everis
an NTT DATA Company

Fòrum d'empreses ESEIAAT

2021

Consulting, Transformation, Technology and Operations

everis.com

Speakers presentation

We are always interested in participating in as many activities as we can in order to meet new people and help them become part of our team

Augusto Gibernau

Business Industry Director

Education: MSc in Business Administration & EMBA (ESADE)

Experience: +12 years in business consulting

Top projects:

- Digital transformation (including the operations model) of top industrial companies in its sector
- Strategic and internationalization plan for a digital company
- Supply chain excellence (planning, operations, warehouse, transportation, manufacturing, purchases)
- Operations model and BSC

Victor Marqués

Engagement Manager

Education: MSc in Aerospace Engineering (ETSEIAT)

Experience: +5 years in business consulting

Top projects:

- Route-to-market model transformation for a FMCG company
- Process reengineering for 6 subsidiaries of a building material distribution group
- Additive manufacturing market opportunity sizing for a petrochemical company
- Deployment of a reverse logistics model for a FMCG company

Aleix Martínez

Project Leader

Education: MSc in Industrial Engineering (ETSEIB) & MSc in Design Engineering and Management (École Centrale Paris)

Experience: +6 years in IT consulting

Highlights:

- Subject Matter Expert on everis Hospitality BU.
- Experience in Digital Distribution Transformation Programs
- Deep knowledge about CRS deployment projects and Sabre Suite.
- Business development and digitalization in Sports

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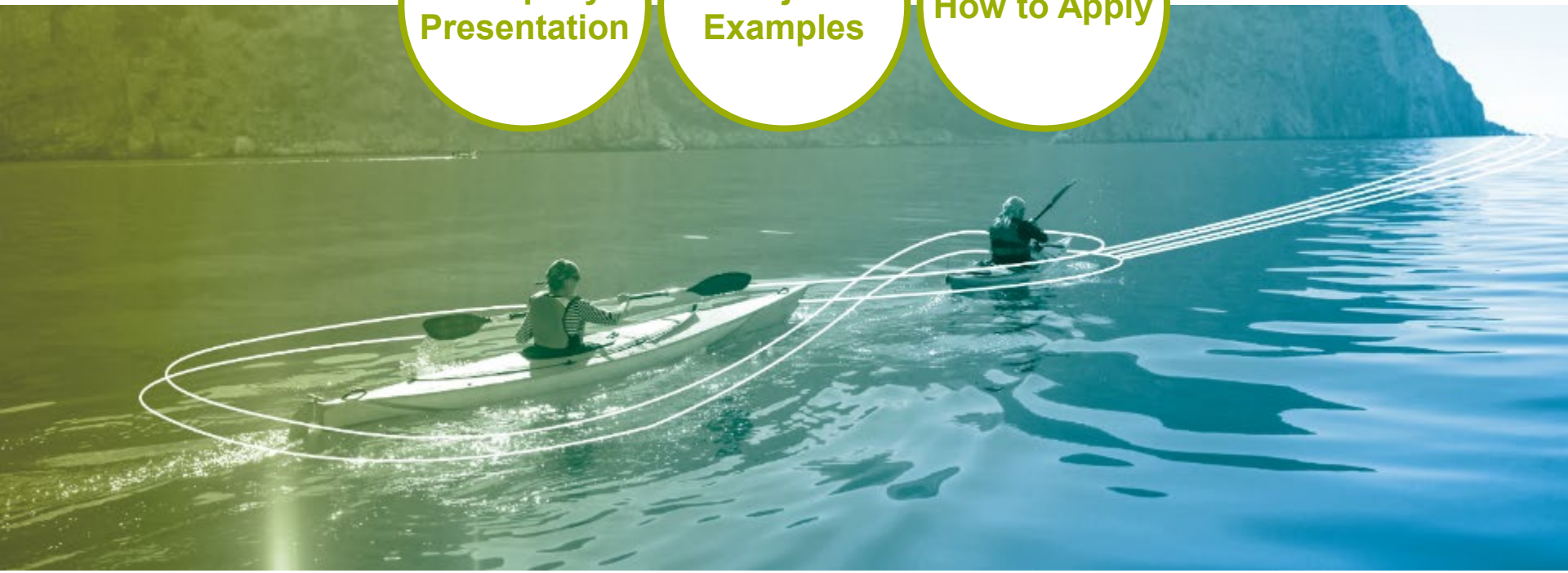

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01 Company Presentation

everis

everis belongs to the NTT Group, which provides services to 88 of the Fortune 100 companies in their operations across the globe

everis an NTT DATA Company

everis an NTT DATA Company	NTT DATA Trusted Global Innovator — Ranked 8th in the IT services field	NTT Group — Working with 88 of the Fortune 100 companies
Over **27.000** professionals	Over **130.000** professionals	Over **310.000** professionals
We operate in **17** countries	Present in **51** countries	Present in **88** countries
Turnover of **1.4** billion euros	Turnover of **$21** billions	Turnover of **$109** billions

Closed on 31 March 2020. History of the **everis Group's** turnover (billion euros)

What do we offer?

everis is governed by **3 concrete values**, very present in the **day to day of the company**

