

Technology Consulting & Engineering

ALTEN



ALTEN



Summary

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ALLEN GROUP

2

ALLEN IN ITALY

3

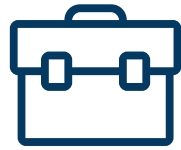
ENGINEERING, IT, LIFE SCIENCES DIVISIONS

4

TLC& MEDIA SECTOR

5

RECRUITMENT PROCESS & CAREER PATH



Employees

37 200

88% engineers



Turnover

2,624 M€

(2019)



Clients

3 700



Countries

28

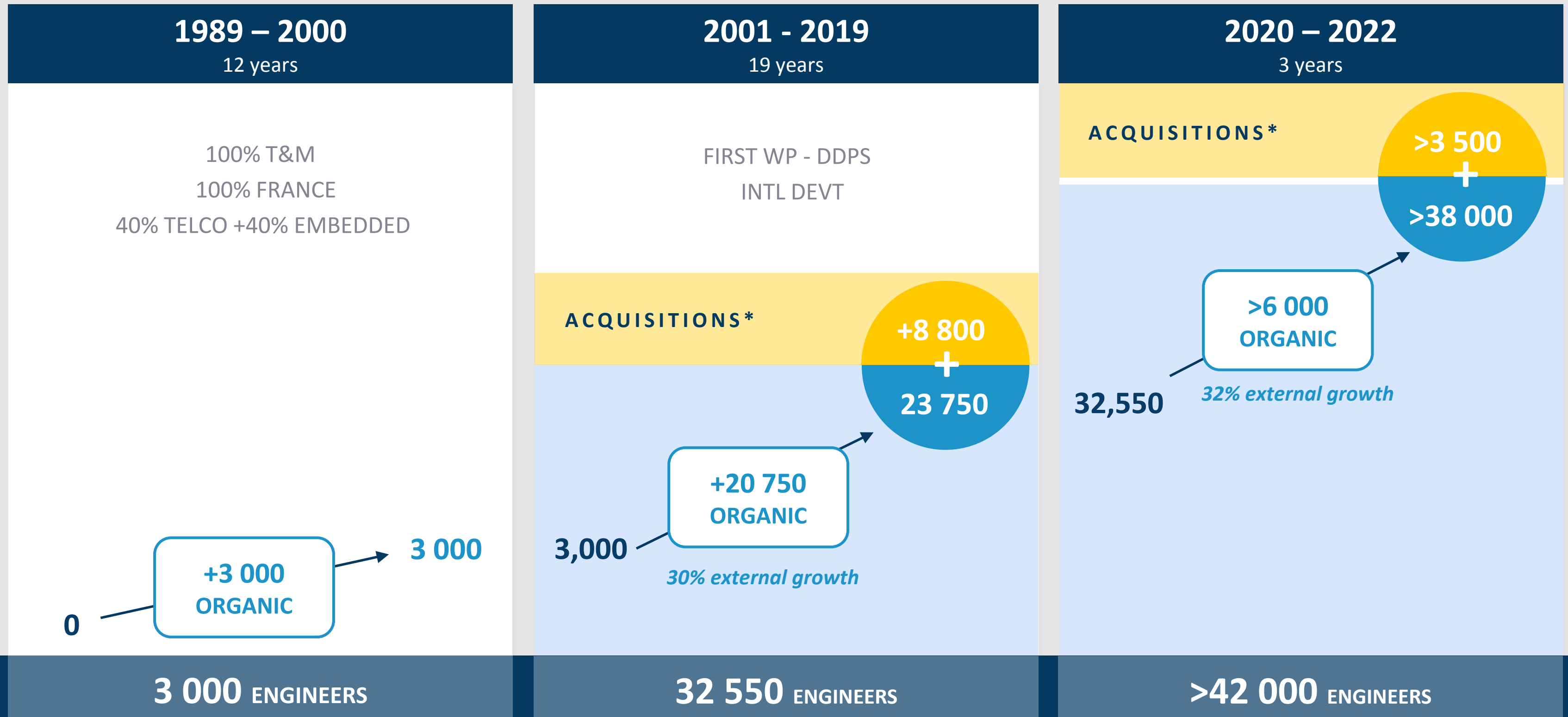




Evolution of ALLEN's Growth Model

LEVERS OF GROWTH

ALLEN metrics model for organical growth | Project and HR Management | Targeted acquisitions



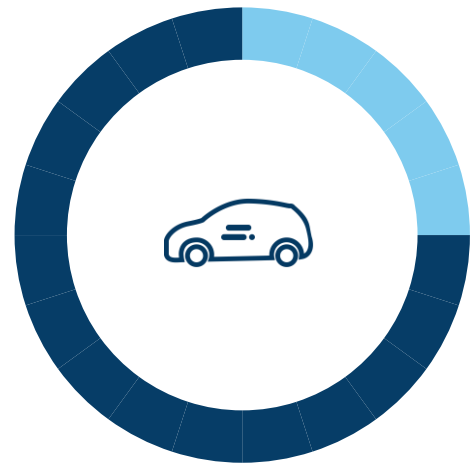
*ACQUISITIONS

2016: 10 | 2017: 6 | 2018: 10 | 2019: 7



Business Sectors

Automotive & Rail / Naval

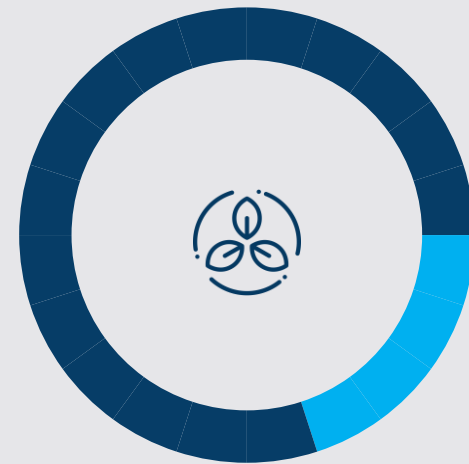


24.4%

PSA
RENAULT
VOLVO
VOLKSWAGEN
ALSTOM

↗ +14.3% (2018)

