



# COMPANY PROFILE

May 2021

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# SUMMARY

**MBHC HOTEL CONSULTING**

## MBHC S.r.l.

- ❖ WHO ARE WE?
- ❖ OUR PHILOSOPHY
- ❖ CORE BUSINESS
- ❖ SERVICES OFFERED
- ❖ RESTART AFTER THE PANDEMIA
- ❖ TRUST POST COVID-19
- ❖ WHO HAS CHOSEN US

## MARCO BONI

CEO & General Manager

- ❖ MY STORY
- ❖ PROFESSIONAL BACKGROUND
- ❖ WHY CHOOSE US





# WHO ARE WE

## MBHC HOTEL CONSULTING

MBHC was created from the desire of the professionals in the tourism sector, with more than 30 years of experience in the field, to capitalize on its extensive experience, alongside large, medium or small-sized companies in this sector, for commercial and image development with the common objective to increase the economic result.

MBHC is made up of professionals with concrete experience in management of complex tourist structures, some of which are hotels belonging to the main international chains in the world.

# OUR PHILOSOPHY

in 4 key concepts:



ANTICIPATE



STRENGTHEN



INNOVATE



MAINTAIN





# *CORE BUSINESS*

## *MBHC HOTEL CONSULTING*

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AFFILIATION



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CONSULTING



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TRAINING



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ASSET  
MANAGEMENT





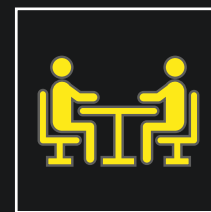


# AFFILIATION

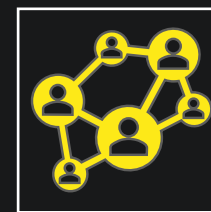
MBHC HOTEL CONSULTING



International Brands



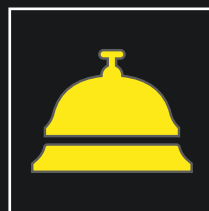
Commercial  
development and  
representation brands



Departmental  
outsourcing with  
specialized brands

# CONSULTING

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Tourist companies  
& hotels



Public  
administrations



Private Investors





# TRAINING

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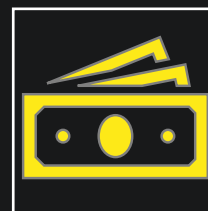
		
Universities & Professional Institutes	Hotels & private residences	Professionals in the hospitality & catering sector

# ASSET MANAGEMENT

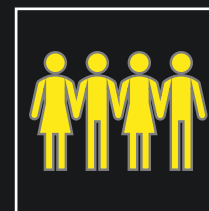
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Banks & Financial  
Institutions



Private Investors &  
Investment Funds



Real estate  
development companies





# *SERVICES*

## *MBHC HOTEL CONSULTING*

PROCESS MANAGEMENT

COMPANY  
REORGANIZATION

BUSINESS &  
FEASIBILITY PLANS

ANALYSIS & CONTROL  
MANAGEMENT

OPERATIONAL TRAINING  
& DEVELOPMENT

MANAGEMENT  
RESILIENCE





# RESTART

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This terrible pandemic, which led to a year of hotel closures, has eroded corporate liquidity, putting management in great distress. Thinking of reopening with the same management model as before would mean continuing in the slow decline.

The MBHC team offers you some new and certified tools to increase turnover, reducing costs through new internal organizational models.





# POST COVID-19 TRUST

## SUSTAINABILITY

- ❖ Adapt your building (Eco friendly);
- ❖ Implement risk management models;
- ❖ Optimizing consumption costs (purchasing platforms, energy efficiency...);
- ❖ Promote health protocols.

## DIGITALIZATION

- ❖ Investing in new technologies (Automation)
- ❖ Train and update your staff to new realities;
- ❖ Providing the customer with a personalized experience even before and after the trip through effective digital communication.

