

# GIOT



Almaviva Universal Platform for Enterprise

Almaviva

# About Us – The AlmovivA Group



People: 3.176  
Revenues 2014: €321M



People: 39.409  
Revenues 2014: €377M



People: 175  
Revenues 2014: €14M

## 57 Offices (38 in Italy)

ITALY, BRASIL, USA, CHINA, COLOMBIA, TUNISIA,  
SOUTH AFRICA, BRUXELLES (UE)

## 40.000 PROFESSIONALS

## 730 mln REVENUES 2014

### MAIN AREAS OF ACTIVITY

- ICT Services
- Cloud Computing
- Cyber-Security
- CRM 3.0
- Big Data & Advanced Analytics

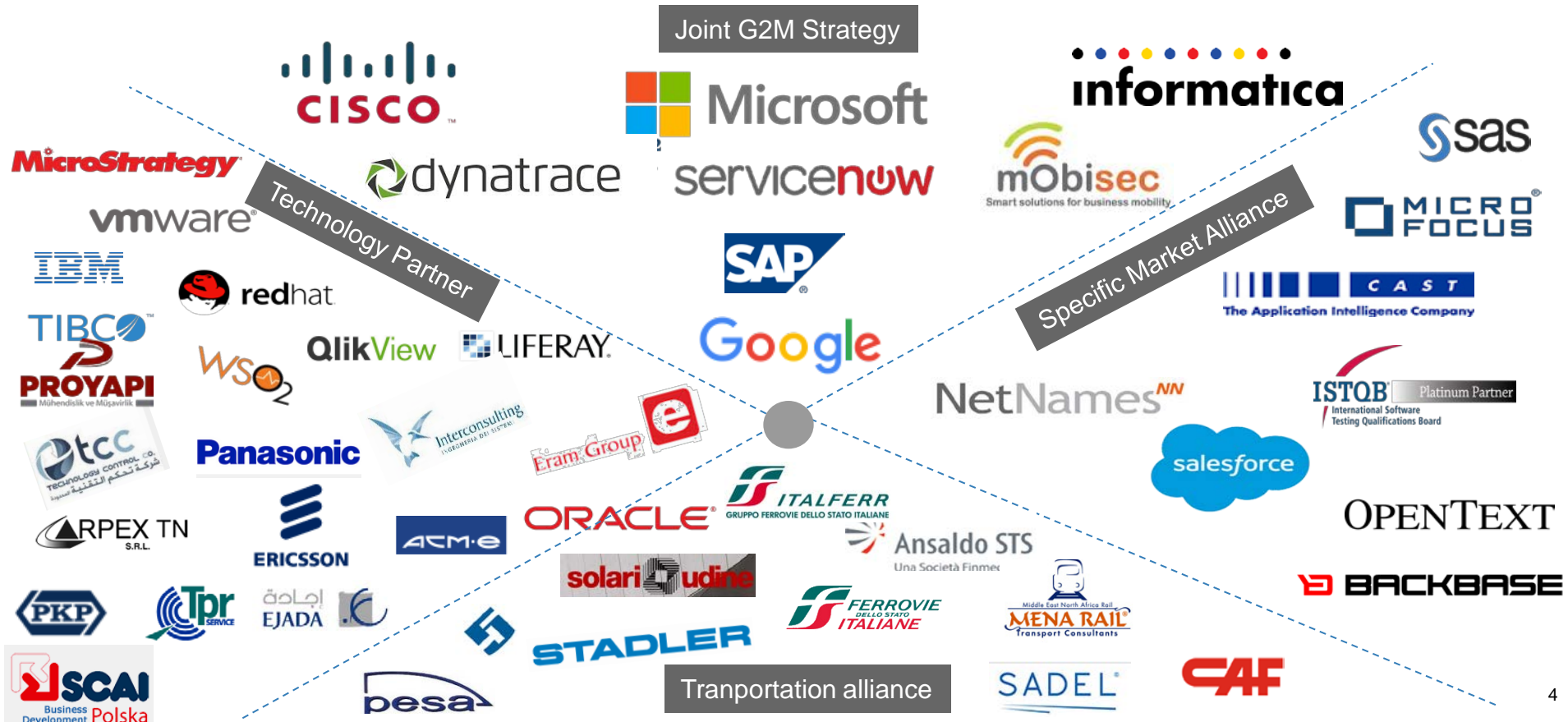
# Our Strength: Competence Centers

Almaviva **competence centers** are committed to **continuous innovation processes** and **R&D** activities to develop products and technology solutions aimed to anticipate and address **market needs**