Energy & Life Sciences



23.1%

EDF
SANOFI
TOTAL
CHEVRON *
ENGIE

↗ +16.8% (2018)

Aerospace, Defense & Security



20.9%

AIRBUS
SAFRAN
THALES
ROLLS ROYCE *
ARIANE

↗ +15.4% (2018)

IT Services & Finance

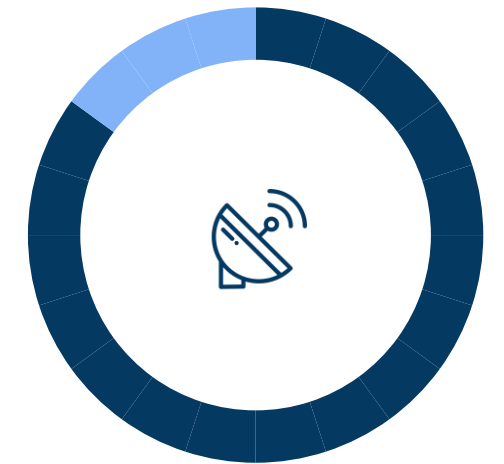


18.4 %

BNP PARIBAS
SOCIETE GENERALE
CREDIT AGRICOLE
BANCO SABADELL *
RELIANCE *

↗ +17.4% (2018)

Telecoms & Media



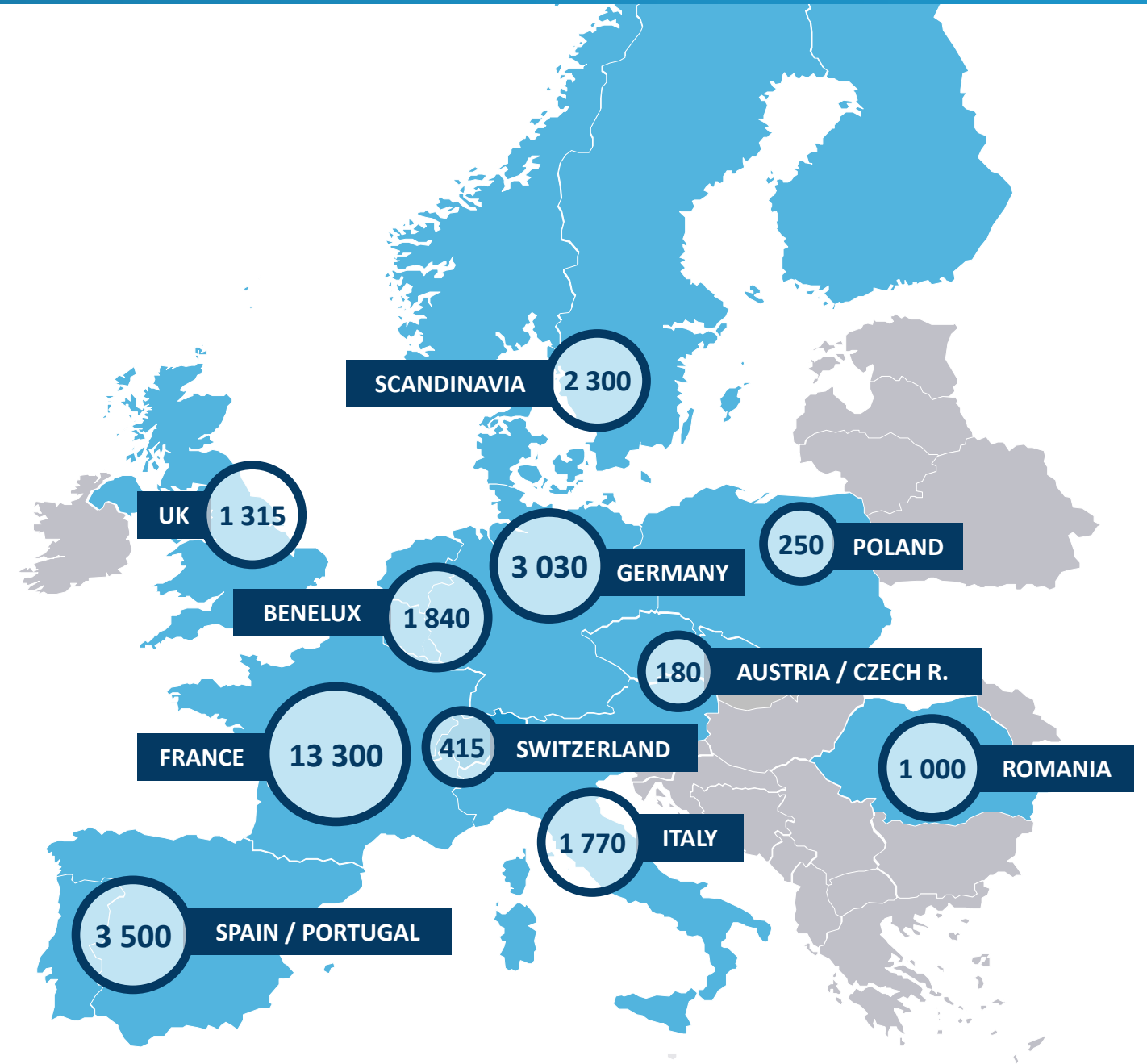
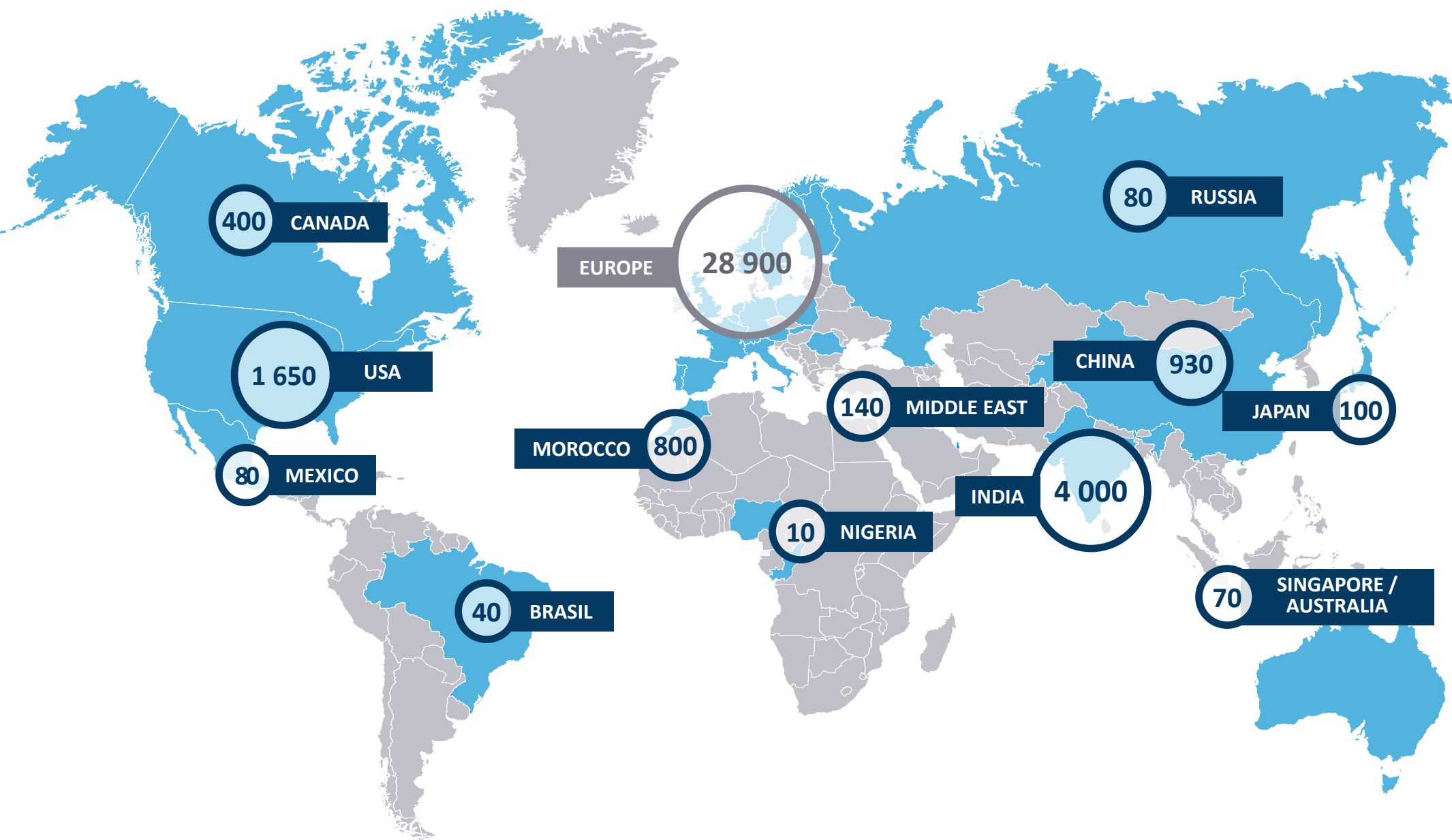
13.2%

