ENGINEERING INNOVATION

Corporate presentation
We help our clients achieve their goals by engineering innovation, providing solutions, co-designing the future and leading their transformation towards a new economy of digital ecosystems.
Engineering at a Glance

A GLOBAL COMPANY

11,000+
Associates

50+
Offices around the world

Global HQ
Rome, Italy

WHAT WE DO

Software Maker
Service Provider
System Integrator
Digital Platforms

ASSETS

18+
Companies within the Group

11+
Cross-BU Competence Centres

4
Data Centers

10 petabyte
Data Handled

21,000
Servers managed

250,000
Workplaces managed

Tier IV

CONTINUOUS GROWTH

€ 1.1Bn
Revenues FY17

30+
Years of Continuous Growth

RESEARCH & INNOVATION

40 Mil €
Investments

420+
Data Scientists & Researchers

80+
Live Research Projects

160k
Training hours by our Academy

200+
Innovators

BASED IN EUROPE
NORTH AMERICA
LATIN AMERICA

Worldwide Delivery
Engineering’s Holistic Value Proposition
Engineering’s Portfolio in 11 views of the world as it transforms

**The World WE LIVE IN**
- Augmented Cities
- Smart Transportation
- Smart Energy & Utilities
- Digital Media & Communication

**The World THAT LOOKS AFTER US**
- Smart Government
- E-Health
- Digital Defense, Aerospace & Homeland Security

**The World WE WORK IN**
- Digital Industry
- Digital Finance
- Digital Retail & Fashion
- Smart Agriculture
Engineering’s Proprietary Products

**AREAS SUITE**
Integrated Smart Health Solution for healthcare organizations includes 20+ modules

**GRACE SUITE**
Risk & Compliance Solution for Financial Institutions includes 8+ modules

**DIVE SUITE**
Predictive Maintenance Solution for IoT and Industry 4.0 includes 5+ modules

**INES CLOUD**
Smart Mobility solution for Smart Cities includes 4 dedicated modules

**NET@ SUITE**
Building & CRM Solution for Utilities, includes 6+ modules

**LIVEBOX**
Digital Workplace Solution for Organisations includes 3 dedicated modules

**Other platforms**

**AURIGA**
Document Management and Protocols

**SICER**
Accounting & HR management for Local PA

**GERI & NETTUNO**
Revenue management for Local PA

**Other platforms**

**ELISE**
Credit Management

**Get-ecomm**
E-Commerce

**EBAAS**
Banking / Insurance

**MPAY**
Mobile Payments

**Digital Payments**
Corporate Banking

**Field Operations Management Solution**
What is Innovation
Engineering and Innovation

We leverage our own methodology-based approach of EXPLORING, MANAGING AND OFFERING new DIGITAL TECHNOLOGIES AND PARADIGMS as we monitor and anticipate changes within our economies, businesses and society at large.
Engineering Innovation: Our Approach

Exploring

Managing

Offering
The Three Pillars / Exploring

We explore and research emerging technologies with over 420 data scientists & researchers, 5 research labs, investing 40+ M€ per year. For example:

- Security, Enterprise & Logistics
- Digital Content & Energy
- Open Public Service Innovation
- Cloud & Edge Computing
- IT Systems for Health
The Three Pillars / Managing

We manage innovation and enable new innovation initiatives through an internal, cross-company network of over 200+ innovators working on:

- Cloud
- Cybersecurity
- Data
- Internet of Things
- Robotics
- Artificial Intelligence
- Digital Platforms
- Augmented Reality
- Blockchain
We aim to seamlessly integrate innovative and established technologies for our clients.

We offer our innovative solutions and platforms to our customers and to the world.
The Real Value We Produce

Our aim is to create complete, sustainable, value in order to contribute profoundly towards a better world.

- Economic
- Social
- Environmental
Digital Transformation
A New Frontier

We have been **ENGINEERING INNOVATION** for many years. We have been creating, collecting reporting and **INTEGRATING** data for our clients. We are now interpreting it, **PREDICTING** it and even **MODELLING** it. Today’s new frontier is called **DIGITAL TRANSFORMATION**.
DIGITAL TRANSFORMATION is a STRATEGY-DRIVEN process of transforming, integrating and connecting processes within an organisation to ENABLE NEW DIGITAL BUSINESS PARADIGMS that produce NEW VALUE, NEW REVENUES and ENHANCE CURRENT opportunities.
Elements of Digital Transformation

Incumbents On Core Processes Must Lead

Digital Platforms

Technology Engineers

Core Process Specialists

New Digital Scientists

Open Partner Ecosystem

ENABLING TECHNOLOGIES

What is a Digital Platform

Digital Platforms are a collection of technology capabilities, and components that are used as a base upon which other applications, processes, technologies are able to interact with each other, exchanging value, digitizing processes, enabling data driven ecosystems, developing digital services and creating value for users.
A New Ecosystem of Digital Platforms

There are “ecosystem” platforms that enable new business models powered by various digital services.

There are “vertical” platforms that enable specific business capabilities.

The combination of these two types generates a new ecosystem of digital platforms.
Our Technology & Platform Stack

Vertical Platforms & Solutions

Digital Enabler

Hybrid Integration Platform

Enabling Technologies
- AI & Advanced Analytics
- Cloud
- Cybersecurity
- Blockchain
- IOT
- Digital Twin

Deployment Platform
A taste of what we are doing...

We are ENGINEERING INNOVATION In...

- **Augmented City**
  - Smart City Platform

- **Digital Finance**
  - Instant Digital Payments

- **Smart Transportation**
  - Urban Transit Tracking System

- **Smart Energy & Utilities**
  - Maintenance via Virtual Reality

- **Smart Agriculture**
  - IoT on the Vineyard

- **E-Health**
  - Electronic Medical Record

- **Digital Industry**
  - Predictive Maintenance In the Factory

- **Digital Media & Communication**
  - ...

- **Smart Retail & Fashion**
  - ...

- **Smart Government**
  - ...

- **Digital Defense, Aerospace & Homeland Security**
  - ...

- **Digital Workplace**
  - Secure Collaboration Platforms