

# INNOVERY

GROUP





**Innovation and  
discovery make a  
better life**

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# Welcome into Innovery



*Leader Company for  
ITC solutions*



Guido Moscarella COO (left) Gianvittorio Abate Founder & CEO (right)

**Innovery** is a multinational company founded in 2001, that operates worldwide in the area of **ICT services for medium and large-sized companies**, with a specialized focus on Cyber Security, alongside skills and solutions in the Cloud, Big Data and AI areas.

Over the years it has extended its portfolio to all areas of IT security, covering all its aspects, making it possible to expand its market by pushing on international territories. To date, in fact, it has **10 offices, located worldwide, in Italy, Spain and Mexico.**

Since its foundation, Innovery has always been inspired by the themes of **research** and **innovation**. These principles result in a Mission that gives the utmost importance to the discovery of new ICT solutions; continuously investing in people to increase their skills and enhance their creativity.

Innovery's commitment to R&D has led to important partnerships with academic excellences, whose projects have been selected for access to European funds.



The success achieved by the company in these years is due to the wide range of solutions and personalized services we offer to our clients. Our **objectives** are to continue to create partnerships with the most important players in the ICT world, and to establish increasingly solid relationships with customers, based on professionalism, punctuality in support and services, and in the offering of technologies and solutions to successfully solve current and emerging needs. We are a company of **highly qualified professionals** and we are moving more and more as protagonists in our world: the stimulating and constantly changing world of **Information and Communications Technology**.



**350**   
PEOPLE

**2546**   
PROJECTS

**10**   
OFFICES AROUND  
THE WORLD

**5**   
CERTIFICATIONS

# Charter of Values



## MISSION

We want to be **protagonists on the ICT markets**, becoming reference points for the excellence of customer services and for the ability for **continuous innovation**. Our horizon is the rapid growth and constant strengthening of our presence at a global level, through acquisitions and integrations with other companies.

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## VISION

**Innovation** is our great passion, the **comparison between different visions and skills** is our wealth, excellence and customer orientation are our *"to be different"*, **growth** is our daily compass.

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# Our values

## THE PASSION FOR INNOVATION

Through our investments and our know-how in research and innovation, we are committed every day in the **continuous discovery of solutions, products and services in the ICT world**. We do it with the passion of “explorers”, certain that innovation can become more and more *human friendly*, to improve the quality of life of everybody.



## EXPERTISE: THE RICHNESS OF DIVERSITY

Innovation comes from the **continuous comparison of ideas, intuitions, skills**. **Team play** is our daily attitude and the virtuous combination of diversity represents our real great wealth.

## EXCELLENCE AND CUSTOMER ORIENTATION

**Customer orientation** is our “*to be different*”. We apply excellence standards to our work, in all areas, to guarantee the highest level of satisfaction every day for the companies and organizations that choose our services.

