



Company Presentation

2017

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➤ Aeonvis 360°

ABOUT US



PROFILE

Aeonvis is an **organizational and technology consulting company**, which is proposed as a partner able to help its clients in designing, planning, implementing and managing change programs by integrating processes, organization, human capital and technology



MISSION

Factors for Aeonvis **growth and success** are based on the ability to understand the **customer context** to meet the challenges of innovation and operational excellence with a practical and **results-oriented** approach

➤ Facts & Figures



STAFF

More than 100 people working in the different areas, with proper certifications (PMI, APICS, SAP)



REVENUES

Sound growing trend since 2012
Around 11 millions € (2017 est.)



OFFICES

Milan (HQ), Padua, Turin



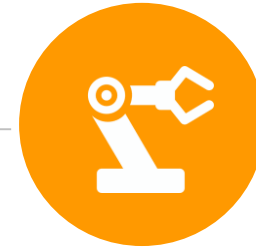
QUALITY

Operational excellence through the whole transformation program life cycle



INTERNATIONAL EXPERIENCE

Europe: South and Central
Americas: US, Canada, Brazil, Argentina
Far East: China, Hong Kong, Indonesia, Malaysia, Singapore

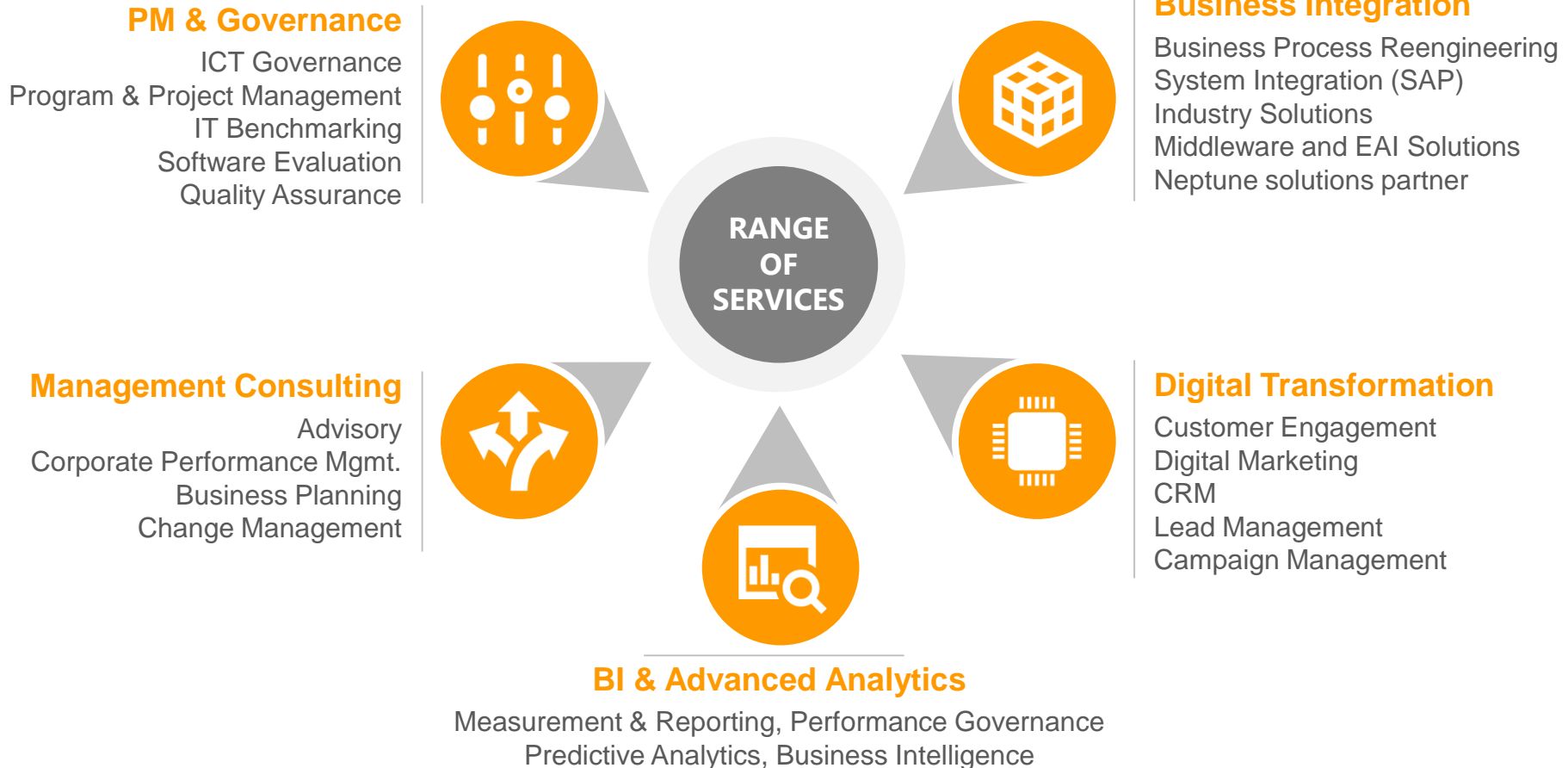


INDUSTRIES

