

WHO WE ARE

Experienced professionals in 360° management consulting

From business planning to management consulting, from operational and commercial management to financial management, we support our clients in implementing effective strategies for traditional and digital communication and marketing, internationalisation, import and export, innovation, and research and development. We analyse public and private funding opportunities with them in order to help them implement their innovative projects. We connect our clients with partners who can offer them added value through the creation of commercial networks, joint ventures and alliances between SMEs and beyond.

Many projects... One goal!

We are developing numerous projects in which we participate as incubators, co-founders or in which we provide professional and managerial support. We cover a wide range of product sectors: from technological innovation to agri-food, from renewable energy to green energy, as well as international cooperation, lifestyle and the promotion of national and foreign territories and cultures.

CONTACT US

www.demixgroup.com

www.demixinnolab.com

Email: info@demixgroup.com

Email: info@demixinnolab.com

Phone: + 39 347.8703864

Office: + 39 338.3434709

Fax: + 39 035.832107

Bergamo HQ: Via Gambarelli n. 26/28,
24064 Grumello del Monte

Milan HQ: Corso Venezia n. 47, 20121
Milano (MI)

Genoa HQ: Corso Andrea Podestà n. 12
int. 7, 16128 Genoa (GE)



TURNING IDEAS INTO RESULTS!



DEMIX SERVICES

Internationalization and Import & Export

We offer professional support for direct and indirect import and export initiatives (international trade mediation) and operational, commercial, logistical and legal consulting (including contracts). We also develop internationalisation strategies for the correct positioning of your products and services not only in Italy but also abroad in identified target markets.

Marketing and Digital

We plan and organise online and offline promotional and marketing activities at national and international level, and offer operational support for international missions and trade fairs, B2B meetings abroad and other promotional events geared towards business matching, encouraging the development of cooperation projects.

Third Sector

We provide operational support for production, logistics and commercial activities, including in the fair trade and smart cities & communities sectors, as well as for foundations and non-profit organisations, including in academia, both in Italy and abroad.

Strategic consulting and project management

From market analysis to drafting business plans or complex corporate development plans, from supporting innovative activities to obtaining corporate certifications and sustainability reports, from planning commercial marketing strategies to internationalisation, we help our clients develop their initiatives in an effective and sustainable manner.

Financial Management and Europlanning

We assist our clients in planning and participating in national and international calls for tenders and competitions, and support them in the various stages of project design, presentation, management and development (Project Management and Business Development), as well as communication (Dissemination) and reporting.

Networking and aggregations

We believe in the teamwork force. For this reason, we develop business networks, joints, consortia, cooperatives, clusters and commercial networks with the aim of aggregating knowledge and different skills, in order to achieve the best results.

Coaching and temporary management

We support SMEs and corporate groups as Temporary Export Managers and manage business networks, clusters and consortia as Network Managers. We also organise coaching and mentoring activities on specific topics through our DIBA Academy and provide professional support to academic spin-offs, start-ups and innovative SMEs with our Demix Innovation Lab business acceleration programme.

Professional Training

We create new opportunities by training undergraduate and postgraduate students, entrepreneurs, managers and professionals to transfer our experience and professionalism to future generations, including as part of public and chamber initiatives, as well as in collaboration with Italian and foreign universities.

Partnership

We assist our clients in identifying and evaluating operational and industrial partners, investors and private financiers (venture capital, investment funds, crowdfunding, business angels, etc.), suppliers and potential customers to better support the development of your projects managed by us.

ENG. FABIO MANENTI



Born in Bergamo (Italy) and graduated in 1999 with honors in **Management Engineering** at the University of Bergamo, has achieved excellent results in the numerous graduate and postgraduate courses in the field **International Business & Management** attended at prestigious international universities and institutes among which we mention the Diploma in "**Ingenieria Informatica de gestión**" at Universidad de La Laguna in Spain, the Master in **International Business** in addition to the Diplomas **TOEIC** and **TOEFL** at UC Berkeley and the Professional Master in **Business Management** at UC San Diego in California (USA), the Diplomas **DEL F** 1er e 2eme degré at Université de Montpellier III and Perpignan in France and **DAPLE** at Universidade de Lisboa in Portugal, and also a Master in **Europlanning** at the University of Bologna organized by Eurogiovani, with the aim of designing EU calls for proposals and supporting approved projects in both the coordination and "dissemination" phases.