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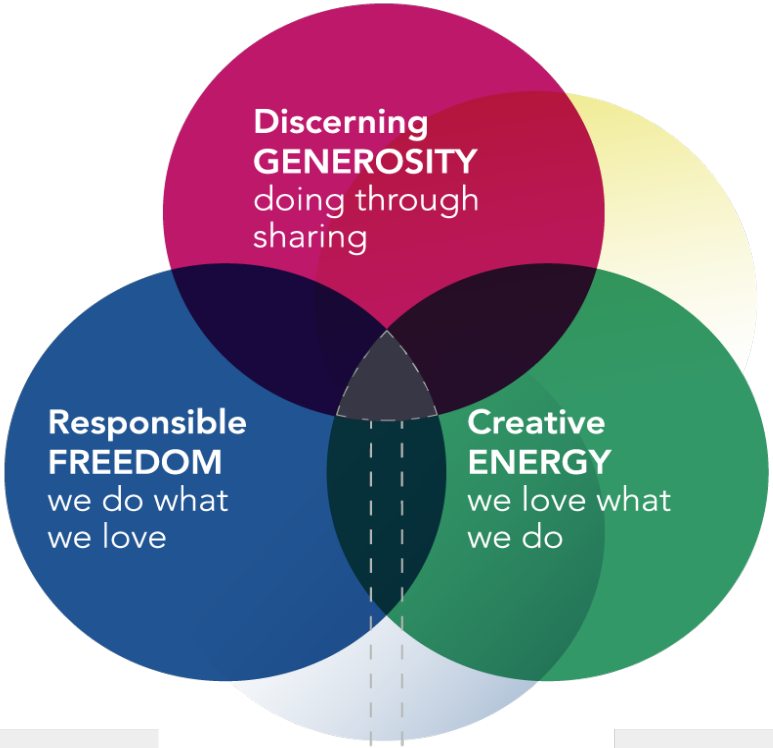

You grow by making your team grow.
We share information with clarity.
We celebrate our joint successes.

We are fully responsible for our own decisions.
We are fully committed to what we do.
We always respect the autonomy of others.

We are passionate about being the best at what we do.
We think and do things differently. We don´t like to conform!
We overcome impossible challenges by always having a positive attitude.

CONSISTENCY
we do what we say

TRANSPARENCY
we say what we do

CONSISTENCY - TRANSPARENCY
We practise what we preach.
We honor our commitments.
We build trust and we are here to meet your needs.

everis offering

everis has a catalog of **end-to-end cross solutions** applied to 6 sectors and through 5 business lines

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Banking	Insurance	Public Sector & Health	Industry	Utilities & Energy	Telecom

Business Consulting

Technology and Advanced Solutions

SAP

Outsourcing

BPO

Business units detailed below

02

Project Examples

Project Examples

Strategic planning project

Context

Plastic manufacturer specialized in a certain polymer production for automotive, healthcare, consumer goods...

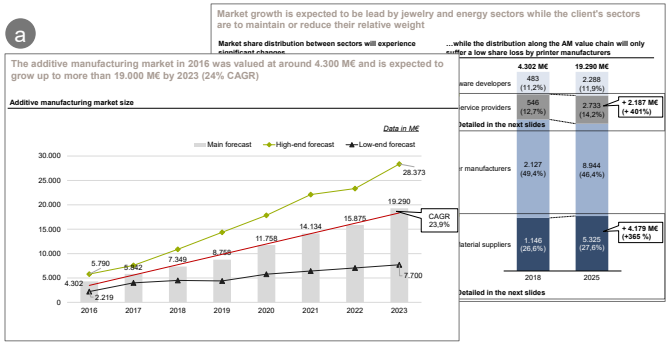
This manufacturer **partnered with everis to explore the business opportunity for in the additive manufacturing industry.**

Challenges

After a period of steady growth and consolidation as a global reference player in plastic manufacturing, our client was thinking about **leveraging their specialist knowledge to enter into the additive manufacturing market**, thus the key questions to answer were:

- **Is there an actual business opportunity** in additive manufacturing?
- If so, **which role should they take** in this market?

a



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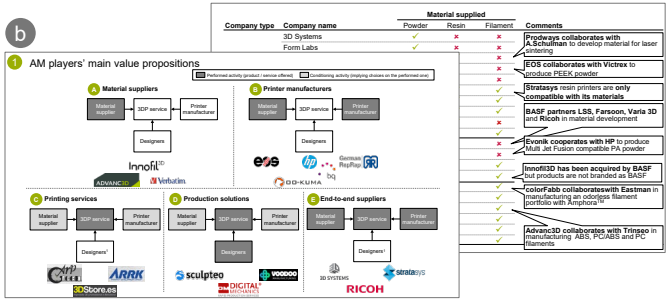

