



MICHELE SOAVI

Supporting companies in creating value and innovating from a financial, social and environmental perspective; Blockchain and Smart Contracts

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THE SERVICES

STRATEGIC CONSULTING

- Data-based decision making taking into account operations and financial perspective
- Integration of social and environmental considerations into decision making

BLOCKCHAIN

- Getting started on Blockchain, Smart Contracts
- Understanding feasibility and potential use-cases

AUDIT & REPORTING

- Audit of processes with financial, economic operational, social and environmental perspectives
- Financial, sustainability (e.g. GRI) and integrated reporting (<IR>)

MICHELE SOAVI

MY EXPERIENCE

More than 10 years of working experience which started in the financial industry in external audit and financial reporting in EY and PwC

With my work in the financial sector, I became experienced in analyzing the financial and operational performance of the companies and proposing improvement opportunities

In the last years, I have been consulting and researching at the intersection between finance, Blockchain and sustainability.

In my career, I have been serving Fiat, ENI, Sony-Ericsson, CVC Capital Partners, Nestlé, Nespresso and Coca-Cola. My background includes an MBA in Sustainable Business from Business School Lausanne and an MSc in Environmental Economics from the University of Trento.

With working experience in four different countries, I fluently speak four languages - English, French, Spanish and Italian



THE CONSULTING PROCESS: ITinERE

I support companies in creating value and innovating financially, socially and environmentally by leveraging on the analysis of their business model, financial information and data. I help companies on their journey to understand Blockchain and Smart Contracts. To perform this work, I use the ITinERE framework I developed.



IDENTIFYING

Understand the problems that have to be solved
Understand the culture and environmental, social sensibility of your company



TARGETING

Understand the most important elements (*materiality definition*)
What could be done?



EXPLORING

Come up with relevant ideas (*Workshop, Design-Thinking*)
Identify how such elements could be integrated into the business model



REFINING

Developing and prototyping of the process
Identification of the best possible solutions of the problems identified



EVALUATING

Test the best solutions considering the best practices identified
Modify the different procedures identified based on lessons learned



CLIENTS AND FUNCTIONS

TO WHOM

COMPANIES

SME's and **Startups** willing to understand the relationship between their business model and financial performance.

INTERNAL ROLES

Innovation functions willing to understand, research and start exploring the Blockchain, Smart Contracts and their potential implications on their business.

Finance and sustainability professionals willing to get internal buy-in for their initiatives and greater integration of the sustainability strategy within the strategy of their company.

WHAT

FINANCE

Externalization of the finance functions, monitoring and reporting on financial, social and environmental elements

Support for decision-making relying on the analysis of internal and external data

BLOCKCHAIN

Presentation and internal workshop on introduction to the Blockchain

Identification of potential use-cases; research on legal, fiscal, accounting, compliance implications of blockchain

Ad-hoc consulting services

BENEFITS

FINANCE

Increased ability to understand and monitor the value drivers for the companies and in the long-term

Improved management of social and environmental risks and their financial impacts

