

2017

Semperti

EXECUTIVE SUMMARY

ABOUT SEMPERTI

Semperti

SEMPERTI

EXECUTIVE SUMMARY

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THE WAY WE WORK



ABOUT US



MARIA ELENA BARROS
CEO

With over **+30 years leading IT Companies** in Argentina and LA, Maria Elena is an **experienced professional** specialized in driving different sizes of business making them growth from ground up through consulting engagements with clients around brand awareness, customer acquisition, retention, and audience engagement.

Is Gamechanger and Rainmaker for her clients **challenging them to think of new, innovative ways to grow their business** in the Argentina's challenging market path with the ultimate goal of revenue generation.

SEMPERTI A COMPANY WITH HIGHLIGHTS

We are a company with advisor's DNA, providing IT Solutions and Services in **Argentina** since 2003, in **Ecuador** since 2014 and in **Chile** since 2016 in alignment with our regional expansion program.

In our business conception, **strategic alliances** are a key element in our value proposition. We understand that our projects gain strength, support and reliability if they are supported on world-class tools developed by leading companies. We are proud to say that we are **IBM Platinum Business Partner, Red Hat Advanced Business Partner, Oracle Gold Business Partner and Lenovo Tier 1.**

The high-quality of services is a mandatory requirement in our business strategy. We are **ISO-9001 certified since 2008** as IT professional services provider, software licenses and subscription distribution, custom software D&R



**WE ARE PLATINUM
BUSINESS PARTNER
OF IBM, THE MAXIMUM
STATUS AVAILABLE.**



**SEMPERTI TAKES ITS NAME FROM THE MOTTO SEMPER FIDELIS,
"ALWAYS LOYAL", AS WE ARE COMMITTED ON HELPING OUR CLIENTS
TO ACHIEVE GREATNESS.**

OUR BUSINESS SOLUTIONS



**COMBINING IT AND
BUSINESS KNOWLEDGE
SEMPERTI PROVIDES
A BROAD RANGE
OF SOLUTIONS.**

INFRASTRUCTURE

PROFESSIONAL SERVICES

BUSINESS SOLUTIONS



BI ANALYTICS

SERVICE LEVEL AGREEMENT

CLOUD



**WITH OVER 10
YEARS ON THE
MARKET, WE
ARE PREPARE
TO MANAGE AND
DEVELOP COMPLEX
PROJECTS WITH
MINIMUN RISKS
AND EXCEEDING
RESULTS.**

OUR SERVICES

WE FOCUS ON MEETING OUR CUSTOMERS NEEDS

RELIABILITY

Our solutions empower our customers with the most reliable and latest technologies available in the market.

WHAT WE CAN DO FOR OUR CUSTOMERS



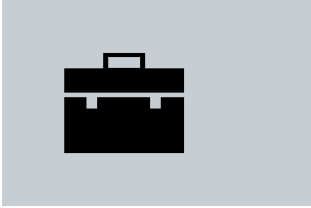
INFRASTRUCTURE

In Semperti we work in partnership with our clients advising them on how to use technology in order to **meet their business objectives** or overcome problems. Our main objective is to improve the structure and efficiency of IT systems in various organizations **enabling major business processes**.



PROFESSIONAL SERVICES

Semperti provides workforce solutions, connecting professionals to meaningful work across a wide range of skills and industries helping to power the success of clients. From **contingent and permanent staffing** to **talent management, outsourcing, and talent development**. Semperti delivers the solutions that drive our customer's business forward.



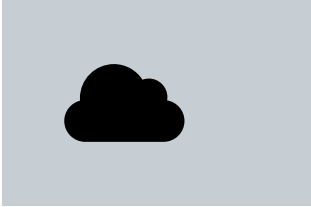
BUSINESS SOLUTIONS

In order to adapt IT to better serve customers, improve visibility of information, speed up the decision-making process, analyze past customer interactions and simplify and/or automate processes, **Semperti delivers a complete customer-centric suite to support our customer's businesses**. This includes: agnostic advice on ERP, Customer Experience, CRM, EPM and HCM solutions, Cloud Solution Knowledge and Mobile development platforms to connect our clients' customers wherever they are.



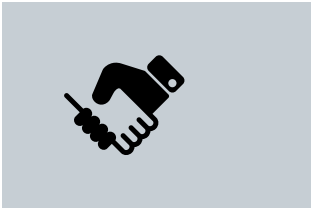
BI ANALYTICS

Semperti empowers business to make **informed decisions with easy-to-use business intelligence (BI)** and analytics solutions unleashing the power of data to every department in our client's organization.



