MATERGROUP

ORACLE® PARTNER

INTEGRATED BUSINESS SOLUTIONS FOR PROCESSES AND PROJECTS

We'll help place your resources where your core business lies

MATER GROUP

Index

01 MATERGROUP AT A GLANCE

- **MATER IT** | Consulting processes integration in all industries.

- **SISCO** | Tools and apps EPC in O&G, RENEWAL, ENERGY, ON/OFF-SHORE.

- **MATERGROUP UK** | Consulting processes integration in all industries.

- **MATERGROUP PL** | Project management, control & assessment EPC phase.

- **MATERGROUP USA** | Project management, control & assessment EPC phases.

- **MATER BIM** | Partner in 3D to 7D modelling & BIM methodology.

- **MAGÉNZIA** | MATERGROUP business development.

MISSION

- MATERGROUP is aimed at any type of organisation that has as its objective the **control of performance** through the **planning and management** of initiatives.

- It provides **multi-disciplinary expertise** and owns the keys to the **governance** of **project streams**.

- The understanding of different needs allows for an approach that pushes **value generation** and raises perceived **quality level**.

- MATERGROUP **shares** and brings **innovation** through its **own applications**.

03 PROSOLVING APPROACH

- **We** are a compact team of proactive professionals and **problem-solving experts**.

- **We** are always ready to **troubleshoot** for our customers.

- **We** have a wealth of experience to help find the **best solutions**.

- **We** can quickly **evaluate** the short and medium-term **impact of any solution**.
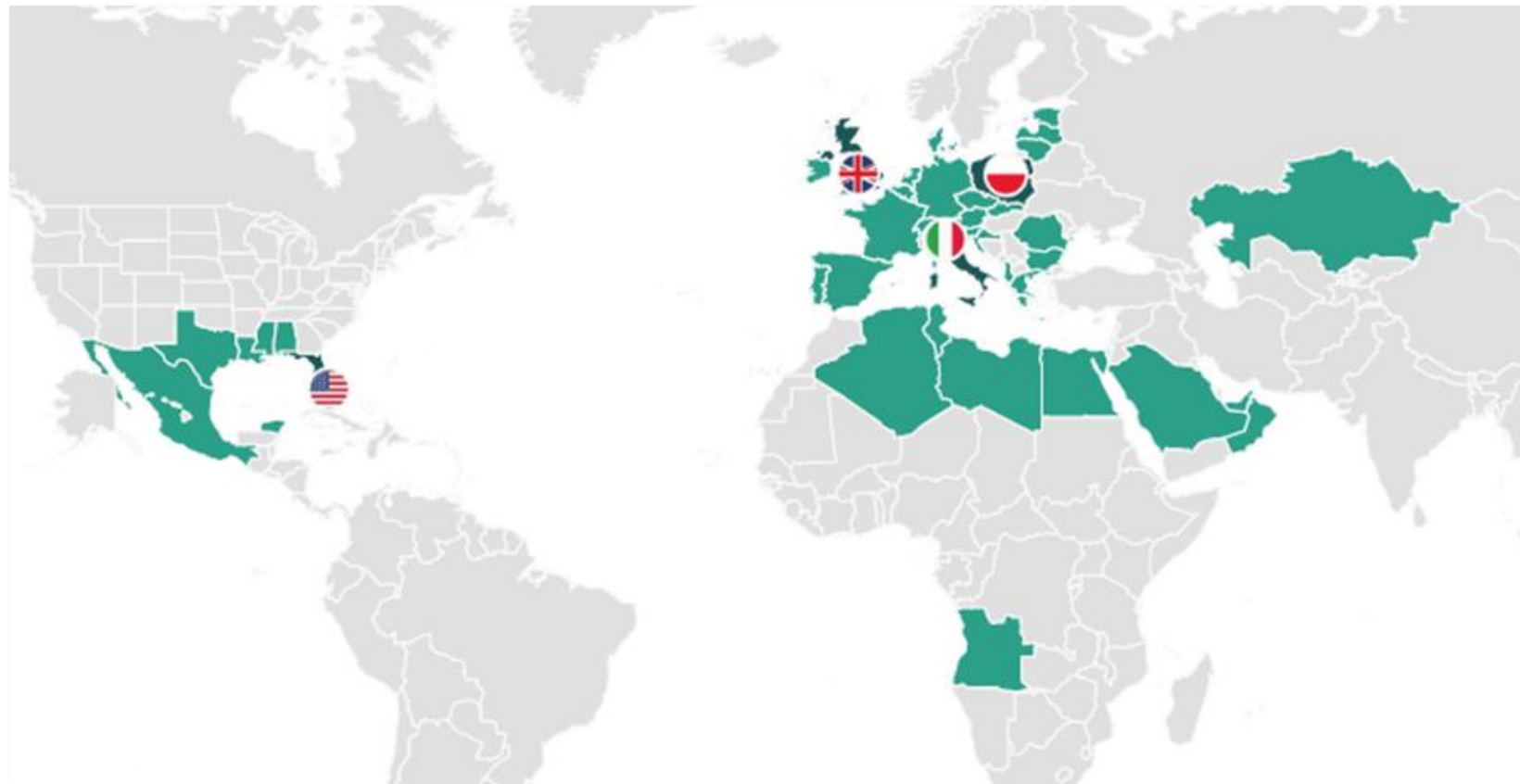
04 MARKETS & INDUSTRIES