CLOUD SERVICES	IoT	MOBILE SOLUTIONS	BIG DATA & ADVANCED ANALYTICS
CYBER SECURITY	INTEGRATED COMMAND & CONTROL SYSTEMS	INTEGRATED SURVEILLANCE SYSTEMS	IT BIOMETRIC SOLUTIONS
MOBILE PAYMENT & MONETICS	SAP CONSOLIDATION E SAP HANA	CRM 3.0	ENTERPRISE APPLICATION INTEGRATION
DATA & DOCUMENT MANAGEMENT	PORTAL DEVELOPMENT & WEB 2.0	JAVA, MS.NET, OPENSOURCE	SMART ENERGY MANAGEMENT

# Our Strenght: Main Partnership



## Our Strenght: Main Certifications

**Best in class quality of services and delivery** is guaranteed by **several** certifications compliant with **International Standards**.  
Such set of credits allow AlmavivA in participating in all **public** and **private tenders**.

**27001:2013**

ISO/IEC

Information technology -  
Security Management

**SA8000:2008**

Social Accountability  
International

**15838:2010**

UNI EN

Customer Contact Centers  
- Requirements for service  
provision

**14001:2004**

ISO/IEC

Environmental  
management systems

**20000-1:2011**

ISO/IEC

Information Technology -  
Service management  
based on ITIL Framework

**22301:2012**

ISO/IEC

Societal security -  
Business continuity  
management systems

**9001:2008**

ISO/IEC

Quality Management  
Systems

**50001:2011**

ISO/IEC

Energy management  
systems

**CMMI - ML 3**

Capability Maturity Model  
Integration - Maturity Level 3

**AQAP 2110/160**

Allied Quality Assurance  
Publications

# Almaviva: Our Reference Market

Almaviva has a long experience in providing ICT Services for complex system implementation, integration and management

- Leading player within ICT solutions for **Transportation & Logistics**, **government**, **Defence & Homeland Security**
- N°1 Italian Supplier of **Cloud Computing** solutions, consultancy & advisory
- Within Top 5 players for development & implementation of IT solutions within the **Banking & Insurance Industry**
- Strategic partner for Consulting & Advisory in the **Agriculture** area

## Central GOV



### Agriculture & Environment

Knowing the Land pixel by pixel

€8 bln funds yearly granted and managed

1,6 mln e-folders farms

10.000 offices network managed

30.000 users registered



### Administration & Finance

Managing complexity to make the Country easier to manage

57 mln citizens social security data  
21 mln payslips

15.000 economic statements /year

18.000 surveys a year

8.500 Public Bodies



### Homeland Security

Innovative Defence & Homeland Security technology

1,5 mln e-passports issued a year

240 naval units equipped

77 operations control rooms

5 airborne units for monitoring and survey activities



### Welfare

Take care of citizens future

32 mln pension slips a year

30.000 public employer

2,7 mln public retired people

28,000 Real Estate Units (income / instrumental)



### Education

Success story within «Infrastructure Transformation»

1,5 mln on-line enrolments a year (96,3% fulfilled expectations)

5 mln paper sheets saved and spared

84.000 saved working hours school admin staff



### Healthcare

Innovation technology for the sake of citizens

1,5 mln declarations will to organ donation

100,000 blood components exchanged among independent Local Authorities

80% results e-folder



### Local Government

Innovation from the small to the large Local Body

10 mln regional service cards issued on smart-card

20 mln messages/month sent and received

200 application domains management



### Italian Post Services

Supporting business service providers

50.000 post office desks network connection

1,5 mln paying-in slips a day

60,000 deposit slips a day



### Bank & Insurance

Safeguarding our «values»

