



ALFREDO SASSI

CEO & FOUNDER H-VENTURES GROUP

Always at the top, as ENTREPRENEUR, PRESIDENT, CEO and MANAGING DIRECTOR, of important companies operating in the Pharmaceutical and Healthcare sector. In addition, several are the key institutional roles played in Europe and in Italy.

Contract Professor in Big Data and computational models for marketing for the Academic Year 2023 / 2024 - University of Pavia.

WORKING EXPERIENCE

H-VENTURES GROUP |


CHIEF EXECUTIVE OFFICER & FOUNDER

2015 – Today

New York • Milan • Pavia • Rome • Moscow

Company specialized in commercial, marketing, IT and strategic consulting services with a particular focus on the healthcare and the retail sector as well as on integrated hospital logistic services. H-Ventures also works as a family holding company with investments in other Companies, strategic for the core business of the Group.

CONTACT INFORMATION

 alfredo.sassi@unipv.it

 www.linkedin.com/in/alfredo-sassi

H-Ventures is also a Founding Member of MIND - Federated Innovation Community of Lendlease (ex-Area Expo Milan 2015) together with other 50 companies. The goal of H-Ventures is the creation of an innovative concept of Smart Clinic within MIND. Inside of MIND H-Ventures also leads, in the Federated Innovation, the Thematic Area Retail Tech representing US based Consortium, and operates on several sides in the Life Sciences Area, where it develops added value projects with a focus on Biotech and Digital Health. Moreover it holds the following prestigious prominent positions: Innovation Partner, Project Leader of Inclusivity in MIND, Tenant, Service Provider. H-Ventures is affiliated with ASSORAM, the National Association of Pharmaceutical Pre-Wholesalers.

H-VENTURES SOLUTIONS | SOLE ADMINISTRATOR & OWNER

2017 – Today

Milan • Pavia

We support drug distribution groups, wholesalers and chain of pharmacies in the development of the pharmacy of services. We carry out commercial, fiscal and legal Due Diligence for the acquisition of pharmacies. We support pharmaceutical companies in their research and corporate finance processes. The company is also focused on the management of sales networks and "contact" forces (biologists, nutritionists, pharmacists, merchandisers, etc...), which are able to promote products and services (in particular telemedicine services) to pharmaceutical companies, pharmacies, parapharmacies, specialized stores, as well as to carry out screening days, merchandising activities, covering the whole Italian territory, with the aim to improve the engagement marketing of the store. H-Ventures Solutions is affiliated with American Chamber of Commerce in Italy and at AFI, Associazione Farmaceutici Industria.

ATLAS INTERNATIONAL INC. | PRESIDENT & CO-FOUNDER

2017 – Today

New York • Pavia

Company specialized in Internet of Things, Artificial Intelligence, Deep Learning and Big Data, Retail Digital Signage and Engagement. Through ATLAS, H-Ventures is able to provide its customers with consumer and political intelligence solutions which promote brands, influence consumer behavior and, in the political sphere, intercept and map the active electorate, thanks to the most advanced technology and modes of persuasion currently on the market. The role of ATLAS is also to scout and select the leading US companies in their respective sectors, not yet operative in Italy, to represent them and obtain the distribution of their products in Europe.

MIND REPLY | GO TO MARKET MANAGER & CO-FOUNDER

2017 – Today

Pavia • Rapallo (Genova)

Company specialized in the development of innovative software. It is the "operational arm" upon which H-Ventures relies to implement and spread the applications identified as strategic, as well as developing Italian solutions related to the world of industrial APPs, to logistics in general and to the integrated hospital logistics in particular. The staff of MIND REPLY has gained a broad experience and acquired a deep knowledge of the world of innovative software, in particular in relation to the insurance sector, logistics and maintenance.

JV H-VENTURES - GEFIN | CO-FOUNDER

2019 – Today

Moscow

The Joint Venture between H-Ventures and GEFIN (Group Service division), that works in the territories of the Russian Federation, of the CIS and in Europe, was created with the common objective of identifying the Italian companies interested in the Russian market and the Russian companies interested in the European market and in order to facilitate the entry and development of their business on the target territory. This can be made possible thanks to a thorough knowledge of the respective reference markets (especially for the pharmaceutical sector) and to the existence of widespread relationships in the various sectors, which represent the core of the JV.

JV VALUEEVOLUTION | PARTNER & CO-FOUNDER

2015 – Today

Milan • Pavia

Group of companies operating in the world of pharma and healthcare.

CONTRACT PROFESSOR | UNIVERSITY OF PAVIA

2020 – Today

Pavia

Contract Professor in “Big Data and Computational Models for Marketing”, University of Pavia – Italy, as part of the Master’s Degree in Digital Communication. He is also a member of the Examining Committee of the PhD in “Communication Sciences and Practices” at the University of Pavia. Alfredo Sassi, through his company H-Ventures, has opened some agreements with the Department of Public Health, Experimental and Forensic Medicine, the Department of Pharmacy and the Department of Political Science at the University of Pavia. He actively collaborates with C.OR., the Career Service of the University of Pavia, with regard to the development of projects capable of uniting the business world, in which Alfredo is embedded, with the Academic and University world.

