

# Support companies for **a consolidated and sustainable business.**

- SMART PRODUCTION
- TECH SOLUTIONS
- NET SERVICES
- DUE DILIGENCE e COMPLIANCE



# Innovation



# “Back to Industry”

Aesion was born from the technical expertise and passion for the manufacturing sector.

**A**esion is a company with a proven track record in industry and works with partner companies **to improve their business performance by reducing operating costs while respecting the environment and safety.**

A team of national and international experts who offer their backgrounds gained through years of experience in various sectors, including the chemical, pharmaceutical, cosmetic and food industries, to identify the needs related to the re-engineering of manufacturing processes to reduce

environmental impact, and aim at the continuous improvement of the culture of industrial safety with tailor-made solutions.

**Aesion accompanies companies in the use of technologies and management choices to rationalise resources and reduce environmental costs.**

# Why Aesion

**A**esion was born out of a company's need for real, feasible and economically compatible answers in order **to be increasingly competitive and sustainable in the fields of ecology, environment and industrial safety.**

**A**fter years spent in industrial manufacturing, gained in corporate and multinational big players mainly in the Chemical and Pharmaceutical sectors, we are now facing an important challenge: we have chosen to provide our expertise to support "industrial partners" in the areas of **"good manufacturing practices"**, chemical processes, environmentally friendly environmental technologies and process safety management, which lead the manufacturing sector to achieve an increasingly consolidated and sustainable business.



# “Sustainable production”





# Environmental engineering

We are supported by a team of national and international experts to offer industries a modern approach in accordance with the increasingly complex context in which they have to operate.

The aim is to transform the industrial production process into **“Smart Production”**, i.e. **“intelligent” production aimed on the one hand at saving overall production costs, and on the other at reducing environmental impact with a view to the Circular Economy.**



## Smart

Smart means intelligent, modern, advanced and innovative technology with an eye to the future, i.e. also and above all with a view to reshoring strategies.

## Environment

“There is no Planet B”, the launch phrase of the 17 UN-SGs, obliges all companies to rethink their relationship with the environment and its resources.

# Plus



## PRODUCTION AND TECHNOLOGY

The evolution of the manufacturing industry has always been characterised by a constant development of production capacities.

**Today, however, it is essential to integrate these capabilities with respect for the environment and a better use of resources.**



## ANALYSIS AND OPTIMISATION

**Aesion analyses the production process and suggests solutions to optimise it while significantly reducing environmental costs.**

A path of innovation to be travelled together, with an experienced and trusted guide to take you to your destination.



## SAVINGS

**The primary goal of Aesion's activity is to guarantee its customers an economic benefit** that can be achieved both through an improvement in process performance and through a sort of "spending review" that allows to reduce the costs of the process itself.



# Expertise

PHARMACEUTICAL

CHEMISTRY - PHARMACEUTICAL

CHEMISTRY

COSMETICS

FOOD

FOOD SUPPLEMENTS

TEXTILE

TANNERY

ENERGY

ECOLOGY

INDUSTRIAL EMISSIONS

WASTE WATER

MEDICAL

RESEARCH & LABORATORY

IRON & STEEL

PETROCHEMICAL

## MANUFACTURING REPUTATION

The experience gained “from inside” organisations, with different tasks and on the front line, allows us to work alongside our partners offering active collaboration support both managerial and technical, creating a **“partnership that respects company objectives”**.

Our skill is to enter into the DNA of the company, delving into the company and production dynamics in order to then propose “improvement and efficiency plans” at an environmental and safety level, which in 90% of cases have an immediate economic impact and business continuity.

**We strongly believe that technology and “modus operandi”, in reducing environmental impact and managing safety, are really the key to success today.**

Our mission is to support the industry in identifying the current state of the art, points of improvement, technologies and management choices agreed together, for the rationalisation of resources and the reduction of environmental and safety “costs”, in short: sustainability objectives.

The most important thing for us is to find the right technology that fits the customer’s needs.