ORANGE
AMADEUS
BOUYGUES
ALTICE *
ERICSSON

↗ +13.8% (2018)

WELL-BALANCED REVENUE FOOTPRINT 2019 AND TOP 5 CUSTOMERS

*NEW IN TOP 5



○ EMPLOYEES

GLOBAL FOOTPRINT | 37 200

Rest of the world | 8 300

Europe | 28 900



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RECRUITMENT PROCESS & CAREER PATH



SOME DATA

- **ALTEN was founded in Italy in 2004.** Right now is composed of two legal entities: ALTEN Italia SpA and Positech Srl.
- ALTEN's organization is oriented and designed to **ensure maximum satisfaction** of our customers from the initial project definition to delivery and maintenance.
- Today, ALTEN Italy is one of the largest groups providing **Consulting, Information, Technology, and Engineering services** to major companies on the Italian market.





This certification is awarded exclusively to the best businesses performing on a global scale: Companies that have demonstrated the highest standard of what they offer their employees.

The Top Employer Institute recognises the best organisations to work for in the world, acknowledging a series of aspects, among which include: working conditions, in-company growth opportunities as well as the professional development offered within every level of the organisation. In addition, businesses are also rewarded for the optimisation of their employment policies and the quality of work experience programmes that they offer.



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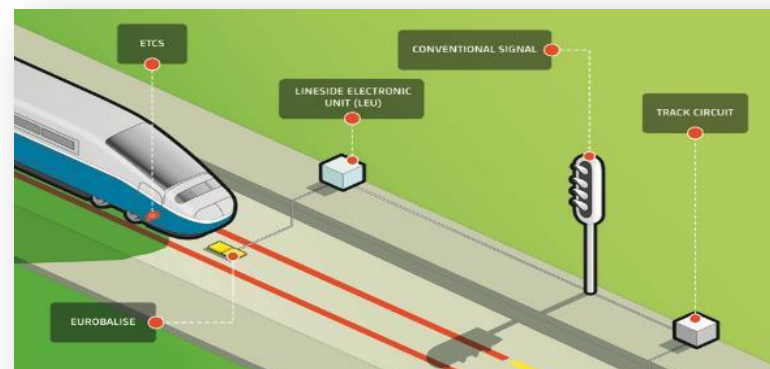
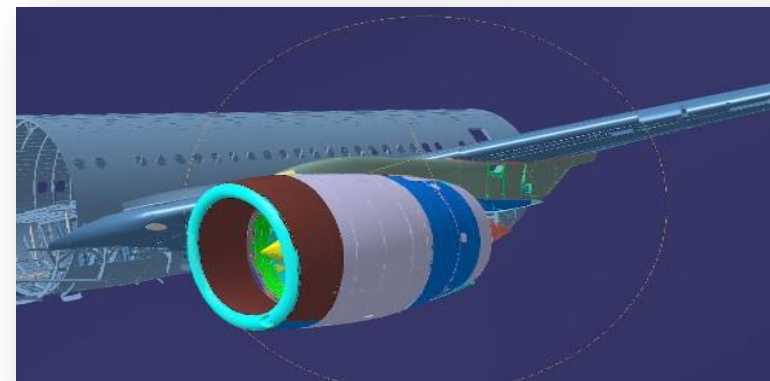
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ENGINEERING

