





## Our values

**Present designs, creates and manages IT Solutions and Services to support digital transformation**

of customers.



### Skills and culture of doing

Our culture of doing combined with technological and process skills allows us a pragmatic approach with which we support our clients in the management and evolution of digital processes and systems.



### Partnership with the customer

We establish long-term partnerships with our clients, based on transparency, flexibility, expertise and strategic vision for the realization of their development projects.



### People care

We put all the people involved in creating value at the center: customers, employees, suppliers. We take care of the people experience and enhance the skills and aspirations of all our employees and collaborators, building an inclusive, open and opportunity-rich environment.



### Innovation

We want to proactively contribute to our customers' innovation, through a diversified portfolio of technological and sector expertise.

## Our mission

We transform our skills into innovation for customers through strategic partnerships to build the path of digital transformation together: starting from the concreteness of the present and experience, we help customers shape their future. We offer advanced technological solutions and consulting services to companies and Public Administrations to enable the innovation of business processes.



# Our story

Present's roots date back to the Pride experience, born in 1989. In 2023 it reached a **turnover of 115 million euros and has exceeded 1,500 employees**.

Over the years it has made a series of acquisitions, including Globale Value, MedioSystem, Finsoft and e-Soft, increasing its skills and verticality.

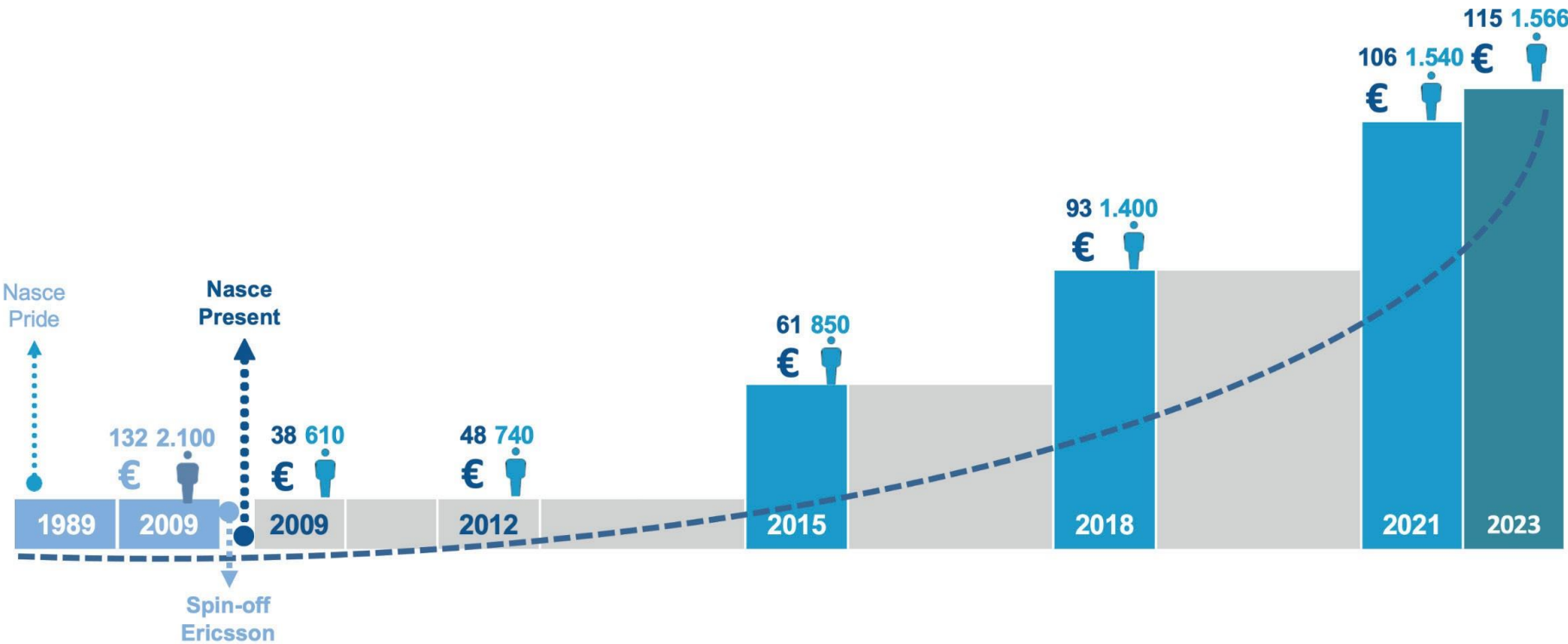
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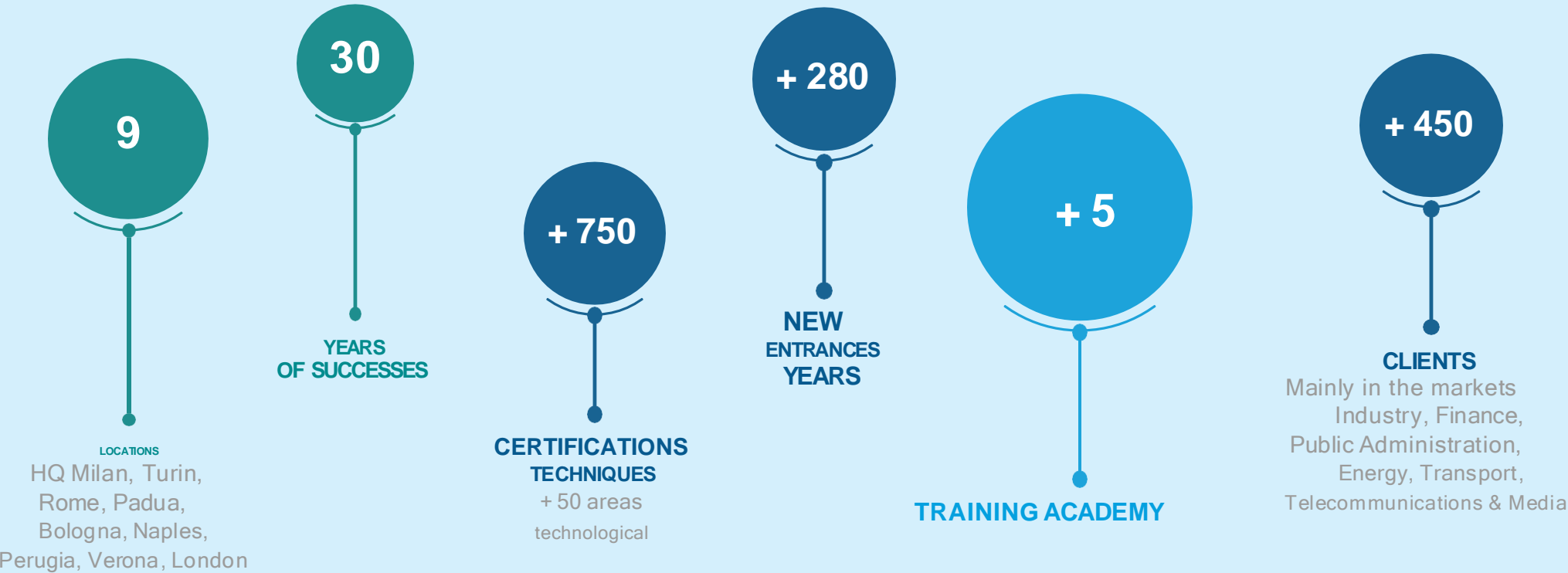
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# Present's numbers