# Aesion

## Team

**T**oday, more than ever before, it has become extremely important for any manufacturing company to keep costs down in order to achieve a competitive position on the market, or simply to maintain a position already acquired.

**E**ffective solutions to reduce process costs is their focus of Aesion. And we believe that this can be achieved through a thorough review of the industrial process which, of course, can only be carried out by people with a high level of engineering expertise and experience.

**A**ctually, we have therefore formed a team of highly qualified professionals with many years of experience "in the field", able to provide invaluable support in tackling together the difficult challenges that companies have to overcome to achieve their growth and business objectives.

**M**any problems may appear unsolvable: instead, we put our skills at the disposal of our customers, in the certainty that, with us, every problem can find its solution.





**Experience  
Seriousness  
Professionalism**



**It is time to take  
care of our most  
precious resources.**

**Dispose less, dispose and  
manage better to save more!**



## **OUR MENTOR**

### **George Tchobanoglous**

American environmental engineer, writer and professor.

George Tchobanoglous is one of the world's leading experts on environmental issues.

He has conducted invaluable and highly acclaimed research in the field  
of water treatment with a focus on water recovery.

George has traced the path of Aesion since its inception, deeply marking its formation and philosophy.

# Circular Economy & Aesion



The concrete application of the Circular Economy concept within a production process is by no means simple and straightforward.

**Aesion is able to provide comprehensive support to companies in the transition from the old “linear” system to a new “circular” system and in the optimised management of existing plants.**

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## PREVENTION and COST REDUCTION

Aesion’s method of preventing and reducing environmental impact has great implications in an economic sense.

The “green economy” is not always perceived by companies as something that has positive consequences not only from an ethical and environmentally sustainable point of view for the world’s population. I am in fact referring to the term “saving” according to its classic economic meaning and therefore in a certain sense of increased profitability as well as indirectly productivity.

Being a green company is also a great opportunity in this sense.

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**The problem of water scarcity is becoming increasingly topical.**

**Rethinking wastewater treatment is crucial for the long-term sustainability of water resources.**



# Water Treatment



The issues related to the management and disposal of industrial wastewater have become very critical in recent years.

**Aesion offers technologically advanced solutions to reduce the volume of wastewater to be disposed of with limited operating costs.**

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## A DOUBLE BENEFIT

Aesion's "mission" finds perfect application in this field.

Through a tailor-made revision of the wastewater treatment process, we can achieve a twofold result: less wastewater to be disposed of means lower disposal costs, which is a very important saving for the company's economy, but also less environmental impact, with a clear better use of water resources.

Thanks to our expertise in this field, we are able to develop projects with high performance and maximum energy efficiency.

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## Optimising waste management to optimise costs and profits.

We implement the most advanced technologies for better performing treatments and processes.

# Waste Management



**Aesion is the ideal partner to accompany you in the optimisation of your Waste Management activity.**

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We accompany you in the qualified search for disposers and not only for storage platforms.

We accompany you in the characterisation, which is not the classic homologation, of industrial waste and its management within the plant and therefore at the foot of the department, applying the “screening” method so as to differentiate and be able to store different waste by type of production origin and effectively identify the most suitable internal and/or external destination.

In this way, we reduce the costs of individual production and final disposal, ensuring the success of the treatment efficiency and the reduction of disposal costs.

We accompany you in the management of the plant’s facilities: concentrated and diluted wastewater treatment plant, to consolidate your business in full compliance.