## PERFORMANCE AND GROWTH

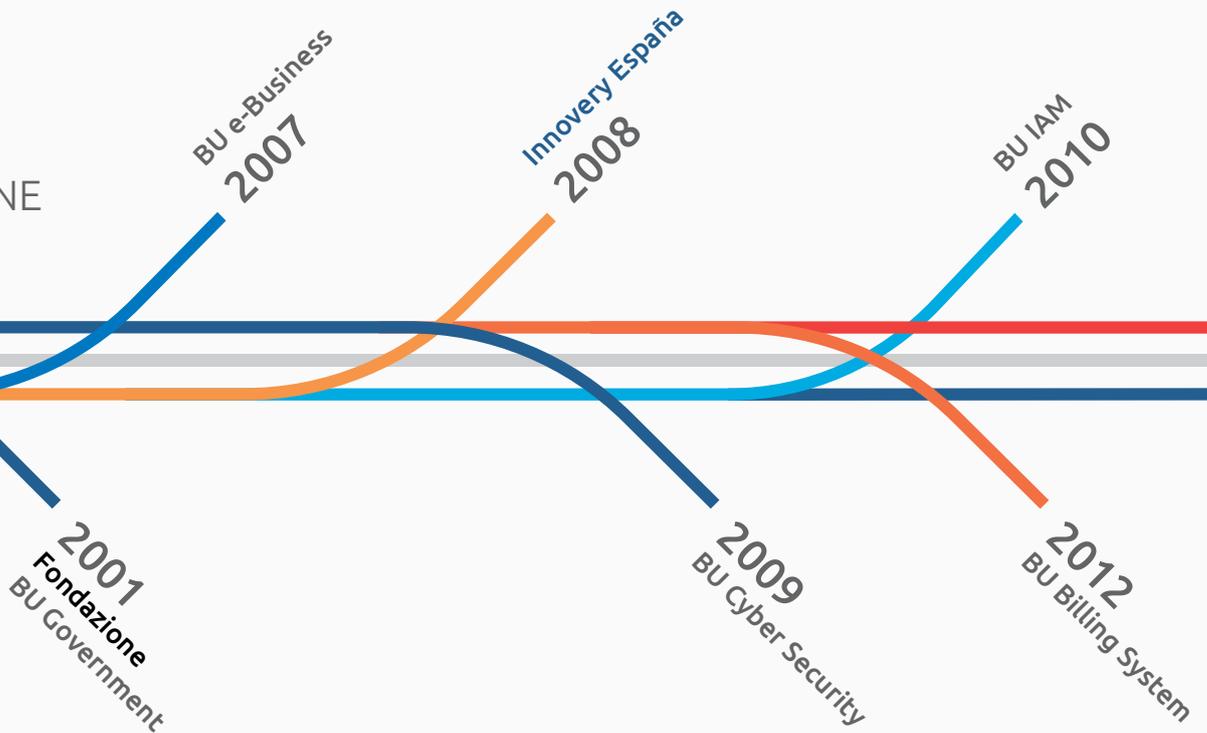
**Broadening** our range of action, **expanding** our skills, **acquiring** new skills and **strengthening** company performance: growth is our compass of reference. In recent years we have rapidly achieved an important development path, acquiring companies and know-how. Today this allows us to offer our customers advanced technological solutions across the entire ICT world supply chain, combining strategic vision and operational effectiveness in the best possible way.