# WHO HAS CHOSEN US







# MARCO BONI

CEO & General Manager



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PWC Italy - Senior Advisor Hospitality & Leisure

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MBHC Srl - Chief Executive Officer

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FLEXUS HOTEL ASSET MANAGEMENT by MBHC Srl -  
General Manager

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AHLA - “American Hotel & Lodging Association” - Certified in hotel industry analytics



## MY STORY

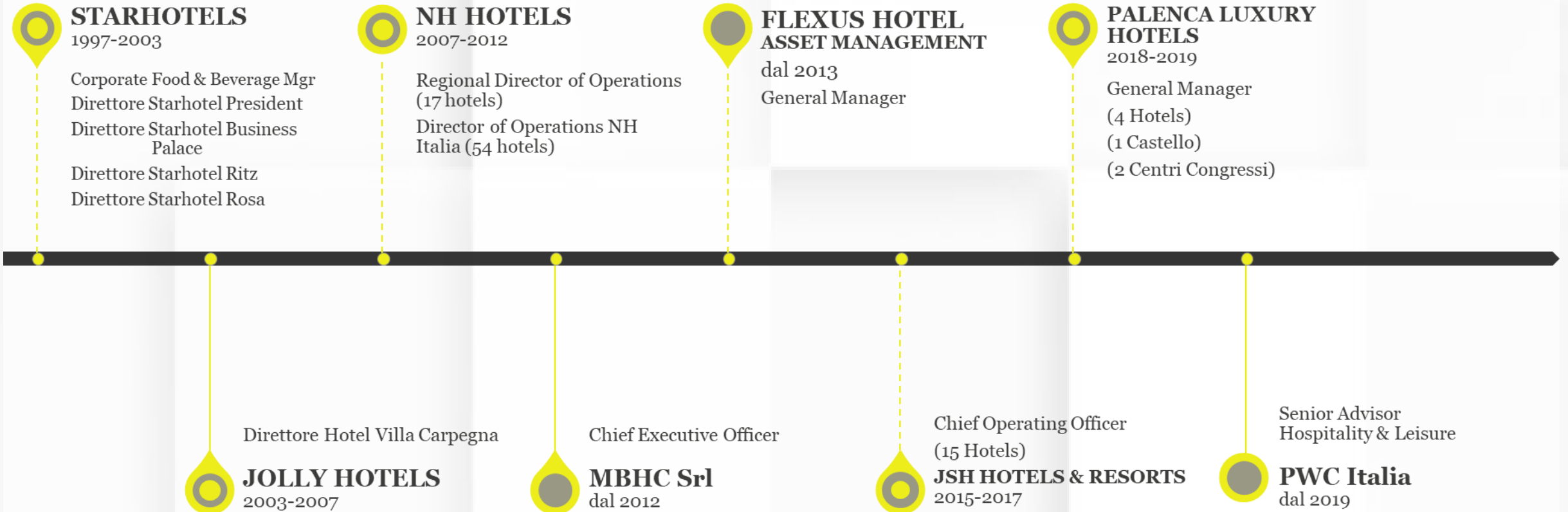
" Since the beginning of my career I have believed that setting an example and an honest relationship with collaborators were the foundation of success and I was not wrong.

I have always thought and continue to believe that to guide others it is necessary to have had the same experience firsthand.

In my almost forty-year career path I have covered many operational roles in hotel facilities, until I reached, at the age of 30, the role of General Manager in international hotels and at 40 years old as Chief Operating Officer of 54 hotels. This is also thanks to the support of all the staff of the Hotels managed."



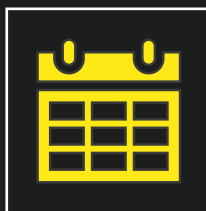
# PROFESSIONAL BACKGROUND





# WHY CHOOSE US

MBHC HOTEL CONSULTING



EXPERIENCE



RELIABILITY



RISULTS



# CONTACTS



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