

**COMPANY PROFILE**

**BV'ГЕСН**

# BV TECH AT A GLANCE 2023

Founded in 2005, BV TECH is one of the main players in the Information and Communication Technology and Data and Information Security markets.

**€164M**  
Revenues

**1200**  
Employees

**22,2%**  
Ebitda

**15**  
Operational Companies

**10%**  
R&D

**20**  
Offices across  
Europe, Switzerland,  
UK e USA

**BV TECH**

“

*BV TECH supports institutions and companies to seize all the opportunities offered by technology and to be able to respond to current and future challenges, making them unique opportunities for development and innovation.*

*Innovative programs and investments in the latest technologies are urgently needed. Technological systems are the backbone of changes that are now immediately required. BV TECH, the main player in the ICT sector in Italy, stands as the playmaker of a renaissance of the national ICT industry in the coming years.*

*Because ICT is the infrastructure of the future.*

**Raffaele Boccardo**

President and Founder of BV TECH

# CONNECTING THE WORLD TO ITS FUTURE



**CLOUD & INFRASTRUCTURE**  
Design, creation and management of ICT infrastructures



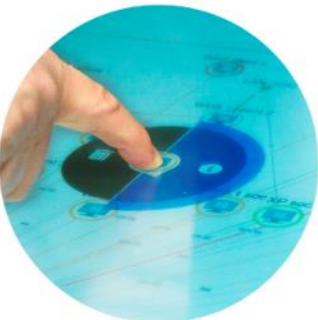
**SOFTWARE**  
SW design and development and System Integration