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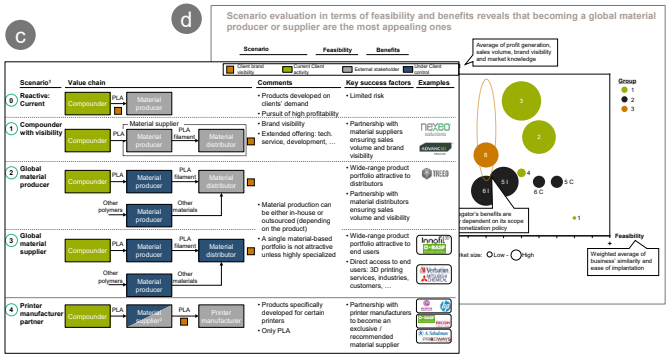

Results

The analysis of the business opportunity in the additive manufacturing was made of:

- **Internal analysis:** company's **value proposition and capabilities**, **aspiration** in the additive manufacturing business and **challenges**
- **External analysis**

a
- **Demand analysis: sizing of** current and future **market segments**

b
- **Offer analysis:** review of the **value chain and competitive landscape**, identifying the current **relevant players**, their **value propositions** and their **key success factors**
- **Diagnosis**

c
- **Definition of the potential business scenarios**
  - **SWOT analysis** for each scenario

which resulted in **2 final outputs:**

d
- **8 business scenarios** and **revenue potential for the client** in each of them
- **Selection of the most adequate scenario**, of which the business plan should be developed in a further phase

Project Examples

Technological project

Context

Mediacoach is a scouting platform for coaches of LaLiga that allows to exploit tracking data, videos and statistics of the games.

Challenges

Development of the commercial web and an user portal with online access to the statistics repository of the games. This solutions would allow to:

- Transform the most relevant information in different qualitative analysis that helps to get a better understanding of the matches.
- Generate pre-game, post-game and accumulative reports with physical and tactical data.
- Add new metrics and indicators that allow the game analysis and the performance in an easy and intuitive way.

Technologies

Angular, NET Core, NodeJS, RabbitMQ, Microservices, AWS and Google Analytics

Project Examples

Operative optimization project

Context

European low-cost carrier needing to keep its operative costs as low as possible to remain competitive as well as to find new revenue sources.

This airline **partnered with everis to carry out a business transformation office** in charge of identifying, sizing and initiatives in this sense.

Challenges

Short and medium haul flights have become a commodity in the last 15 years, up to the point **consumers are expected to pay such low fees that they barely cover operative costs.**

Therefore, **our client needs to continuously find new saving sources as well** as to have a **solid analysis supporting new investments** to ensure their profitability.

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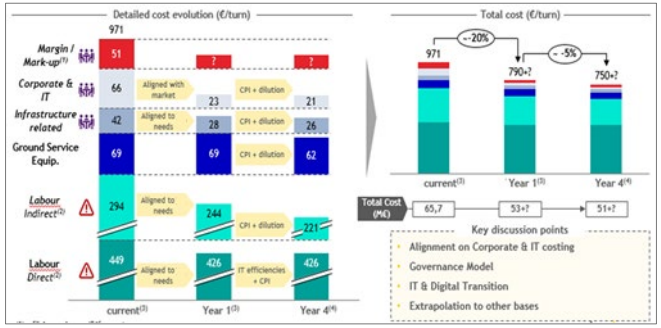

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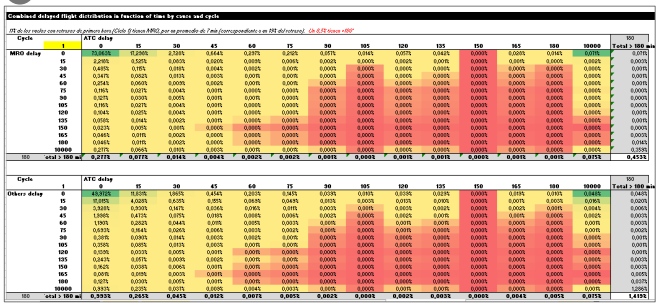

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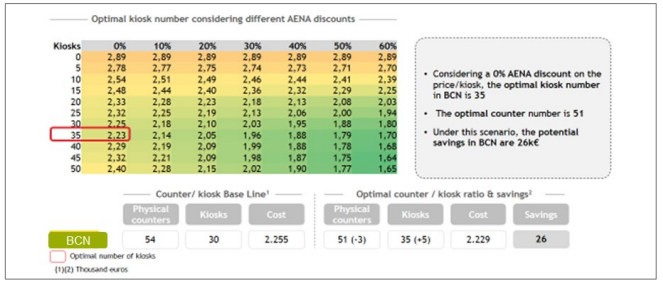

Results

Definition and implementation of initiatives and analysis of new investments in 3 domains:

- **Strategic thinking**
  - a • Handling model sizing and negotiation with the airport services supplier
  - Fleet age optimization
  - Peer cost comparison tool development
  - Delay compensation (EU261) claim process review
  - Tourism market analysis
  - …
- **Network & operations excellence**
  - b • Flight delay propagation analysis
  - Fuel hedging performance model
  - Flight connection cost analysis
  - …
- **Customer experience**
  - c • Airport counter & kiosk optimization
  - In-flight WiFi business case
  - New marketing support identification
  - …

03

How to Apply

You can apply on…

Register through our website…

https://jobs.everis.com/es/evento/forum-dempreses-eseiaat

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