



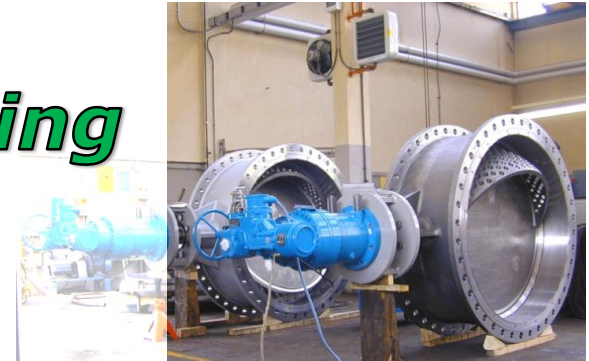
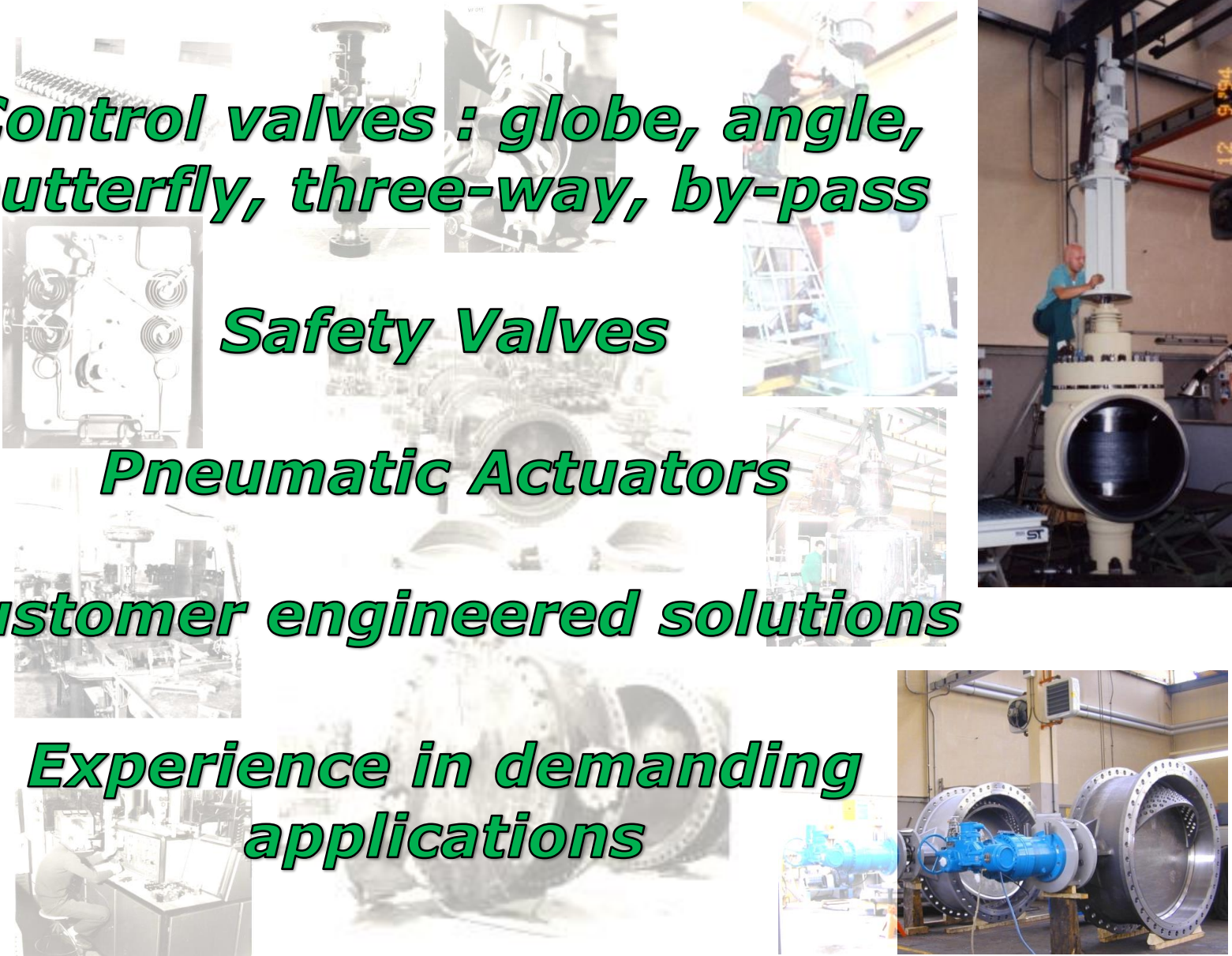
***Control valves : globe, angle,  
butterfly, three-way, by-pass***