JV PRINT TRACE TECH | PARTNER & CO-FOUNDER

2016 – 2020

Rome

Parent company of a network of companies working in the cartography and consumer goods sectors. Print Trace Tech owns 100% of the shares of Carlucci srl, Pharmaceutical Waste Solutions srl, Fondazione Internazionale Accademia Arco and 45% of West Dala Tech LLP. Managing Director & Co-Owner from 2016 to 2019.

CARLUCCI | PRESIDENT & CO-OWNER

2016 – 2019

Pomezia (Rome)

Company working in the quality cartographic sector and leader in the production of self-adhesive labels on all types and materials, with significant market shares, particularly in the pharmaceutical sector. With its branch, Unicheck, Carlucci has developed sophisticated tracking and anticounterfeiting systems under the SEID brand. Carlucci is also responsible for the creation of the Italian Pharmaceutical Seal, the first drug tracking system in Europe. President & Co-Owner from 2016 to 2019.

PHARMACEUTICAL WASTE SOLUTION | MANAGING DIRECTOR & CO-OWNER

2016 – 2019

Rome

Company specialized in the reverse logistics of drugs and pharmaceutical products. Through its division Wastech it deals, mainly abroad (in particular in the area of the CIS), designs, builds and creates start-up for the production of ecological systems for the disposal of waste and the reclamation of polluting materials deriving especially from the activity of oil extraction.

TOPHARMACIA | MANAGING DIRECTOR & CO-FOUNDER

2017 – 2020

Rome

Company created as a “reaction” to the liberalization of the pharmacy ownership, TOPharmacia aims at protecting the traditional role of pharmacy as a social-health player on the territory; enhancing the independence of the pharmacist and his professional role as a “health consultant” and developing successful partnership between the Pharmaceutical Industry and the pharmacy. The company is now in the process of liquidation.

NAUTILUS | PRESIDENT & CO-FOUNDER

2019 – 2020

Milan • Pavia

Company specialized in consultancy and in the development of projects and services in the pharmaceutical and healthcare sector with a particular focus on the creation of integrated IT platforms or other personalized and tailor-made tools such as websites, e-commerce, Apps, digital and IT solutions for healthcare professionals and patients.

FONDAZIONE INTERNAZIONALE ACCADEMIA ARCO | VICE-PRESIDENT & CO-OWNER

2016 – 2019

Rome

Institution that has a multi-year experience in the field of artistic and cultural activities between Italy and Russia. This experience has led the Foundation to the achievement of several awards including, of particular importance, the Medal conferred by the President of the Italian Republic Giorgio Napolitano. The organization has also received the patronage of EXPO Milan 2015 and EXPO Astana 2017 in which it has carried out projects to promote performances by young musicians on international stages to introduce them to a musical training path worldwide.

WEST DALA TECH | PRESIDENT & CO-OWNER

2016 – 2019

Atyrau (Kazakhstan)

Kazakh company created to develop innovative technological solutions for waste management in the Republic of Kazakhstan. 45% of the company is owned by PTT Group Srl, while the remaining part is owned by an important local industrial group.

CTF GROUP | GENERAL MANAGER

2011 – 2015

Bergamo

From 2011 to 2015, the Group has established itself among the main players in the pharmaceutical full line wholesaling of exclusive ownership of pharmacists in terms of turnover (more than 500 million Euros), level of capitalization and number of associated pharmacists. 3.500 pharmacies are supplied at least twice a day (1/4 of the Italian pharmacies), 10 Regions reached, 42 Provinces covered nationally thanks to 7 warehouses located in Northern Italy.

NORD EST FARMA | MANAGING DIRECTOR

2012 – 2015

Vicenza

Subsidiary of Group CTF with a turnover of about 140 million Euros. Group CTF was among the top ten companies in the Province of Bergamo in terms of turnover and number of employees. Under the direction of Alfredo Sassi, the Group created the first Italian network of pharmacies in terms of number of associated pharmacists, specialized in providing services to citizens. The network includes 400 pharmacies today: an integrated franchising which was supervised directly by Alfredo Sassi from its start-up, by taking care of all the aspects thanks to his international background. Under the direction of Alfredo Sassi, CTF Group won a six-year Logistics Management tender for supplying Healthcare materials and Surgery Products for the "Azienda Ospedaliera Papa Giovanni XXIII di Bergamo" with a dedicated distribution unit based in the CTF HQ in Lallio (Bergamo).