Manufacturing, Consumer Goods, Chemical, Fashion, Electronics, Media, Transportation

Services

Thanks to the numerous project initiatives and a sound long-term experience gained from its managers, both internally and externally with leading consulting firms, Aeonvis boasts **unique expertise** in the services provided over a variety of industries.



➤ Management Consulting Approach

Aeonvis has developed process expertise in **most of the business areas and processes** of large and complex enterprises.

Aeonvis has developed **deep knowledge** in the Finance & Performance Management and SCM areas, with specific "vertical" skills (business and functional).

Aeonvis offers engineered methods and integrated models for complex and interdisciplinary interventions analysis, efficiently and quickly applicable in different contexts.

ASSESSMENT



- Analysis of technical and economic feasibility
- Risk management and mitigation

PROGRAM AND PROJECT MANAGEMENT



- Advisory & Governance of change initiatives & operational support
- Activities, tools and methods for planning, monitoring and control

RELATIONSHIP MANAGEMENT



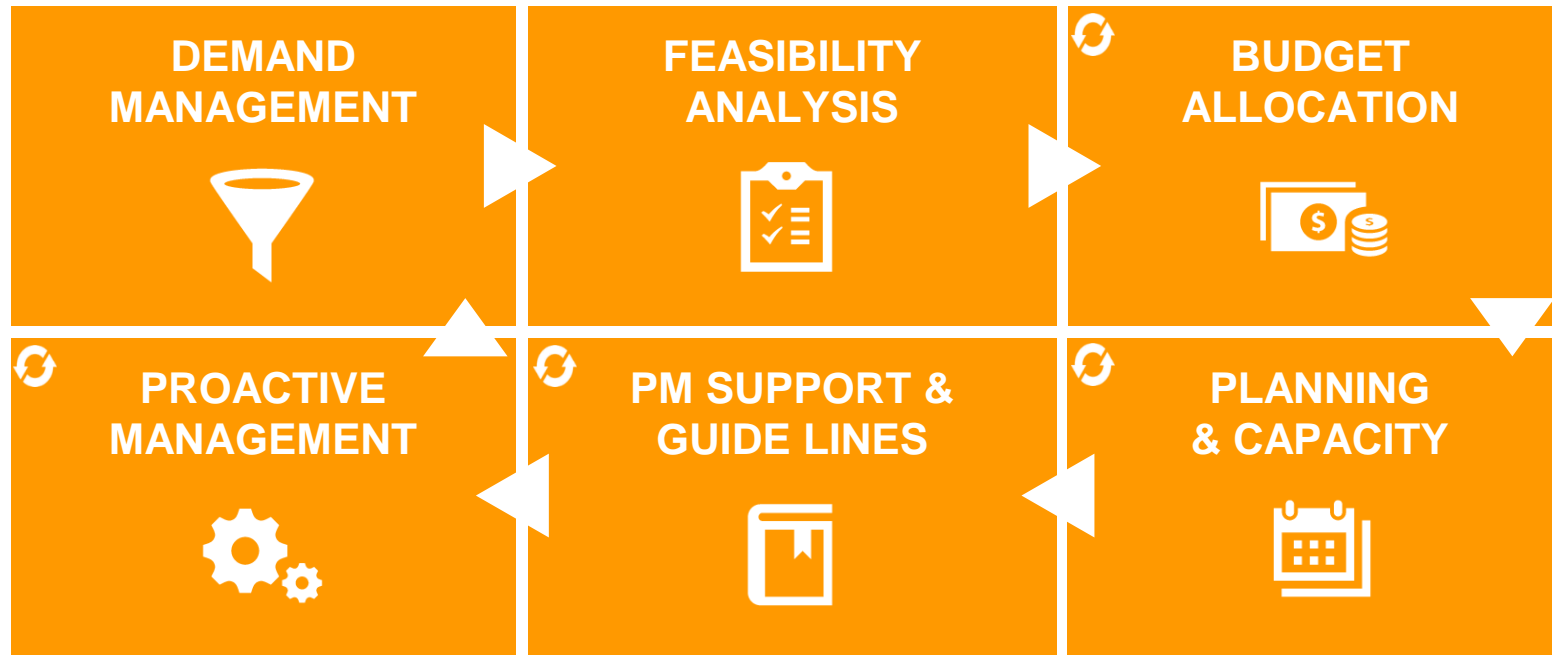
- Vendor evaluation and management
- End-to-end sourcing processes management