## TRANSPARENCY, LEGALITY AND CORRECTNESS

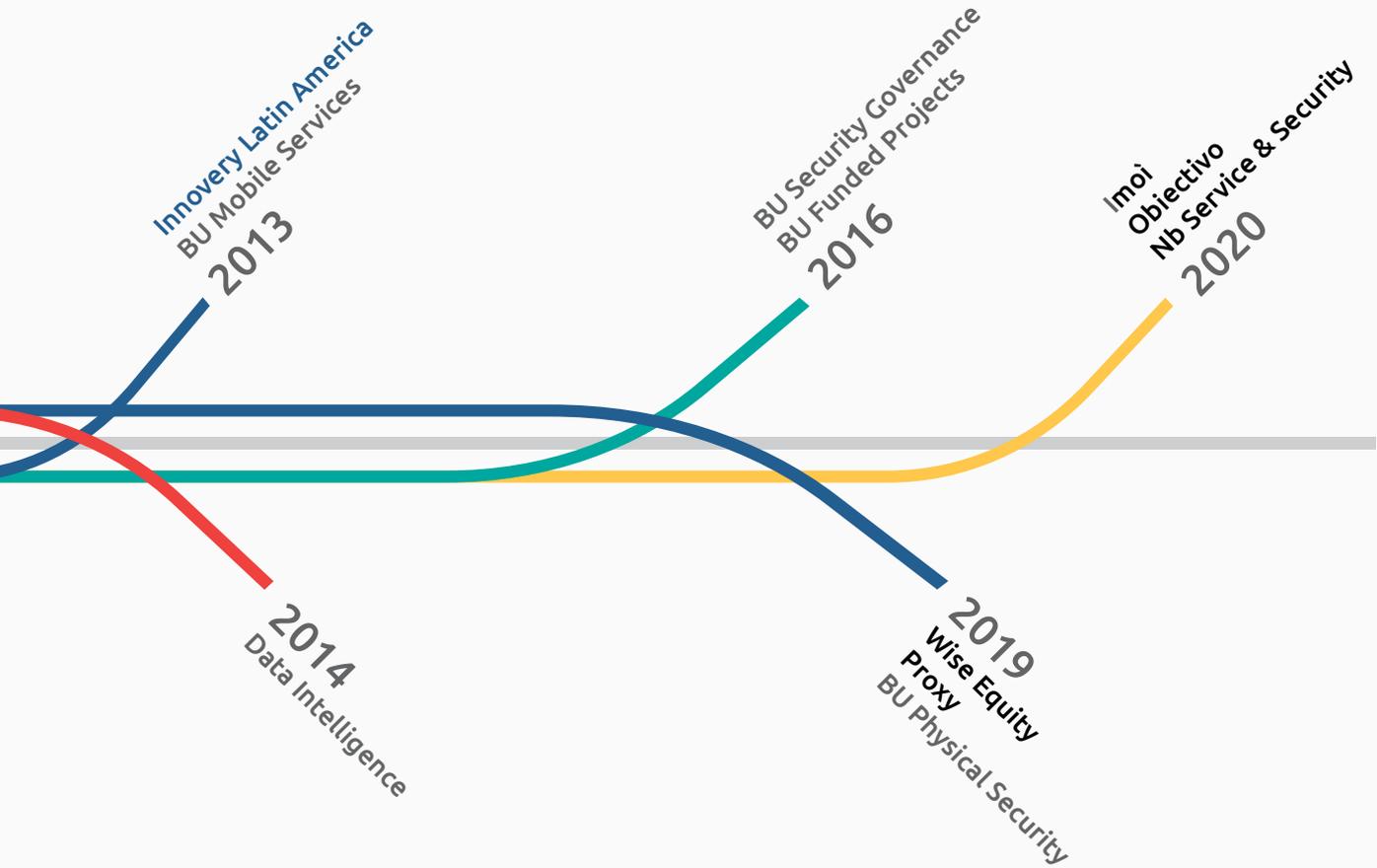
Innovery believes in the value of work and considers the legality, correctness and transparency of acting as essential conditions for the **achievement of its economic, productive and social objectives**.

# 20 years of growth

TIMELINE



*The business development project foresees, in the next three years, the expansion and technological development of the current offices, the opening of new offices around the world and the differentiation of the offering of services and solutions.*



# About us



*Innovation comes from ideas and ideas come from people*

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Innovery is a multinational company with private capital established in 2001 in Italy with offices **located worldwide in Italy, Spain and Mexico**. Particularly specialized in the field of **Cyber Security**, it successfully operates in every area of **Information and Communication Technologies**, offering System Integration services, and the design and implementation of new solutions, supporting the development and growth of medium and large companies.

Innovery's ability in offering **efficient and innovative solutions** allowed to get the maximum satisfaction of more than 200 clients, among the most important industries, financial and telecommunication companies, Public Administration Energy, Gaming and Utility. In the last three years, the **company's income** has increased over 50%; the **workforce** has grown up to 230%; five **quality certifications** have been achieved and more than **20 partnerships** have been established with the most important operators in its technological area.

In recent years, Innovery has accelerated its growth path through **the acquisition and integration of highly specialized and innovative companies**, thus consolidating its position in Europe. In 2020 the group achieved a turnover of over 47 million euros, with a staff of 350 employees spread over Italy, Spain and Mexico.



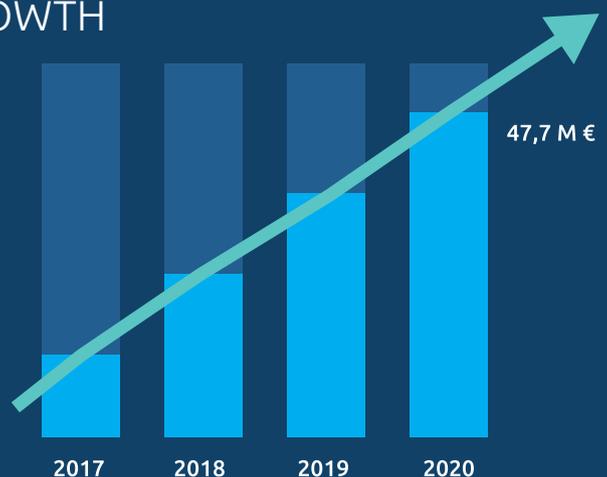
The increase in personnel, following its rapid economic-financial development, has required a more structured internal organization of the company with important investments in the development of human resources, and the institution of a specific Human Resource Department. This was done in order to offer the best support to each team who are mostly responsible for the proper management and success of the company.