DIVISION



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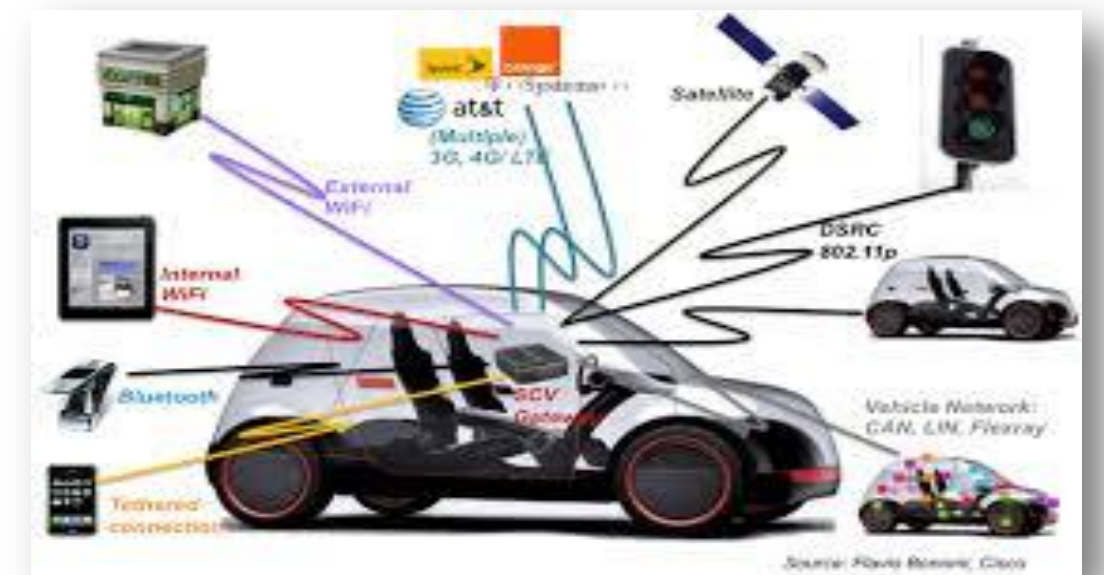