- Thanks to several years of experience, our competencies and solutions are **cross markets** & **pan-industries** oriented.

- We are always focused on **customer needs**.

- **Constraint free** approach: let's meet, speak, think and **solve together**.
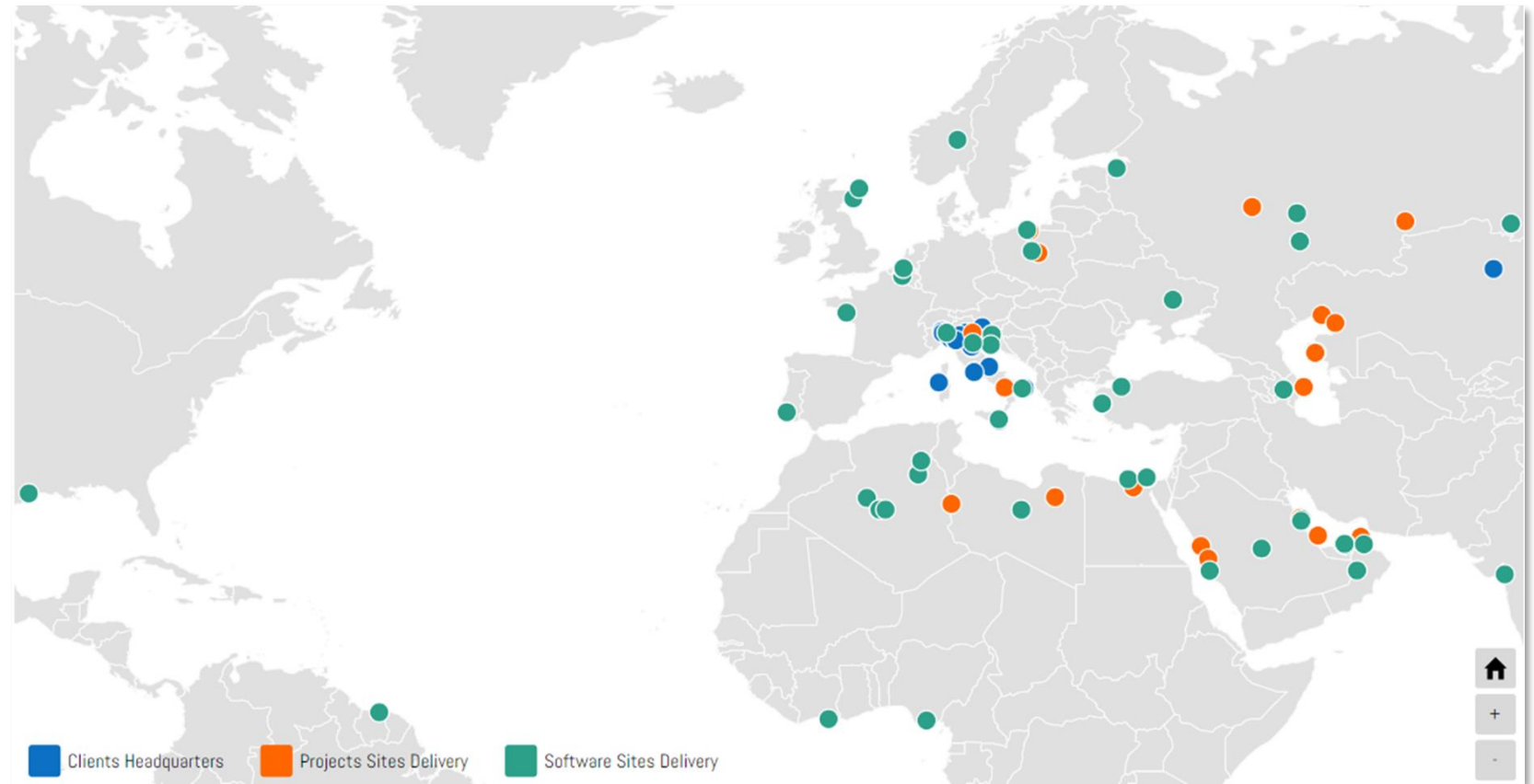
THE GROUP