***Safety Valves***

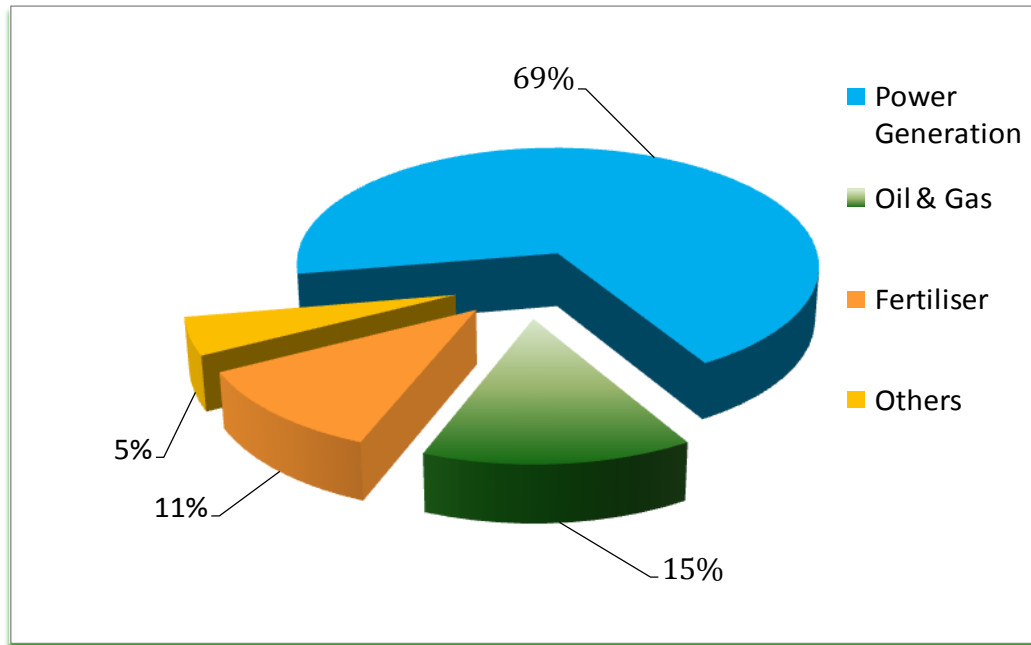
***Pneumatic Actuators***

***Customer engineered solutions***

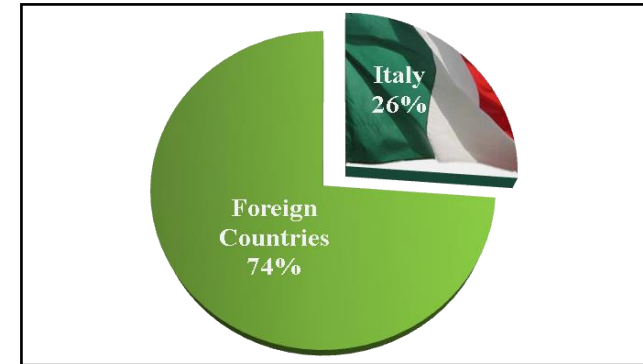
***Experience in demanding  
applications***



