

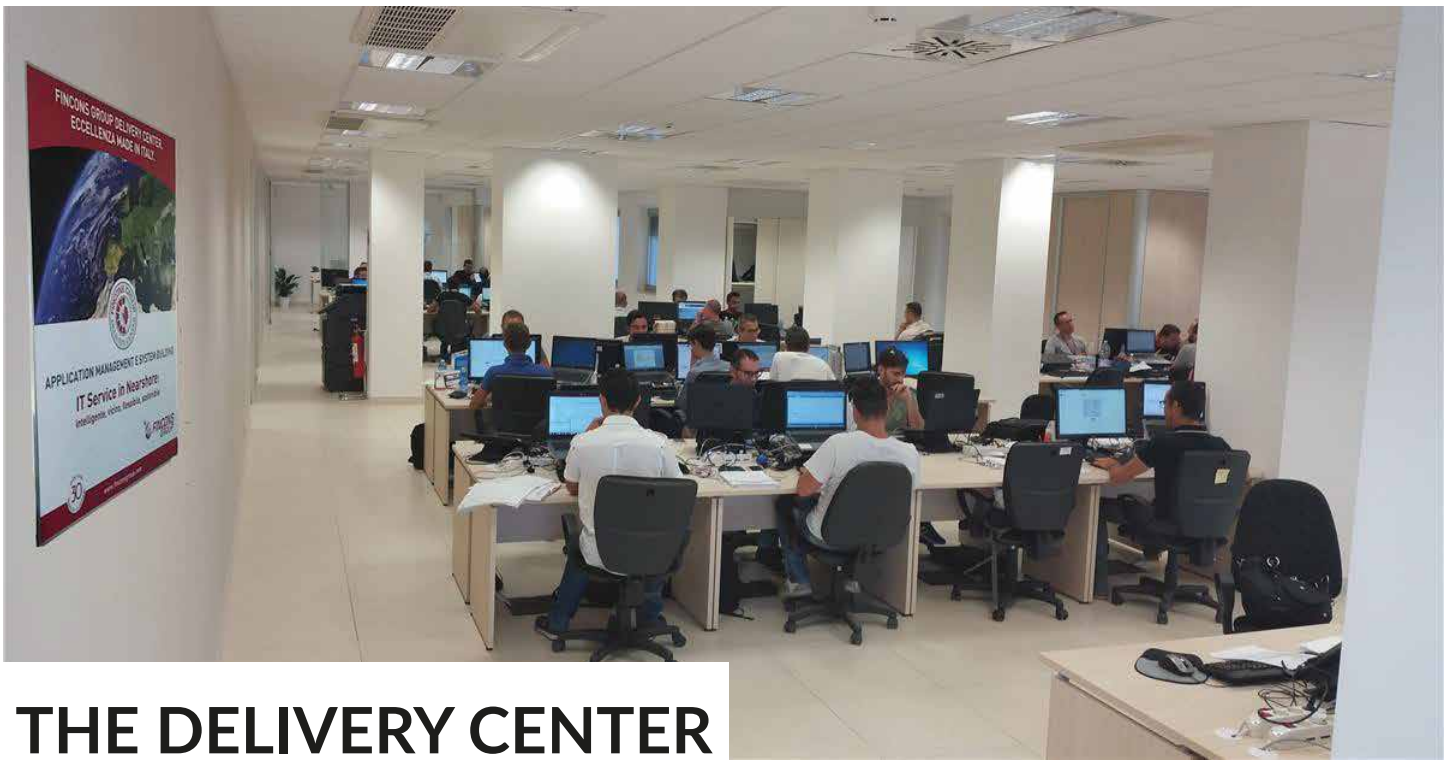


# FINCONS GROUP DELIVERY CENTER SMART-SHORING AT ITS BEST

Bari

Smart-shore Made in Italy: tailored, flexible, sustainable

## THE NEW APPROACH OF IT STRATEGY EVOLUTION



## THE DELIVERY CENTER

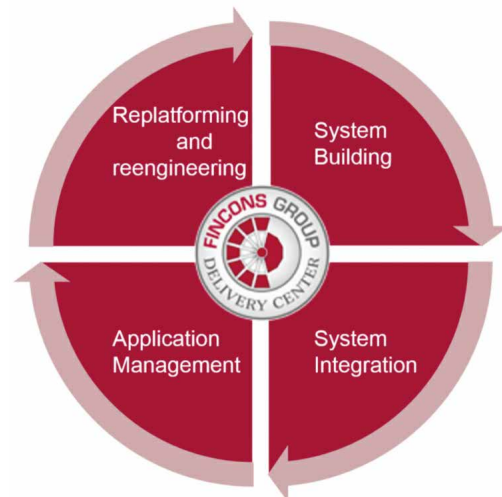
First opened in 2008, our Bari-based Delivery Center is a partner of choice for businesses that want top class IT services with guaranteed high quality, all at a competitive price. With over 600 highly qualified staff members, 9 years average senior experience and negligible staff turnover, the Center of Excellence represents Fincons Group' strategic answer to the demands of an increasingly volatile and changing marketplace.

The FINCONS GROUP Smart-shoring IT Service proposition is brought to life through its Delivery Center, which stands head and shoulders above other European examples of nearshoring by virtue of its intelligent, flexible and sustainable approach. Our Center of Excellence provides custom-made Application Management and System Building services, tailored to client demands and guaranteeing the high level of quality that makes our Made in Italy services and products stand out from the crowd.