WHERE WE ARE

- Headquarters
- Operating countries

MARKETS & INDUSTRIES

04

PETROCHEMICAL, O&G - ON&OFF SHORE

BUILDING & INFRASTRUCTURE

CRUISE & INDUSTRIAL SHIPBUILDING

POWER & RENEWABLE ENERGY

PUBLIC ADIMINSTRATION & REAL ESTATE

STEEL INDUSTRY & MANUFACTURING

CIVIL AVIATION, SPACE & DEFENCE

UTILITIES & COMMUNICATION

INFORMATION TECHNOLOGY

LUXURY, FASHION & RETAIL

FOOD & BEVERAGE INDUSTRY

GREEN ECONOMY & ECOLOGICAL TRANSITION

05 SERVICES

- **BUSINESS PROCESS SERVICES**
  Harmonizing business activities and decision-making processes, we share our expertise with our customers.

- **PROJECT SERVICES**
  Being supportive on entire Project Lifecycle we give our customers methods, tools and personnel.

- **PRODUCT SERVICES**
  Understanding customer needs, we always offer the best suitable solutions.

BUSINESS PROCESS SERVICES

05

- **AS-IS** process **identification** and **analysis** to highlight all key elements (start, finish, stakeholders, etc.).

- **Collection** of **data** to highlight process objectives and issues to clarify the scope of the improvement and all other goals of the analysis.

- Business Process Analysis (**BPA**) implementation through flow charts and other diagrams to **measure** processes **effectiveness**.

- **TO-BE development** plan realization to recommend resources, **change management** strategy, timing of execution, **training plan** and all other steps the analysis recommends.

PROJECT SERVICES

- **Project assessment** & on-site or remote **support**.

- Operational and back-office **PMO** expertise on a wide range of project types.

- Deep knowledge of international **project management standards** and **on-site work experience**.

- **Project life cycle support**, from offer to project closure.

- On-site or remote **project control**.

- Deep expertise in all **EPC phases**.

- **Risk management**, risk assessment, risk impact evaluation; qualitative and quantitative risk analysis.

- **Project KPI** performance **evaluation**.

PRODUCT SERVICES

05

- **Configuration** of existing applications.
- **Designing** new products **based on MATERPAD** platform.
- Creation of customised interface utilities, e.g. between ERP and project control software.
- Innovative and dynamic **system integration**, based on latest technologies.
- **Automation** and **AI** and predictive planning.
- Cloud and on-premise bespoke **project portfolio management** solutions.
- **Technical support**, e.g. on-premise installation and maintenance of technical infrastructures and tools.
- **AMS** (Application Maintenance Service).
- **Product** training.