Moreover, special focus on the sales network has also been done, consisting in a structure composed of a presale technical staff, Project Management experts and Account Managers, who are specialized in planning and supplying services and customized solutions.

This structure reports to a wide indirect sales network, composed by sector professionals who guarantee a widespread presence all over the territory for their consulting and pre-sale and post-sale support activities.



GROWTH



# Our Group

*The entry of Wise Equity in the shareholder in 2019 marks the beginning of a new phase of Innovery's life, characterized by managerial continuity and an acceleration of the company growth, both organically, leveraging on existing customers and building new relationships, and through a M&A strategy, aimed at developing products and services on International markets.*



**Wise Equity S.g.r. S.p.A. ([www.wisesgr.com](http://www.wisesgr.com))** is specialized in the management of closed-end funds of Private Equity which invest in small and medium-sized companies with a focus on Italy. Funds managed by Wise Equity typically carry out Leverage Buy-Out and development capital transactions on companies that have leadership positions in their reference niche with two main objectives: to increase critical asset through "build-up" operations, to improve the competitiveness and profitability of businesses, and promote the International development.

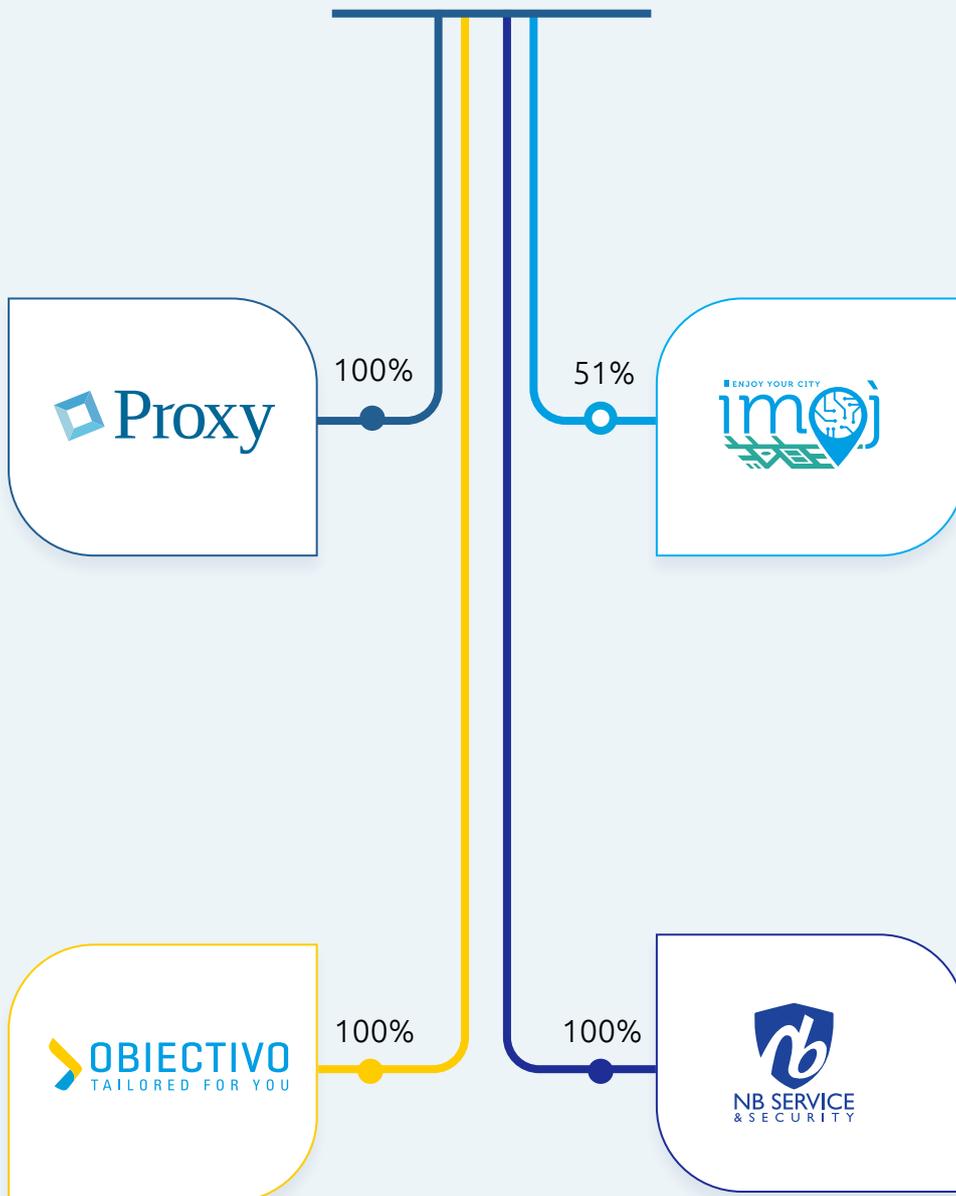
In the last year, with the acquisition of **Proxy, Imoi, Obiettivo and N.B. Service**, Innovery has greatly expanded its corporate assets in terms of technologies and know-how, consolidating its position on the Italian and on the International markets.