Thirty years of success, 1800 certifications, 380 clients and 9 offices: the numbers that measure the history and achievements of Present.



# The solutions

Present offers solutions to design and manage digital innovation for companies and public administrations.

## Managed Services

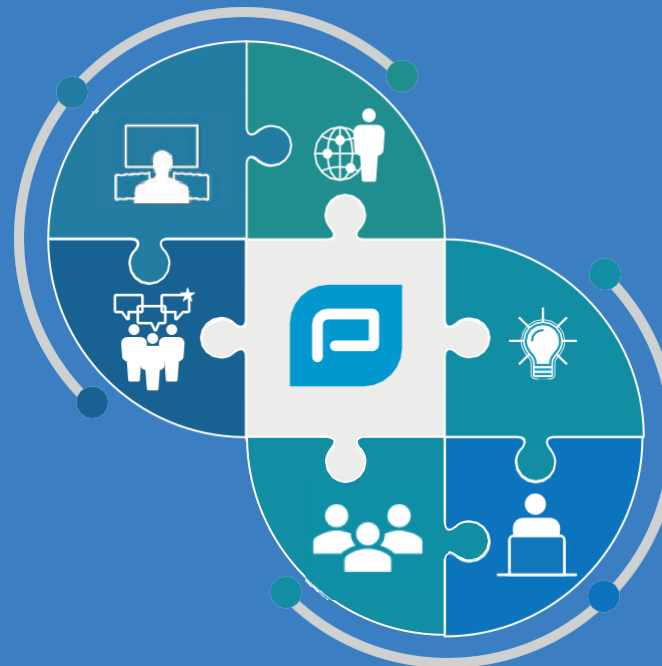
Migration of IT infrastructures to the Cloud with regard to security. Design, implementation and management of ICT solutions and services ensuring availability, robustness and scalability of the infrastructure.

## Customer Experience

Omnichannel Contact Center in on premise or Cloud architectures. Customer Service application integrations with Customer applications. CRM solutions.

## Enterprise Content & Digital Solutions

Digitalization and management of business processes. Digital transformation with Artificial Intelligence. Custom and low code developments. Document storage and management. Invoicing and electronic signature. Proprietary solution for the insurance market.



## SAP Ecosystem

Customized solutions for creating the intelligent digital enterprise by leveraging the potential offered by SAP applications and services.

## Engineering, Software and Consulting

DevOps and SecOps. Microservices. Containerization. Application Modernization. Application Lifecycle Management. Digital Twin. IoT. Engineering Services.

