

INTEGRATED SERVICE

NOVASTUDIA

LEGAL and managerial SUPPORT
in the Aerospace, Security & Defence



NOVASTUDIA
PROFESSIONAL ALLIANCE



AGENDA

- **NOVASTUDIA** Background toward an integrated service
- The integrated service support
- Main goals of the integrated service
- Scenario 1 example: before the contract acquisition
- Scenario 2 example: after the contract acquisition
- Pick list for getting an offer
- Typical information to be included in an RFQ
- Organization and Hierarchy of the service
- Conclusions



BACKGROUND

NOVASTUDIA

Background LEADING TO
the evolution toward an integrated service

- **A Law Firm which is being managing for more than 20 years:**
 - GDPR and IT Law related issues
 - Company Compliance topics in international contracts and offers
 - Cybersecurity Legal implications and relevant liability risk lowering
 - Integrated support in the frame of UE Tenders by exploiting their consultant network



THE INTEGRATED SERVICE SUPPORT IN THE FRAME OF EU AS&D TENDERS & CONTRACTS

■ Due to the long-lasting experience in the assistance to contractual implications and compliance to EU Laws and regulations, **NOVASTUDIA** has decided to set up an integrated service to assist customers:

- The service is focused in evaluating contractual risks' severity in terms of costs and manageability... specifically in the AS&D sector

■ For the purpose, **NOVASTUDIA** provides customers with

- a BackOffice assistance (EU distributed network)
- an integrated team of Experts to assist customers in their specific activity, project or business opportunity



MAIN GOALS OF THE INTEGRATED SERVICE

- The AS&D market needs **DEDICATED ASSISTANCE** which implies a mandatory evaluation of the legal compliance commitment versus the managerial procedures and engineering management tools in use by the customer
- **NOVASTUDIA** can effectively support all clients in managing topics, offers and deals of AS&D, as well as the relevant data protection and compliance to the contractual commitment
- In order to do this:
 - **NOVASTUDIA** offers our customer a specific integrated front office team trained to analyze the contract and its applicable documents (e.g. MOU, SoW, segregation provisions, GDPRs cybersecurity, regulated procedures)
 - This is done in a close liaison with the managers who will take advantage of this support, focusing on other aspects more related to the Engineering background expertise



SCENARIO 1: SUPPORT SERVICE AT THE STAGE BEFORE OR DURING THE CONTRACT ACQUISITION

Outline of the activities supported by the integrated TEAM

(e.g. Bid proposal evaluation and/or best and final offer)

- **ANALYSIS** of the contractual commitment & liability
- **REPORT** on critical contractual obligation, mitigation advices
- **ASSISTANCE** for a statement of compliance highlighting points to be negotiated/smoothed
- **Single clauses ANALYSIS** → improvement and modifications to be annexed in the contract or in a MOU
- **ASSISTANCE** (back/front office) for the finalization of any contract/ mou/ or relevant documentation
- **Internal Procedures check and assessment** for evaluating the effort necessary to meet the customer requirements
- **ASSESSMENT** on CAPEX quantification and planning



SCENARIO 2: SUPPORT SERVICE AT THE STAGE AFTER THE CONTRACT ACQUISITION

Outline of the activities supported by the integrated TEAM

(e.g. after the Bid is won)

- Reviewed risk assessment and provision of a management plan with auditing and key inspection points
- Taking into account: contract and /or changes or MOU; agreed statement of compliance
- Liability Awareness REPORT (e.g. mandatory compliance wrt. standards, export control, and data protection)
- Provision of confidential data handling
- Auditing and relevant REPORTS (e.g. monthly base)
- Down grade of contract obligations and Management of Issues to suppliers (back/front office)



Pick list for requesting support to NOVASTUDIA and getting an offer over the period (example)