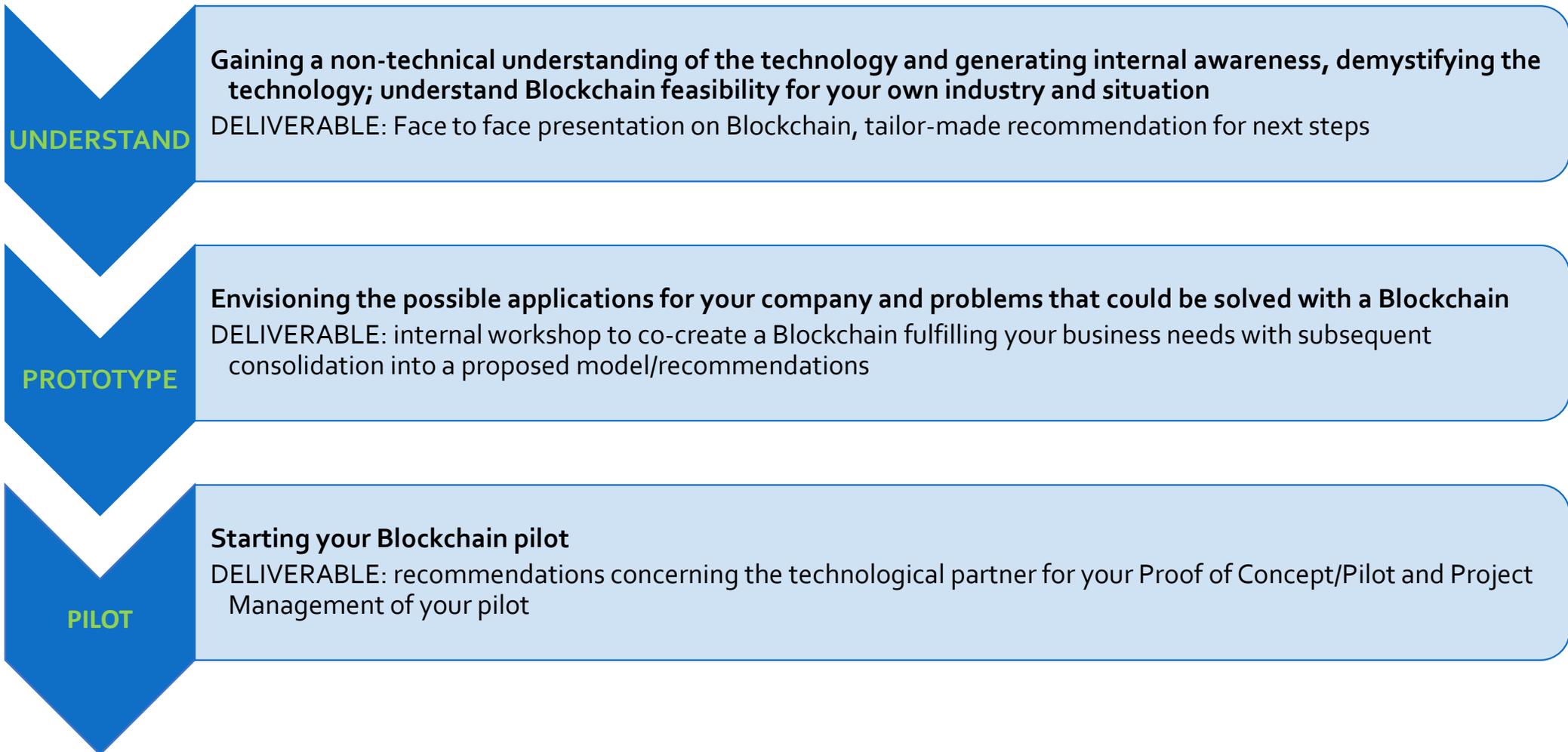
BLOCKCHAIN

Getting started on the technology; understanding of challenges and opportunities associated with the Blockchain

A light approach to start considering the technology without agnostic to a specific product/platform developed by biggest existing players, consulting companies

UPP ON BLOCKCHAIN

The approach proposed and used to help you understand and decide the path to follow concerning the innovative technology is based on the **UPP tool: Understand, Prototype and Pilot**



THE BUSINESS CASE TO ACCOUNT FOR SOCIAL AND ENVIRONMENTAL ELEMENTS

The market value of the companies has been shifting between a valuation based on tangible assets, such as financial and manufactured capital, to one focused mainly on intangible assets, as the human, intellectual and natural capital

Currently 80% of the market value of the S&P 500 companies is determined by intangible elements

These assets are mostly not managed by the companies and they are not included in their financial reporting

How to define a way to understand and manage the different intangible capitals and build value in the long-term?



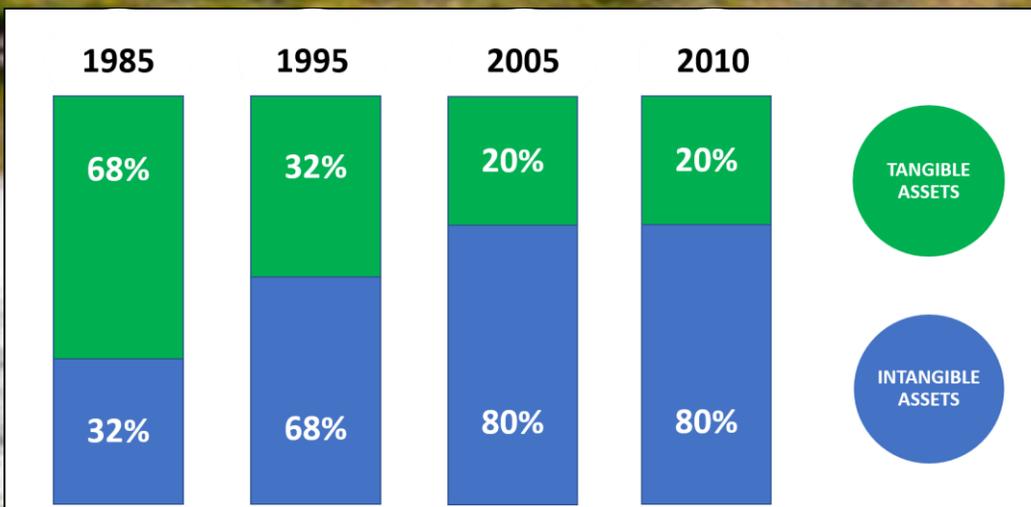
THE GLOBAL ISSUES

The global crisis are frequently related to our inability to efficiently manage our social and environmental resources

How to innovate and integrate the use of such resources in our decision-making process?

"The nation behaves well if it treats its natural resources as assets which it must turn over to the next generation increased, and not impaired, in value."

Theodore Roosevelt-former president of the US



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