**CYBERSECURITY**  
Security for digital processes, data and information technology



**DIGITAL TRUST**  
Document storage and Business Process Outsourcing



**DATA SCIENCE**  
AI, Advanced Analytics, Big Data, Data Warehouse e Data Mining



**CONSULTING**  
Full-service consultancy, from strategy to operational management.

# MAIN MARKETS



**PUBLIC  
ADMINISTRATION**



**HEALTHCARE**



**SPACE AND  
DEFENSE**



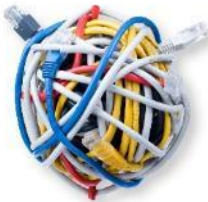
**HOMELAND  
SECURITY**



**INDUSTRY**



**TRANSPORTATION**



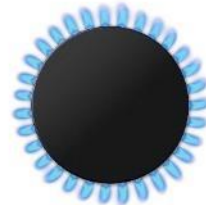
**TELECOMMUNICATION**



**MEDIA**



**FINANCE**



**ENERGY  
UTILITIES**



**FASHION**

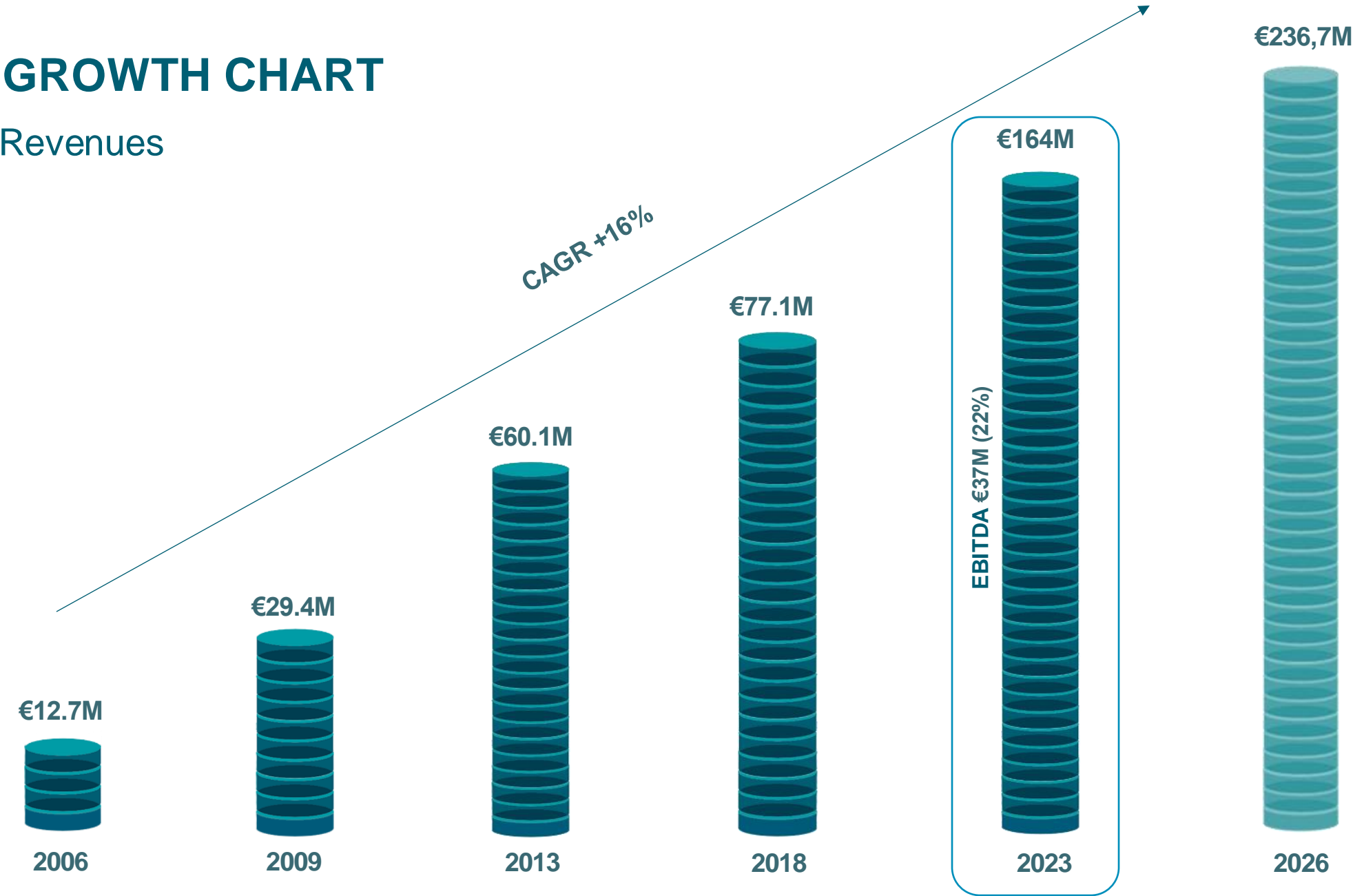


**RETAIL & GDO**

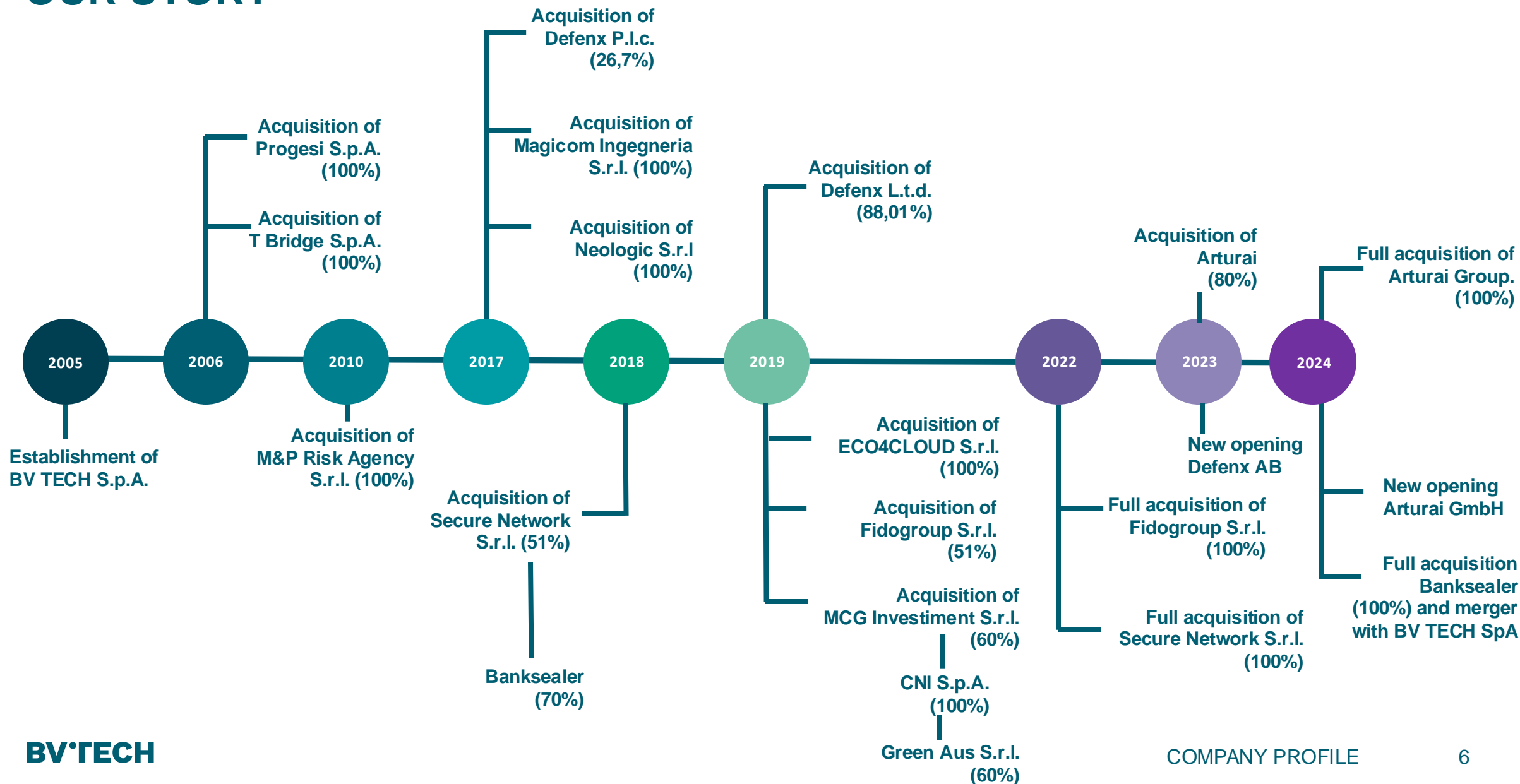


# GROWTH CHART

Revenues



# OUR STORY



# INDUSTRIAL RENAISSANCE

- Platforms, solutions and services for critical infrastructures security.
- Distinctive skills and specializations at the service of people's freedom and security.
- Established partnerships with top Italian and international universities and research institutes.
- Investments in the most advanced technologies.
- International presence.



*Strong leadership in the field of ICT  
and Cybersecurity to bring about a new  
global technological awareness.*

# AT THE SIDE OF INSTITUTIONS AND ORGANIZATIONS, TO SUPPORT THE DIGITAL TRANSFORMATION



7

WORLDWIDE COUNTRIES

20

OPERATIVE OFFICES

## BV TECH

Arturai

CNI

Defenx

Eco4Cloud

Fidogroup

Green Aus

Magicom Ingegneria

M&P Risk Agency

Neologic

Progesi

Secure Network

T Bridge



# QUALITY AND RELIABILITY ASSURANCE

## BV TECH provides:

### THE BEST TAILOR-MADE SOLUTIONS

in the industry that are custom fit based on customers needs.

### CUSTOMER-CENTRIC APPROACH

respecting the time, costs, and quality of every project all while ensuring the highest levels of safety.

### MANAGEMENT OF THE COMPLETE LIFE CYCLE

of ICT solutions: from the definition of the requirements to the systems' conception, design, implementation, installation, maintenance and evolution.

### PROVEN RELIABILITY AS A PARTNER

working alongside leading national and international players.