100 Customers Italian & international banks and insurance brokers

20 products «Made in Almaviva» for Banking

150 installations on field



### Transportation

Fast-forward moving Innovation Technology

11.000 trains a day Traffic management

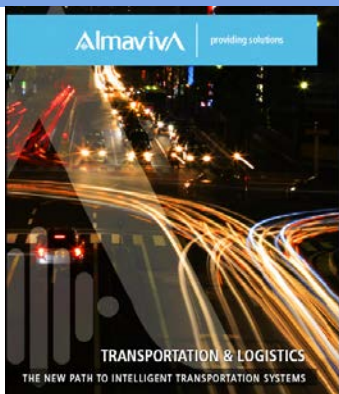
1,5 mln E-ticketing a year

1 mln maintenance orders/year 20 logistic inland villages

Infomobility system management

1,500,000 smartcards managed

# AlmavivA: Offering for Transportation market



## Transportation

Fast-forward moving  
Innovation Technology



## Scenario



## AlmavivA Offering

Starting from strong **competences** in the railway sector AlmavivA has implemented a range of **solutions and services** for the local public transport and Logistics .  
AlmavivA builds and manages **mission-critical enterprise solutions** for mobility of people and goods .

- Planning, monitoring and controlling trains/vehicles traffic
- Planning and managing personnel/vehicle shifts
- Tracking and monitoring fleets and freight
- Diagnosing on-board and stations equipment
- Planning and managing passenger information
- Managing and broadcasting multimedia Infotainment content
- Managing integrated intermodal logistics operations
- E-ticketing systems
- ERP-based corporate asset management solutions



## Highlights

Fleet control and monitoring, on a 24/7/365 basis, of

- 11,000 trains/day in a rail infrastructure of 16,705 km and 1,500 road vehicles
- 1,000,000 maintenance orders managed each year
- 1,500,000 smartcards managed each year on behalf of local transport providers
- 1,000,000 coupons managed each year
- 1,000,000 invoices managed each year for a number of clients in the industry
- Infomobility system management of 8000 trains/day

Cloud Computing migration of all IT applications and technology platforms of Italian infrastructure and Railways system: a cutting-edge solution with benefits in terms of space and operating costs, featuring the seamless migration of "mission critical" services