Smart-shoring for FINCONS GROUP is not simply the implementation and distribution of standard software packages, but the development of innovative integrated products, hand-in-hand with important on-site consultancy services, in order to develop the most productive relationship between remote development center and client.

The Delivery Center activities are also at the core of the Group Innovation Lab enabling digital transformation for clients and are at the forefront of funded international reasearch projects development.

The Delivery Center's offering, combined with the Group's expertise, represents a true excellence hub that links business know-how with innovation, efficiency and the ability to offer IT services across different technology platforms and vertical solutions of leader software vendors.

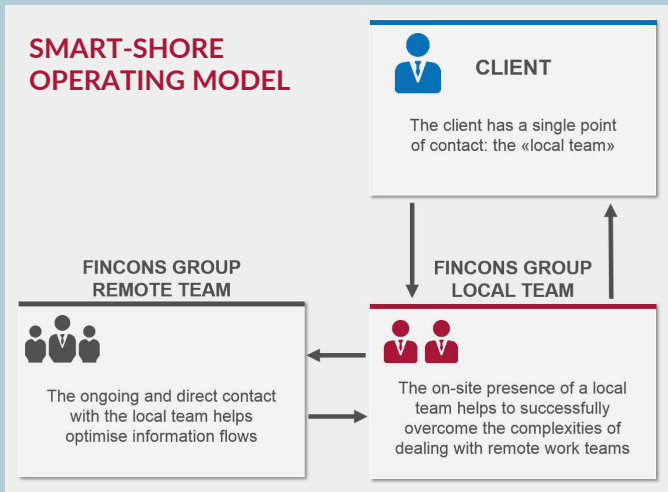


**Fincons Group Smart-Shore**

## FINCONS GROUP ACADEMY

FINCONS GROUP's services and solution quality is the result of significant investment by the Group in its people and their training. Our expertise development process is also underpinned by the FINCONS GROUP Academy, an in-house business school based in Bari and in Milan, missioned to train our people in application Development and business processes.

# THE OPERATING MODEL



FINCONS GROUP's Made in Italy Smart-shoring is based on 'intelligent' delivery carried out with a rigorous and innovative process, providing the client with on-site consultants who interface directly with the Bari Delivery Center where development takes place.

Constant dialogue between the client, on-site team and remote team is a unique attribute of the Delivery Center. This ongoing dialogue guarantees enhanced service management, ensuring that the complex information flows (typical of remote structures), work seamlessly.

This innovative approach not only ensures service success, but also delivers operational efficiency, transparency and client intimacy, all of which are hallmarks of our typical business partnerships.

## QUALITY AND SECURITY

The Delivery Center is fully compliant with the range of quality and security standards required by customers, at the same time guaranteeing the highest levels of reliability, availability, capacity, scalability and other more specific requirements.



### QUALITY

- **QUALITY ANALYSIS:** Technical and system requirements are formulated with a user-friendly approach for endusers, developers and test engineers, using certified and familiar tools and templates
- **QUALITY TESTING:** The Quality Assurance team comprises the same systems analysts that deliver the initial client analysis. This approach ensures a detailed understanding of client business requirements, reducing ongoing costs and timelines
- **QUALITY CODING:** Optimal programming is guaranteed through rigorous sharing processes for architecture, standards, naming, metrics etc, with the client, as well regular monitoring sessions



### SECURITY

- **PHYSICAL SECURITY:** Access to the development area is only permitted for authorised persons, can be tightened even further through limited, badge-authenticated access protocols if required.
- **TECHNICAL SECURITY:** Point-to-point high security VPNs (Virtual Private Networks) connect the Delivery Center network to the client's systems. If required, selected stations can be configured and monitored to conform precisely with the client's internal systems security policies
- **PEOPLE SECURITY:** Team members are selected and closely vetted by Fincons Group for their skills and unique qualities

FINCONS GROUP Academy offers on-the-job training courses with top levels of standards on different technological platforms. The Academy represents an important pool to feed qualified professionals into both the Delivery Center and the wider Group.



# ABOUT US

Fincons Group is a multinational consulting company with more than 35 years of experience in the IT market and a deep knowledge of core business processes of different industries: Media, Energy & Utilities, Financial Services, Transportation, Manufacturing and Public Administration.

The Group offering includes IT business consulting services, system integration of leading international vendor products, core business solution development, packaged solutions and IT services in Smart-shore through its Delivery Center based in Bari (Italy), which provides advanced application management and system building services along the entire digital supply chain.

From the beginning and even more in recent years, the company has dedicated resources and significant investments to research and development, bringing IT and business innovation to its clients. Under the leadership of CEO Michele Moretti and Deputy CEO Francesco Moretti, who have made internationalization a key value of the Group, Fincons Group has greatly grown, initially in Italy (Milan, Verona, Rome, Bari, Catania), then in Switzerland (Küssnacht am Rigi, Bern, Zurich, Lugano) and, in recent years, in the UK, US and Germany, with new offices in London, New York, Los Angeles and Munich.

The shareholders are active in the strategy definition and in the business management, ensuring a vision oriented to the future, with long-term investments and best solutions for the Group and its clients.



**FINCONS**  
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