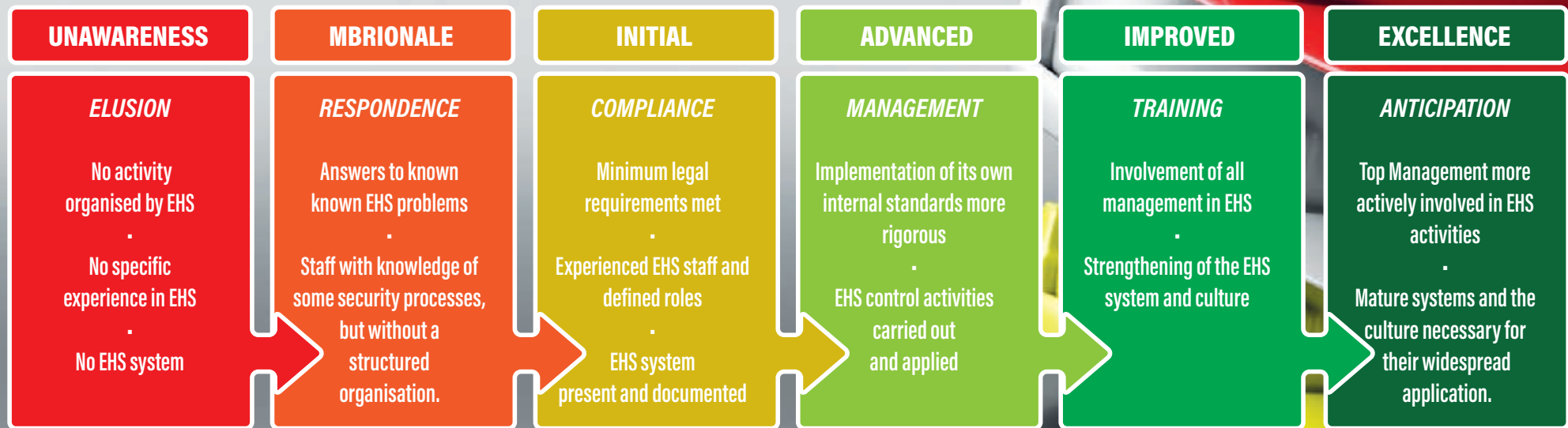
We accompany you in the choice of technologies on particular Waste streams, proposing internal solutions, anticipating cost reductions and looking outwards, always with an eye on reliability.

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**The approach with Aesion:**

**“DOING WHAT WE DO  
BETTER, SMARTER, SAFER  
BEHAVIOUR BASED  
SAFETY”**



# Safety and Persons



**The regulatory framework is normally perceived as an annoying imposition, but in reality it is designed to support the economic aspect while respecting human life.**

The purpose of what we believe is to increase the safety level of the company from the inside, involving all those who play an active role: it is only with everyone's participation that a level of safety appropriate to the circumstances can be achieved.

The declination of this participation is the construction "together" of an active system with the introduction of tools capable of involving and keeping attention high.

Aesion works to increase the value of everyone's awareness of their role and their actions within the company; we believe that the centrality of the person is the company pillar on which the corporate culture increases its value.

Aesion considers processes and people at the "centre" of the company's life as a reference for the continuity and solidity of the business. For this reason, the level of risk perception is a tool to support the company.

Depending on the maturity level of the company system, Aesion proposes a professional growth path at all levels to reach the objective of behavioural safety through which it is possible to cover also the "structural" areas with a view to continuous improvement.

The active participation of the person working is the key to achieving system excellence.



## **æsion SMART PRODUCTION**

Our approach is aimed at achieving “smart production”, a cost-effective “smart production”. A method that involves identifying the dynamics of manufacturing and business processes that generate the most costs internally, and then studying and developing a “sustainable business proposal” that allows you to gain in terms of consumption prevention, a reduction in expenses and therefore the overall industrial and product cost, acting in a preventive manner: prevention, the first step envisaged by the circular economy.

This approach is undoubtedly more demanding than that offered by other companies, because it involves in-depth diagnostics of plants and processes at industrial level; it involves rigorous screening of improvement points both within production and in the plant and management structures serving it, before solutions can be identified and proposed.

However, this method has an enormous impact in terms of improving both the processes - in the departments - and the production systems, which guarantee production continuity.

It is therefore a method built on the company and for the company, which provides economically more agile and effective solutions than the standard methods traditionally offered as a “package”.