WISE  
EQUITY



INNOVERY  
GROUP





Proxy S.r.l. ([www.proxy.it](http://www.proxy.it)) is an **Italian System Integrator, who supports Service Providers, Enterprises and Public Administrations** by simplifying the management of their networks, and deploying innovative solutions to implement successful business cases. Proxy works in Italy, but it also collaborates with some International customers and has developed strong relationships with innovative technological partners based in the American Silicon Valley. Thanks to the development of customized applications and to the integration of third party platforms from selected partners, Proxy is able to manage complex projects, from the design to the delivery, including maintenance.



Imoi S.r.l. ([www.imoi.eu](http://www.imoi.eu)) is an **innovative startup**, aiming at **the security for Smart Cities**, through the development, production and marketing of an **innovative application platform based on algorithms for predictive urban security**. Through the use of video analysis, artificial intelligence and ICT technologies, Imoi is able to process scientific information from body language techniques, studies of rational theories of crime, and environmental criminology, in addition to the large amount of data available in the information society, such as social networks. Imoi solutions support police operations centers in the crime prevention and operational decision.



Obiettivo ([www.obiettivo.it](http://www.obiettivo.it)) provides **consulting services specialized in the management of information and Cyber Security**, focusing its own activity on the principles of excellence, innovation and personalization. Thanks to a consolidated mix of managerial and technical skills, it supports its customers in identifying, addressing and managing information security, tailoring this activity to the specific needs of the individual company.



N.B. Service & Security ([www.nbservice.it](http://www.nbservice.it)) promotes **products and solutions in networking and data communication areas on the market**. One of the first companies in Italy to offer Fiber Optic Networks on the private market. Since then, it has offered its customers a wide and varied offering, starting from the cabling infrastructure up to enterprise network implementations based on the integration of different collaboration platforms. Over time, NB has opened its own solutions to IT security, by helping its customers to evaluate and test their own **cyber defense**, aware of the fact that only when you know your vulnerabilities and criticalities, it's possible to identify and proactively answer to new cyber threats.

# Services

Innovery is divided into 8 business units: Security, Network, E-Business, Billing System, Data Intelligence, HPC, Smart & Safe City, Health Care, composed of staff equipped with the most important certifications of the sector. The company is asserting itself more and more as one of the most complete and reliable companies in the ITC sector.

