



Digital for real.
GROUP PROFILE 2025





Do you want to shape your business **end-to-end?**

In order to interpret a world in continuous transformation, you need to comprehend the change, understand it and foresee it.

Lutech supports your evolution by designing, implementing and managing end-to-end digital solutions, with a view towards continuous improvement which involves people and processes, technology and knowledge.

It's all about **evolution.**

Founded in 2001, since 2021 we have been part of the portfolio of APAX Partners, a leading worldwide Hi-Tech fund.

Over the last 20 years, which have seen continuous growth and evolution, we have helped our Clients solve the problems of their Digital Transformation, creating state-of-the-art technological solutions helping them to remain competitive.

We continue to grow and update our offering of solutions and services, thanks to our strategic acquisitions and continuous investments in our people, platforms and geographical areas.





+5.500

PROFESSIONALS

Lutech is a leader in digital and artificial intelligence

3rd

ITALIAN
DIGITAL
PLAYER

1bn

BUSINESS
VOLUME

~22%

YOY
REVENUE
GROWTH

70m

R&D
INVESTMENTS

**BEST
WORKPLACE
2025**

1st PLACE IN DIGITAL
SERVICES



End-to-end approach for everything your innovation needs.

End-to-end **knowledge**

Lutech's delivery, organized into teams of specialists for major Industries, is able to orchestrate projects that span the entire business ecosystem.

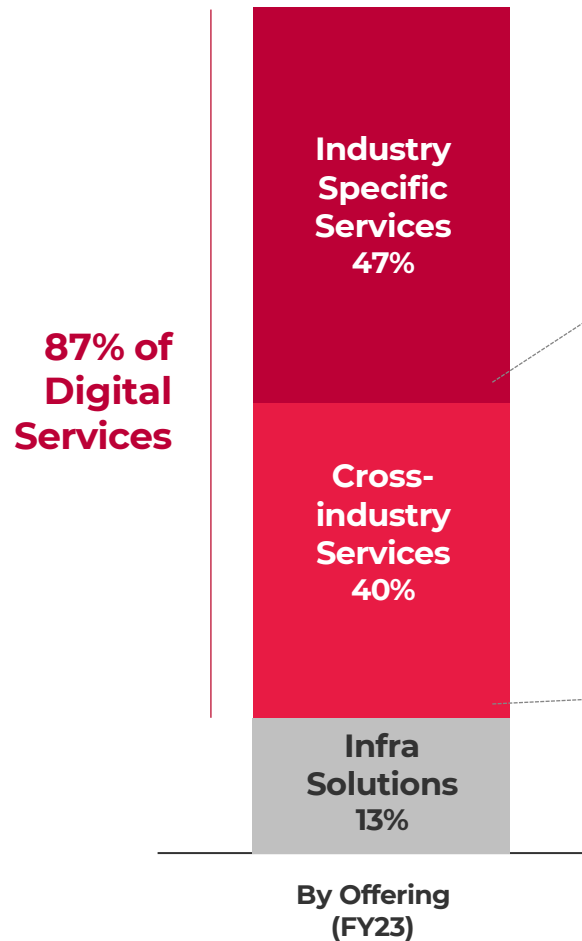
End-to-end **development**

From advisory and execution to support and post-delivery developments, we guide you throughout the entire life cycle of your project.

End-to-end **solutions**

With both infrastructure and application expertise, we work with the best technology partners in the market to build an integrated ecosystem which grows and evolves with your business goals.

Delivery Model.



Vertical Digital Services

Deep vertical capabilities with specific solutions for certain industries:

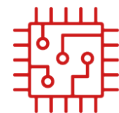
- Market leading E&U vertical-specific capabilities around smart grids, meter-to-cash, IT/OT, AI and Digital Twin
- Market leading manufacturing capabilities around CAD/CAM, PLM, ERP, MES/MOM, AI, IOT and Digital Twin
- Deep vertical expertise in Public Sector, with specific applications for welfare



Horizontal Digital Services

Full spectrum of horizontal digital capabilities, including:

- DX – Market leader in Salesforce
- Cloud – End-to-end offering to enable customer cloud journey
- App modernisation – In-demand custom dev capabilities
- Cyber – End-to-end offering including SOC
- ERP – SAP and Infor
- Digital Workplace solutions



Infrastructure Solutions

Design, install, and secure data centres and networks.

Your Industry Our Challenges.