The solutions we propose are often already present in the company's processes, but they are not clearly identified and therefore not implemented and managed. The partnership with Aesion offers this opportunity: to improve structures and organisations in a more sustainable and efficient way.





**OUR APPROACH:  
"WASTE PREVENTION  
AND MANAGEMENT:  
OUR GREEN GROWTH  
CIRCULAR ECONOMY".**



The diverse and in-depth experience that is part of the Aesion partnership does not just focus on one area: regulatory, plant engineering or consultancy, but extends 360 degrees to every level of industrial activity.

Our services include diagnostics, environmental management, impact studies, regulatory affairs, technical problem solving, management consulting, engineering and basic design.

We propose different solutions for reviewing business processes, which can be organisational as well as technical and structural.

Only after analysing and assessing the processes or the individual process affected by the production activities, the ecological and safety impact, do we propose an "efficiency improvement" aimed at resolving the criticalities identified and improving the company's performance, without necessarily having to carry out major company changes, but combining

them with the existing reality while respecting its characteristics and possible implementation times.

Starting from a diagnostic phase, we identify how to achieve our partners' objectives in a sustainable manner.

The added value is the proposal of a customised service based on the specific needs of the company.



A worker wearing a light blue protective suit, a hairnet, and a face mask is operating industrial machinery in a cleanroom. The worker is focused on adjusting a component of the machine. The background shows various pipes, gauges, and large stainless steel vessels. A blue text box is overlaid on the right side of the image.

**OUR PROFESSIONALISM  
AT THE SERVICE OF  
COMPANIES.**



“Due Diligence” is an opportunity for technical and cultural growth.

Due Diligence, which derives from American private and commercial law with the meaning of “due diligence” of one who conducts an objective and impartial analysis of a company system, leads to continuous improvement, as it supports the client in identifying the value of the company also in the operational, environmental and strategic sectors.

It is in fact a diagnostic activity, which can be conducted in many areas.

Although the Due Diligence process is usually carried out and requested before, during or after the acquisition or merger of companies as well as the purchase of securities and shares on the stock exchange, the Due Diligence process verifies and ascertains the gaps and strengths of a company, hence the definition of the company's value.

Aesion proposes itself as a partner in this process, in particular in Environmental, Operational and Strategic Due Diligence, supporting the company in the identification of environmental liabilities, both technical, regulatory and organisational.

Aesion is the third party that takes on the burden of assessing the company's status and supporting it in identifying solutions.

#### **DUE DILIGENCE AND COMPLIANCE**

“Compliance”: all those written rules and measures of the company that are useful to comply with its own standards and national and international norms: Rules, codes, national and international norms and guidelines.

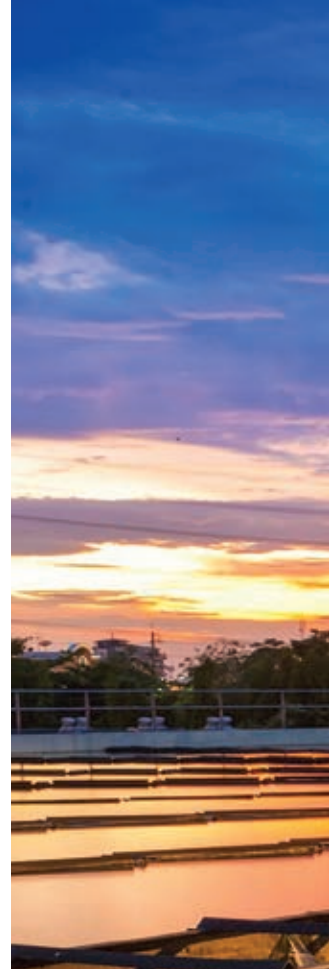
It also includes its own codes, which promote and require its own policies or special environmental standards.


The Due Diligence process deeply includes Compliance, being in fact a Gap analysis. Aesion proposes to take a snapshot that identifies what comes out of the process of even a partial DD. In this case the proposal is customised on the company, taking into account its maturity without imposing standards and rigid protocols.