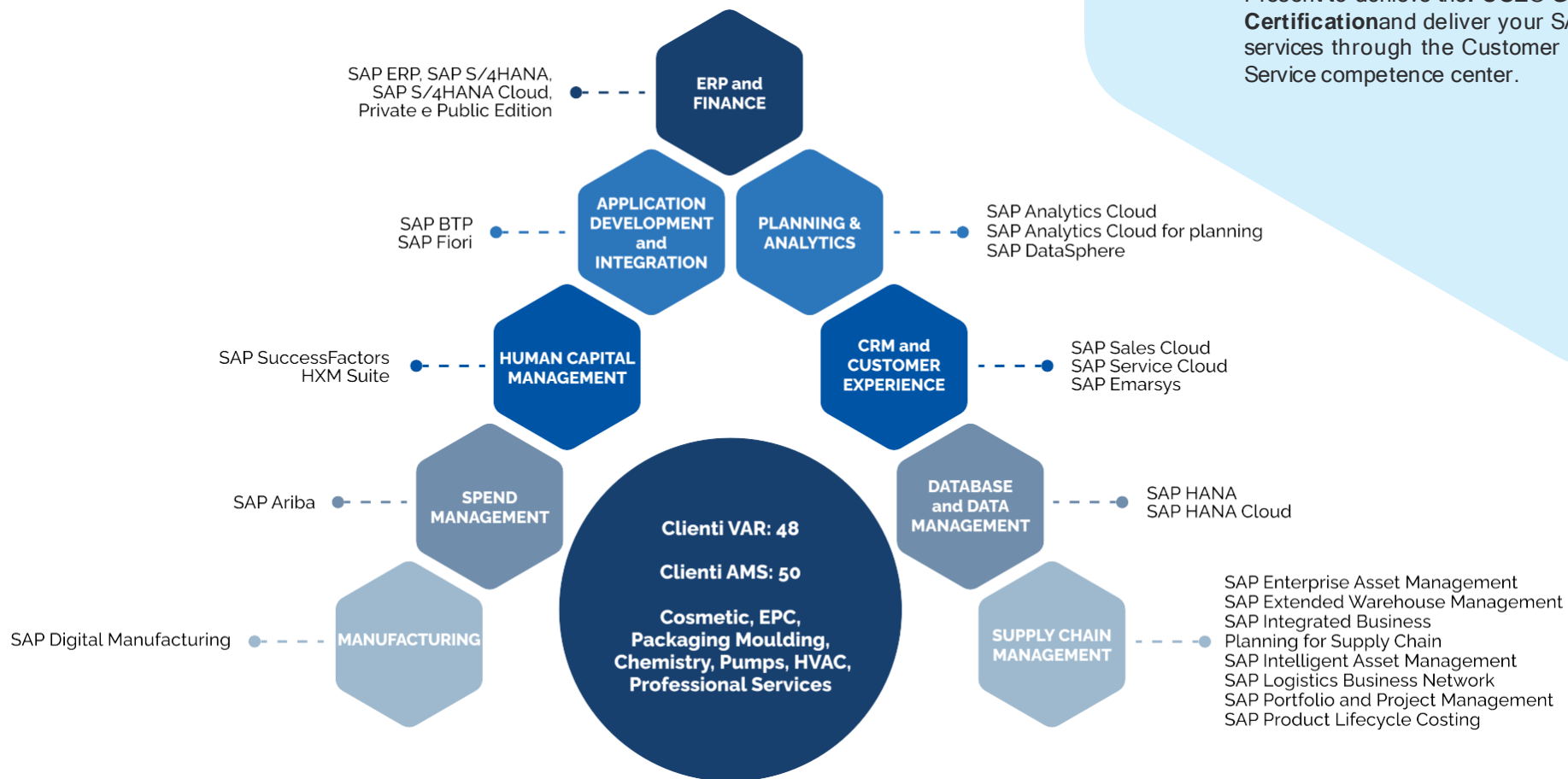
## Analytics & Data Management

Solutions to identify, collect, integrate, analyze data from multiple platforms, interfaces, touchpoints.

# SAP Competence Center

It is the SAP specialist of Present, which provides customers with solutions for the design, implementation and management of SAP S/4HANA systems both in the cloud and on premise. Composed of over 130 SAP specialists with knowledge in different fields, the structure is able to ensure support, assistance and continuous innovation to both SMEs and large accounts by managing systems in AMS logic and projects with advanced professionalism and with appropriately differentiated solutions.

As part of an evolution that is moving from the logic of IT-oriented design to a process-oriented one, the business unit has created an approach to the market called **INNOFORMULA**, where creativity, execution and appeal are combined to offer solutions capable of meeting the needs of the most heterogeneous markets. The adoption of working methodologies aimed at making operational and project management activities more organised have allowed the SAP LoB of Present to achieve the **PCOE® Gold Partner Certification** and deliver your SAP continuous services through the Customer Continuous Service competence center.



## Present's offering in the SAP field

From Present's experience in the SAP field, four vertical solutions dedicated to specific sectors were born (**PresentPackaging**, **PresentMoulding**, **PresentEPC** And **PresentChemistry**), a SAP CERTIFIED PREPACKAGE **PresentCosmetic Smart Solution** and a cockpit for electronic invoicing.

**Present supports organizations through multiple services:**

### Application Development

Development and integration of specific preparameterized systems.

### Management and Monitoring

Guarantee of the **24/7 availability** of the systems.

### Infrastructure design and transformation

Present designs, manages and implements customers' SAP infrastructure to maximize the potential of SAP to innovate business.

### Competence and professionalism

Present provides qualified and certified personnel with specific and advanced skills.

## The sectors

Present works closely with organizations across multiple industries, transforming business needs into tailored services and solutions based on SAP's intelligent system: **Manufacturing, packaging and moulding, engineering and construction, chemical and cosmetic, Pumps, HVAC, Professional services**, are the main industries in which we are present alongside our customers.





# SAP Solutions

The heterogeneity of services and solutions offered by Present is a guarantee of the experience gained by supporting organizations in the digital transformation towards the intelligent enterprise.



## SAP S/4HANA CLOUD and On-Premise

Available in Cloud and On-Premise, it is an ERP that offers a single view of the entire data landscape. It is an all-in-one solution that supports modern applications and analytics in a robust and cost-effective way, orchestrating mission-critical applications and analytics across all enterprise data in a single, comprehensive solution.