ORACLE

06 ORACLE PARTNERSHIP

*«A warm welcome and good wishes to **SISCO**, a **MATERGROUP** company, our new Italian partner, on becoming part of **ORACLE** Network. We are all happy and excited about your contribution to our strong community. Your proven international expertise on Oracle **Primavera** products and in Project Management & Control, will enable our customers to achieve their goals successfully. A brilliant new partner for all of us. »*

Mark Hinnenkamp

Oracle Construction and Engineering Global Business Unit

Global Director, Alliances and Channels

Washington, DC

THE PRODUCTS WE PROVIDE

PRIMAVERA

30 years of experience in Project Control using Oracle Primavera applications gives MATERGROUP the unique privilege of offering:

- **OPC** Oracle Primavera Cloud

- **P6EPPM** Primavera Enterprise Project Portfolio Management

- **P6PPM** Primavera Professional Project Management

- Primavera **RISK ANALYSIS**

- Primavera **ANALYTICS**

- **ACONEX**

THE SERVICES WE PROVIDE

PARTNER

SISCO
Management & Systems

Specialist

- **Methodological** and **operational consultancy** on Project Management.

- Integration of **PPM** (Project by Project Management) with **EPPM** (Enterprise Project Portfolio Management).

- **Training** on Primavera and Risk Analysis conducted by **certified** trainers.

- **Installation** and **configuration** of all **on-premise solutions**, **support** for evolutionary maintenance and update management.

- Requirement **analysis** and **implementation** of **software integration** between Oracle EPPM solutions and all other business management tools such as ERP.

- Support to **PMO** in all phases of implementation of **Oracle** EPPM **solutions**.

07 AWP & BIM

MATERGROUP can help its customers identify the right way to approach and develop their own **AWP** integrated processes even through **BIM** methodology.

- **Method** certification.

- **Expertise** assessment.

- **Knowledge** management.

- **Application** control.

08 APPLICATIONS & INTEGRATION 4.0

- We offer know-how in the innovative **digital transformation** process including **project management** and **project control** activities.

- Firstly, we identify the **suitable tools** depending on the strategic processes **starting by exploiting** tools already in use.

- If necessary, we can configure **bespoke solutions** and/or choose the **most appropriate applications** on the market.

- We **streamline** the **application map** and adapt organization accordingly.

MATERPAD

08

MATERPAD

PROCESS
APPLICATION
DESIGNER

INTEGRATE YOUR BUSINESS

This **platform** is designed to configure **any application** to match **any requirement** of **any process**.

- **Innovative** process integrator.

- **Industry 4.0** compliance.

- Information **gathering** management.

- **Data deployment** & publisher (**web services**).

- Business information **HUB**.

- **BI** functionalities.

MILEMATE!

08

PROJECT CONTROL APPLICATION

SHARP MANAGING | FULL CONTROL

MILEMATE! is the **vertical solution suite** for all **project control processes** configured on MATERPAD platform.

- **EPC** life cycle **progress measurement**.
- **Pre-commissioning**, **commissioning** & hand-over.
- **Final dossier** management.
- **Material preservation** & **Interim maintenance**.
- **Multi-weighting** features.

- **BIM** & **AWP** methodologies process integration.