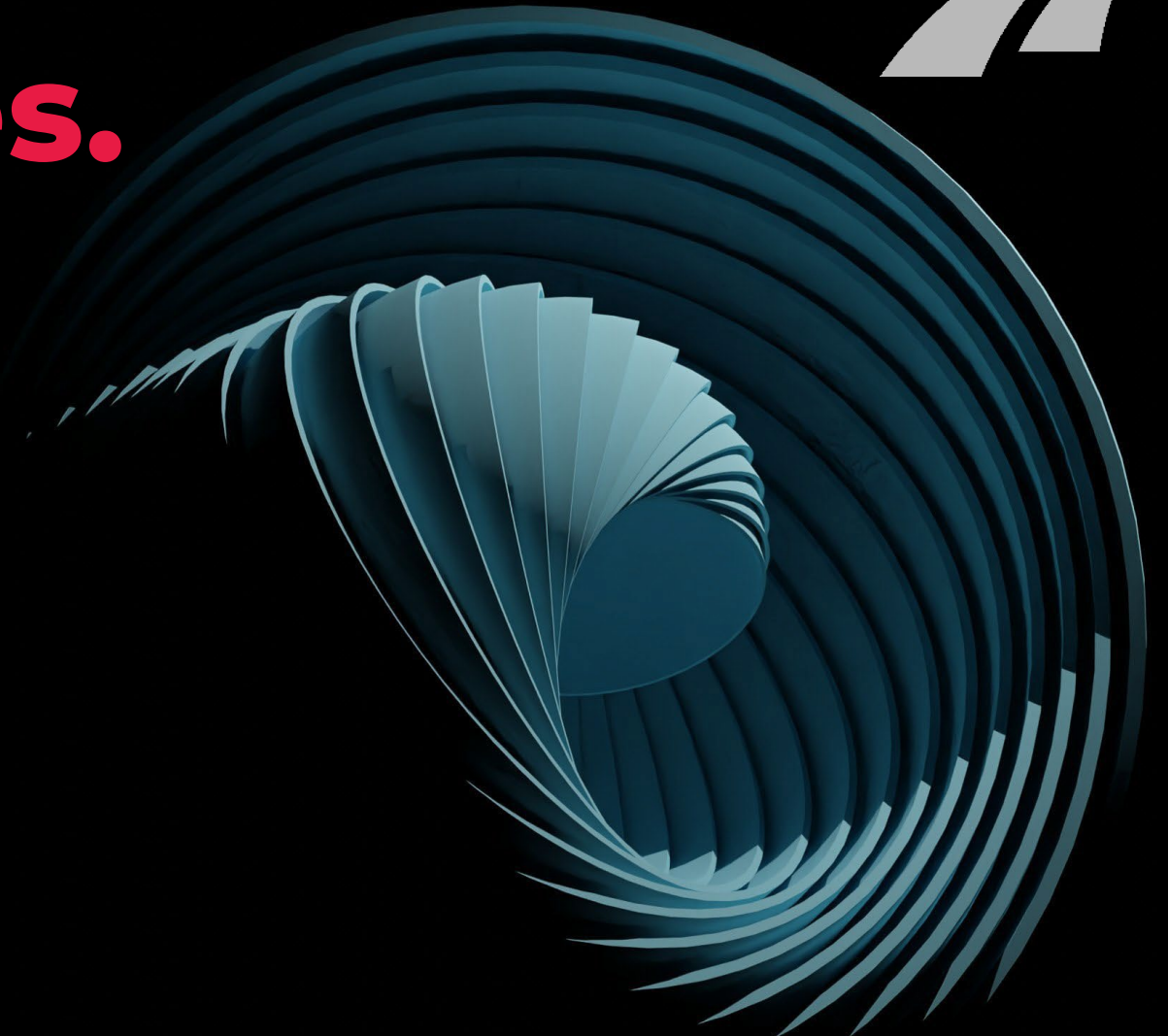


Each industry has its own DNA and each professional within the Company has specific challenges and needs.

With knowledge of the key processes in each industry, from sales&marketing, through operations, to after sales, Lutech's team is able to orchestrate projects that span the entire business ecosystem.

We are a System Integrator across the entire digital ecosystem: vertical digital solutions combined with horizontal digital solutions and supporting infrastructures.

Our goal is to continuously optimize your performance and enable you to free up energy to create value-added services, innovate, and improve strategy and business models.



Industry specific services & solutions.