Awareness and therefore indexing of criticalities or liabilities allows structural improvement and this is why it has a strong commercial impact: positively influencing the choice of manufacturing partner.

The Compliance Management System helps to improve compliance and to monitor compliance.

Due diligence therefore also exists for a consolidation of the business in the pragmatic identification of strengths and risk points: with Aesion this internal process becomes a tool for growth”.





**WE ASSESS THE STATE  
OF THE BUSINESS  
BY CONDUCTING  
ENVIRONMENTAL,  
OPERATIONAL AND  
STRATEGIC DUE DILIGENCE  
ANALYSES.**

# Green Chemistry



REGULATORY SUPPORT  
IN GREEN CHEMISTRY  
APPROACH, TRADITIONAL  
SYNTHESIS AND  
BIOCHEMICAL PROCESSES,  
RISK ASSESSMENT AND  
RECOVERY OF SOLVENT  
BYPRODUCTS, IMPURITY  
PROFILE STUDIES AND  
CARRYOVER TO SET UP A  
CRITICAL PARAMETERS  
CONTROL STRATEGY.



# Our Services ▪ **Environment**

- ENVIRONMENTAL DIAGNOSTICS
- REDUCTION OF ENVIRONMENTAL COSTS
- ENVIRONMENTAL MANAGEMENT SUPPORT
- ENVIRONMENTAL IMPACT STUDIES
- ENVIRONMENTAL MANAGEMENT SUPPORT
- TECHNICAL ASSISTANCE IN ENVIRONMENTAL ENGINEERING
- TECHNICAL AND REGULATORY SUPPORT IN WATER TREATMENT AND INDUSTRIAL EMISSIONS
- TECHNICAL SUPPORT IN IDENTIFYING INNOVATIVE TECHNOLOGIES
- FEASIBILITY STUDIES
- ENGINEERING SUPPORT
- DESIGN AND IMPROVEMENT OF CORPORATE SUSTAINABILITY PROJECTS AND PLANS, GREEN SUPPLY CHAIN AND PROCUREMENT

**A**ssociation **E**nvironment **S**afety **I**ndustry **ON** your business

# Our Services ▪ **Safety**

- RISK ASSESSMENT
- LEGISLATIVE COMPLIANCE DIAGNOSTICS
- SUPPORT IN IDENTIFYING THE ADAPTATION AND IMPROVEMENT PLAN
- TECHNICAL PROCESS CONSULTING
- SUPPORT IN PRODUCT SAFETY
- EXTERNAL AUDITS
- SUPPORT IN DRAWING UP THE EMERGENCY PLAN
- DEVELOPMENT OF TRAINING PLAN
- SPECIALIST AND MANDATORY TRAINING
- SPECIALIST AND CUSTOMISED STUDY PACKAGES
- SUPPORT IN RISK ANALYSIS
- TAILORED TRAINING UPDATES AND REMOTE TRAINING

**A**ssociation **E**nvironment **S**afety **I**ndustry **ON** your business

# Our Services ▪ **Industry**

- REVIEW OF ORGANISATIONAL PROCESSES
- MANAGERIAL SUPPORT IN OPTIMISATION FOR BUSINESS IMPROVEMENT
- SUPPORT IN THE QUALITY PATH TO ACCREDITATION
- DESIGN, DEVELOPMENT AND IMPLEMENTATION OF CORPORATE QUALITY SYSTEMS
- PROCESS AUDITING FOR QUALITY AND EFFICIENCY
- TRAINING FOR THE INTEGRATION OF EFFECTIVE COMPANY MANAGEMENT MODELS INTO THE SYSTEM
- SPECIALIST SUPPORT: GMP AND FOOD SAFETY
- TECHNICAL FEASIBILITY STUDIES
- BASIC DESIGN
- SUPPORT IN IDENTIFYING TECHNICAL AND ECONOMIC SOLUTIONS - CAPEX / OPEX

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