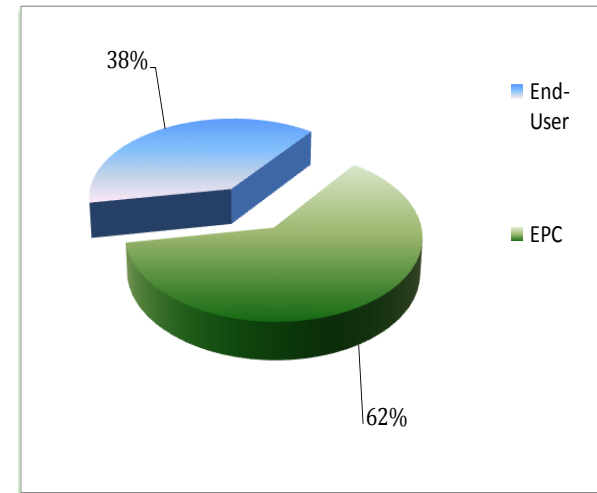
# SALES MIX - INDUSTRY



## **Customers** *(Areas of destination)*



## **SALES MIX - CUSTOMERS**

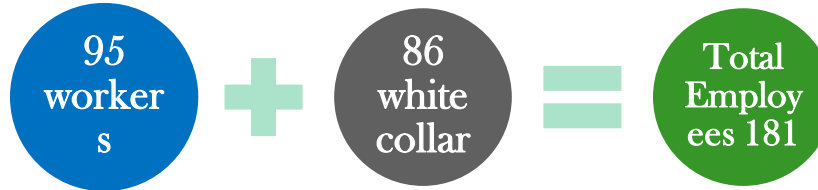




# PARCOL group



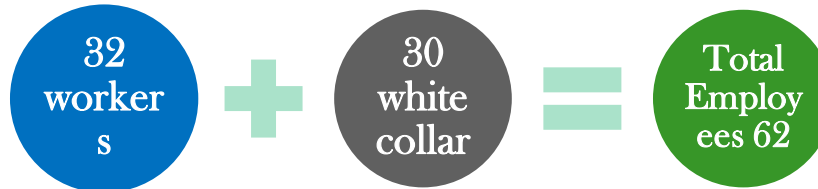
## • *Parcol Italy*

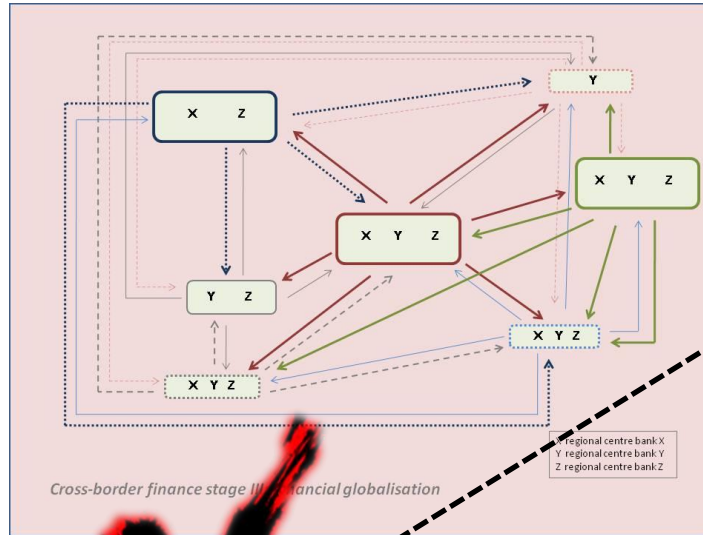
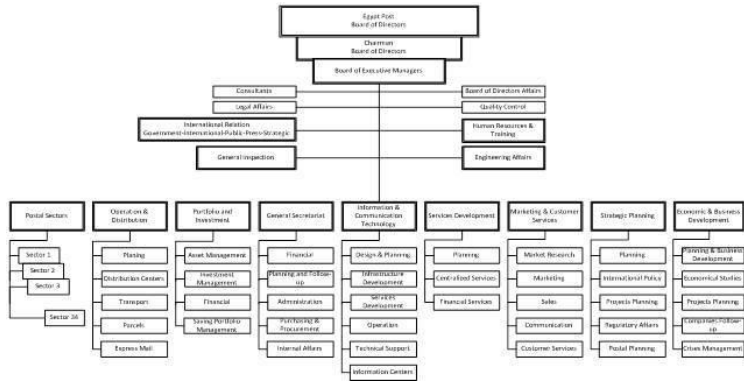


## • *Parcol International (CH)*

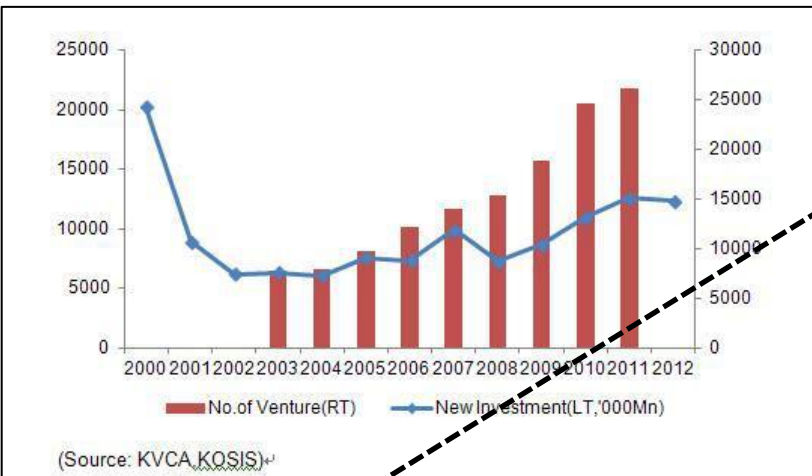


## • *Parcol Wuxi (China)*





# VS



- IPMA CERTIFICATION BODIES
- + UNDERSTANDING COMPETENCE
- + CERTIFY INDIVIDUALS
- + CERTIFY PM CONSULTANTS
- CERTIFY ORGANISATIONS
- REFERENCE MODEL
- COMPETENCE CLASSES
- BENEFITS AND REFERENCES
- ASSESSMENT PROCESS
- CONTACT
- SUCCESS STORIES
- CONTACT CVMB

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## ABOUT CERTIFICATION

### MOVING PM COMPETENCE FORWARD

The IPMA four level certification program is world leading and professionally demanding.