**Security**



**Network**



**E-Business**



**Billing System**



**Data Intelligence**



**HPC**



**Smart & Safe City**



**Health Care**



## SECURITY



The **Security** division In Innovery is a structure specialized in the implementation of solutions, customization and **security services** provision and personalization, modeled according to customers' needs and to the specific risks of the area where it operates.

Innovery is set up in ICT world as a **System Integrator** with a targeted offering to medium and big-sized companies, claiming an important experiences portfolio in these areas:

- Defensive Cyber Security
- Offensive Cyber Security
- Managed Security Services
- Security Governance
- Physical Security

## NETWORK



**Network** is the Innovery division that carries out **System Integration and consultancy activities** in the Italian panorama, with **a focus on Service Providers, Public Administration and Enterprise**. The primary skills are the design of networks, also integrating third-party platforms, and the ability to manage complex projects, from design to delivery and to maintenance. Innovery Group strongly believes in the growth possibilities of this sector, driven by the computerization process underway in Italy, which it has strengthened since 2019 through the acquisition of **Proxy**, a company that boasts a team of "vendor certified engineers", with a consolidated experience in networking infrastructures, telecommunications architectures, network management platforms, applications for "traffic analysis & monitoring".

Overview of interests:

- [Analytics and control](#)
- [Networking and virtualization](#)

## E-BUSINESS



**E-business** is the Innovery division which is divided into three competence centres: MFT, B2B and OMS. We have been providing solutions to our clients for more than 16 years, working internationally with large companies in the financial, telecommunications, automotive, pharmaceutical, retail, manufacturing and logistics sectors.

Our **competence centres**: through our highly qualified and certified team of professionals, we offer all types of services, from the definition of architectures, installations and integrations, to first and second level support.

Innovery has a Laboratory as well as support teams, both formed by product experts, allowing us to address any development in the times required by each client and to offer services in any time zone 24x7x365 days a year respecting the required Service Level Agreements (SLA).

- MFT – Managed File Transfer
- B2B – Business to Business
- OMS – Order Management System
- Ibag – Innovery B2B Accelerator Gateway
- IBS – Innovery B2B Service

## BILLING SYSTEM



**Billing System** is the division specialized in the provision of Mobile services.

The **mobile telephony** network area is characterized by extraordinary dynamics: the technological development and the rising (number) of new mobile operators amplify the competition dynamics and the continuous diversification of particularly complex offerings, such as fares, offers, “packages” of services and special conditions for clients who are organized in the most different ways. In this scenario, it is absolutely necessary to answer business dynamics quickly and efficiently. Given our solid experience in **convergent technologies** market, Innovery supports the **telecommunication services Operators for managing the entire Billing process.**

- Digitalization
- Solution & Integration on OCS System
- Operation Management

# DATA INTELLIGENCE



Activities carried out in **Data Intelligence** division concern all phases of **Big Data Analytics**. It's the Innovery division which offers specialized configuration and development services, using main market leader technologies. Innovery has a professional team, highly skilled and certified for the following technologies: **Claudera, Hadoop, Cassandra, Spark, Hortonworks**, etc.

- Data Visualization
- Processing
- Analysis
- Data Visualization

# HPC



In several areas of scientific research – meteorology, seismology, and particle physics –, the need for **high-performance processing systems** has been felt for several decades. The production of **Supercomputers**, with specific and expensive architectural solutions, was the first natural response to this type of computational needs and put the foundations of High Performance Computing (**HPC**). Later, technological progress and the spread of personal computers and computer networks led to a strong change in addressing the demand for high processing speed. From the use of **centralized architectures** built with specialized and very expensive components (Supercomputer) we have moved to the use of low-cost standard components organized in massively parallel and distributed architectures (Cluster, Grid Computing and Cloud Computing).

## SMART & SAFE CITY



The **Smart & Safe City** division designs and implements advanced solutions able to respond to new needs, improving access to services and the **safety of cities** that are becoming increasingly digitalized and interconnected. Since 2020 the division has been implemented with the entry of **Imoi S.r.l.** into the Innovery Group, an innovative Italian startup, born with the vocation of **security for Smart Cities**, and it launches **iCam3D®**, an innovative tool designed to support law enforcement in the management of road safety through the use of **innovative technologies**.

