



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.

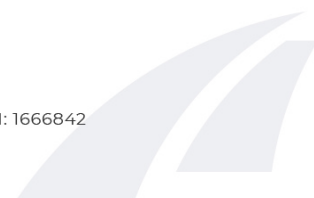
We continue to grow and update our offering of solutions and services, thanks to our strategic acquisitions and continuous investments in our people, platforms and geographical areas.

### WWW.LUTECH.GROUP

Lutech SpA - Società unipersonale soggetta ad attività di direzione e coordinamento di Libra GroupCo SpA

**Sede legale** Via Dante 14 - 20121 Milano - lutechspa@legalmail.it - C.S.: € 3.210.000,00 i.v. - C.F. / P.IVA: 02824320176 - REA-MI: 1666842

**HQ** Via Massimo Gorki 30/32C - 20092 Cinisello Balsamo (MI) - 02 2542 7011 - Fax 02 2542 7090





**+4700**  
PROFESSIONALS

We believe in technology and innovation, and we do it with passion.

The same passion that, along with talent and expertise, guides every person in our teams every day in service of your goals.

**3**  
THIRD DIGITAL  
PLAYER IN ITALY

**72%**  
OF 'TOP 100 COMPANIES'  
ARE CUSTOMERS

**800**  
M€ REVENUES  
FY2022

**+100**  
PARTNERS

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

### End-to-end knowledge

Lutech's organization 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

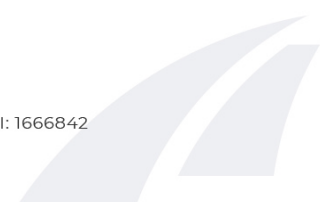
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## End-to-end development

### THINK

#### Innovation Advisory

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.

## At the center of our future.

Evolution and transformation require a new way of interacting and connecting people, data and technologies. Lutech places eight strategic areas at the foundation of the Digital Evolution and your results, key points for the digitization of your business:

### CUSTOMER SUCCESS

We design successful Customer Engagement paths thanks to a single Client view and the ability to monitor data and behavior on all touchpoints in order to implement a digital transformation of sales & marketing processes with unprecedented results.

### DIGITAL TWIN & HPC

We are leaders in High Performance Computing in Italy with the realization of Supercomputers such as "Leonardo" (Cineca, 4 WW and II in Europe) and "Da-Vinci" (Leonardo spa). Pioneers in virtualizing the physical process chain, integrating IoT, Big Data and AI.

### CLOUD

We design, create and manage secure Multi Cloud and Hybrid Cloud environments with cutting-edge performance which are flexible, scalable and resilient, in order to future-proof the management of your business.

### BUSINESS PLATFORM

We are a market leader with vertical expertise specifically in the E&U market with Over 600 professions (SAP S/4 HANA, SAP Utilities).



## CYBERSECURITY

Cyber Resilience and Business Continuity are two closely related concepts that we ensure through advisory services and the most advanced Cybersecurity technologies.

## DIGITAL FACTORY & IOT

We transform your data into value for your company, thanks to ERP, PLM, MES, MOM, IoT, AI and AR/VR platforms, in order to evolve every process, from sales & marketing and production through to after sales.

## HYPERAUTOMATION

Through Artificial Intelligence, Machine Learning and RPA we optimize cross-market business processes to optimize performance and provide better customer service.

## DIGITAL WORKPLACE

We enable secure and high-performance digital workplaces through a flexible service model for integrating and managing any cross-market infrastructure.

## End-to-end solutions

Lutech stands at your side in the Digital Evolution thanks to six technological core entities designed to provide a complete and integrated offering, able to meet the manifold needs of digitization.

LUTECH **CONSULTING**

LUTECH **SOLUTIONS**

LUTECH **DIGITAL**

LUTECH **CYBERSECURITY**

LUTECH **SERVICES**

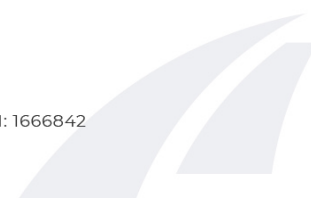
LUTECH **CLOUD**

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## LUTECHCONSULTING



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.

## LUTECHCLOUD

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.