Eng. Fabio Manenti is an established professional in the field of **International Marketing, Foreign Trade, Product & Project Management, Finance** and **Business Internationalization**, initially grew up in the family companies in the fashion and design sector **Gabrielle** and **Gruppo Mabo Spa** and later in the international consulting sector with **Catalyst Marketing Inc.** (USA) and **Xtenzo Sales & Marketing B.V.** (Netherlands), automotive at prestigious companies such as **Fonderie Guido Glisenti Spa** and **Gruppo Brembo Spa** and plant engineering with **Argal srl** and **Matest srl**. He has been collaborating for more than 20 years as a manager and consultant with important international companies and organizations.

He also deals with the development and coaching of innovative start-ups and SMEs, business networks for internationalization and nonprofit organizations and is accredited as a Consultant "**Expert in internationalization**", as a "**I4.0 service and technology provider**", as an "**Innovation Manager**", and as a "**Provider of coaching services for business startup and revitalization pathways**" at **Regione Lombardia** (Projects Line 8 FRIM "Start up and Re Start", Start up for Expo, Network Manager, Lombardia Net Generation 2, Export Business Manager and Open Innovation), **Unioncamere, Unioncamere Lombardia** and **Promos Italia** (LET Projects - Lombardy Export Trade, Internationalization Call, Export Passport, Internationalization Expert for the period 2018-2025, DEM Digital Export Manager, PID Digital Enterprise Point, SIT Sportello Impresa in Transformation, Support Services Specialist for Innovative Start-ups and SMEs, Enterprise Networks and Tourism Sector companies, as well as of Vouchers for Internationalization and Business Development), **Finlombarda Spa** (Projects GATE - Give Ability to Export, RAID - Network for Supporting Businesses in Difficulty, Expert in Technical Appraisal and Expert in Technical Project Appraisal),

Unione Confcommercio ("Manager expert in internationalization processes" and IMIT member), **Confindustria** and **CNA** (expert in Enterprise Development and Internationalization), as **Conflombardia's Director of Economic Development, Export and Internationalization, Innovation, Research and University, Ente Nazionale per il Microcredito's Tutor** at Rome, **Unioncamere** and **Ministry of Economic Development's Innovation Manager** and **Europlanner** at EUPF **European Register of Euro-projects Designers and Managers** in Bruxelles and Amsterdam. For years he has also been involved as a **Project Manager** in the development of international projects and activities in various countries around the world: from Europe to the Americas, from Africa to Asia, in some cases co-financed by public and/or private funds.

He also occasionally collaborates with **universities** and **training companies** including the Specialty Assistance Desks, **Formaper** and **NIBI** (New Institute of International Business) of the **CCIAA di Milano**, with Bergamo Sviluppo, ProBrixia, Servimpresa and the **CCIAA of Bergamo, Brescia and Cremona**, with **Eupolis Lombardia** (Higher Institute for Research, Statistics and Training of the Lombardy Region), **ALCE Impresa** (Università degli Studi di Genova), **Custodia srl** e and **ITS JobsAcademy** as lecturer, speaker as well as manager of International Marketing Management and Marketing, Sales & Export Management courses. Fabio is the **founder** of **Demix International Consulting, Demix Group, Demix Innovation Lab, DIBA** e **DIPC** and co-founder of the agricultural cooperative Ecom International (Africa), the Multicultural Associations Carica! and I Due Mondi (Latin America), the associated professional firm Wic Group, the innovative projects InnoWatch, Demix Lifestyle Store, AireTech, Enjoyfood, CORB and Barting, etc., the web platforms GogoTravel, AlpsPlatform, Delizie dal Mondo, Demix InnoShop, Demix International, etc., the Clusters Riqualfica, Hybridvan, Horizon, MEDCO (Middle East) and IMC (China), and I-THEN International Technical Higher Education Network academic project.