# OUR TEAM

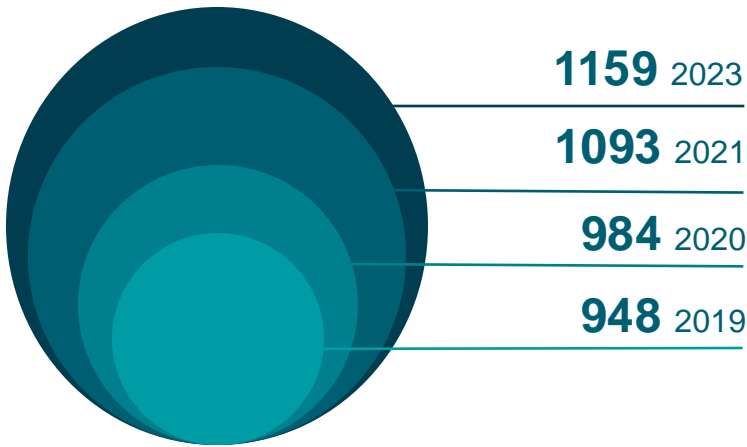
At BV TECH our employees share a **passion and commitment to innovation.**

Our team consists of highly skilled men and women with interdisciplinary and multidisciplinary experience reconstructing and strengthening Italy's ICT industry.

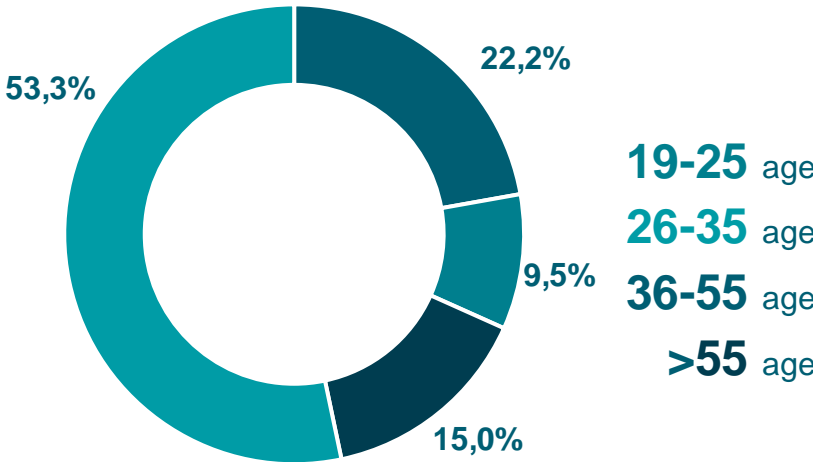
Our growth is based on a **customer-centric approach that fosters collaboration, recognition and trust.**

Our results to-date have proven our commitment to **continuous training and development** in order to gain the necessary knowledge to face the challenges of the dynamic, rapidly evolving landscape.

Employees growth



Employees by age



# MARKETS



## PUBLIC ADMINISTRATION

BV TECH combines the management and growth of public information assets, the definition of innovative models for Public Administration processes, digital infrastructure development and the implementation of solutions to realize superior operational ecosystems. The main operational areas include Agriculture, Environment and Land, Justice, Health, Public Finance, and Infrastructure. BV TECH offers tools and models to govern renewal and to simplify and innovate operating processes with effective and efficient systems.



## HEALTHCARE

BV TECH supports the Digital Transformation of processes and projects aimed at the coordination and management of information and administrative workflows. On a regional level, it provides new strategic models for the management, planning, and monitoring of systems and for the organization of the provision of services. On a local level, it manages the cycles of prescription, booking, and delivery of services in support of clinical activity. In hospitals, with the help of an Enterprise Service Bus which it supplies for Italy, BV TECH guarantees interoperability, avoiding lock-ins and incompatibility issues among different products within the hospitals.

# MARKETS



## DEFENSE AND SPACE

BV TECH develops technologies and software for the main National Defense programs. Directly participate in modernization and enhancement programs for C4ISTAR, Cyber Defense, Training and Simulation, Engineering Logistics Support and Facilities and Infrastructures. In Italy and abroad, BV TECH participates in the implementation of command-and-control systems for land, air and naval applications, Mission Planning systems, radar systems, middleware infrastructures, training simulators, validation processes for weapons and combat systems, and applications for air traffic control.