ENERGY, UTILITIES & TRANSPORTATION

- **Market leader**
- Serving all players in the market
- Vertical expertise across the chain, supporting clients in generation, distribution, and retail
- Proprietary IP and expertise leveraging SAP, Digital Twin, Data, Trading Solutions
- +700 certified vertical specialists

TELCO & MEDIA

- **Serves top 4 players: TIM, Vodafone, Wind, Fastweb**
- NOC Telco specific capabilities
- Digital broadcasting for RAI, Sky and Mediaset
- Strong partnerships for joint go-to-market initiatives
- +200 certified OSS/BSS vertical specialists

MANUFACTURING

- **Market leader**
- Deep regional penetration across Italy
- Broad end-to-end offering in Digital Factory: PLM, CAD/CAM, ERP, MES/MOM, AI, IoT & Digital Twin
- +400 certified vertical specialist

FINANCE & INSURANCE

- **Insurance Clients with core and horizontal systems, with +200 certified specialists**
- CRM capabilities with excellence in Salesforce
- Applications and managed services for main Italian banks

PUBLIC SECTOR & HEALTHCARE

- **Presence on central and local government**
- Vertical capabilities on welfare (pensions and benefits)
- Eustema's 2024 acquisition further strengthening the vertical
- +400 certified vertical specialists

FASHION & RETAIL

- **Omni-channel capabilities with excellence in Salesforce**
- Roadmap to Data Driven Company
- Industrial Performance for Luxury Industry

Key customers.

Energy, Utilities & Transportation



Manufacturing



Public Sector & Healthcare



Telco & Media



Finance & Insurance



Fashion & Retail



End-to-end **development.**



THINK

Innovation Advisory

CREATE

Design & Delivery

MAXIMIZE

Operate & Optimize



By your side, at every stage of your project.

THINK

Innovation Consulting

Thanks to our knowledge of the specific processes of each industry, we support you in defining a personalized roadmap designed to make the most of your as-is, with your priorities at the center.

Assessment, advisory, definition of your goals and a concrete strategy which integrates business objectives and the power of technology.

CREATE

Design & Delivery

We create integrated, flexible, scalable and safe ecosystems using the solutions of the best technology partners and our know-how to customize them to meet your needs.

By combining our cloud and digital expertise and our solutions, we create end-to-end projects which cover every aspect of your Digital Transformation.

MAXIMIZE

Operate & Optimize

Orchestrating the management of technology solutions implemented at the pace of your business growth is one of our priorities.

Continuous innovation, expert support and management services allow us to obtain the highest levels of performance from each project we create together, optimizing your processes and resources.

Cross industries services & solutions.



LUTECHCONSULTING

LUTECHSOLUTIONS

LUTECHDIGITAL

LUTECHCYBERSECURITY

LUTECHSERVICES

LUTECHCLOUD

LUTECHCLOUD

Shape your foundation

We design, implement, secure and manage Hybrid Cloud solutions, identifying the most agile, scalable and resilient architectures with +500 cloud experts.

Performance, business continuity and security are the drivers behind all of our cloud and infrastructure projects.

CLOUD ADVISORY
Cloud Transformation,
Governance & Compliance

HYBRID CLOUD
ARCHITECTURES

NEXT-GEN
NETWORKING

CLOUD
MODERNIZATION

DIGITAL
WORKPLACE

DATA ARCHITECTURE

Meet **our Clients.**

INTESA  SANPAOLO

HYBRID CLOUD DATACENTER

A data-center modernization and cloud transformation project to optimize time-to-market and guarantee lower costs and greater stability for the infrastructure, thanks to Lutech's design and management.

 Regione Lombardia

NEXT GEN NETWORKING

Design and implementation of MAN, WAN, LAN, WiFi networks, Telepresence and Security for the whole region. Over 7000 users, MPLS backbone, four data centers and 30 sites. Integration of Multicast video, data, voice and video

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DATABASE MIGRATION

Migration of the database to new infrastructure with greater capacity and performance to support real-time processes and 24/7 business continuity of the ecosystem of connected web apps which are the core of the client's services