INNOVATION LAB

Incubator and Business Accelerator

Demix Innovation Lab is a consulting program designed to incubate and accelerate the development of startups and SMEs, preferably innovative ones, as well as business networks, that have or are starting entrepreneurial activities. Our support is activated through the provision of a range of services defined between the parties and possibly also public and private funds assessed under certain conditions. The duration of our standard accelerator program is at least 18 months, a period during which organizational, operational and strategic needs may arise that our consulting firm can address. The **S4I - Seed4Innovation** project is a scouting program of the University of Milan, designed to accelerate the development of highly innovative solutions born from academic research and facilitate their access to potential industrial partners.



International Consulting

Business internationalization

Demix offers a comprehensive range of services to support businesses in their growth and development:

- Strategic and management consulting
- Project Management
- Internationalization and Temporary Export Management
- Web Marketing and digitalization
- Coaching and mentorship in business management
- Europlanning
- Organization and operational support for the development of innovative and international projects
- Support for the planning, establishment and development of innovative start-ups and SMEs, as well as aggregations between SMEs and national / international organizations
- International cooperation and import & export activities
- Support for the development of production, logistics and commercial activities
- Search for partnerships and private financing
- Mentorship and professional training



Finance

Public and Private Finance

We have always believed in and supported new and innovative projects and activities with an international focus, which is why we also pay close attention to financial management and the procurement of the public and private funds needed to complete the budget allocated to their development. In this context, we collaborate with the most important public bodies and public/private organisations in this regard, including **SACE** and **SIMEST**, the **Innexta Chamber Consortium**, several acceleration programmes run by **Cassa Depositi e Prestiti**, the **MIMIT Ministry**, **Unioncamere**, the **Lombardy Region**, the **National Microcredit Agency**, etc.

In addition to dealing with public finance, Demix Group offers its clients the opportunity to raise funds in the private sector as well, thanks to the support of important partners in the credit sector, such as the Azimut Group, Microcredito di Impresa Spa, etc.

OTHER
DEMIX SERVICES



Online and Offline Marketing

Demix digital agency aims to improve the operational performance of businesses through the digitalisation of their business processes.

It designs, produces and markets digital services and solutions, including customised ones, planned to meet every need of our customers and partners, thanks to our international technical staff.

We offer a wide range of services, including:

- Website & software development;
- Email marketing;
- CRM - Customer Relationship Management;
- Business Intelligence;
- AR - Augmented Reality and AI - Artificial Intelligence.
- Online and offline marketing



Restructuring and Energy Requalification

Demix Edil Energy is a group of companies distributed throughout Italy and Europe, united to carry out customized renovation and energy upgrading interventions. Through synergies between companies and specialized professionals, it offers a complete service with a single contact person who will follow all phases of the project aiming at improving energy efficiency.

Demix Edil Energy manages to:

- **Evaluate:** the best solutions tailored to optimize the efficiency of your home and work environment;
- **Design:** through the innovative Riqualfica software, the team of professionals will be able to indicate the results of each proposed upgrade;
- **Realize:** we have chosen to offer you the turnkey formula, taking care of every phase of the implementation of the energy upgrading interventions, freeing you from all bureaucratic tasks.



Franchising corner

Demix Lifestyle Store is an international distribution project for products in the lifestyle sphere, conceived and developed by Demix Group that is based on the **corner franchise** concept.

Demix International Consulting and **Demix Digital Agency** will take care of the online and offline promotion of both the project and the various stores opened.

In case you need to better plan the integration of our concept within your store(s) or desire to reorganize your business, **Demix Innovation Lab** is at your disposal.

We are also at your service to assess your financial needs and **Demix Finance** could, if necessary, study the best solution for you.

Demix Lifestyle Store has different categories of products, which are placed nationally and internationally in the stores participating in the initiative.

