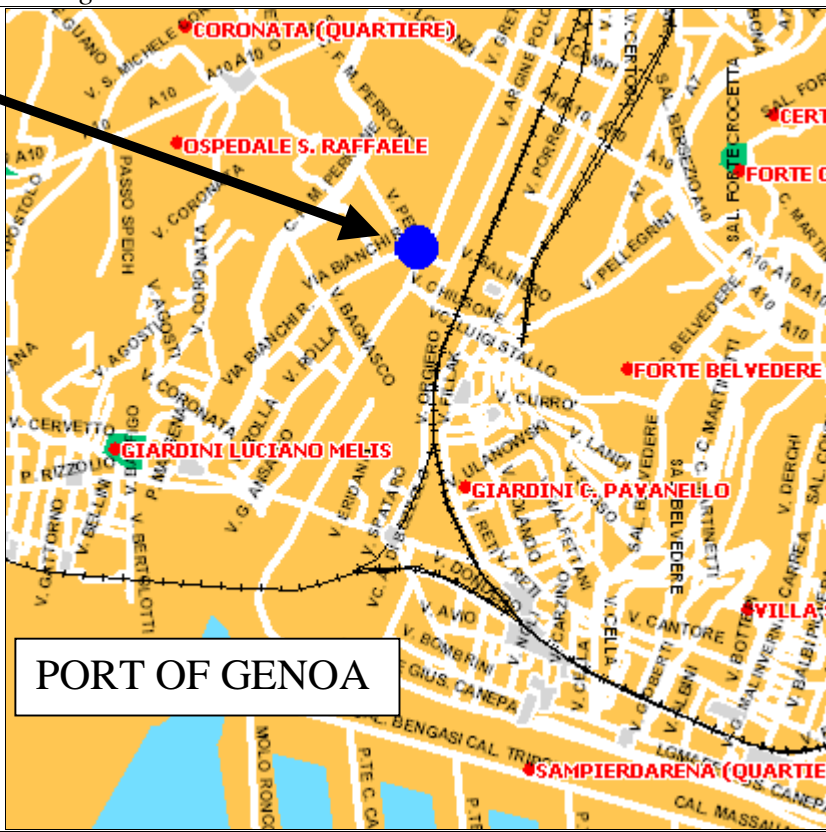
Company Name	 Piaggio Aero Industries S.p.A.
Industrial Sector	Aerospace Industry: Executive AirPlane Design and Construction
Address	Via Cibrario - GENOVA
Contact Person	Ing. Roberto Mairo / Ing. Gelati
IEPAL Team	Pedrazzini (France), Ioffe (USA)
Stage Title	Web Solution Analysis for Executive Airplane Service & Support
Target	Measure the CAMP System Stongholds and Criticalities, Evaluate alternatives and relative costs
Input Data	Benchmarking among different Systems and Users, Internal/External User Satisfaction by Interviews, System Requirements and Operative Procedures
Output & Deliverables	Alternative Solution Evaluation and Comparative Analysis
Accommodation Suggestion	Milton Hotel Varazze (Ioffe) - Savona Campus (Pedrazzini)
How to reach Company	Milton=walkway to Varazze Railway Station, train from Varazze to Genova Sestri Ponente. Savona Campus=Bus no. 4 from University to Savona Railway Station, train from Savona to Genova Sestri Ponente.
Map of the Site - Company	
Period	23 June 2002 - 11 July 2002
Reference	Dr.Marina Massei 019 264 555
Web Site	http://www.piaggioaero.com
Useful Sites	(Town Site) http://www.comune.genova.it/ http://www.comune.varazze.sv.it (Genoa Bus) http://www.amt.genova.it/ (Trains) http://www.trenitalia.com (Maps) http://mappe.virgilio.it/tcol/home.jsp?pmk=HPHeadb/ (Accommodations) http://www.hotelmilton.it/ http://dip.sv.inge.unige.it/