# GIOT

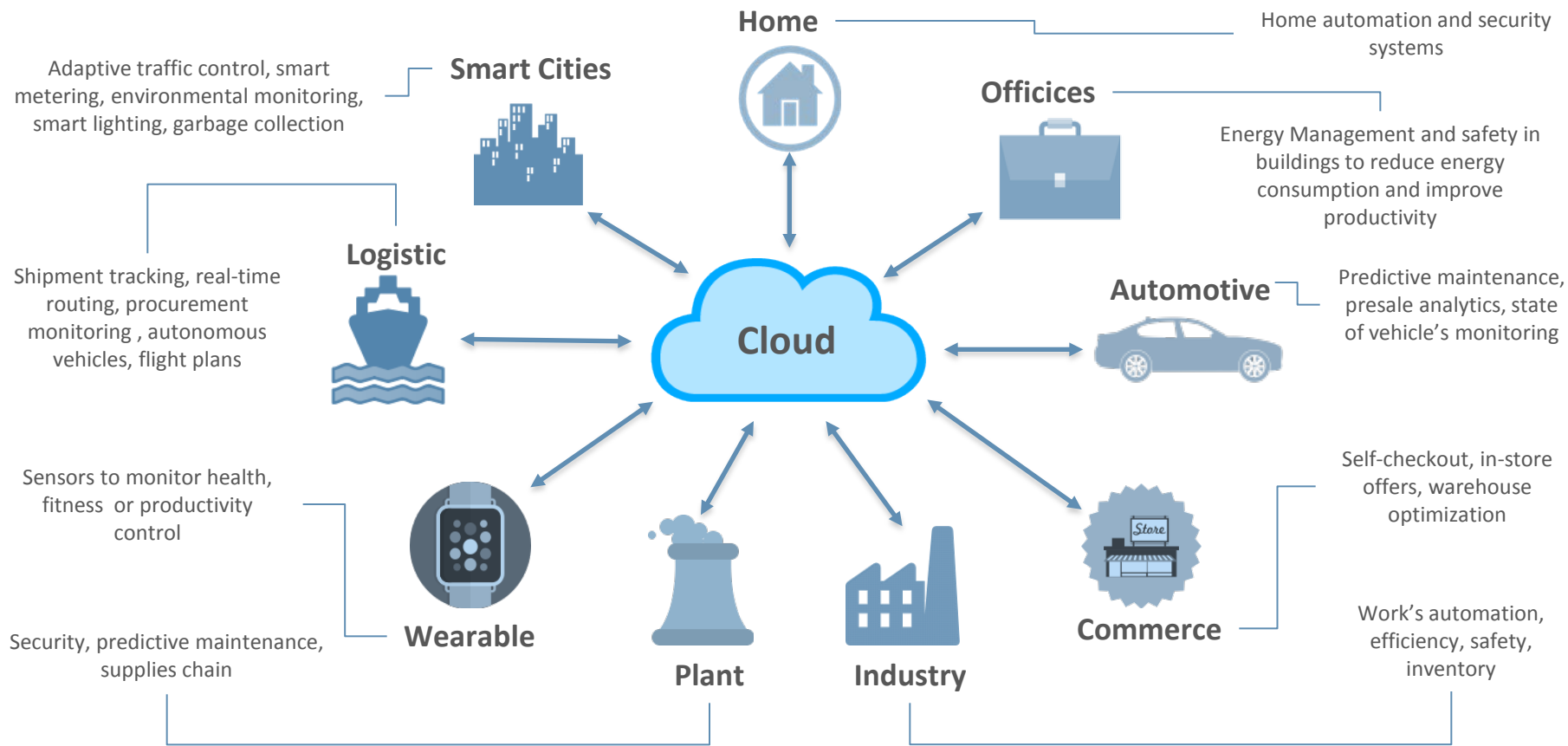


AlmavivaA Universal Platform for Enterprise

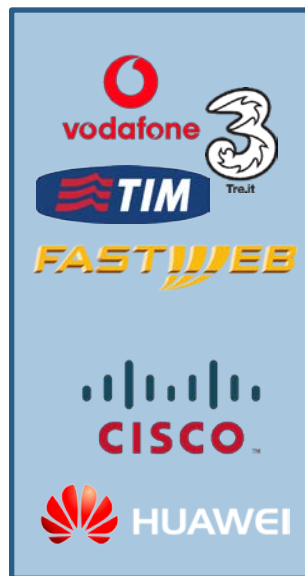
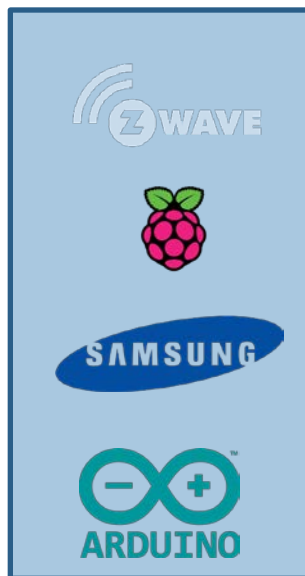
powered by **Almaviva**