OTHER DEMIX SERVICES



Online B2B Marketplace Cross-border

The project was founded by Demix International Consulting and was born from the ambition to conduct a continuous search for excellence in design and in the universe of fashion accessories, cosmetics, and food & beverage made in Italy, and to become a point of reference for those who love "[Made in Italy](#)" as an adherence to a lifestyle based on the care of beauty and the culture of living well, such as Innowatch. We then included the innovative products and solutions that, thanks to our [Demix Innovation Lab](#) Incubator and Accelerator, we are developing particularly in the green tech, high tech and nautical sectors, but not only. We at Demix Group are always very attentive to novelty and excellence, and we hope to surprise you with new products and solutions that will attract your attention and curiosity, and if you have not found the product or solution you were looking for, please contact us and we will look for it for you.



Demix International Business Academy D.I.B.A.

DIBA's training and coaching in marketing and sales is aimed at companies, organisations, VAT-registered individuals and B2B professionals. Demix International Business Academy offers a growth path that helps transform the way you work by proposing an advanced and effective approach to promotion and sales, even in an international context. Our involvement does not stop at training; we also help you outside the classroom, offering you personalised professional support tailored to your needs. The main objective of the [I-THEN - International Technical Higher Education Network project](#), of which we are co-founders, is to promote cooperation between European and non-EU universities and professional institutes, as well as international public and private organisations, with a view to creating a network for the joint development of international programmes and activities combining school and work experience.



Online Lifestyle Blog

[Delizie dal Mondo](#) is a project of Demix Group that aims to promote and bring to the European continent exotic excellences from all parts of the world to help local communities grow and introduce new flavors, offering a product of excellent quality, controlled in every aspect of the production chain, all this through an effective and targeted communication, on multiple channels, globally. Delights from the World deals with the production, promotion and [distribution of food, skin care and more products](#) that are ethnic, genuine and characterized by a focus on the quality of the raw material. From the sweetness of typical Iranian products to the veiled bitterness of cocoa, from the strength of taste of our coffee to the multifacetedness of argan, we offer you a journey of taste discovery within the reach of a single click and without even having to book a plane... unless you want to accompany us on our courses and experiential tours!



Demix Milano offers a comprehensive range of services to support businesses:

- Economic - financial check-up, strategic - operational check-up and organizational - management check-up;
- Business consulting, strategic, financial, organizational, tax, legal, notary, labor, etc.
- CAF and Patronage services, Specific services such as Successions, VAT returns, Tax returns, etc.
- Business Marketing and Communication Consulting including digital;
- Evaluation and definition of internationalization projects, digitization and commercial marketing campaigns to be planned and developed within public programs and contracts,
- Start up and Microcredit Desk,
- Real Economy Investment Desk,
- Tax credit assignment activities,
- Real estate, design and renovation building activities, as well as design and furniture.



Through the **Demix Sustain programme**, Demix Group supports businesses on their path to responsible growth by integrating financial tools and sustainable strategies. Thanks to a personalised approach and a solid network of partners, we assist our clients in addressing environmental, social and governance challenges, transforming regulatory compliance into a concrete opportunity for development and value creation.

Financial Business Consulting

We carry out a preliminary analysis of your company's needs before presenting it to our partner banking and financial institutions. We support the preparation of Sustainability Reports (GRI and ESRS) and the calculation of CO2 emissions, provide tailored ESG advice and know how to interpret the major financial indicators related to the banking world. We draw up complete business plans and marketing plans and can also support you with "tax relief" and "VAT credit advances" through our banking channels and a network of Italian and foreign investment funds.



Construction Consulting

We are partners with several construction companies specialising in building construction, complete and/or partial building renovations, as well as the design and installation of photovoltaic systems. We take care of compiling all the necessary documentation for turnkey projects, as well as carrying out work with various tax incentives, also operating through invoice discounts. The firm buys and sells land, properties and companies. The property is offered to our internal client network after careful technical and economic evaluation. Construction and Real Estate Consultancy

Credit Advice

Through our collaboration with leading financial institutions, we offer our clients: unsecured loans, current accounts with or without credit facilities, factoring, leasing, business loans, financial restructuring operations, etc. We are also accredited as Tutors and 'Operators in non-financial auxiliary assistance and monitoring services for microcredit' by the National Microcredit Agency.