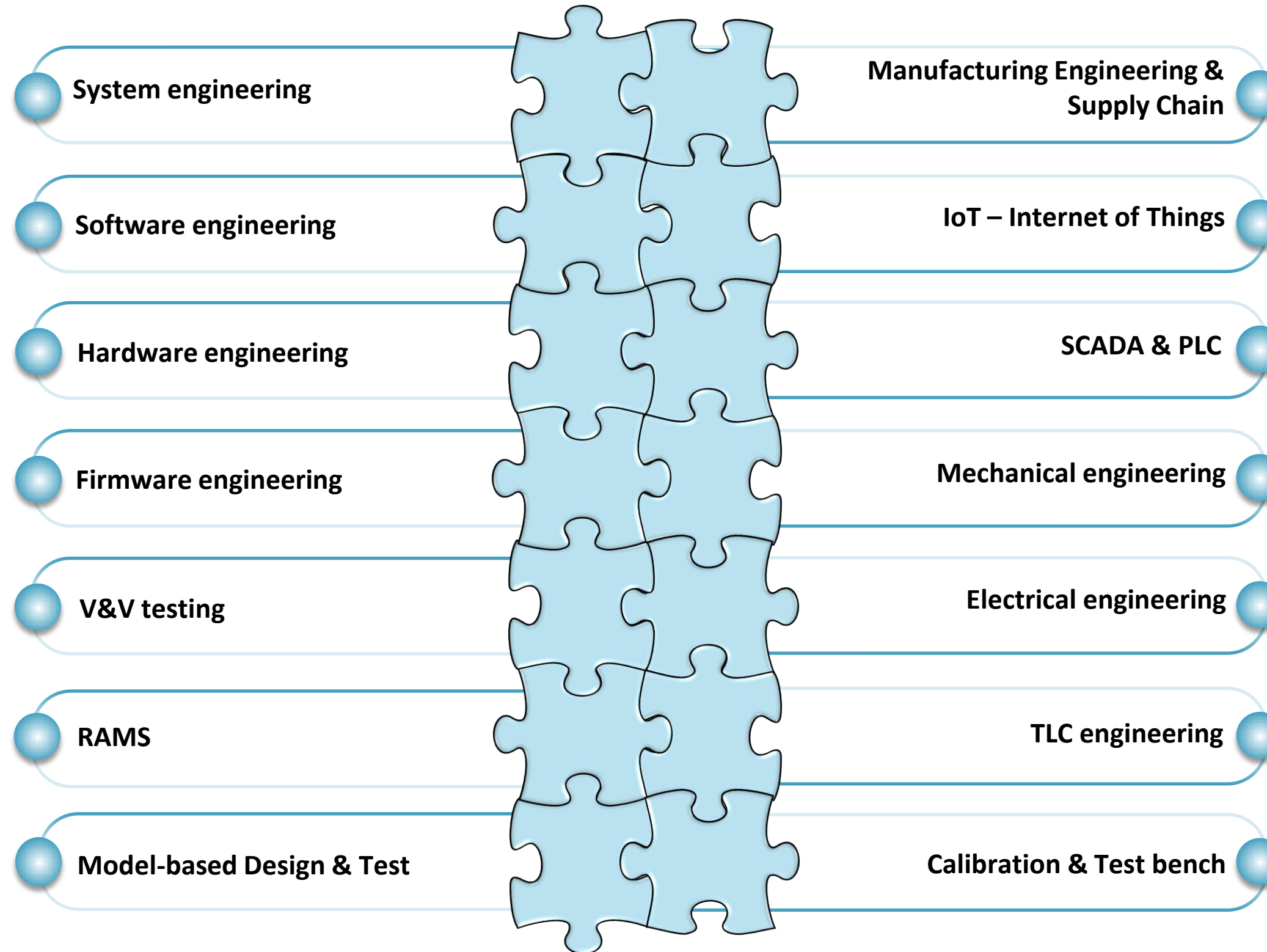
ENGINEERING INDUSTRY COVERAGE

- Automotive,
- Railway,
- Automation,
- Aerospace,
- Defence & Security

TELCO INDUSTRY COVERAGE

- Telecommunications
- Media
- Automotive





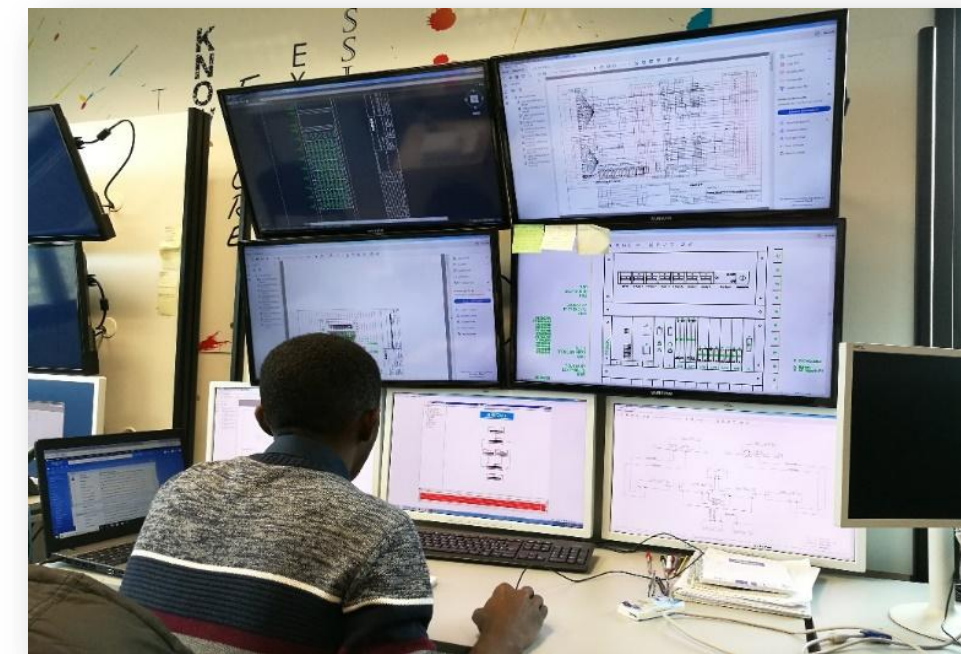
WHAT IS IT ?

- Operator stations that reproduce those present on the field
- Virtual server machines for the development of SCADA applications
- OPC / SNMP simulators
- Structured team of 4/5 people



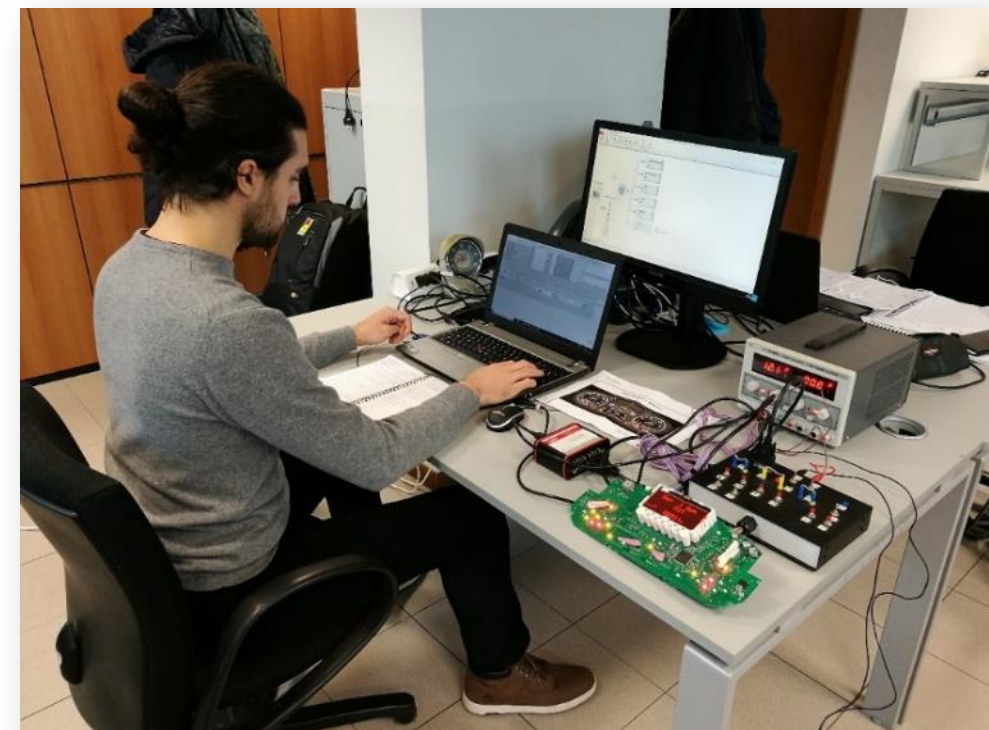
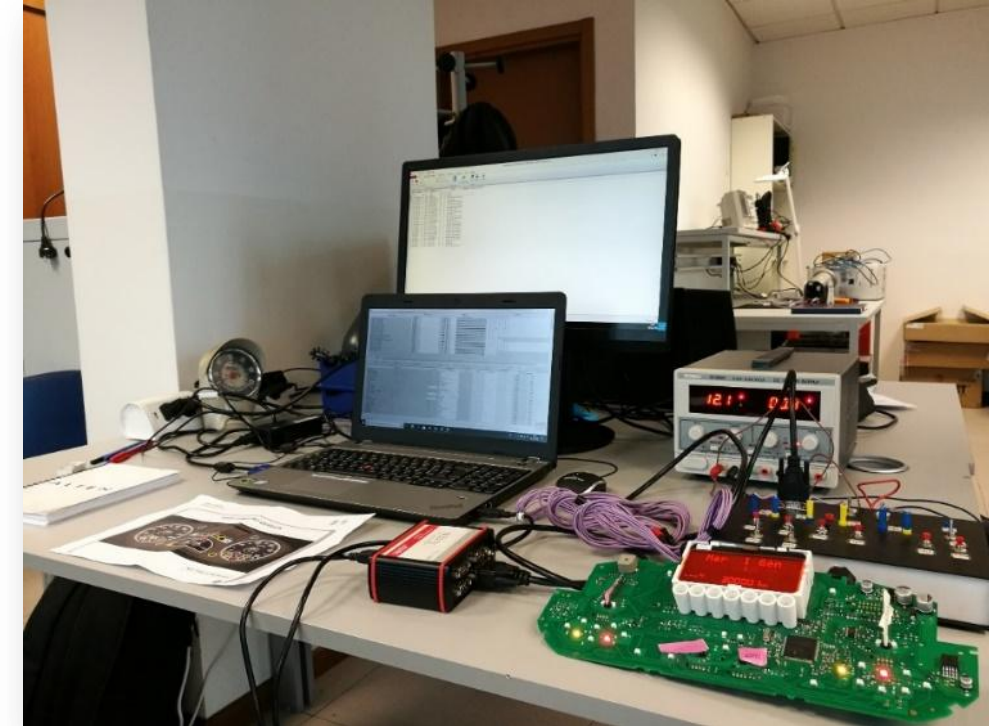
WHAT DO WE DO?

