**S4B Consulting srl**

**Justification of the “best value for money”:**

S4B Consulting is acting as accountant, business and financial consultant of ProPHOS. The company was also contributing to the preparation of PHOSave proposal, in particular concerning the section 2 Impact, providing a detailed business plan, cost analysis, income statement (financial projection) and socio-economic impact. Giampietro Frigeri, having 20 years of experience in the field and founder of the S4B Consulting, is collaborating with ProPHOS since 2012. Therefore the selected subcontractor has a big knowledge of the ProPHOS activities, business and market. The partnership is based on trust and seriousness and professionalism of the services offered by Giampietro Frigeri who is regularly collaborating with the ProPHOS administrative staff. The selection of the subcontractor followed the principles of the quality of the offered services and the best price/quality ratio. The detailed S4B’s role is reported in the WP7 description and in the table above a detailed quotation for each task is reported. All these represent the explanation why the subcontractor and the price are appropriate.

**Profile**

S4B Consulting srl (website: [www.s4bconsulting.com](http://www.s4bconsulting.com)) is an Italian company founded on December 2013 with the mission to offer a professional, flexible, and innovative approach to all financial and accounting issues. S4B Consulting srl is committed to build long-term client relationships, fostering a seamless collaboration. For this, the company’s aim is to communicate trust and empathy, aiming at delivering accounting services, on time, within agreed budgets, and with total transparency. The company’s staff includes fully qualified multidisciplinary people with specific knowledge and long-time experience into taxes and accountability. At the moment the staff is composed by 6 people: 5 employees (4 women and a man) and 1 founder (man). The company is specialized in offering consultancy services to small and medium sized enterprises and industries having a client portfolio in a wide range of sectors (Chemicals, Human resources, Freelance and professional, Transportation, Sales and retailing, Tourism & Hospitality, Information & Technology, Real Estate, Construction).

S4B services are focused on:

1. **Contract Legal advices and Accountancy:** S4B Consulting srl has expertise and is continuously updated about International and Italian laws and it offers professional, tailor-made accounting and taxes related services. Those services are designed to meet the customer specific needs, being compliant with local rules and regulations. S4B Consulting srl is collaborating with the best professional lawyer in the territory for legal advisory.

2. **Administrative Management:** S4B Consulting srl can deliver cost-effectiveness administrative management service, taking care of day-to-day management in companies (large & small), where administrative costs are a burden because of limited resources. The service includes: Sales invoicing; Tax invoicing; Receipt issuing (electronic & mail); Management of payments; Tax and Certificates and other document issuing / sending.

3. **Statutory Auditing:** S4B Consulting srl provides annual financial statements, compliant with National and International accounting principles: in most countries such service must be provided by independent accountants. S4B Consulting srl, with a network of independent auditors ensure a fully qualified and highly competent process and with total respect for the needs for confidentiality. Using latest audit methodology, the company guarantees timely and detailed reporting in complete compliance with local laws.
4. Advisory services: S4B Consulting srl provides comprehensive advisory expertise, offering tailor-made solutions to meet any need, such as realization of specific customized analysis tools such as
   a. Accounting data
   b. Cost-benefit analysis
   c. Cash Flow Analysis
   d. Performance Measures
   e. Budget Indices Analysis
   f. Budget Forecasts

Advisory for decision making

List of previous projects:
   a) Advisory in a M&A (Merger: a 180 M€ for Italian Group; acquisition: 4 M€ for company);
   b) Advisory in a joint venture project (Italian company - Gimv - an European investment company listed on Euronext Brussels);
   c) Construction of Analysis Excel Tools, based on Basel criteria: a customized module that provide real time data related with the customer accountacy.