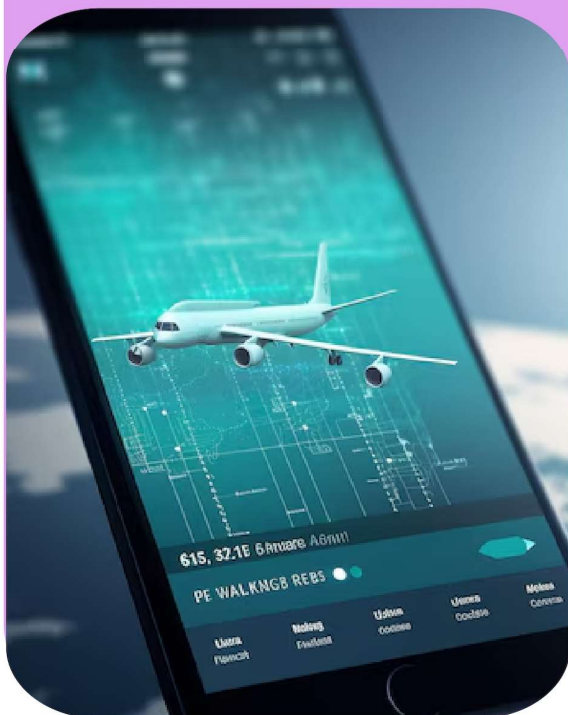




BUSINESS PROBLEM

Fraud and evasion in transportation, particularly in bus systems, present multifaceted challenges such as the manipulation of travel cards, unauthorized use across different segments, and exploitation of top-up systems.

Traditional fraud detection struggles to adapt to these sophisticated methods, resulting in significant financial losses and undermining the reliability and fairness of transport services.



OUR SOLUTION

Our team of senior experts and managers will create and implement integrated digital innovation projects that allow:

- **Efficiency and Cost Reduction** programs in several industries, with significant savings, supporting each company investment capacity and margin growth.
- **Business Development** focused on Customer Experience to foster growth, target different customer segments and to provide a single ticket and a seamless and all digital experience to the end customer
- **ESG strategy** focus for the long term, assuring compliance with ESG standards, upstream and downstream, targeting the reduction of the Environmental footprint of company activities, on promoting the Social impact of the company, with the right Governance model in place (e.g. risk management, sustainability policies).

Added Value:

These integrated skills and solutions provide companies with an agile, innovative-driven workflow, that reduces the time and cost associated with managing integrated tech-related company challenges. Real examples:

- **Transport Operator:** set up of procurement policies and inventory management optimization, reducing costs while targeting fleet availability improvement, due to the increase of spare parts availability.
- Turn around of a flagship airline, by setting up the right sizing and organization, by implementing digital processes (e.g. automatic invoice checking for effective cost reduction, collecting real time data for profitability analysis, data management policies to allow better use of available data for all company areas, etc...) and by assessing each company business units, focusing on the high profitability areas and ending others, assuring the sustainable growth of the company (from pre pandemic net losses to net profit post pandemic).
- Energy Company: set up of new tools to reduce costs, focused on developing company capabilities and talent. Cost of a major procurement category reduced by 50% in a 3 year timeframe.
- Definition of a ESG strategy for a group of companies, at the holding level, by setting up a set of initiatives for each pillar (Environment, Social and Governance), defining policies and org model, to assure compliance with relevant standards, while leveraging ESG as an opportunity to tackle existing challenges of the company.

Target Markets:

Designed for big B2C/B2B companies undergoing scale up or transformation projects, that manage a high volume of processes and data, and need to improve efficiency and reduce costs through innovation and digital transformation, while assuring sustainability of the business.