## HOMELAND SECURITY

BV TECH develops proprietary technologies in Cybersecurity and the proactive defense of the country's critical infrastructures. It collaborates with leading public and private national institutions in the design, implementation and operation of complex ICT systems and services for Big Data and AI management, as well as technologies and solutions for effective defense from the cyber threats against the national security. BV TECH has also developed distinct scientific-technological skills through significant research projects in the field of the National Military Research Plan.



# MARKETS



## INDUSTRY

All industrial sectors are increasingly automated and interconnected. BV TECH offers solutions in ICT Outsourcing, Customer Care, Information Security, Centralized and Distributed Data Management, Server Virtualization, fixed and mobile telecommunication networks, Business Intelligence, Business Processing Outsourcing, Electronic Document Management, certified IT conservation and physical archiving. BV TECH has carried out important national and international projects in the fields of Environment, Agriculture, Sustainable Transportation, and Logistics Processes.



## TRANSPORTATION

The transportation ecosystem will be revolutionized by the power supply, the sharing paradigm, and autonomous driving. BV TECH carries out studies and consulting services for National Transportation governance and planning, provides models and implementation of innovative services and systems for transportation and develops logistic-productive projects on national and European levels. Through the know-how acquired through participation in European programs on research and transnational cooperation, BV TECH designs and implements solutions for transportation using methods and tools for the Intelligent Transport System, Simulation Models and Big Data.

# MARKETS



## TELECOMMUNICATION

BV TECH specializes in the evolution of existing communications infrastructures and operational management, with the ability to integrate Business and Operation areas. It excels in identifying new technological solutions and defining internal processes for new modes of business. In the Cloud field, BV TECH is the ideal partner for large Digital Transformation projects and for performance and security in the provision and use of application services



## MEDIA

BV TECH is a landmark in Digital Media and Communications. It offers innovative services, solutions and products in production, post-production and interactive management of audio content and video, video communication and streaming solutions - Live and On Demand - for financial communication, corporate, institutional and product. Furthermore, BV TECH designs and produces digital communication events with a high technological and scenographic impact.

# MARKETS



## FINANCE

Performance and security are the central themes of the financial sector. BV TECH collaborates with the main national and international players on electronic payment systems and offers strategic and management consulting for the construction and management of large Italian and international projects. BV TECH designs and manufactures solutions and services in FinTech and Monetics, card processing payment (Issuing) and acceptance of payments by merchants (Acquiring), with particular attention to Information Security Management, Fraud Prevention and Cybersecurity.



## ENERGY E UTILITIES

BV TECH provides strategic consulting and security assessments for energy networks that require the efficient integration of intelligent systems. On a national level, it ensures the disbursement of economic incentives aimed at promoting the development of Renewable Energy. On a regional scale, it facilitates new design and construction modalities and supports professionals and citizens for Energy Certifications of buildings.

# MARKETS



## FASHION

BV TECH creates VR | AR solutions and develops platforms that integrate Social, Streaming - Live and On Demand – and Analytics to support sales campaigns. It efficiently supports change with new business strategies, through advanced technologies and strategic consulting, with a focus on expansion and growth.



## RETAIL & GDO

BV TECH provides strategic consulting on the complex issue of Digital Transformation. It offers Audit, Compliance and Fraud Management services, evaluating network security by identifying and mitigating vulnerabilities. Through AI and Deep Learning, it analyzes data and supports marketing campaigns. Finally, it guarantees the stable provision of e-commerce services and related billing processes.