Products:

- **iCAM3D®** The planimetric and photographic metric system of three-dimensional assessment of car accident
- **INCIDENTI ONLINE** Platform for documentary and judicial management of car accidents
- **ISPEED** Adaptive and Dynamic Speed Enforcement

## HEALTH CARE



Innovery **Health Care** division was born from the idea of combining technology, publishing innovation and medical-scientific training, to offer **innovative solutions to the healthcare world and the pharmaceutical sector**.

Through the acquisition of a leadership with a consolidated and long-term experience in the sector, and supported by a network of consultants and experts from the university world and active in clinical research, Innovery Health Care can now take advantage of a team of professionals with solid medical-scientific, journalistic and communicative skills, to carry out editorial projects (traditional and digital), **training events**, conferences and complex **communication projects** of high impact and high scientific depth. Thanks to the specific know-how, we are able to offer pharmaceutical and healthcare companies, scientific societies and universities a qualified consultancy at every stage of development, from conception to scientific coordination, to organizational and logistical aspects, to technological and communication support.

# FUNDED PROJECTS

**Funded Projects** is the Business Unit with which Innovery accesses European funds, implementing innovative projects in strategic areas, and helps to identify the technological priorities of regional S3. Thanks to its expertise in the leading areas of Information & Technology and in the management of complex projects, Innovery, at present, has significant experience in managing ERDF projects, which allowed it to develop its human capital and contribute to the economic and employment development of the territories, including the opening of new operational locations and skills development programs, and the recruitment of young graduates and other particularly specialized staff.

The European Union's development plans – aimed at consolidating economic and social cohesion, and improving training and employment opportunities – offer many important financing opportunities for the socio-economic development of EU countries.



Areas of particular interest – for those who work in the field of new technologies, and in particular in ICT – are represented by the objectives of the **European Regional Development Fund (ERDF, FESR)** which, with great attention to territorial specificity, concentrates its investments in plans and projects concerning Innovation and Research, the Digital Agenda, support for Small and Medium Enterprises (SMEs), the sustainable low-carbon economy. The design and investment choices are developed through multi-level governance and multi-stakeholder – according to cooperation processes between Public Administration, private companies, universities and research institutions – which constitute the **Smart Specialization Strategy (S3)**.

Synergies are obtained through this innovative governance model – between scientific and technological research, application skills and market knowledge – with the aim of developing human capital and the economic potential of the territory.

## LAST PROJECTS

### ADViSE - Antitumor Drugs and Vaccines from the SEa

POR FESR Campania 2014-2020 - Asse I

### TREE4NB - Training, Reorganizing, Evaluating, Enabling for Natural Birth

POR FESR Campania 2014-2020 O.S. 1.1.

### INN BEDAE - INNoverly Big Energy Data Analytics Efficiency

Programmazione Unitaria 2014-2020 PO FESR Sardegna 2014 - 2020

### INNOVERY Spain Expansion

PO FESR Sardegna 2014-2020 - Asse prioritario III - Azione 3.4.1.

### InCLOSec - Innovery CLOUD Security

PO FESR Sardegna 2014-2020 - Asse 1 - Azione 1.1.3.

### SeCRI- Security Citizen Remote Identification

POR FESR-FSE Calabria 2014-2020 Asse I Azione 1.2.2.

### P.I.S.D.A.S. - Piattaforma Integrata Servizi Digitali Avanzati Sicuri

PO FESR Sardegna 2007-2013 Asse VI Attività 6.2.2.d

# Certifications

Innovery delivers the highest quality of services and products, in compliance with worldwide standards certifications:



ISO 14001:2004  
n. 47865/C/0001/Uk/It



ISO/IEC 20000  
n. 47865/D/0001/Uk/It



ISO 27001:2005  
n. 47865/B/0001/Uk/It



ISO 9001:2008  
n. 47865/A/0001/Uk/It



ISO 45001:2018  
n. 47865/E/0001/Uk/It

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GROUP



[www.innovery.net](http://www.innovery.net)