### BUSINESS ADVISORY & CONSULTING

PROGRAM  
MANAGEMENT

PERFORMANCE  
IMPROVEMENT

DIGITAL  
TRANSFORMATION  
STRATEGY

SUPPLY CHAIN &  
OPERATIONS  
OPTIMIZATION

### CHANGE MANAGEMENT

### CLOUD ADVISORY Cloud Transformation, Governance & Compliance

HYBRID CLOUD  
ARCHITECTURES

NEXT-GEN  
NETWORKING

CLOUD  
MODERNIZATION

DIGITAL  
WORKPLACE

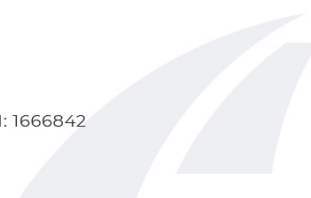
### DATA ARCHITECTURE

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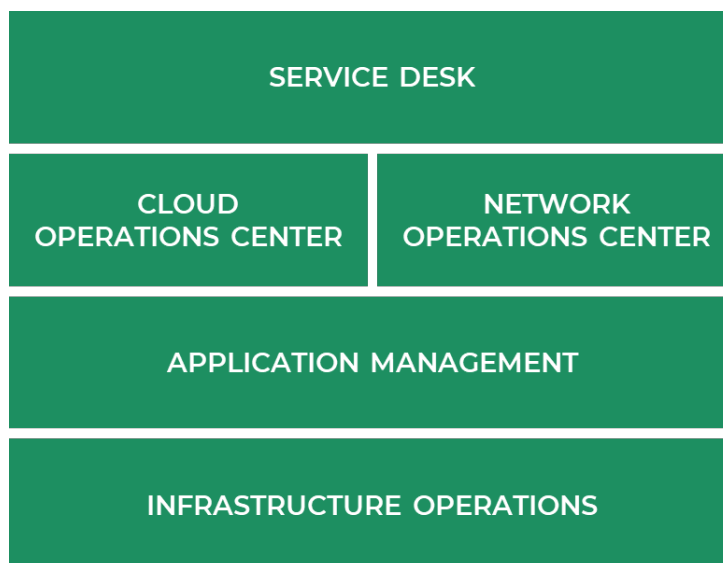


## LUTECHSERVICES

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.

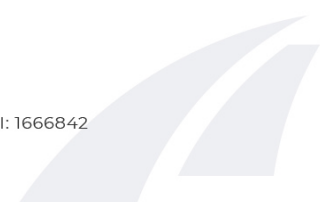
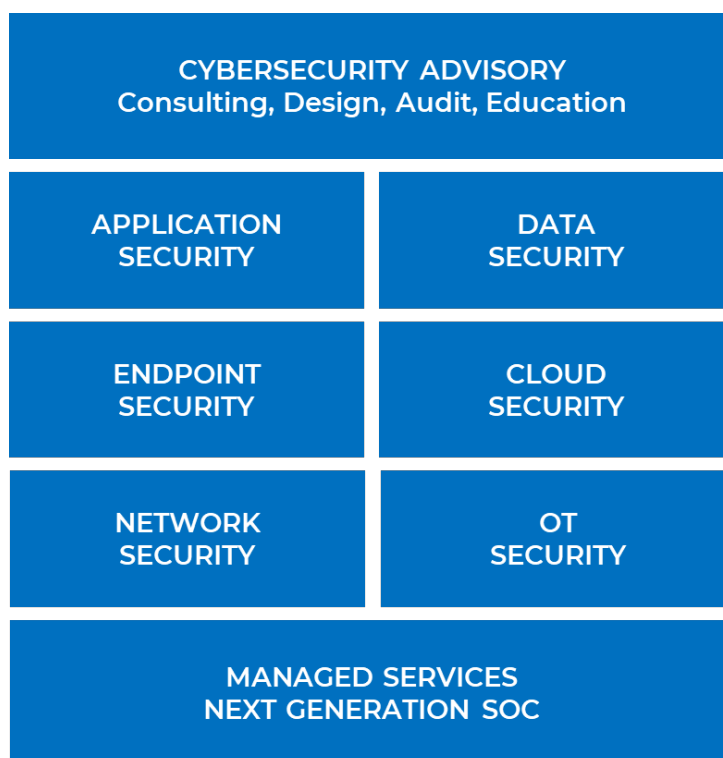
Performance is continuously monitored and guaranteed by a service management structure through shared KPIs and SLAs.



## LUTECHCYBERSECURITY

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.





## LUTECHDIGITAL

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	BUSINESS PLATFORM
CLOUD NATIVE TRANSFORMATION	DIGITAL TWIN & HPC

## LUTECHSOLUTIONS

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.

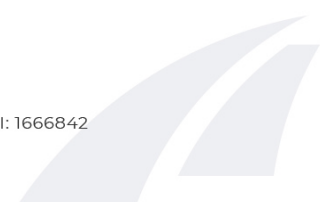
SOLUTION ADVISORY	
CREDIT MANAGEMENT	
ENERGY, METER 2 CASH, ETRM & BILLING	SMART DEVICES & RFID
SOLUTION MANAGEMENT Application Management, BPO	DIGITAL OPERATIONS FOR RETAILERS (DORA)

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**We bring to life integrated ecosystems** where we respond to your needs, thanks to our vertical expertise and best technologies



In the multipurpose spaces of Lutech Group's new headquarters in Milan, **Lutech Campus**, the group's Open Innovation Hub, is born: an innovative platform for training, startups, demo labs and popularization on leading edge technologies, in which Lutech opens up to **Academic Institutes, Research Institutes, Technology Partners, Clients and Startups** to make innovation together.

## Collaboration with leading Italian Universities

**+100 M€ of investments planned for the next three years**

### Focus on:

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

Politecnico di Bari



Università di Bari



Università di Bologna



Politecnico di Torino



Politecnico di Milano



Università Federico II Napoli



Università della Calabria



Università La Sapienza



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## Why Lutech?

### Experience

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

### Performance

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

### Satisfaction

The success of our clients is our success, which they acknowledge with long-term partnerships and an NPS of 58%.

### 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.

### Certifications

The highest level certifications by the technological and corporate partners (ISO 9001, ISO 27001, ISO 20000-1, ISO 37001) are a guarantee of state-of-the-art achievements.

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