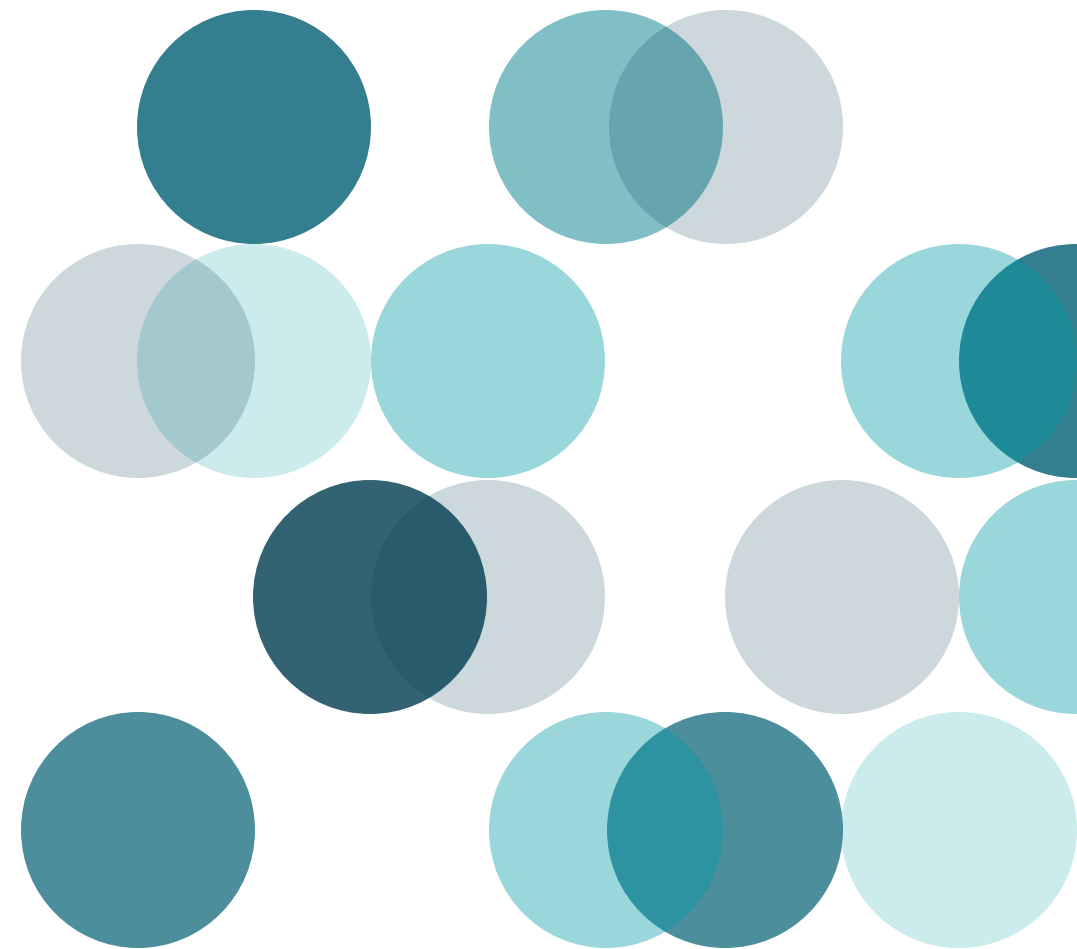


# GOVERN THE COMPLEXITY TO EXCEL

Technological challenges require the ability to manage complexity, combining speed of development, promptness of action and stability of delivery in a safe environment: **BV TECH has excellent skills and offers solutions and platforms to ensure maximum results in many operating fields.**

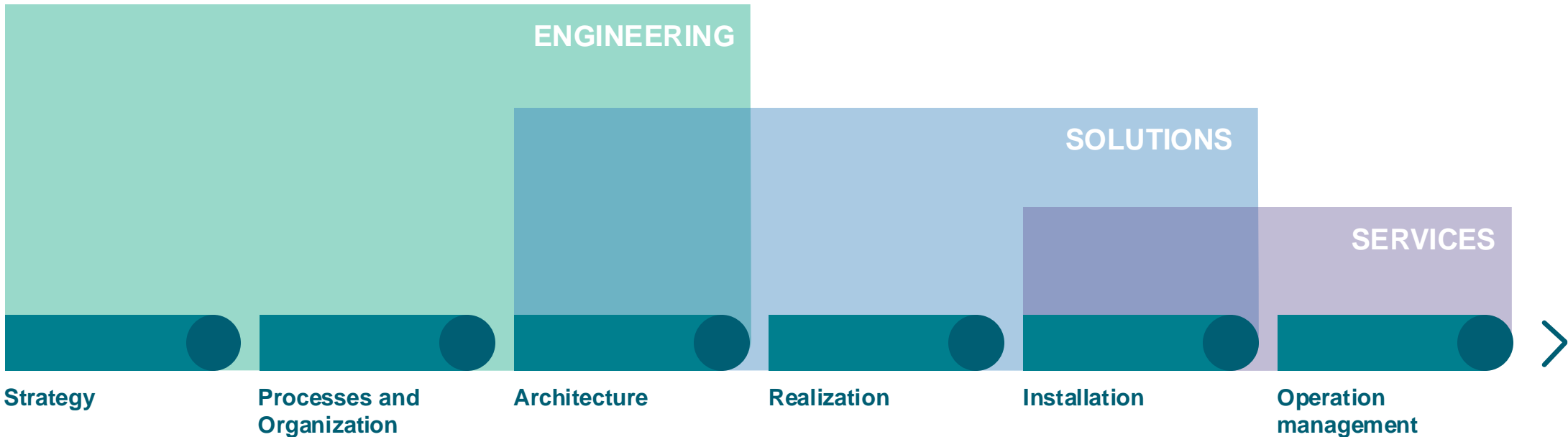
Hundreds of successful **Digital Transformation** projects for national and international customers and an evolutionary vision of Cyberspace have made BV TECH as a landmark actor in **Network Infrastructures, Secure and Intelligent Data Management, Cloud and Edge Computing and Communications.**

