

Delivery Center Opportunity

HOW CAN PORTUGAL PLAY THE GAME

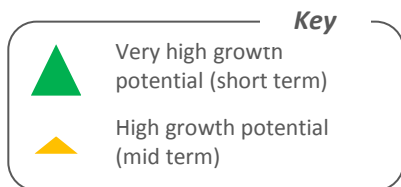
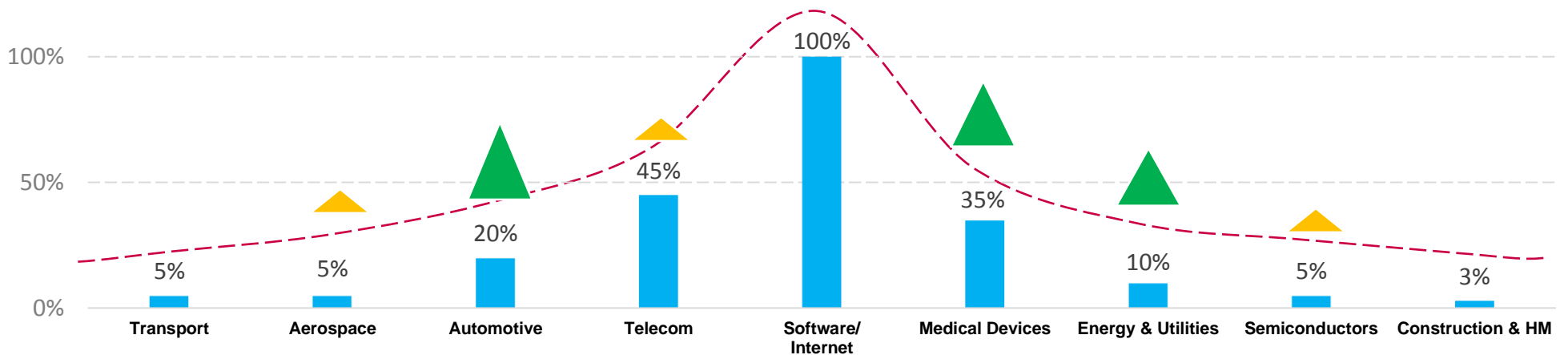


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DIGITAL TRANSFORMATION OPPORTUNITY