CLOUD

Semperti supports business to transition its traditional infrastructure to the **Cloud as part of their Digital Transformation**, helping them to benefit from **reducing the total cost** of technology ownership and **improving their organization's ability to respond faster to market opportunities**.



SERVICE LEVEL AGREEMENT

Semperti SLA program ensures business continuity in platforms crucial missions providing properly tools and information to manage critical component of our clients. Beyond listing expectations of service type and quality, **Semperti SLA Program provides remedies when requirements aren't met**. Our SLA Program includes services components like **scope; conditions of service availability; escalation procedures**; among others, and, management components like measurement standards and methods to avoid service level breaches.

ABOUT SEMPERTI

SOME HARD FACTS

Name:
Semperti

Founded:
2003

Staff:
+100

Customers:
+80

We focus on our customer needs understanding their current and future's desires. **By understanding our client's history, plans and objectives; we design the best suitable solution.**

Our Business Partners are also strategic in this process. We also hear our partner's objectives and plans. By aligning our goals with them, **we work as a truly One Team.**

UNIQUE DISTINCTIONS

2016 - IBM
Power Specialty Elite

IBM's distinction status for
specialized partners

2016 - RED HAT
Most Valuable Partner

Red Hat award for the **Most
Valuable Partner in SOLA**



THE VALUES OUR COMPANY WORKS ON:

PROFESSIONALISM

Applying **knowledge and experience** on each job role requirement. We conquered our limitations to provide the best quality service to our customers.

COMMITMENT

Encourage our employees to reach out for their **full personal and professional potentials** to reach their goals.

PROACTIVITY

Promote our employees' **creativity** to think outside the box providing innovative alternatives to improve their goals.

HONESTY

Trust and reliability are the key values in each Semperti employee.

 **2012 - IBM**
Latin America Excellence Award

 **2014 - ORACLE**
SAC Top Performance on Bookings

 **2014 - RED HAT**
Outstanding Performance

 **2016 - INGRAM MICRO AKTIO**
Platinum Business Partner

OUR TEAM OF EXECUTIVES

OUR STAFF ORGANIZATION CHART



SEMPERTI BUSINESS HEALTH

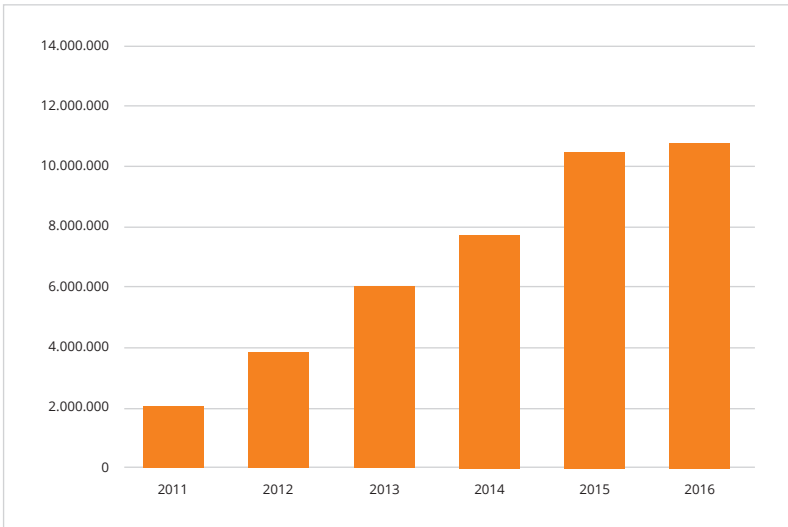
Organizations in Argentina face **many challenges** due to the changing environment that reconfigures the political, social and economic scenarios where they operate. Therefore, **strategic planning is a key tool** to carry a more efficient management to achieve the objectives, increase operational efficiency and grow. **Our Strategic Plan allows us to think ahead, visualize new opportunities and threats.**

Designed in conjunction with our **Quality Management System**, it allows to set our goals with ambition but keeping the quality of services that Semperti is committed to provide.