The BV TECH distinguishing factor is the **holistic approach to the critical issues to be solved**: from the analysis of the need, to the verification of the current and prospective technological status, to the design of targeted solutions to achieve the main strategic goals.



# FROM STRATEGY TO OPERATIONAL MANAGEMENT

From business ideas to production and design of complex information systems and infrastructures, to the operational and evolutionary maintenance.

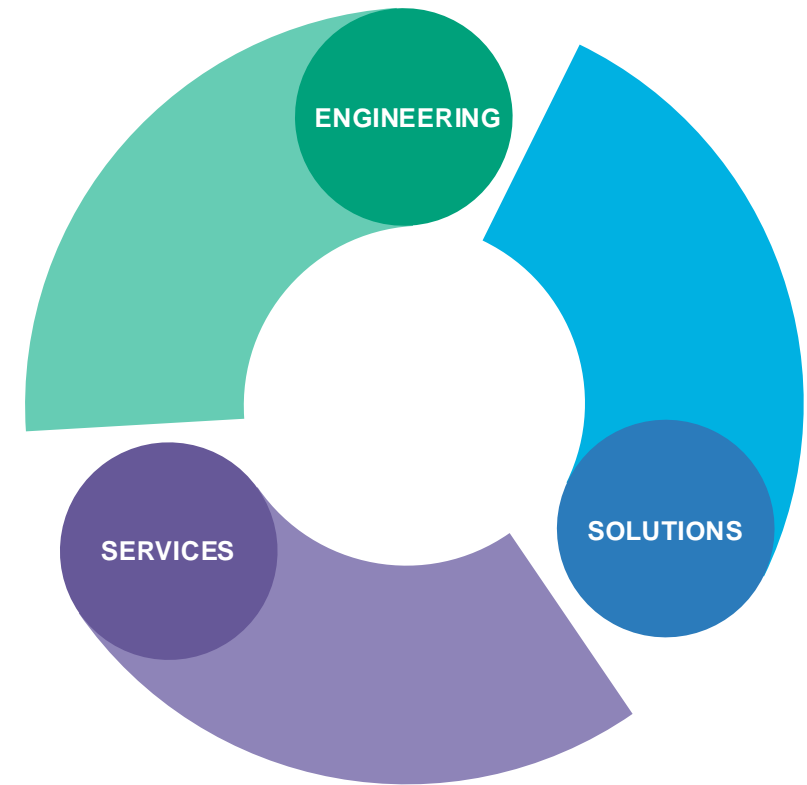


# ENGINEERING, SOLUTIONS AND SERVICES

**Engineering.** From strategy to process development and the organization of human resources, to the design, sizing and implementation of advanced ICT technological systems and data and information security.

**Solutions.** Design and implementation of "turn-key" solutions (HW and SW) in the sectors of Security Networks and Infrastructures, Fraud Detection Systems, Big Data, Artificial Intelligence, Cybersecurity and Connected Care.