Company Name	 ALTEA
Industrial Sector	Consulting
Address	Savona Branch Office Via Cadorna 7, Savona in Savona Campus Area
Contact Person	Dott. Leonardo Falduto
IEPAL Team	Bouras (France) Flanagan (USA)
Stage Title	Web Solution Exploring
Target	<i>To identify new potential market in web solution for NIVE site</i>
Input Data	<i>Web Site Current Solution, Competitor Solution, New Services, Market Analysis for English Applications in Web</i>
Output & Deliverables	<i>Reengineering Workflow, Benchmarking, Competitor Analysis</i>
Accommodation Suggestion	<i>Milton Hotel Varazze (Flanagan) Savona Campus (Bourras)</i>
How to reach Company	<i>Milton Hotel Hotel=Walkway to Varazze RailStation, train from Varazze to Savona, then Bus no.4 to Savona Campus Area</i> <i>Savona Campus = cross the street to Company Buildings</i>
Map of the Site - Company	
Period	23 June 2002 - 11 July 2002
Reference	Dr.Marina Massei 019 264 555
Web Site	http://www.alteanet.it
Useful Sites	(Town Site) http://www.comune.savona.it/ http://www.comune.varazze.sv.it (Genoa Bus) http://www.acts.it/ (Trains) http://www.trenitalia.com (Maps) http://mappe.virgilio.it/tcol/home.jsp?pmk=HPHeadb/ (Campus Area) http://dip.sv.inge.unige.it/
Company Name	Piaggio Aero Industries S.p.A. 

Company Name	<i>COOP Liguria Srl</i> 
Industrial Sector	<i>Supermarket Chain</i>
Address	<i>Via Val Lerone 30, Arenzano (GENOVA)</i>
Contact Person	<i>Dr. Claudio Neglia</i>
IEPAL Team	<i>Onbirler (Turkey), Edzie (USA), Gueguen (France), Bocca (Italy)</i>
Stage Title	Store Innovation
Target	<i>To estimate costs/benefits of introducing new technologies in stores</i>
Input Data	<i>technical requirements of New Devices and costs estimations about infrastructure and systems</i>
Output & Deliverables	<i>Reports on: Improvement Analysis, Costs/benefits, Sketches of the New Processes.</i>
Accommodation Suggestion	<i>Milton Hotel Varazze (Edzie, Onbirler), Gueguen (Campus)</i>
How to reach Company	<i>Milton Hotel: Walkway to Varazze Rail Station, train from Varazze to Arenzano, then Bus for Val Lerone</i> <i>Savona Campus: Bus no. 4 from University to Railway Station, train from Savona to Arenzano</i>
Map of the Site - Company	
Period	<i>23 June 2002 - 11 July 2002</i>
Reference	<i>Dr. Marina Massei 019 264 555</i>
Web Site	<i>http://www.coop.it</i>
Useful Sites	<i>(Town Site) http://www.comune.arenzano.ge.it/simu http://www.comune.varazze.sv.it (Trains) http://www.trenitalia.com (Maps) http://mappe.virgilio.it/tcol/home.jsp?pmk=HPHeadb/ (Accommodations) http://www.hotelmilton.it/</i>

Company Name	MINDREVOLVER.com 
Industrial Sector	Web Solutions
Address	Via Medaglie d'Oro, 96/2 17031 Albenga (SV)
Contact Person	Dott. Angelo Ravera
IEPAL Team	Thornhill (USA) Carrie (F) Burnett (USA)
Stage Title	Market Analysis
Target	<i>To identify new potential market in Port Security Integration</i>
Input Data	<i>Port and Logistics Terminal Security Requirements, Solutions, Technologies</i>
Output & Deliverables	<i>Market Analysis and Possible Solutions</i>
Accommodation Suggestion	<i>Milton Hotel Varazze (Burnett) Savona Campus (Guegen)</i>
How to reach Company	<p><i>Milton Hotel Hotel=Walkway to Varazze Rail Station, train from Varazze to Albenga</i></p> <p><i>Savona Campus = Bus no. 4 from University to Railway Station, train from Savona to Albenga</i></p>
Map of the Site - Company	
Period	23 June 2002 - 11 July 2002
Reference	Federico Figini 019 264 555
Web Site	www.mindrevolver.com
Useful Sites	<p>(Town Site) http://www.comune.albenga.sv.it/</p> <p>http://www.comune.savona.it/</p> <p>http://www.comune.varazze.sv.it</p> <p>(Trains) http://www.trenitalia.com</p> <p>(Maps) http://mappe.virgilio.it/tcol/home.jsp?pmk=HPHeadb /</p>