ISO 9001:2008
Management
System

www.tuv.com
ID 9105066724

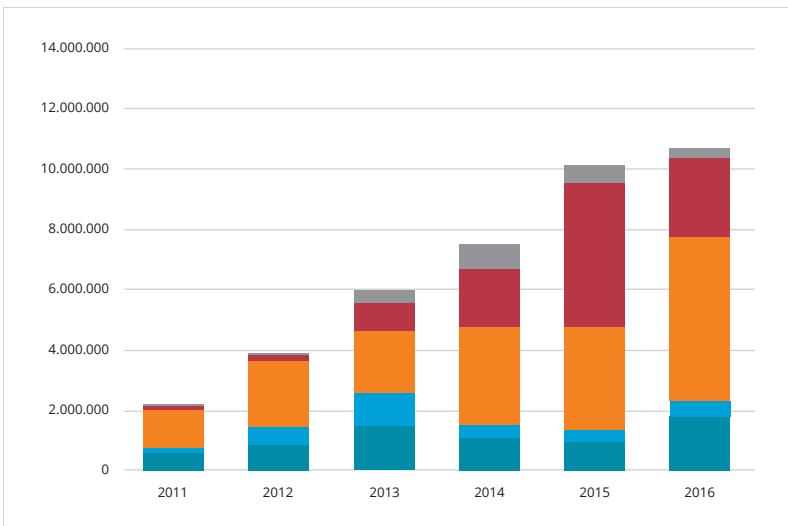


IN UNITED STATE DOLLARS

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REVENUE REPORT 2011 - 2016

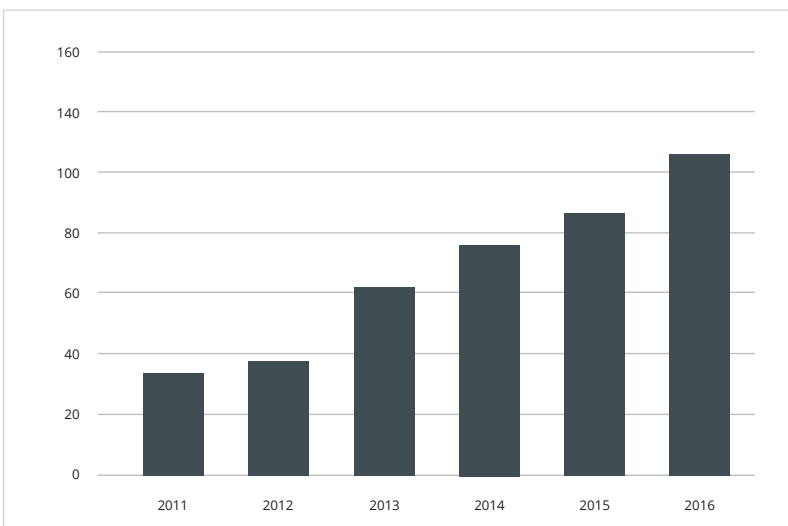
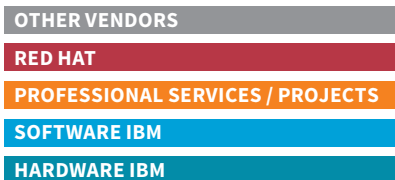
We have been **growing each year** thanks to our employee's commitment and our strategic planning.



IN UNITED STATE DOLLARS

// 02

PRODUCT DIVERSIFICATION 2011 - 2016



NUMBER OF EMPLOYEES

// 03

STAFFING EVOLUTION 2011 - 2016

Through training, incentives and career plans, we have been able to increase our head counting augmentation YoY with **+80% CSAT and -5% Attrition.**



REGIONAL EXPANSION PLAN

We opened our Argentina's office in 2003, Ecuador's in 2014 and Chile's in 2016. Leveraged with +13 years of experience, our goal is to reach even more countries and to explore new markets. It's a long road ahead but we are confident in our future success.

// THE CHALLENGE

In partnership with IBM, Semperti is road mapping a business model in which our clients will consume a simple and consistent services model **to help them** scaling their business **with reliable solutions**.



**"YESTERDAY'S JUST A MEMORY.
TOMORROW IS NEVER WHAT IT'S
SUPPOSED TO BE"**

-BOB DYLAN

SOME OF OUR PROYECTS



CABLEVISION FAULT MANAGEMENT

Business Rules applied to monitoring and network's issues anticipation.



NEWSAN LEGACIES INTEGRATION

Processes standarization for multiple integration applications.



TELECOM DATAWAREHOUSE

Datawarehouse migration to industry model and platform modernization.



Semperti

**THANK
YOU.**



OUR INFORMATION

Address

SALES VISION ARGENTINA SA
San Martin 574, San Nicolas
Ciudad Autonoma de Bs As
Argentina

Networks

Linekdin: /company/semperti
Twitter: @_semperti
Facebook: /semperti
Website: www.semperti.com

Contact

Email: info@semperti.com
Phone: + 54 11 52370782
PC: C1004AAL