➤ PMO & Governance approach

PMO services are the pillar to reach the target of every initiative in a multifaceted company with extended organization.

Aeonvis provides **Governance** services which leverage its own methodological skills and knowledge capabilities, keeping the focus on the industry and business needs.

Aeonvis approach uplifts the PMO from a methodological stage to a proactive governance of the overall program and business needs.



➤ Business Integration approach

Aeonvis has accomplished many **SAP end-to-end implementation** projects, from feasibility studies to post go-live support, gaining experiences of Pilot, Roll-Out, Upgrade Release, Application Maintenance in functional areas like Sales & Marketing, CRM, HR, Finance, Supply Chain.

We also provide **B2B solutions on mobility** built on **Neptune** technology.

PROJECT APPROACH



- Strong process contribution in the solution design
- Lean methodology in managing the project
- Minimize the client effort

SKILLS



- Full coverage of SAP modules
- S/4 HANA experiences
- Business Intelligence
- Mobile solutions applied to SAP

VERTICAL SOLUTIONS



- Leader in SAP Fashion Management Solution implementation
- Owned prebuilt solution for China market
- Neptune (mobile app) partner

➤ Digital Transformation approach

Aeonvis can implement and manage complex digital transformation strategies for large enterprises.

This allows to add value to the end-to-end relationship on the different touch points between the company and the customer base.

CUSTOMER ENGAGEMENT

DIGITAL MARKETING & CRM



- Customer Interaction and Engagement measurement and optimization
- Customer Profiling

LEAD & CAMPAIGN MANAGEMENT



- Manage and measure customer contact
- Campaign measurement and Intelligence

INSIGHTS



- Customer Journey analysis
- What/Why happened and will happen

➤ BI and Advanced Analytics approach

Aeonvis can provide the ability to **support Business decisions** and the capabilities to leverage the **complete analytics data framework** by tracking and understanding complex and nonlinear customer journey.

MAKE THE DATA AVAILABLE



- Data ingestion and enrichment process optimization
- DB Management

MEANINGFUL REPORTING & DASHBOARD



- Customizable framework for digital activities measurement and reporting
- Market Performance Governance