**Services.** Systems and network technical assistance and operational management. Optimization of IT and telecommunication infrastructures, centralized or distributed, with operational continuity. Management of technological infrastructures (NOC, SOC), Service Desk / Help Desk, customized devices, installation, configuration and field service in the territory.



# ENGINEERING



Feasibility studies for investments in technological infrastructures and ICT systems;

Business planning, strategic positioning of customers' ICT products and services in the market;

Design of technological and application architectures;

Design of software solutions and market platforms/products;

Evaluation of investments and expected returns;

Risk Assessment & Risk Management;

ICT Advisory.

Offer Engineering;

Definition of requirements, drafting of technical specifications and management of project tenders;

Specialized consultancy focused on IT and network infrastructures;

Program and Project Management for complex projects;

Specialized technical activities on specific technologies;

System Integration Activities for Large Systems;

Business Process Engineering

Training.



# SOLUTIONS



## CLOUD & INFRASTRUCTURE

Architecture & Cloud

---

Web & Application Performance

---

Internet Of Things

---

Identity & Asset Management

---

Operation Automation

---

## DIGITAL TRUST

Document Management

---

Business Process Outsourcing

---

## CYBERSECURITY

Security Operation Center

---

DDos Protection

---

App & API Protection

---

Cyber Range

---

Ransomware Protection

---

## DATA SCIENCE

Artificial Intelligence

---

Big Data

---

Data Warehouse

---

Advanced analytics

---

## SOFTWARE

Applications design & development

---

Modelling & Simulation

---

Blockchain

---

Robotic Process Automation

---

## CONSULTING

Definition and implementation of technological and application architectures

---

Tailor made support for the analysis, development, testing and delivery of networks and systems.

---

Digital payment systems - Monetics

---

# SERVICES



## CLOUD & INFRASTRUCTURE

Digital Transformation

Managed Services & Outsourcing

Edge Services

Service Desk

Engineering Services

Plant Installations

Digital Events

Streaming Live & VOD

## CYBERSECURITY

Managed Security Services

Assessment & Advisory

Compliance

Cybersecurity Training

Digital Forensics

## CONSULTING

IT Audit & Compliance

Business Process Engineering

Complex project management

Risk Assessment & Risk Management

ICT Advisory

## DIGITAL TRUST

Private Cloud for document management

## SOFTWARE

Application Management

Application Maintenance

T&S Platforms

# PRODUCTS

## BY MARKET

### SPACE AND DEFENSE

SMART (Military Simulator for Realistic Shooting Training)

Decision Dashboard

T&S Systems

### DIGITAL MEDIA

IWCAST

### HEALTHCARE

Rhapsody

## BY ACTIVITY AREA

### DIGITAL TRUST

Spotlight

### CLOUD & INFRASTRUCTURE

Memopal

Eco4Cloud

### CYBERSECURITY

PrivateWave

IWMEET

Fraudsealer

ISMS

Deception Platform

Security Suite

Cyber Range

# CERTIFICATIONS AND PARTNERSHIP

Competence and professionalism attested by over 1000 company and professional certifications, partnership and exclusive collaborations.

SYSTEM CERTIFICATIONS	PARTNERSHIPS	LICENSES / QUALIFICATIONS
ISO/IEC 27001	Akamai	Art.28 TULPS
ISO 9001	AWS	DL 37/08
ISO 14001	Checkpoint	Bentley – Cube Dynasim
ISO/IEC 20000-1	CyberArk	PTV Viskwalk
ISO 45001	CISCO	
ISO 37001	CITRIX	
ISO 50001	Crowdstrike	
ISO 20121	Dell EMC	
SA 8000	Fortinet	
UNI 11769	Google	
SOA	HP Inc.	
	HUAWEI	
	IBM	
	Lenovo	
	Microsoft	
	Netapp	
	Nutanix	
	Onedentity	
	Oracle	
	Red Hat	
	Splunk	
	SUSE	
	Trend Micro	
	Veeam	
	Veritas	
	Vmware	
	Watchguard	
	Zerto	