- Legal assistance and consultancy
- Support to the Engineering for legal issues such as:
 - Export Control , import export
 - Support to the local security officer for the compliance to mandatory requirements
- Support managing the commitment in the logistic (e.g. obsolescence, maintenance, guarantee)
- Change contract management (suppliers and customer)
- Privacy and GDPR Compliance
- Litigation: support and management for suppliers' lack of performance, contractual penalties, negotiation, transaction
- Recurring audit of the project in course and report on specific issues impacting the legal commitment or liability



Typical info to be included in a request for quotation for getting an offer from NOVASTUDIA

SLA

- FEEDBACK: within 1 day
- ROM OFFER: by 4 days
- TEAM STAFFED AND AVAILABLE: by 15 days ARO

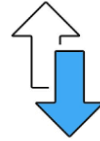
Short abstract dealing with:

- a) the project or activity to be supported
- b) the target to be faced (e.g. EU OR National authority, a SME or Big enterprise, service or goods suppliers)
- c) the start and stop time with time constraints (e.g. to start from; to be completed by or ...asap, but not later than)
- d) The nature of the service (e.g. time consuming with ceiling, or fixed price on a specified task)
- e) The appointed Manager with whom agreeing about tasks and goals at the due time (service execution plan)

Organization and Hierarchy of the service



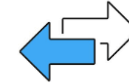
Directorate of NOVASTUDIA
Operations and services



Network of EU consultants
More than a dozen 30% top level +
20 occasional specialists contributors (operating back-office or front-office for a limited period in case of contingency)



Nicola Tilli
Head of the Service >25 years BCKG
Can access the whole NOVASTUDIA resources



AS&D Area Master (Expert)
Head of the Managerial and technical matters >25 years BCKG
He is the hinge between the Engineering and the law experts
Example of Competence areas:
contracts; big European programs organization; complex projects phase A; specialist engineering (test validation, production facilities, factory set up and plans (R&D, AIT, and factory procedures)

Chief team manager of the integrated service
in charge of the service execution & maintenance, document configuration, and resources' coordination



International Contracts expert
>15 years expertise BCKG
Supported by Assistant Lawyers (native speaker, if requested): in charge of managing contractual aspects

SERVICE EXECUTION AND PRACTICE (Case 1)

- 1 Monitoring**
360° support in all matters involved by Laws and Regulation
- 2 Urgencies management**
Call intervention
- 3 Rapidity**
Quick timing in figuring out the correct solution (2 days as a standard time)
- 4 In-house assistance**
Expert support on place when needed



SERVICE EXECUTION AND PRACTICE (Case 2)

- 1 Docs internal periodic check**
Share with the internal contact (POC) of all the necessary documentation, for mutual analysis
- 2 Preliminary report**
First analysis report in 2 standard working days
- 3 Report**
Final analysis with risk mitigation plan in the next 3 days



RATES

- 1 Pre-contractual support**
Pre-fixed minimum price independent from the acquisition of the deal
To be agreed by the parties
- 2 Acquisition of the deal**
Percentage rates in percentage of the deal if acquired
(discounted the pre-fixed amount paid)
- 3 Execution of the deal**
Contractual support by flexible rates determined by the services
agreed with the client

NOVASTUDIA, first in Italy, offers an **INTERDISCIPLINARY SERVICE** to support the customer in managing any **CONTRACTUAL** and **COMPLIANCE** matter.

The service is being executed by an **INTEGRATED TEAM**, which can work in co-engineering with customers' managers (either front or back office) and includes the **MANAGEMENT OF NEGOTIATION, ARBITRATE** or **LEGAL DISPUTES**.

NOVASTUDIA is able to **ASSIST** the customer **ANYWHERE** in **EUROPE** by means of its network partners.

“Where all think alike, no one thinks very much” (Walter Lippmann)

NOVASTUDIA HAVE DONE!



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Thank you for your attention

- Novastudia professional alliance - Via Quadronno 4 (20122) Milan – Italy
- Tel. +39 0258315358 mail info@sltnovastudia.com
- Pers. email: Nicola.tilli@sltnovastudia.com
- www.novastudia.com



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