

# Empowering Digital Transformation with AI Solutions

A Comprehensive Overview of Asystel-BDF's Innovations and Collaborations



# Introduction of Key Speakers



## Lorenzo Castelli

Role: Business Unit Director

Experience: Over 20+ years in strategic leadership roles

Expertise: Business development, market analysis, and team management.



## Lorenzo Marzano

Role: Data Analytics Manager

Experience: 7+ years in data analysis and interpretation

Expertise: Data modeling, trend forecasting, and visualization techniques.



## Stefano Pravisano

Role: Project and Change Manager

Experience: 3+ Years experience in Leading IT projects

Expertise: Project planning, implementation, and risk management.

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# Introduction to Asystel-BDF

## Who is Asystel-BDF and What We Do

Asystel-BDF is an Italian company specializing in digital transformation, part of the Econocom group.

Founded in 2024 through the integration of Asystel Italia S.p.A. and BDF S.p.A.

**Our goal is to offer comprehensive and innovative IT solutions, supporting over 400 organizations across various sectors in their digitalization journey.**

 **Employees**

**8.800**

A dedicated team driving our company's success.

## The Econocom Group in Numbers

 **Years of Experience**

**50**

A legacy of innovation and excellence in the industry.

 **Revenue**

**€ 2,68 B**

Demonstrating our financial strength and stability.

 **Countries**

**16**

Establishing a global presence in key markets such as the EU, USA, Canada, and more.

# Digital Transformation Solutions

01

## Digital Workplace

Promotes modern and collaborative work experiences.

Enhances communication and operational efficiency in digital work environments.

02

## Innovative Audiovisual

Utilizes advanced audiovisual technologies to improve internal and external communication.

Enhances interaction quality and user experience.

03

## Safe Infrastructure

Provides secure and customized infrastructures ensuring high performance and data protection.

Safeguards company data and resources.

04

## Modern Application

Offers flexible and scalable applications designed to adapt to market changes and client needs.

Tailored to meet specific customer requirements.

05

## Cybersecurity & Networking

Delivers security solutions against digital threats, including secure networks and advanced access management.

Protects company data and assets from cyber threats.

06

## Continuous Services

Provides end-to-end digital support focused on continuity, cost savings, and proactive management, with services like 24/7 support, infrastructure monitoring, and logistics.

# AI Investment Plan



## Research and Analysis

Conduct market research to identify AI trends and opportunities.

Analyze potential ROI for AI investments in various business areas.



## Budget Allocation

Define a clear budget for AI initiatives based on research findings.

Allocate funds for AI infrastructure, software, and talent acquisition.



## Pilot Projects

Implement small-scale AI projects to test feasibility and effectiveness.

Evaluate pilot project outcomes to inform larger investment decisions.



## Talent Development

Invest in training programs to upskill existing employees in AI technologies.

Recruit AI specialists to drive innovation and implementation.



## Scalability Strategy

Develop a roadmap for scaling successful AI projects across the organization.

Identify key performance indicators to measure the impact of AI investments.

# Scouting and Testing

## AI Team

### Scouting Process

Identifying emerging AI solutions in the market through extensive research and analysis.

### Testing Methodology

Conducting rigorous testing and evaluation of AI technologies in dedicated labs.

### Team Composition

Multidisciplinary team comprising data scientists, AI engineers, and domain experts.

### Internal Utilization

Implementing tested AI solutions internally to enhance operational efficiency.

### Client Testing

Collaborating with select clients to pilot AI solutions tailored to their specific needs.



# R&D with AI Tech Giants

## Collaboration with OpenAI

Leveraging cutting-edge AI technologies for innovative solutions.



## Strategic Alliance with Google AI

Access to advanced machine learning algorithms and expertise.



## Joint Learning with HP

Enhancing AI expertise through specialized courses, driving innovation and growth.



## Partnership with Microsoft Azure AI

Utilizing cloud-based AI services for scalable and efficient operations.



## Engagement with Amazon Web Services AI

Harnessing AI capabilities for improved customer experiences.





# Get in Touch

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