## RISE WITH SAP

Rise with SAP is a program that aims to transform companies through the adoption of SAP S/4HANA Cloud, Private Edition. SAP-managed and optimized cloud solutions, infrastructure and services combine to provide a clear migration path for process modernization and adoption of new technologies.



## GROWTHWITH SAP

Grow with SAP is a program that focuses on standardizing the migration experience to SAP S/4HANA Cloud, Public Edition. Discover how to leverage the full potential of process digitalization with scalability, guaranteed update, and continuous innovation.



## SAP BTP

Through SAP Business Technology Platform, our certified consultants develop, extend and integrate new or existing applications by creating customized solutions, possibly integrable with existing systems. With SAP BTP we help our customers to equip themselves with the most innovative services of AI, ML, advanced analytics, integrations in multi-cloud environment, creating automations that help users become more efficient, productive and fast.



## SAP CUSTOMER EXPERIENCE

With SAP, we offer our customers a portfolio of solutions that go beyond traditional CRM, to stay up to date with the latest trends, unlocking innovation in an increasingly challenging and globalized market; the offer we propose goes from sales automation to customer service for a complete end to end management and fully integrated with SAP ERP.



## PRESENT SMART SOLUTION

Aware of the specific needs that each company has developed while working in its own business area, Present has implemented a series of preparameterized and prepackaged solutions based on SAP best practices. The goal is to direct and accompany each transformation path by providing customers with tools capable of generating results from day one.

# Electronic invoicing cockpit

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Improving the efficiency of accounting processes in a company today means automatically converging on a single point of attention all the data produced along the passive and active invoicing cycle. This approach not only significantly reduces manual errors, which are quite common in traditional operational management, but also makes reports more precise and reliable, providing a solid basis with which to accelerate the decision-making process.

## Present's offer

The solution created by Present is fully integrated with the SAP environment and allows you to manage the entire passive and active invoicing cycle from a single interface, without having to switch from one system to another. The product is dynamic and flexible for all business realities, because it can be configured through specific tables - present in the initial menu - that enable customized functions.

With the cockpit, therefore, there is no longer any need to connect to the electronic invoicing provider's platform or to the Revenue Agency portal to find the document and manually enter the information into the system: you can work on a document directly imported from the XML file, which recalls the information available to the ERP via standard transactions and reconciles it, offering a single, complete view.

The functionality of the solution can be extended, through appropriate connectors, even beyond the boundaries of invoicing and communicate with document management software provided by other vendors. Therefore, without changing the interface, it becomes possible to send different types of documents to storage.



# Present Cosmetic Smart Solution

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## Present's proposal

The solution **Present Cosmetic Smart Solution** allows companies of production and distribution of cosmetic products to manage processes in an intelligent and advanced way thanks to functions based on **SAP S/4HANA**.

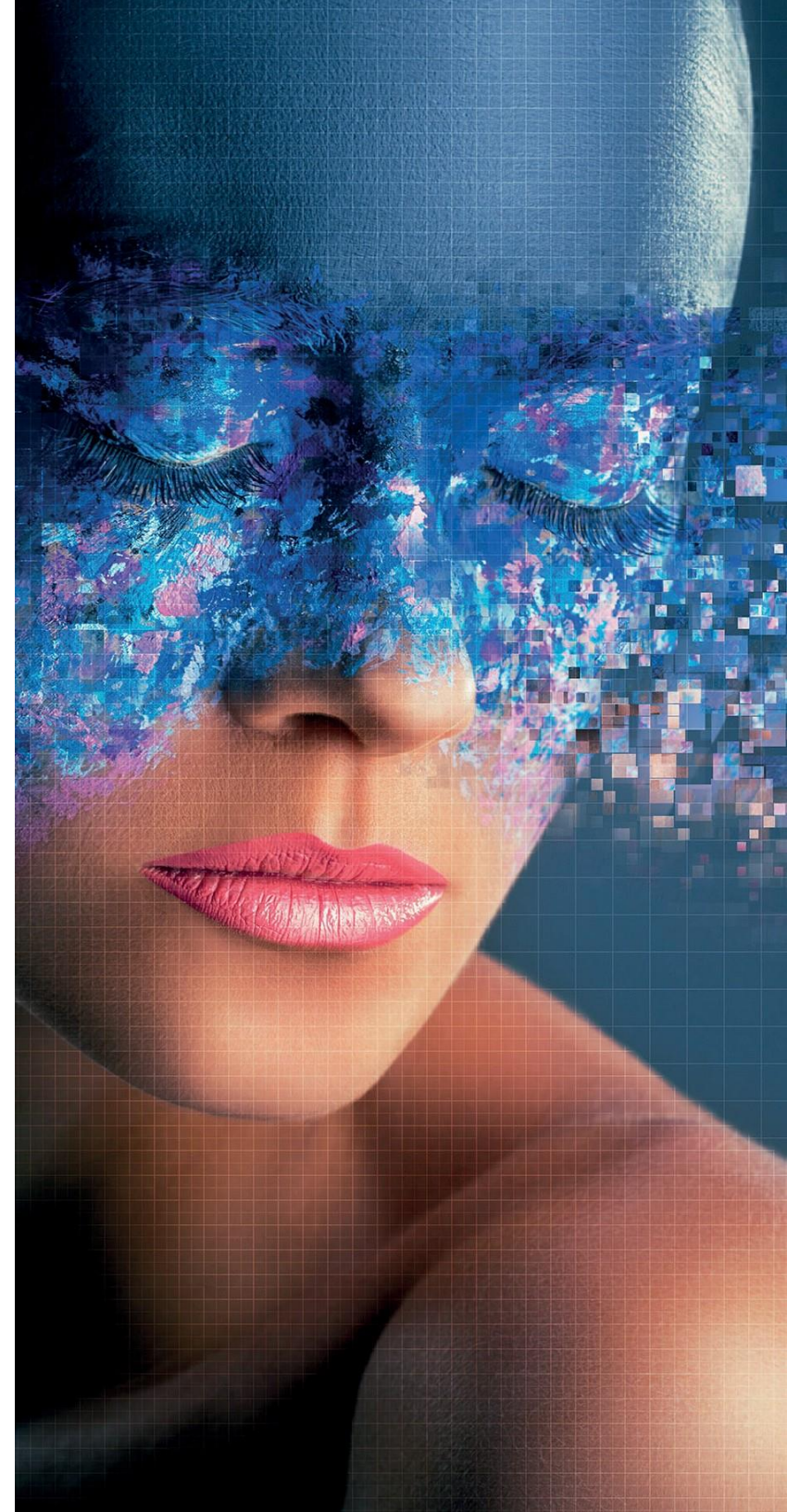
## The challenges of the cosmetics sector