FARMINTESA LOGISTICA | GENERAL MANAGER - PRESIDENT

2004 – 2011

Carpiano (Milan)

The company was founded in 2004 as a "reaction" to the concentration trends taking place in Italy and in Europe. The logistic platform was based on "added value creation" for the pharmaceutical pipeline (pharmaceutical companies, wholesalers and pharmacies). Alfredo Sassi managed several departments of the company from their start-up period: partnership between pharmacists and pharmaceutical companies, sales and marketing, IT, logistics, finance, administration and control. The logistics platform was specialized in the distribution of ethical drugs throughout Italy. In five years only, the company achieved the leadership among the Italian full line wholesalers owned by pharmacists reaching a market share of 23% and a turnover of more than 1 billion Euros. In 2006 the company was awarded with a CFMT Award "Market Attention and Relationships" for having been able to combine successfully the values of innovation and development.

CONSORZIO FARMINTESA | GENERAL MANAGER

1997 – 2004

Milan

Association of Pharmaceutical Full line Wholesalers specialized in providing advanced services (administrative, training, logistics, etc.) to its associated. Alfredo Sassi directly supervised the development of different departments of the company from their start-up period.

FARCOPA | COMMERCIAL DIRECTOR

1981 – 1997

Pavia

Alfredo Sassi created and managed the sales force (promoters-agents) and shaped the different policies and business strategies of the company in agreement with the General Manager. Farcopa Pavia, as well as CTF Group Scrl and Nord Est Farma Spa, were founding members of Consorzio Farmintesa and Farmintesa Logistica.

FURTHER PROFESSIONAL EXPERIENCE

In 1997 Alfredo Sassi was one of the promoters and key player in the start-up of SECOF (Sociedad Europea de Cooperacion Farmacéutica), a p.l.c. based in Seville. SECOF is a European Group of Pharmaceutical Full line Wholesalers which groups together the European Companies owned by pharmacists with significant market shares in their national market. The members were located in Belgium, France, Germany, Italy, Portugal, Spain and Turkey, delivering 37.000 pharmacies on a daily basis with a turnover of 11 billion Euros. From its startup, Alfredo Sassi was always in the Executive Committee of the Company, composed by the General Managers of the partner companies. The aim of the Executive Committee was to identify and develop innovative projects and outstanding services to be implemented in the different partner companies.

INSTITUTIONAL ROLES

From June 2022 Alfredo Sassi is Vice-President of ASSORAM's Board of Directors. ASSORAM is the National Association of Pharmaceutical Pre-Wholesalers, where previously he was a member of its Board of Auditors. He also leads the IT and Innovation Committee of ASSORAM representing H-Ventures (Ordinary Member of the Association). In 2012, thanks to his national and international background, Alfredo Sassi was elected Vice-President of ADF (Associazione Distributori Intermedi del Farmaco) based in Rome, member of CONFCOMMERCIO, Federsalute and GIRP. Alfredo Sassi actively participated in the Association's life. In 2014 he was re-elected Vice-President of ADF and in 2015 he was nominated Member of the Board of GIRP (Groupement International de la Répartition Pharmaceutique), based in Brussels, Association which brings together all the European Associations of Full line Wholesalers and the biggest companies of Full line Wholesalers. Within GIRP, Alfredo Sassi sat as a permanent member representing SECOF in the following committees: Technical Committee, Public Affairs and Policy Committee and Advisory Council Supply Chain Solutions, whose works take place in Brussels in contact with the European Parliament.

Alfredo Sassi was "Dirigente" for 22 years. He has been a member of the Board of Manageritalia Milano (Associazione dirigenti, quadri e professionali del commercio, trasporti, turismo, servizi, terziario avanzato) for 19 years, during which he was President for a term (from 2002 to 2011). He was Member of the Board of FASDAC (Fondo Assistenza Sanitaria Dirigenti Aziende Commerciali) and President for two consecutive terms of the Board of Directors ASSIDIR Srl, (from 2011 to 2014), an insurance company owned by Manageritalia. He also sat in the Administrative Board of Gpa Wide Group, a company specialized in the world of computing for Manageritalia and which has, as its only partner, Manageritalia itself. He participates in various work groups of Manageritalia Milano and in its associative life. He was Vice-President of ADICO (Associazione Italiana Direttori Commerciali e Marketing Manager) for various terms and was also a member of the Lions Club Milano Host for nearly 10 years.

Alfredo Sassi


Il sottoscritto è a conoscenza che, ai sensi dell'art. 76 del DPR 445/2000, le dichiarazioni mendaci, la falsità negli atti e l'uso di atti falsi sono puniti ai sensi del codice penale e delle leggi speciali. Inoltre, il sottoscritto, consapevole dei diritti relativi al capo III del Reg. UE 679/16 - GDPR, con la sottoscrizione del presente documento, presta esplicito ed inequivocabile consenso ex art. 7 Reg. UE 679/16, al trattamento dei propri dati personali ai fini per cui il presente CV viene chiesto.

Alfredo Sassi