By the end of 2014 there were approximately 250,000 IPMA certificants worldwide; nearly 75,000 of them are Advanced Competence-based, professionally-assessed certifications in IPMA's 4-L-C, Four-Level Certification system.

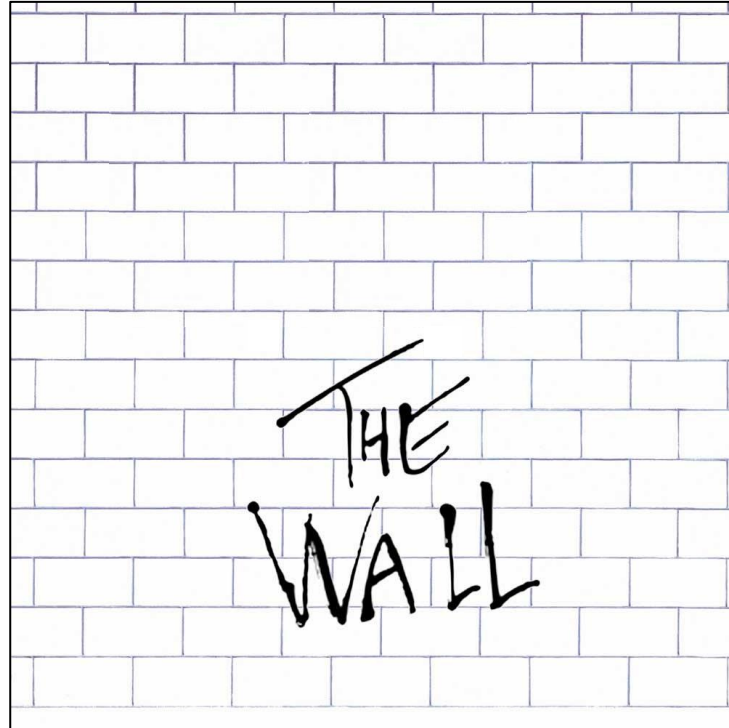




Everybody knows  
that, right ?

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Uhh?... Nope







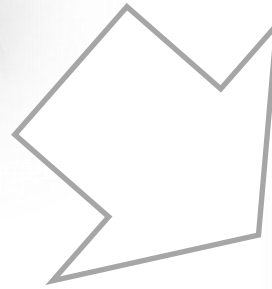
# LEADERSHIP



# PROJECTS DIRECTOR



**GLOBAL VIEW**



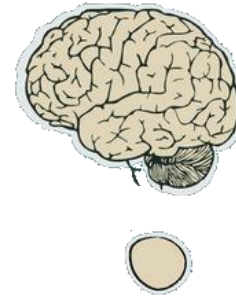
**STRATEGY**



**PROCEDURES**

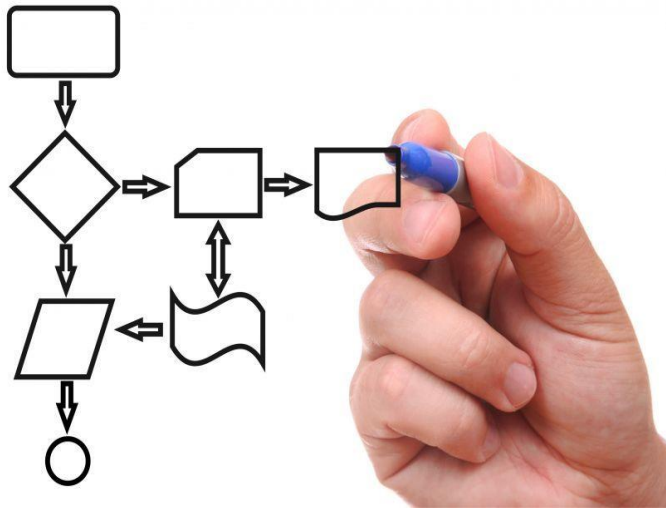


**What  
have  
we  
learned**



**LESSON LEARNED**

**WORKFLOW**



**TUNING**

- IPMA CERTIFICATION BODIES
- + UNDERSTANDING COMPETENCE
- + CERTIFY INDIVIDUALS
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## REFERENCE MODEL FOR IPMA DELTA®

The IPMA Delta model integrates state-of-the-art know-how covering a **360 °** perspective of organisational competence in project management. It uses the **IPMA Competence Baseline** to assess the competence of selected **individuals (module I)** and the **IPMA Project Excellence Model** to assess the PM competence and results in **selected projects and programmes (module P)**. **Module O** is used to assess the **Organisational Competence in Managing Projects** based on the **IPMA Organisational Competence Baseline (IPMA OCB; [click this link](#))**.

All modules are cross-referenced and interlinked.

The IPMA Delta-Model  
(I/P/O-Modules)