The nature of the sector brings with it a number of challenging factors: **automate** the entire supply chain is fundamental to the logistics function and the **quality control** represents a critical factor in obtaining a **competitive advantage**. In fact, end consumers increasingly demand transparency from brands, the use of natural raw materials and high-quality ingredients.

Furthermore, cosmetics manufacturing and distribution companies must fight against counterfeit products by protecting brand safety and, finally, focus on product sustainability along the entire supply chain: **traceability, visibility and transparency** are key elements that characterize a digitalized and advanced process.

## The smart solution

This is a solution specifically designed for the needs of this sector and to meet the daily needs of cosmetic companies.





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With Present, companies can provide:

**Cover the elements and processes of the active cycle**

Present Cosmetic Smart Solution allows you to manage contracts and royalties with product licensors, agent commissions and the industrial accounting model specific to this sector.

**Monitor demand acquisition in real time**

The solution guarantees a series of dedicated functions, including the provision for integration with Customer Systems, the management of certificates and legal reporting and the management of planning based on contractual constraints.

Through the Present Cosmetic Smart Solution, companies can also manage the production of Bulk, kits and processes, the management of master data (INCI, ICIC, n.CAS, etc.) specific to the sector.

**Monitor shipping processes in real time**

Logistics plays a key role in the reality of the cosmetics sector.

Therefore, Present Cosmetic Smart Solution includes:

- Management of specialized prints for shipments (such as FIATA, Multimodal and the vehicle inspection sheet).

- Automatic checks for compliance with international regulations (ADR, IATA, IGR, IMDG).
- Integration of Extended SAP Fiori Apps for monitoring tasks integrated with production.
- Integration of industry-specific master data (UN, ADR, packing Group, etc.).

CLOUD (private)	
Package Implementation Time	Licencee: 6 Weeks Second Tier: 8 Weeks Licencee and second tier: 10 weeks
Package Price	Licencee: 250.000,00 Euros Second Tier: 290.000,00 Euros Licencee and second tier: 390.000,00 Euros
Company size (Head-count)	> di 100

# Man Agent

## An integrated solution with SAP ERP

Managing agents and commissions involves many challenges. To meet the needs of companies, Present has created Man-Agent, a dedicated solution that simplifies the management of sales function flows, such as the rules for determining, accruing and paying commissions.

## General characteristics

Present's solution is fully integrated into SAP and built to high standards.

- Multi-company, multi-currency and multi-lingual management.
- Using search keys on information.
- Ease of processing.
- Reporting processing.
- Historicity of information.
- Online assistance.

## Integration

Man-Agent allows companies to follow all the process phases related to the management of agents and commissions, from the management of personal data to reports, from the determination of accrued commissions to their liquidation.

Man-Agent connects with the SAP Sales & Distribution modules, for sales and distribution; SAP CO/PA, for management control, and SAP Financial Accounting, for accounting.

**GESTIONE  
ANAGRAFICHE**

**DETERMINAZIONE  
PROVVIGIONI  
MATURATE**

**GESTIONE  
RETTIFICHE**

**DETERMINAZIONE  
PROVVIGIONI  
DA LIQUIDARE**

**ACCANTONAMENTI**

**LIQUIDAZIONE**

**REPORTING**

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### Simplified personal data