- Executive / Constructive Project
- Development , verification and validation
- Installation
- Sustaining



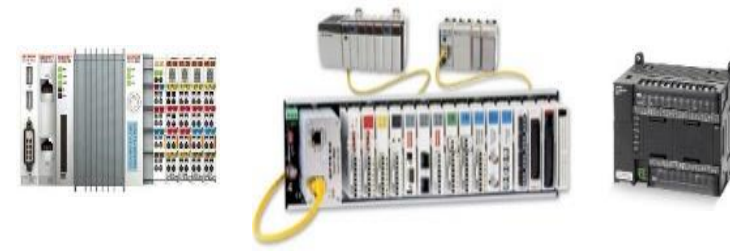
WHAT DO WE DO?

- Automatic Test for Cluster and Infotainment validation (Ferrari, Maserati, Lamborghini, MM)
- Development and Validation of HMI, Wireless systems, Displays, Networked
- Access Control
- ECU validation
- System Engineering: Development of Embedded Systems
- Tools: CANCase, CANalyzer, DIAnalyzer



CONTROL LEVEL

- Scada
- PLC / Industrial
- PC
- Motion Control

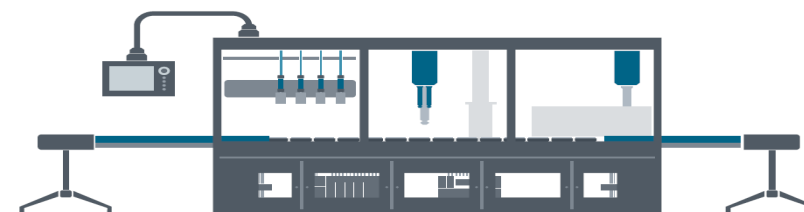


*Work
in progress...*



FACTORY FLOOR & OPERATIONS

- Mechanical Design
- Electrical Design
- Embedded SW
- Machine Learning



The EMBEDDED CoE focuses on the development of software intensive products for various industries



- Embedded real-time software design and development
- Real-time Operating Systems
- Firmware and FPGA design and development

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LIFE SCIENCES

DIVISION



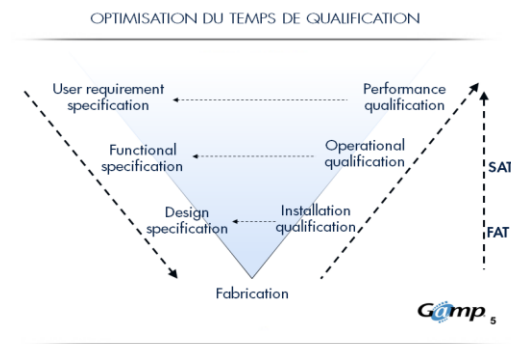
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LIFE SCIENCE INDUSTRY COVERAGE

- Pharmaceutical,
- Biotechnology,
- Medical device,
- Nutritional,
- Cosmetics
- Packaging
- Radio-Pharmaceutical

For each Life Science Area, ALTEN proposes High Quality solutions including a various range of expertise and profiles, in the following sectors:



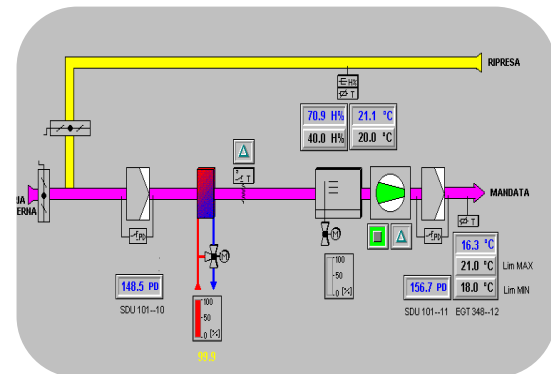
CSV



ENGINEERING



QA&Compliance



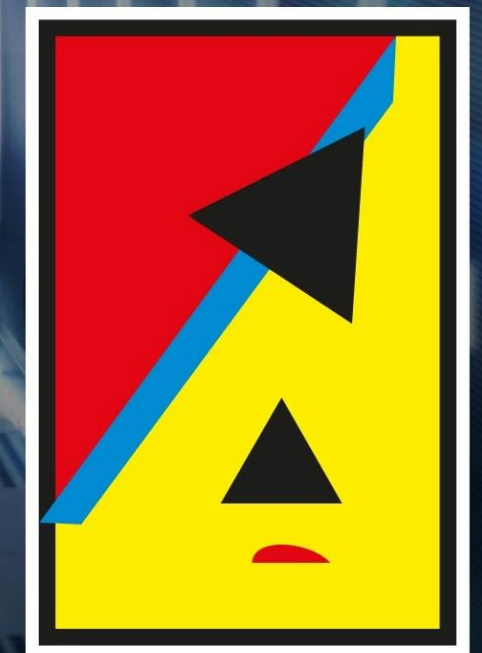
IT&Solutions



CRO activities

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IT
DIVISION

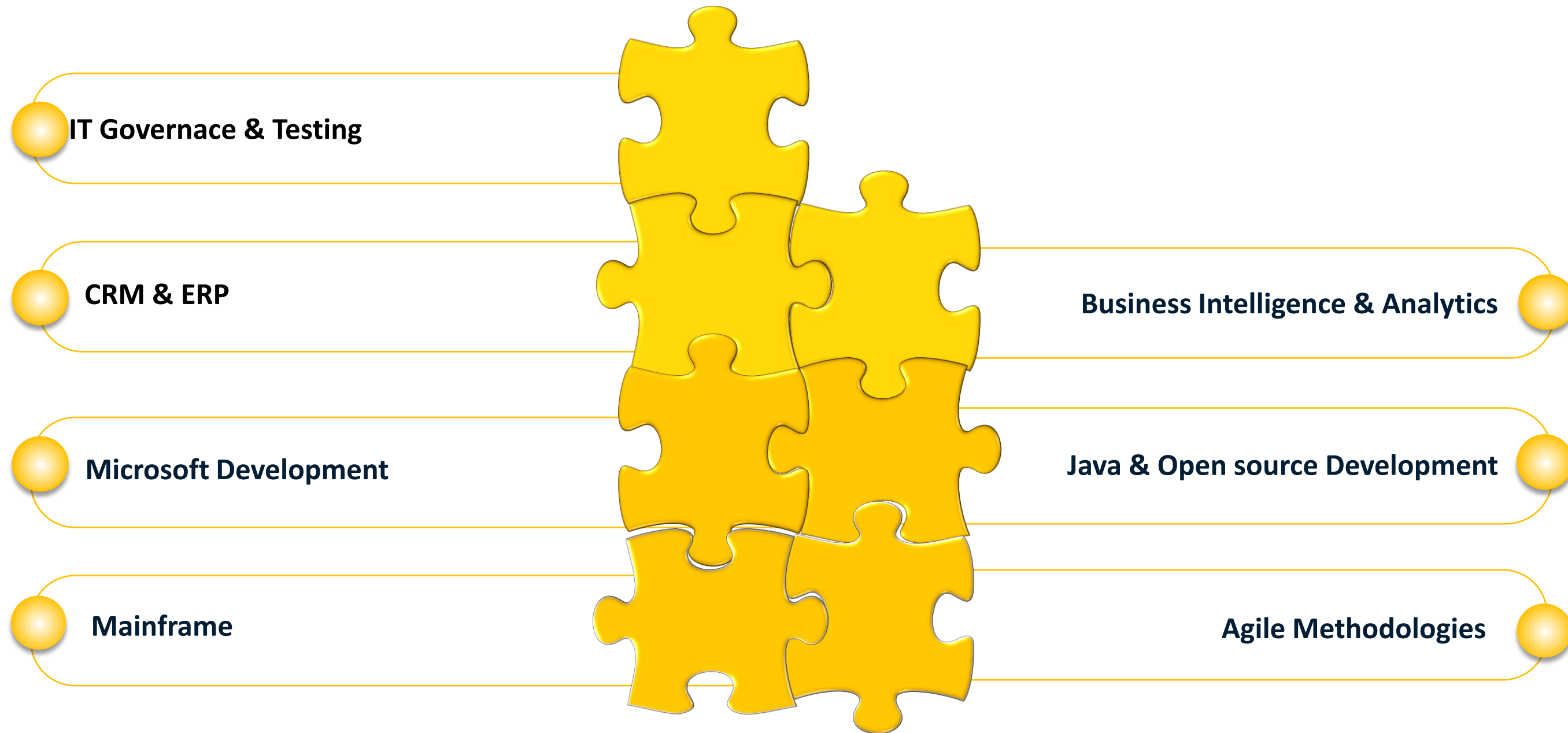


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IT INDUSTRY COVERAGE

- Finance & Insurance,
- Industrial,
- Gaming,
- Gambling,
- Entertainment



Consulting and services focused on the most renowned schemes



- IT Quality Management in Development and Services (CMMi[®])
- IT Quality Management in Operations (ITIL[®])
- PMO (PMI[®])
- Testing (ISTQB[®])
- Agile development and Testing
- Requirements Engineering and Demand Management (REQB[®])
- KPI Management



ALLEN ITALIA ACADEMY



ALLEN ITALIA IS:

- The first Italian Accredited Training Provider, accredited by ITA-STQB for providing training courses on software engineering; it covers the whole range of **ISTQB**[®] courses (Foundation, AL Test Manager, AL Test Analyst and AL Technical Test Analyst and AL Test Automation Engineer) and **IREB**[®] schemes
- The only Italian Company providing training on testing for mobile applications (**CMAP**)
- **IQBBA**[®] Registered Education Provider, offering IQBBA[®] Foundation Level training in Business Analysis
- **PMI**[®] Registered Education Provider, offering training in project management
- **SCRUM ALLIANCE**[®] Registered Education Provider in Agile Methodology
- Provider in Agile Methodology for the **Leading SAFe**[®] 4.5 training
- Certified by **BMC** for providing trainings on Remedy ITSM, Discovery, Workload Automation
- PeopleCert[®] Registered Education Provider, offering the **ITIL**[®] v4 Foundation training



TESTING & GOVERNANCE Centre of Excellence

Logos for various testing and governance partners including ISTQB, Project Management Institute, QITIL, MICRO FOCUS, International Scrum Institute (SMAC and SPOAC), Scrum Alliance (REP), Microsoft, ATP, Scaled Agile Partner (Gold), and IREB.

