SECSERVIZI (PART OF ACCENTURE) MEETS DATA SCIENCE AND MATHS STUDENTS
Accenture is a leading global professional services company, providing a broad range of services and solutions in strategy, consulting, digital, technology and operations. Combining unmatched experience and specialized skills across more than 40 industries and all business functions – underpinned by the world’s largest delivery network – Accenture works at the intersection of business and technology to help clients improve their performance and create sustainable value for their stakeholders. With 459,000 people serving clients in more than 120 countries, Accenture drives innovation to improve the way the world works and lives.
**Accenture Worldwide**

- **449,000** employees worldwide

- **34.9 billion $** net revenues for FY ending 31st August 2017

- **108.6 billion $** market capitalization as of 2018 September 5th

- **3.4 billion $** invested over last 3 years on more than 70 strategic deals

- **120 countries** service provision

**Accenture in Italy**

- **6 Innovation Centers** established in Italy for advanced solutions development

- **13,000+** employees in Italy

- **2,400** recruitments in Italy during FY ending 31st August 2018

- **6 Innovation Centers** in Italy

- **8 operating companies** across Italy

- **3 FS & Insurance divisions** among Accenture Group

- **5.000+** clients worldwide

- **1957** Accenture starts its operations in Italy

(*) Net revenues recorded for Accenture plc Consolidated Financial Statement purposes, listed on NYSE
WE TURN GREAT IDEAS INTO REALITY.

ARE YOU A DIGITAL VISIONARY?

OUR PROGRAMS FOR THE FUTURE ARE UNCONVENTIONAL. ARE YOU?

GOT CLOUDY VISION? YOU ARE RIGHT FOR US.

MAKE THE WORLD A SAFER PLACE FOR BUSINESS.
ACCENTURE & SEC SERVIZI
A NEW TECHNOLOGY HUB TO INNOVATE THE BANKING SECTOR

Why?
The changing environment

➢ The pace of innovation and digital transformation in the banking sector continues to put pressure on banks, particularly in Europe, as regulations are opening up the competitive landscape to fintech and large tech companies.

Who?
SEC Servizi

➢ SEC Servizi was founded as a banking consortium in 1972 and provides technology services and software applications to financial institutions in Italy.

➢ Intesa Sanpaolo acquired SEC Servizi in 2017 as part of its broader compulsory acquisition of the assets, liabilities and contractual obligations of various banks in the Veneto region.

When?
Acquisition main steps

➢ Accenture has completed the acquisition of Intesa Sanpaolo Group’s 80.8 percent interest in SEC Servizi SpA.

➢ We will also acquire the remaining interests in SEC Servizi SpA held by other shareholders.

What?
Deal objectives

➢ The acquisition of SEC Servizi’s expertise, technology and operational assets will help us create a powerful innovation hub for financial institutions that aims to support banks in their transition to digital.

➢ It will strengthen our leading position in the banking technology market in Italy, serving SEC Servizi’s existing customers, including Intesa Sanpaolo and several other mid-sized Italian financial institutions.

- Accenture quotes -

“Our acquisition of SEC Servizi, one of the premier providers of IT services to banks in Italy, marks a critical step towards the digital transformation of Italy’s financial services sector” – Sushil Saluja, Senior Managing Director – Financial Services, Europe.

“Con l’acquisizione delle competenze di Sec Servizi, eccellenza italiana che verrà proiettata ulteriormente in una dimensione nazionale ed europea, Accenture sarà in grado di creare una piattaforma avanzata dedicata al settore bancario attraverso cui gli istituti finanziari potranno accelerare i loro percorsi di trasformazione digitale migliorando i loro principali indicatori di performance. Con questo investimento aumenta la nostra presenza nel Triveneto dove oltre a Padova siamo già presenti a Verona, Mogliano Veneto e Trieste. Sec Servizi in Accenture troverà l’ambiente giusto per crescere” – Mauro Macchi, Senior Managing Director – Accenture FS ICEG Lead.
SEC SERVIZI EVOLUTION

- Blockchain
- Artificial Intelligence
- Cyber Security
- FS/Fintech
- Extended Reality
- New IT

Global Delivery Network

Emerging Tech  Data Mgmt.  IX.O  Data Analysis
IT SERVICES BUSINESS: A CONTINUOUS PROBLEM SOLVING EXERCISE
(1 OF 2)

What our clients need is always the ability to solve their problems ...

1. Assessment and comprehension
   - Comprehension of the client’s request and needs
   - Contest analysis

2. Identification of possible solutions
   - Modeling and structuring the problem to make the solution easier.
   - Research of similar problems already resolved by colleagues

3. Detailed action plan
   - Identification of what I’m supposed to do to solve the problem, when, and with whom (activities, milestones, resources)
IT SERVICES BUSINESS: A CONTINUOUS PROBLEM SOLVING EXERCISE (2 OF 2)

...that is what a good math or data science student should be able to deal with

1. Assessment and comprehension
2. Identification of possible solutions
3. Detailed action plan

1. Data and hypothesis
2. Thesis
3. Demonstration

- What I have, where it is, things I can assume, what’s the question?...
- Instruments (axioms, previous results, rules...)
- What I think I can demonstrate, what’s my goal...
- How I can reach the goal
SEC SERVIZI – EXAMPLE OF STAGE OPPORTUNITIES (1 OF 2)

Here represented the application architecture of the new DataWareHouse that SECSERVIZI is setting up for his clients

- More than 250 tables in Data Model divided in 15 subject areas
- Millions of records
- About 5TB of data
- Organization and structuring of Data in different levels (thematic DB, datamart, ..) in Datawarehouse
- Presence of a Data Lake supported by big data technology to re-engineer data storage processes and to keep available elementary data to business users.
SEC SERVIZI – EXAMPLE OF STAGE OPPORTUNITIES (2 OF 2)

DATA QUALITY

Here represented the dashboard of Data Quality report for business user

- More than 200 different controls grouped by subject, type of control, client, hierarchy...
- Daily, vs monthly controls
- Continuous development of new controls
- SAS Visual Analytics to manage development and execution of controls
BE PART OF ACCENTURE - GET INVOLVED

YOUR PATH TO SUCCESS
GROW UP AS A LEADER
IN INTERNATIONAL ENVIRONMENT

TECH-ADDICTED?
IF IT’S INNOVATIVE, IT’S
ACCENTURE

GET IN THE GAME
JOIN THE BEST
MANAGEMENT TEAM

CULTIVATE OUR VALUES
RESPECT, INCLUSION AND
COLLABORATION;
ENJOY THE DIVERSITY!

BE YOURSELF
CHANGE THE RULES, SHARE YOUR
IDEAS, AND TAG YOUR COLLEAGUES

INNOVATE RESPONSIBLY
USE YOUR ENERGY TO MAKE
A DIFFERENCE
STAY CONNECTED WITH ACCENTURE ITALY & FIND OUT OUR OPPORTUNITIES

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WHY SHOULD YOU APPLY FOR AN INTERNSHIP IN SEC SERVIZI?

Your skills:
- **Analysis**: ability to analyze, breakdown and evaluate
- **Vision**: ability to find relationship between problems and intuite solutions
- **Concreteness**: ability to pay attention to details and to keep a look to continuously optimize processes

Sec Servizi is able to appreciate these skills, and is an environment where you can apply a great part of your knowledge

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