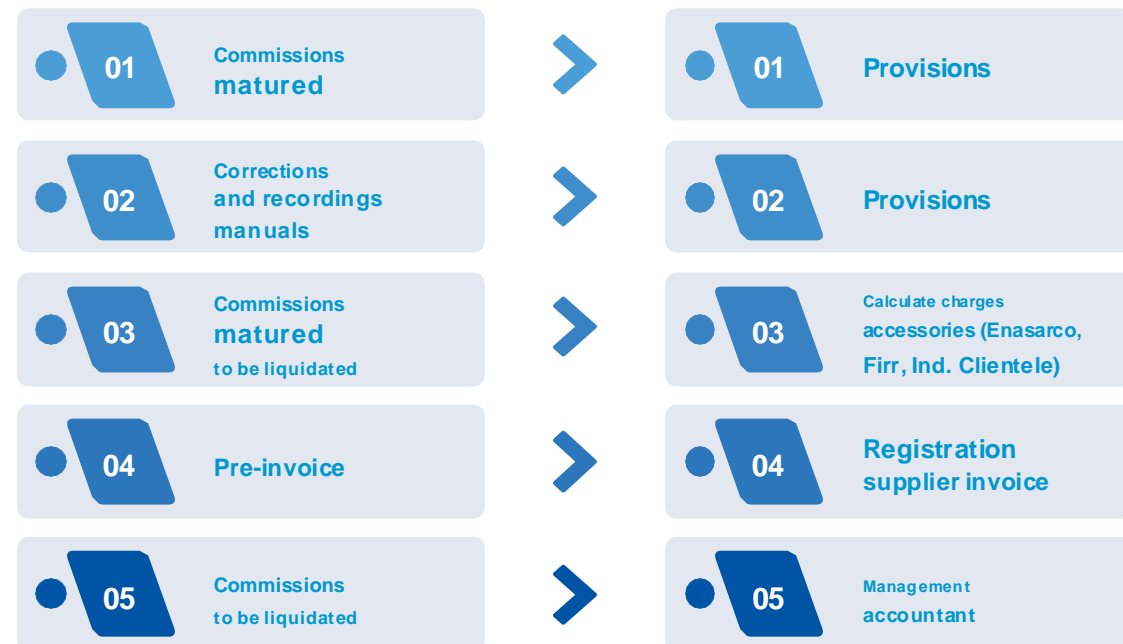
Man-Agent simplifies the management of agent records by allowing you to act on multiple parameters, such as:

- Type (agent, broker, depositary, etc.).
- Language of communication.
- Agent company (corporation or sole proprietorship).
- Start and end date of the contract.
- The settlement period (monthly, quarterly, etc.).
- The type of pre-invoice.

With Man-Agent, companies can easily calculate the commission to be paid through a series of rules defined through the standard functions of SAP Sales & Distribution starting from the salesperson figure, the type of condition (the commission as a percentage or the commission for a sub-agent as a percentage, for example) and the partner function.

### Administrative process

The entire administrative process related to the management of agents and commissions guarantees a full perspective on all process phases, thanks to the functionality of SAP Financial Accounting.



### Who chose us

Present's Man-Agent solution has met the expectations of customers in diverse industries:

**FOOD | PHARMACEUTICAL | CHEMICAL | MECHANICAL | OTHER**

# PresentPackaging

**Present's solution for the Packaging industry** was born from a decade-long experience in the sector. It is a pre-parameterized system based on SAP S/4HANA which manages, in “end-to-end” mode, all the typical processes of companies processing finished or semi-finished packaging.

## *The challenges of the sector*

*PresentPackaging* responds to growing customer expectations and the need for industry evolution, leveraging enabling technologies such as Artificial Intelligence and machine learning in order to:

- **Process changes in real time.**
- Achieve a high level of integration throughout the entire manufacturing process.
- Agent company (corporation or sole proprietorship).
- Control the entire order chain and warehouse management.
- Manage changes and claims in real time and efficiently.

It means creating a digital and flexible supply chain, have full visibility of the data, manage the logistics of customized products at the same quality as standardized ones and control all the process phases.





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Counting on a truly digital strategy means being able to:

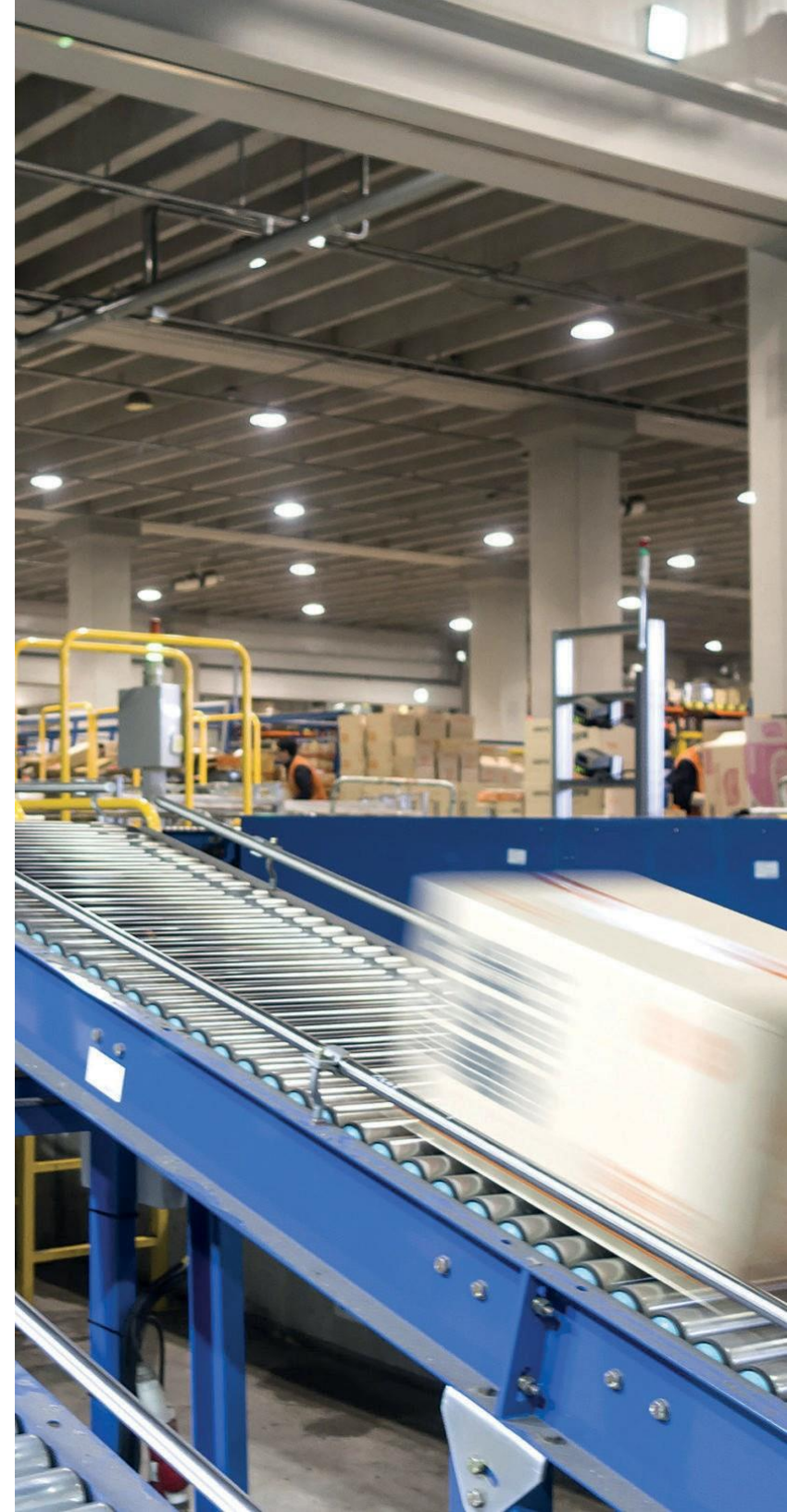
- Report independently.
- Predict outcomes.
- Understand the actual needs of customers.
- Automatically manage the supply chain.