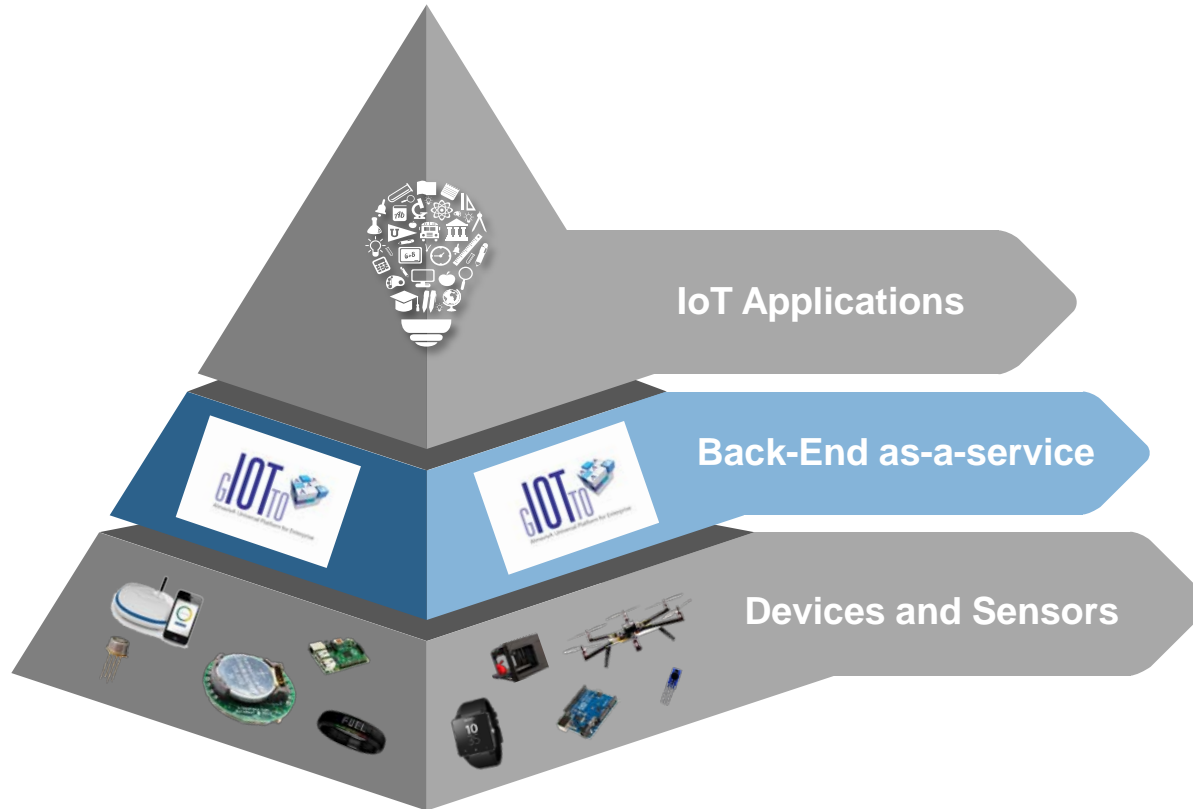
# IoT Ecosystem- Overview



# IoT @ AlmovivA: Positioning & Value Chain



Main Market Player

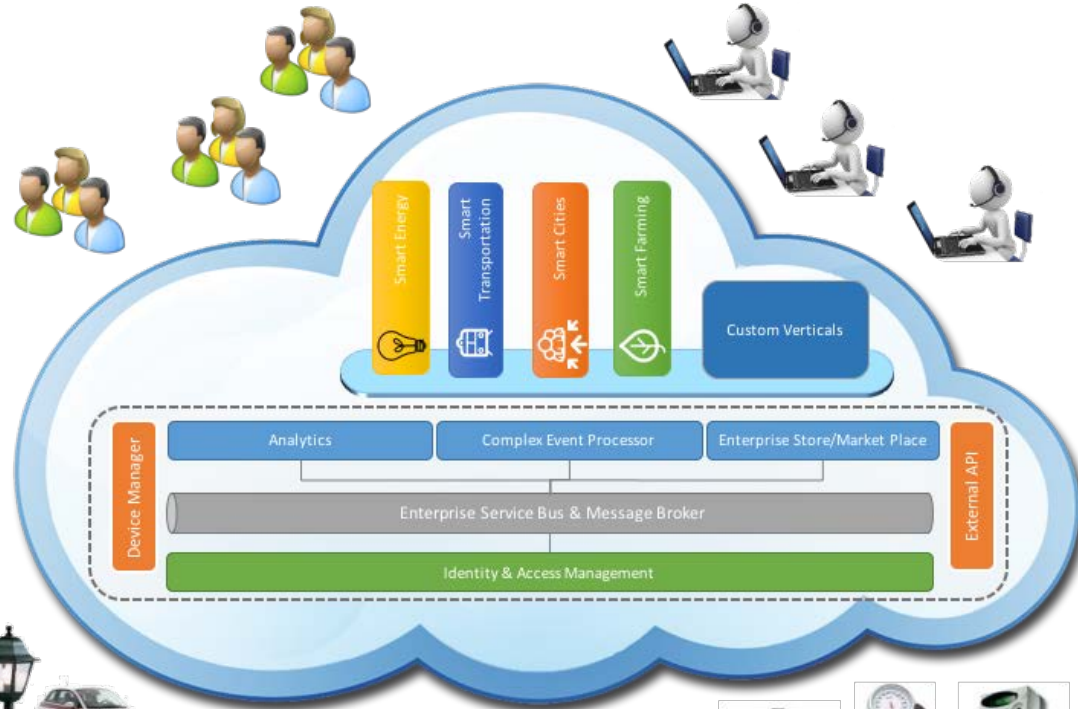


## IoT Service Platform

A powerful platform – available as-a-Service – which enable the development of IoT verticals providing developers with a back-end well integrated in all its components (Analytics, Rules Engine, Message Broker, IAM).