Company Name	<i>Terminal Messina</i> 
Industrial Sector	<i>Port Terminal</i>
Address	<i>Porto di Genova - GENOVA</i>
Contact Person	<i>Dr. Simone D'Angelo</i>
IEPAL Team	<i>Boty (France), Pavlov (USA) Lancaster (USA)</i>
Stage Title	<i>Quantitative Analysis about Container Traffic Flows (Export and Transshipment) in the Terminal.</i>
Target	<i>To measure the Logistics</i>
Input Data	<i>Data About Traffic Flows</i>
Output & Deliverables	<i>Identification of Rows Size for Container Storage Area in relation to final destination, ship to be used and size (20', 40', 40'HC), and considering available space on the yard</i>
Accommodation Suggestion	<i>Milton Hotel Varazze (Lancaster, Pavlov) Savona Campus (Boty)</i>
How to reach Company	<p><i>Milton Hotel Varazze= Walkway to Varazze RailStation, train from Varazze to Genova Sampierdarena. then Bus no.18 or no.20 (or 10 minute walk from the station)</i></p> <p><i>Savona Campus = Bus no. 4 from University to Railway Station, train from Savona to Genova Sampierdarena. then Bus no.18 or no.20 (or 10 minute walk from the station)</i></p>
Map of the Site - Company	 <p>PORT OF GENOA</p>
Period	<i>23 June 2002 - 11 July 2002</i>
Reference	<i>Dr.Marina Massei 019 264 555</i>
Web Site	<i>http://www.messinaline.it</i>
Useful Sites	<p><i>(Town Site) http://www.comune.genova.it/</i> <i>http://www.comune.varazze.sv.it</i></p> <p><i>(Genoa Bus) http://www.amt.genova.it/</i></p> <p><i>(Trains) http://www.trenitalia.com</i></p> <p><i>(Maps) http://mappe.virgilio.it/tcol/home.jsp?pmk=HPHeadb/</i></p>

Company Name	<i>Vernazza Autogru</i> 
Industrial Sector	<i>Special Crane Service</i>
Address	<i>Via R.Bianchi - GENOVA</i>
Contact Person	<i>Dr. Diego Vernazza / Dr. Giuseppe Cannito</i>
IEPAL Team	<i>Bahadiyr (Turkey) Nelson (USA) Carini (Italy)</i>
Stage Title	<i>Market Analysis in New Areas</i>
Target	<i>To identify new potential market in new areas.</i>
Input Data	<i>Current flow and organization; cost and resource figures, existing market and demand information</i>
Output & Deliverables	<i>1)mapping new areas in term of marketing 2)costs and benefits provided by each new area 3)conclusions and estimation of actions to be activated</i>
Accommodation Suggestion	<i>Milton Hotel Varazze (Baadir, Nelson)</i>
How to reach Company	<i>Walkway to Varazze RailStation, train from Varazze to Genova Cornigliano. Bus to Industrial Area</i>
Map of the Site - Company	
Period	<i>23 June 2002 - 11 July 2002</i>
Reference	<i>Dr.Marina Massei 019 264 555</i>
Web Site	<i>http://www.vernazzaautogru.it/</i>
Useful Sites	<i>(Town Site) http://www.comune.genova.it/</i> <i>http://www.comune.varazze.sv.it</i> <i>(Genoa Bus) http://www.amt.genova.it/</i> <i>(Trains) http://www.trenitalia.com</i> <i>(Maps) http://mappe.virgilio.it/tcol/home.jsp?pmk=HPHeadb/</i> <i>(Accommodations) http://www.hotelmilton.it/</i>