*PresentPackaging* combines industry needs and the Intelligent Enterprise capabilities of SAP S/4HANA in a unique and specialized proposition.

#### The objectives of *PresentPackaging*

The aim is to:

- Manage the entire life cycle.
- Increase the environmental sustainability of products.
- Integrate interfaces to automatic control systems.
- Integrate quality control functions across all areas.
- Adopt a cost controlling system at every stage of the process.
- Efficiently manage subcontractors and full supplies.





# PresentEPC

Present's solution, based on the SAP standard, specific for companies in the sector **Engineering, Procurement and Construction (EPC)** which provides complete and integrated services.

Present's proposal aims to cover all the characteristic aspects of the sector, exploiting the best practices of SAP S/4HANA to fulfill all the phases of the plant construction, from design to procurement up to start-up.

## The challenges of the sector

The EPC sector must combine ever-increasing expectations for sustainability, smart design and construction with the need to digitize skills, resources and procurement.

Instead, companies face a series of obstacles that slow down work and limit visibility:

- Waiting for materials and equipment.
- High risk of error.
- Disconnected departments.
- Lack of skilled labor.
- Difficulty collaborating with partners and establishing coordinated activities.

The result is a set of situations that reduce business margins in a context that wants organizations to be increasingly intelligent and digital.



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We therefore need digital technologies and processes capable of fully satisfying the needs of the EPC sector and redefining central processes in a digital way.

#### The objectives of *PresentEPC*

*PresentEPC* represents the solution to bridge the gap between the needs of companies in the EPC sector and the best practices guaranteed by SAP S/4HANA.

*PresentEPC* intends to connect the rigor of an integrated system with the flexibility that companies that handle orders require.

*PresentEPC* allows you to manage:

- Material coding systems that can be acquired via the interface from CAD systems, with the acquisition of material lists directly from production.

- Planning, control and purchasing schedules, including specific clauses.
- Automatic exchange of requests.
- Quotations with suppliers.

The ultimate goal is to maintain a timely, clear and real-time perspective of the production progress. The data is always available and integrated with other systems.



Reduce work  
through  
the automation



Report  
and analysis  
in real time



Robotics  
and technology  
interactive



Decision making processes  
**improved**, faster and  
in real time



**Greater  
efficienza**  
and lower risks

# PresentMoulding

Present's solution designed for companies operating in the **plastic and rubber transformation and special materials processing**.

## The challenges of the sector

The special materials processing sector faces two challenging scenarios: **an increasing competitiveness** and a renewed attention to **sustainability**, which has become fundamental for the recycling of materials while respecting the environment.

**Digital and technological innovation** It is therefore essential to manage deliveries quickly, act flexibly through all process phases and automate each operational phase within your company perimeter without compromising the punctuality of the order.

nor the monitoring of the various phases.

**Adhere strictly to standards** it is imperative and for organizations it means equipping themselves with digital tools and enabling solutions that guarantee cost optimization and margin control, but also adequately managing commercial, logistical and production aspects, giving management a coherent vision and updated production volumes and control of consumption and waste.





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We need to evolve into an intelligent company, which thanks to new solutions can:

- Govern every stage of production.
- Supervise the differences between what was budgeted and what was produced.
- Organize simulations to study the feasibility of orders within the timeframes requested by the customer.
- Reduce plant downtime and waste.
- Increase worker safety.

#### **The objectives of *PresentMoulding***

*PresentMoulding* It is an intelligent solution that exploits the innovations of SAP S/4HANA, created with the aim of combining the potential of SAP with the specific activities of companies in the Moulding sector.

With *PresentMoulding*, companies can:

- Improve the sustainability of their products.
- Analyze materials and rates by both volume and value.
- Fully manage sales processes.
- Configure the characteristics of the finished products.
- Control processes and consumption with a focus on quality control.
- Manage the entire product lifecycle (both standardized and customized).
- Obtain periodic reports on the alignment of values (raw material consumption, volumes, labor, etc.) to standards.