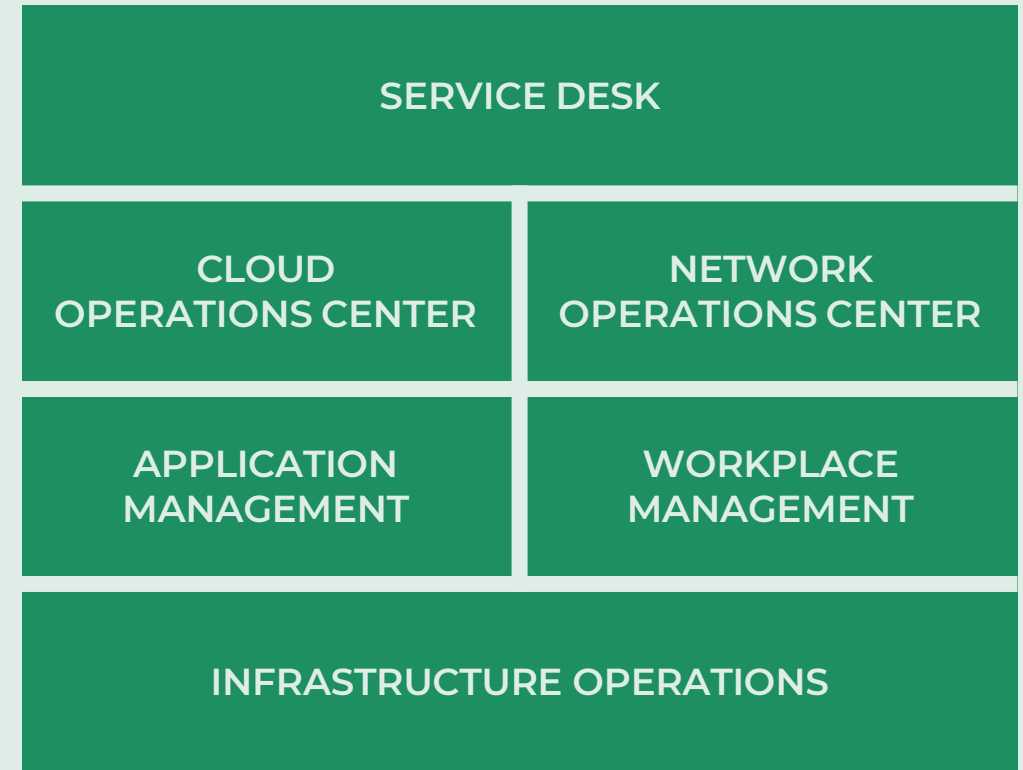
LUTECHSERVICES

Shape your operations

Lutech's Managed Services Operations Center turns management processes and technologies into value for its clients.

Over 400 specialized technicians manage a wide catalogue of flexible, modular and totally customizable services based on your needs, 24x7.

Performance is continuously monitored and guaranteed by a service management structure through shared KPIs and SLAs.



Meet our Clients.



INTEGRATED MANAGEMENT SERVICES

Design and implementation of the new data center and the entire ICT structure, with migration of all applications and outsourcing of 24/7 operations



DATA CENTER MANAGEMENT

Management of Data Center and Network Operations (NOC) with 24/7 support to improve the quality of the services and accelerate the adoption of the public multi-cloud



NETWORK OPERATIONS CENTER

Support services for the provisioning and deprovisioning processes of VAS, voice and data connectivity services for Corporate clients, including monitoring of the backbone network, maintenance and any faults.

LUTECH CYBERSECURITY

Shape your risk

We manage the risks deriving from the Digital Transformation, ensuring that your information, personnel, brand and other assets are defended against the growing level of cyber threats.

Thanks to the best technologies and expertise, we carry out projects in business-critical, heterogeneous and complex contexts, supporting you as a trusted advisor in choosing the best solutions to adopt on the basis of the specific operating context.

CYBERSECURITY ADVISORY
Consulting, Design, Audit, Education

APPLICATION
SECURITY

DATA
SECURITY

ENDPOINT
SECURITY

CLOUD
SECURITY

NETWORK
SECURITY

OT
SECURITY

MANAGED SERVICES
NEXT GENERATION SOC

Meet our Clients.

TREVI Group

CYBERSECURITY IT&OT

An integrated Cybersecurity strategy based on protection of the production plant and endpoints. From the infrastructure assessment for the Trevi Group at the global level to the project built with Check Point, from a “Visibility and secured everything and everywhere” standpoint.

TIM

CYBERSECURITY & SOC

An end-to-end cybersecurity service, for the 24x7 protection and management of remote worker devices thanks to the Security Operations Center. Enforcement of the security policies even outside of the company network to protect against malware, ransomware, phishing and botnets, wherever users are.



INFORMATION SECURITY & COMPLIANCE

Process of data classification, labelling and security requirements in order to make the business processes more secure through the implementation of data protection, data governance and data loss prevention tools.