ITSSM & ITOM

bmc
Partner

APPLICATION SOFTWARE

Microsoft
GOLD CERTIFIED
Partner

BUSINESS INTELLIGENCE

sas Alliance
Silver Member



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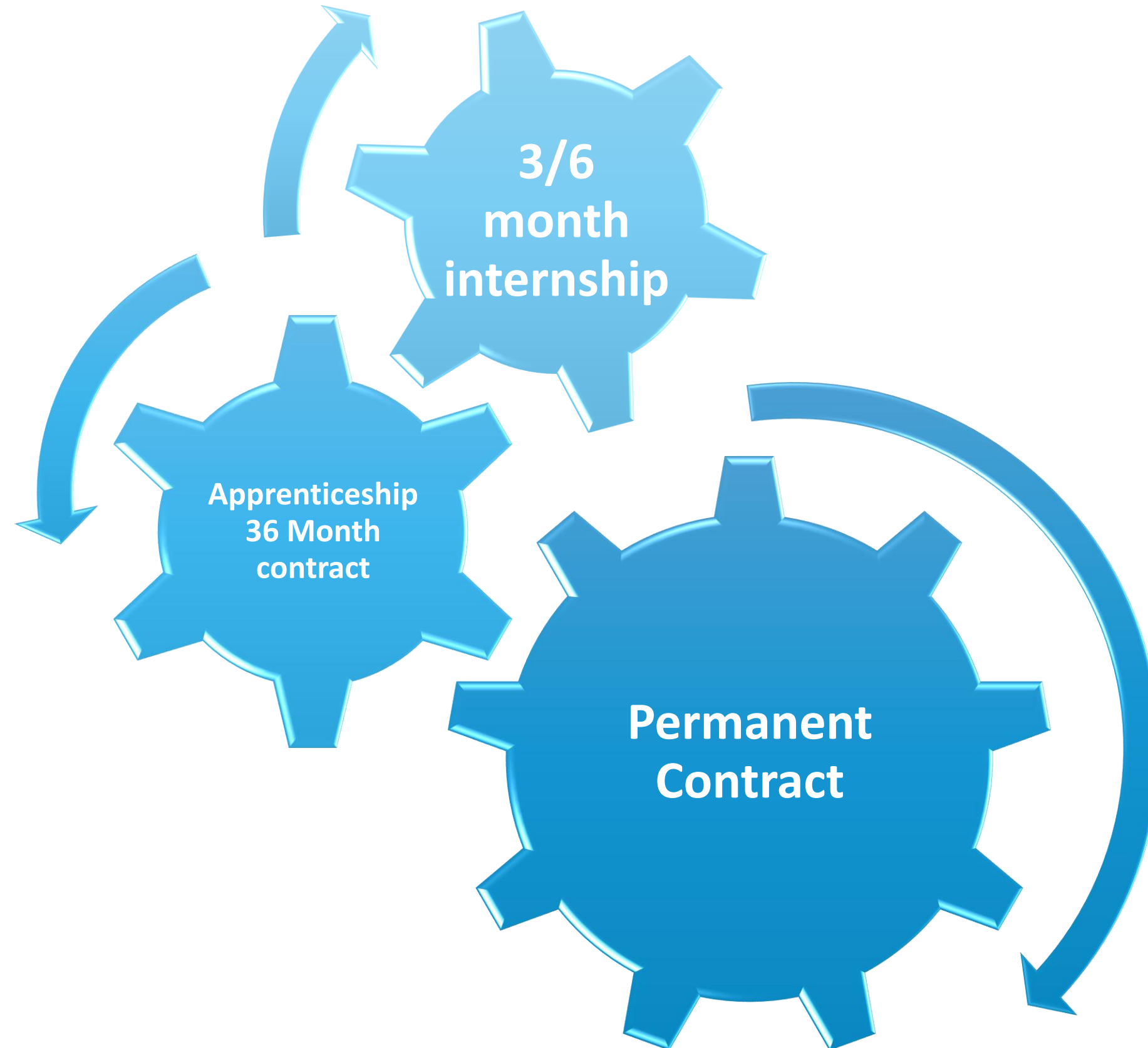
**FOCUS YOUR GOAL
MAKE YOUR BEST**

JOIN US!

Recruitment Process



Career Path





Technology Oriented

CAREER STEPS

JUNIOR CONSULTANT		
EXPERIENCED CONSULTANT		
EXECUTIVE CONSULTANT		
SPECIALIST 1 CONSULTANT		
SPECIALIST 2 CONSULTANT		
ACCOUNT MANAGEMENT PATH	TECHNICAL EXPERT PATH	TECHNICAL MANAGEMENT PATH
KAM KEY ACCOUNT MANAGER	EXPERT 1	PROJECT MANAGER SERVICE MANAGER
GAM GLOBA ACCOUNT MANAGER	EXPERT 2	TUM

Sales Oriented

CAREER STEPS

MANAGING DIRECTOR

SENIOR MANAGER

COACH BUSINESS MANAGER

EXPERIENCED BUSINESS MANAGER

BUSINESS MANAGER

JUNIOR BUSINESS MANAGER





How can you find us?