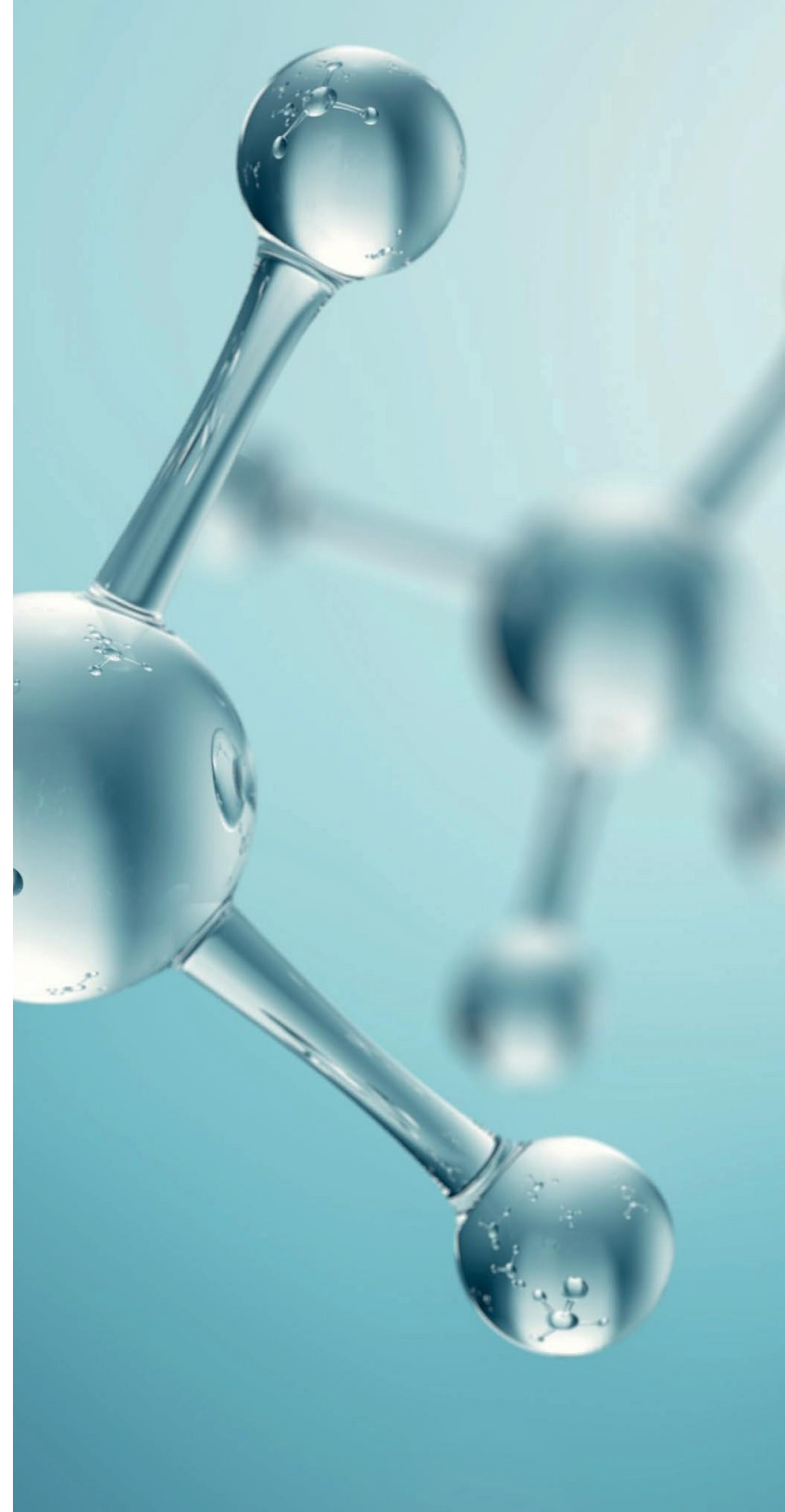
## PresentChemistry

The Present solution, born from the company's consolidated experience and matured in line with the evolution of SAP systems for production and distribution companies of **Chemicals**, **pharmaceuticals** and **ingredients for the food industry**.

### The challenges of the sector

The chemical industry, one of the largest in the world, faces various challenges in managing all processes with an “end-to-end” vision. The specificities of this sector make remaining on the market increasingly challenging; in particular,

- The increase in the cost of raw materials.
- High logistics costs, due to the long distance separating the plants from the customer.
- The need to adhere to very stringent regulations.
- Infrastructures that are often inadequate to scale production volumes generate a large amount of information and data that, if properly interpreted and contextualized within an ecosystem of solutions and services, can promote the path towards the intelligent enterprise.



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Digital solutions enable chemical companies to:

- **Optimize costs and performance**, for example, through the adoption of AI-powered predictive analytics.
- **Invest more** in environmental sustainability, in the circular economy and in the use of recycled materials.
- **Integrate digital services** adding value to the product offering.
- **Increase results** obtained through research and development.

#### The objectives of *PresentChemistry*

*PresentChemistry*, with the aim of proposing a tool that aligns SAP's innovative features to the typical needs of the chemical sector, provides companies in the sector with:

- Flexible planning systems based on manual forecasts.
- **Real-time management of purchasing processes** based on strategic raw materials.
- Draw the functional diagram of the plant control software systems.
- Record data periodically.
- Constantly monitor the presence of any anomalous situations by checking the congruence of entire systems or even individual sections.





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