PROACTIVE LEVERAGING DATA

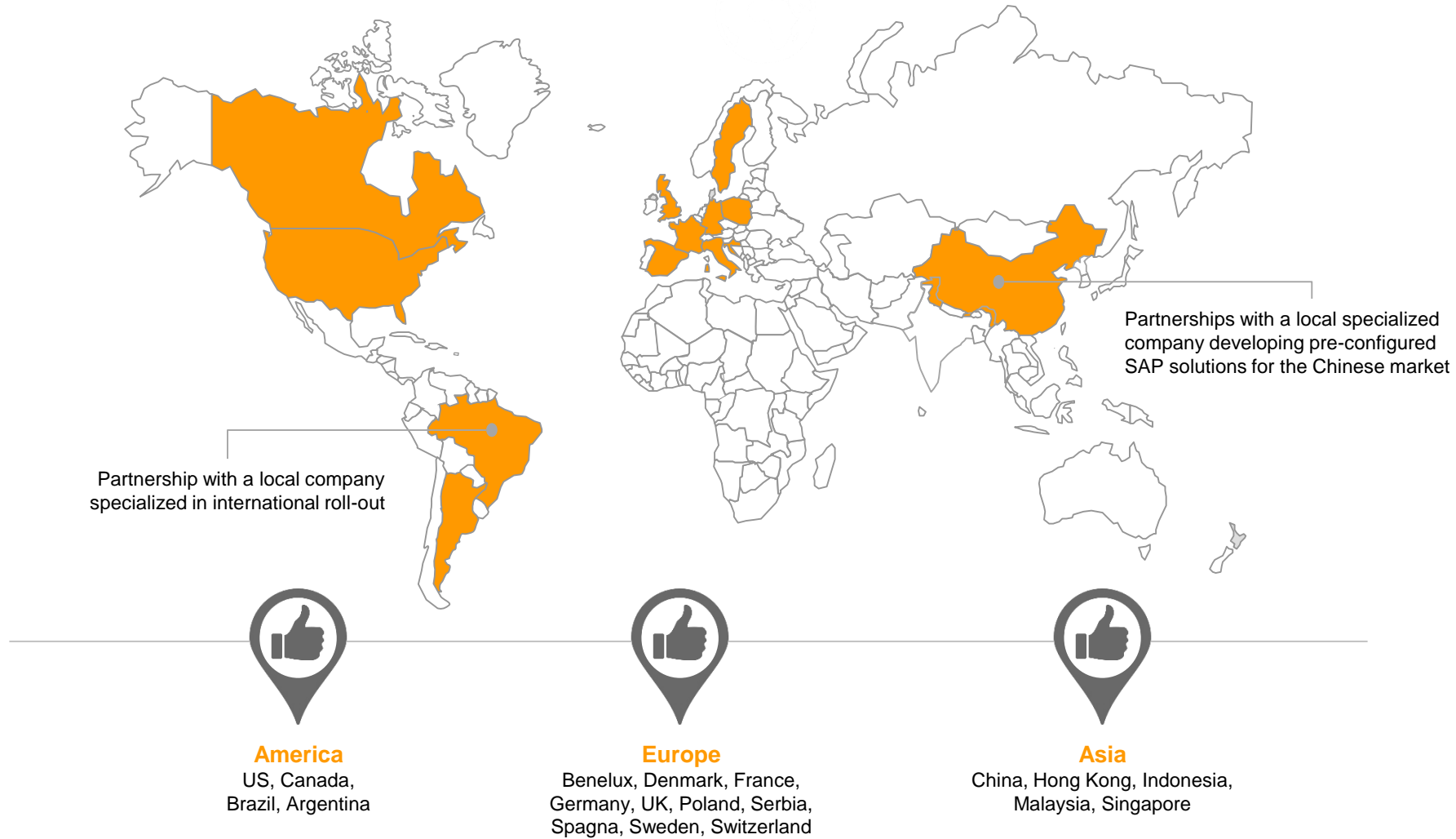


- Advanced Analytics
- Statistical, mathematical and forecasting models
- Predictive Analytics

➤ Partnership and Competences



➤ International Experience



➤ Industries

Aeonvis has capitalized a series of **concrete experiences** to support market leaders in numerous industrial sectors:




Manufacturing

- Automotive
- Automotive Equipment
- Automotive Suppliers
- Industrial Equipment




Consumer

- Retail
- Cosmetics
- Food



Chemistry

- Chemicals
- Pharma




Hi Tech

- Electronics
- Appliances



Fashion

- Apparel
- Eyewear
- Textile



Others

- Media
- Gambling
- Transportation

➤ Selected Major Customers

Fashion

LUXOTTICA KERING EYEWEAR UNITED COLORS OF BENETTON.
MONCLER GROUP adidas ABOUTBLU MANTERO
VALENTINO FASHION GROUP
CALZEDONIA marcolin eyewear
MARCHON eyewear Safilo AG ADRIANO GOLDSCHMIED

Hi-Tech

DeLonghi Living innovation RIELLO
CLIMAVENETA Home System ITALTEL

Manufacturing

FIAT PROFESSIONAL ALFA ROMEO FIAT LANCIA MASERATI
DENSO DENSO THERMAL SYSTEMS S.p.A. HYUNDAI FCA FIAT CHRYSLER AUTOMOBILES
SEVES Maire Tecnimont GSI GLOBAL SYSTEM INTERNATIONAL
oldratigroup MAGNETI MARELLI
FIAMM manuli RUBBER INDUSTRIES ELDOR CORPORATION
Gasket International AQUAFIL
comer industries atiom

Selected Major Customers

Consumer Goods



Chemical / Pharma



Other Sectors





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