SYSTEM INTEGRATION

08

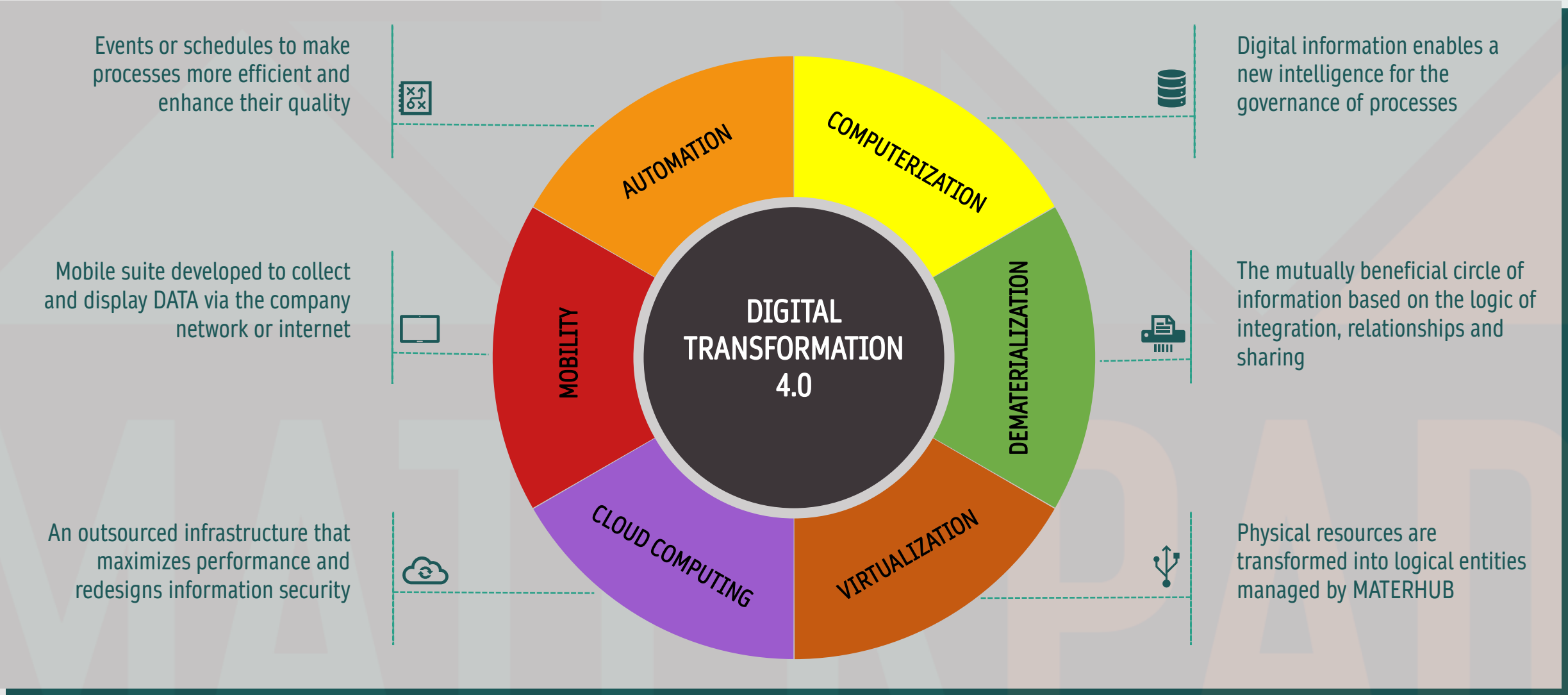### SYSTEM & PROCESS INTEGRATION

Innovative and dynamic system integration enhanced by evolutionary features for the **digital transformation** process.

- **Computerization**.
- **Dematerialization**.
- **Virtualization**.
- **Cloud computing**.
- **Mobility**.
- **Automation**.

DIGITAL TRANSFORMATION

Events or schedules to make processes more efficient and enhance their quality

Digital information enables a new intelligence for the governance of processes

Mobile suite developed to collect and display DATA via the company network or internet

The mutually beneficial circle of information based on the logic of integration, relationships and sharing

An outsourced infrastructure that maximizes performance and redesigns information security

Physical resources are transformed into logical entities managed by MATERHUB

AUTOMATION

COMPUTERIZATION

MOBILITY

DIGITAL TRANSFORMATION 4.0

DEMATERIALIZATION

CLOUD COMPUTING

VIRTUALIZATION

09 MATER ACADEMY

- MATER ACADEMY is the **training solution** for companies' **talent recruitment** and **development**.

- We aim to **support staff selection** starting from basic soft skills and train your people by giving them **professional skills** for any kind of **processes**, especially, in the **EPC project management**.

- We **focus** on logic and **techniques** of **planning**, **measurements** and **controlling**.

- We lead your staff towards the **enablement** on **typical** and **corporate processes**.

- We offer, as well, **practical training** on the **most used software solutions**.

ACADEMY

Accelerate transformation, check out your goal with MATERGROUP ACADEMY.

The only real competitive advantage sustainable over time is helping companies build "human centric" organizations that can achieve a sustainable competitive advantage over time through innovation, because nobody wins until everybody wins. Ideas and passion are not enough. We need skills, training, mentoring and networking.

TRAINING AREAS

PROJECT MANAGEMENT & CONTROLLING

- Project management methodology.
- Project controlling methodology.
- MILEMATE!® tools.
- ORACLE® tools.

BIM

- Methodology.
- Tools.

MATERPAD

- Functional analysis.
- Application configuration.

Thank you

matergroup.com ▶

Your *investment opportunity* *starts* *wherever you're* *working comfortably*

MATER GROUP