GloTTO integrates a wide range of sensors from different manufacturers, technologies and services, able to **simplify** the application development and **reduce** the time-to-market.

# IoT Service Platform – In Deep



## BaaS: Back End As-A-Service

IaaS + PaaS + SaaS

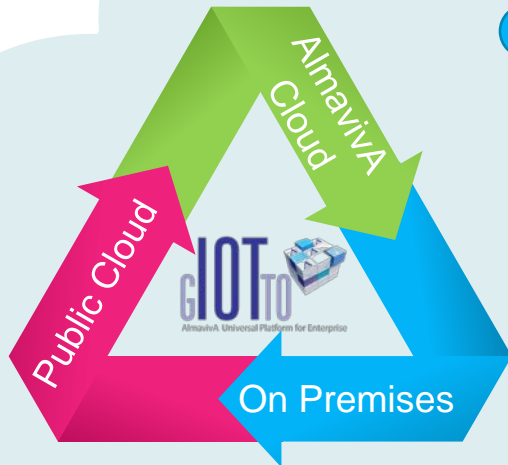
## Full OpenSource

Flexible Platform

## Device Hardware agnostic

Can support differt devices

# IoT Service Platform – Cloud Mix



**GloTTTO** can be hosted On-Premises, on the Almaviva Cloud or on a Public Cloud Provider.

The **Hybrid Tools** of the platform and the **Intercloud Fabric** enable the simultaneous use of resources placed on different Cloud Providers and On-Premises.



## On Public Cloud

Chance to use the platform directly on a Public Cloud

## On Premises

Chance to install the platform On-Premises, directly on the customer Datacenters, in order to ensure the highest level of data protection.

## On Almaviva Cloud

Chance to offer the IoT Platform on Cloud, from the Almaviva DataCenter

# GIOT



Almaviva Universal Platform for Enterprise

***Vertical Solutions***

powered by **Almaviva**



## Smart Garbage Collection

- AMA Roma SpA is able to collect and analyse real time data related to localization and maintenance of its vehicles, owing to the Track&Trace System adopted which is based on sensors installed on the entire fleet (+1200 vehicles and parking areas).
- Exploiting the IoT Platform power, AMA will be able to strengthen its service, ensuring...
  - **Garbage Collection Efficiency**, placing sensors on the garbage cans so to make the collection of the urban garbage smart and dynamic
  - **Predictive Maintenance** of the vehicles used for the garbage collection, through on-board sensors and telemetry analysis





## Dynamic Maintenance Management System

- **Innovative Data Processing Platform**  
manage data coming from 3.000 rolling stock,  
analyzing about 7 million signals per second
- Key results are in terms of:

- **Breakdown reduction** through the implementation of predictive models based on real-time data related on the status of each specific component
- Improvements both on resources and plants management and maintenance and replacement services
- Adoption of a **Digital Maintenance model**







## Behaviour Analysis & Indoor Positioning

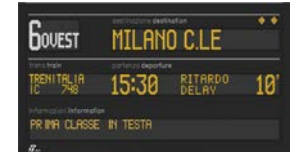
- The Wi-Life Station enable the service management offered to the users connected via Wi-Fi inside the train station and acquire the data generated from the flow of devices moving within the station.
- Main strenghts:
  - **For the Transportation company:** Data flow analysis to get information about the volume of passengers passing through or using a specific station
  - **For the users:** In-door navigation system in order to get specific services, wi-fi access within each train station, access to usefull informatio related to arrivals and departures directly on the smartphone, push notifications related to discounts and offers available within the station





## Smart lighting e Information

- **Smart Lighting:** chance to modify the intensity of the lights placed along the train stations through the use of LED lamps on the basis of specific events (arrival/departures, passengers along the platforms...) so to achieve consume reductions
- **Information for the traveller:** multichannel tools to provide passengers with useful information gathered by sensors, screens, mobile apps and on-board entertainment systems





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