LUTECH DIGITAL

Shape your data & processes

We support top national clients by giving value to data, products, and business performance to build a digital transformation journey to support business.

New ways of interacting and working together inside and outside your company are the lens through which we view your future.

DIGITAL ADVISORY

DIGITAL
COMMERCE

CUSTOMER
ENGAGEMENT &
EXPERIENCE

DIGITAL
FACTORY & IOT

DATA
INTELLIGENCE

APPLICATIONS
MODERNIZATION

AI,
HYPERAUTOMATION &
HPC

BUSINESS PLATFORM

CLOUD NATIVE
TRANSFORMATION

DIGITAL TWIN

Meet our Clients.



DIGITAL FACTORY & IOT

Creation of a data centralization IoT ecosystem to automate planning of machine maintenance and reduce support tickets and jobs thanks to predictive maintenance solutions based on machine learning



CUSTOMER ENGAGEMENT

Improvement of sales efficiency, cross selling and increased internal collaboration for structured joint sales operations monitored in real time thanks to the Salesforce Sales Cloud platform



DATA INTELLIGENCE

Collection, integration and management of data for each company touchpoint to build predictive use cases of client behavior. With a view to improving the customer experience with ever-more customized service

LUTECH SOLUTIONS

Shape your market

Our proprietary products and solutions for the specific, distinctive requirements of each industry are based on years of development, solid technological and consultancy expertise which are continuously evolving.

Knowledge of the specific processes of each sector and the needs to deal with are the foundation of our analysis and product development.

SOLUTION ADVISORY

ENERGY,
METER 2 CASH,
ETRM & BILLING

SMART DEVICES
& RFID

SOLUTION
MANAGEMENT & BPO

DIGITAL OPERATIONS
FOR RETAILERS (DORA)

LUTECHCONSULTING

Vision & Transformation



Lutech Next is the Lutech Group's Business Consulting practice specialized in managing end-to-end digital transformation programs and improving business performance.

It offers integrated and scalable consulting services in Business Transformation, Operations Optimization, Digital Transformation and Innovation, supporting companies in Change management paths and Operations Governance.

BUSINESS ADVISORY & CONSULTING

**PROGRAM
MANAGEMENT**

**PERFORMANCE
IMPROVEMENT**

**DIGITAL
TRANSFORMATION
STRATEGY**

**SUPPLY CHAIN &
OPERATIONS
OPTIMIZATION**

CHANGE MANAGEMENT

Partners.



**We bring to life
integrated
ecosystems**

where we respond
to your needs,
thanks to our
vertical expertise
and best
technologies





lutechcampus

THE OPEN INNOVATION HUB

Lutech Campus is the group's Open Innovation Hub: an innovative platform for training, startup accelerations, demo labs, and events focused on leading-edge technologies. It fosters collaboration with **academic institutions, research institutes, technology partners, clients,** and **startups** to drive innovation together.



R&D with leading Italian Polytechnics & Universities.

Focus on

Artificial Intelligence
Quantum Computing
Digital Twin
Cybersecurity
Hyperautomation
5G & Blockchain
Metaverso
HPC
Customer Management
Smart City
Energy Management & Saving

Politecnico di
Milano



Politecnico di
Torino



Politecnico di
Bari



Università di
Bari



Università di
Bologna



Università Federico II
Napoli



Università della
Calabria



Università di
Padova





our R&D Hub in Bari.

A total **investment of 56 million euros** to focus on the territory and local resources, in collaboration with the Polytechnic of Bari, University of Bari Aldo Moro, LUM, and with the institutions, spin-offs and local companies.

5 Innovation Objectives:

- Data Driven Solutions
- Digital Twin and Early Warning Platform
- Explainable and Symbiotic Ai Model
- Supporting Platforms
- HPC Simulation to enhance LLM

23 research streams

250 People (+70 in 2024)

Why Lutech?

Experience

We have been passionate about innovation for over 20 years. Our in-depth knowledge of technology is constantly evolving.

Knowlegde

We have deep vertical capabilities with specific solutions for every industry, thanks to our knowledge of the specific processes of each market.

Agility

We have always been an agile company, both in our processes and customer response. Today, over 80% of our services follow agile and flexible delivery methodologies.

Performance

Our teams and methodologies are centered around a single goal: supplying the highest quality, productivity and performance to our Clients.

Certifications

Top-level certifications from technology partners and corporate certifications (ISO 9001, ISO 27001, ISO 20000-1, ISO 37001) are a guarantee of state-of-the-art achievements.



Headquarter

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