OUR PROJECTS

Our passion is to plan, develop and promote innovative projects internationally, always paying attention to ethicality, environmental friendliness and sustainability.

Technological Innovation

Our goal is to plan, implement, optimise and digitise technological processes in order to increase the growth of companies in a structured and exponential manner and create new innovative and Industry 4.0 solutions to be subsequently promoted on the market.

Green Economy

We aim to optimise production processes and consumption practices in businesses in order to reduce waste production and emissions throughout the entire life cycle of processes and products. We also supply innovative energy solutions (panels, photovoltaic tiles and umbrellas, charging stations, pellets, etc.).

International Cooperation

Our goal is to improve the business of our partners and customers and develop new innovative projects with them in suitable international markets, collaborating with local organisations and finding the right strategy to enter them, paying particular attention to international training.

Tourism and Culture

Our goal is to introduce our international community to special places around the world that are considered to be of interest and to raise awareness of the culture and artistic traditions of their inhabitants.

Food, Fashion & Beauty

We aim to introduce our international community to food products, cosmetics, fabrics and clothing from different parts of the world, with a particular focus on food intolerances, fair trade materials, artisanal production and respect for the environment.

Entities We collaborate with

Demix Group collaborates with various organisations and public bodies, such as:

- Lombardy Region, Finlombarda Spa and Unioncamere Lombardia
- Promos Italia, Digital Experience Centre and Punto Impresa Digitale
- Chambers of Commerce of Northern Italy, including Milan, MonzaBrianza, Lodi, Pavia, Mantua, Pordenone-Udine, etc.
- NIBI: New Institute of International Business and PoliS Lombardia
- Italian Chamber of Commerce in Rosario, Argentina, Italian Chamber of Commerce in Chile and other American organisations
- MIMIT: Ministry of Enterprise and Made in Italy
- Confcommercio Union and IMIT
- Confindustria and Artisans' Union
- Conflombardia, CNA and Confimi
- Italian Chamber of Commerce in the United Arab Emirates
- Italian Chamber of Commerce in Africa Great Lakes
- Bergamo Sviluppo, Innexa, Formaper, ProBrixia, Servimpresa, CCIAA of Bergamo, Brescia and Cremona
- EUPF - European Register of Euro-Project Managers recognised by the European Commission in Brussels
- ENM: National Microcredit Agency in Rome and Bank of Italy
- UNIMI: University of Milan
- SACE, SIMEST and AZIMUT
- ALCE: Ligurian Foreign Trade Association and University of Genoa,
- Liguria Region and Genoa Chamber of Commerce
- Confindustria Liguria

INNOVATIVE PROJECTS

DO YOU HAVE AN INNOVATIVE PROJECT to present to us?

If you are a start-up or an innovative SME, a group or a business network, or simply have an interesting idea to develop.

Fill in the [PROJECT FORM](#) so that we can be ready to help you.

OUR BUSINESS CHECK-UPS:

- The expert answers
- Request an appointment for a virtual consultation
- Request an appointment for an in-person consultation
- Economic/financial check-up
- Strategic/operational check-up
- Organisational/management check-up

BUSINESS INVESTMENT

You are an investment fund, a public or private company, or an individual investor. You want to invest in our projects or co-develop projects with us! Contact us and realize ambitious and future-oriented projects.

[OUR PARTNERSHIPS](#)

PARTNER INVESTOR

Invest in our projects

Discover a unique opportunity to grow your capital with our innovative and high-potential projects.

BUSINESS PARTNER

We co-develop projects together

Partner with us to develop innovative and successful solutions.

SERVICE PARTNER

Develop your services with us

Collaborate with us to expand and improve your services with customized and innovative solutions.