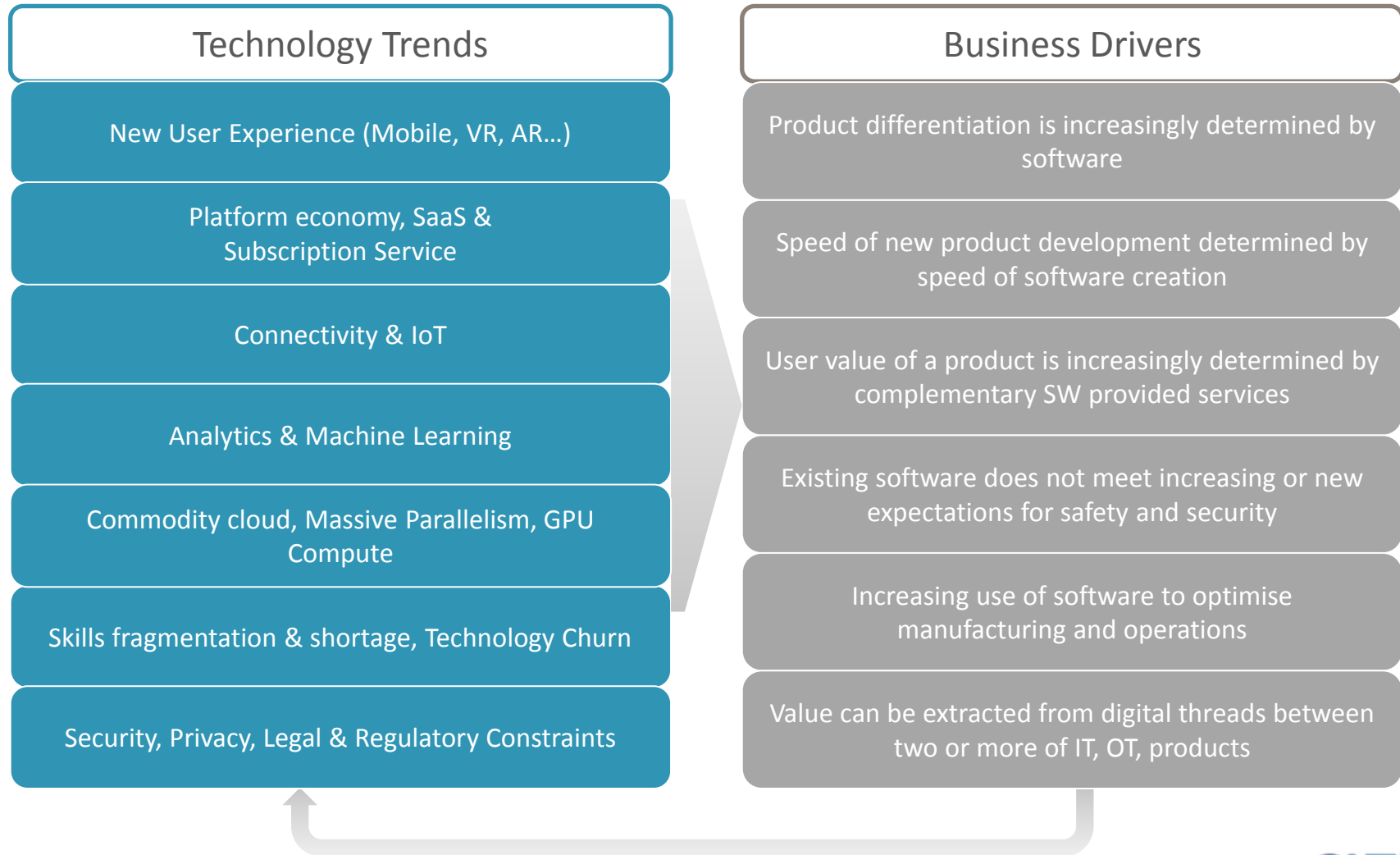
PLAYGROUND FOR DELIVERY CENTERS

Share of Software spending in R&D is already significant in some verticals (SW & Internet, Telecom), while others still have strong potential (Medical, Auto, Energy)



KEY TECHNOLOGY TRENDS AND BUSINESS DRIVERS

SHAPING SOFTWARE MARKET DYNAMICS



DELIVERY CENTERS OPPORTUNITY

KEY ADVANTAGES

By building and deploying a **scalable, industrialized**, end-to-end supply chain that integrates **on-shore and client focused capabilities**, creates an opportunity to



differentiate: take advantage of disruptive technologies



meet the challenges of fast changing markets



enjoy the benefits of selected locations for enhanced cost/competence ratios



streamline and automate due to state of the art Lean 6sigma processes, methods and tools



reduce Total Cost of Ownership (TCO) in R&D

HOW TO DESIGN CLIENT APPROACH

DESIGNING THE TO-BE

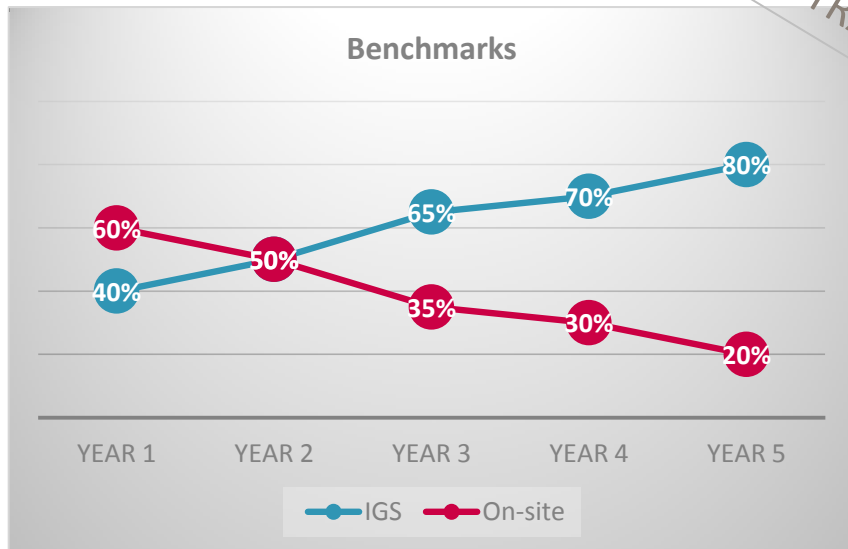


Where and How TCO can be Improved?


DESIGN SERVICE - EXAMPLE

WORKFORCE MIX

ILLUSTRATIVE

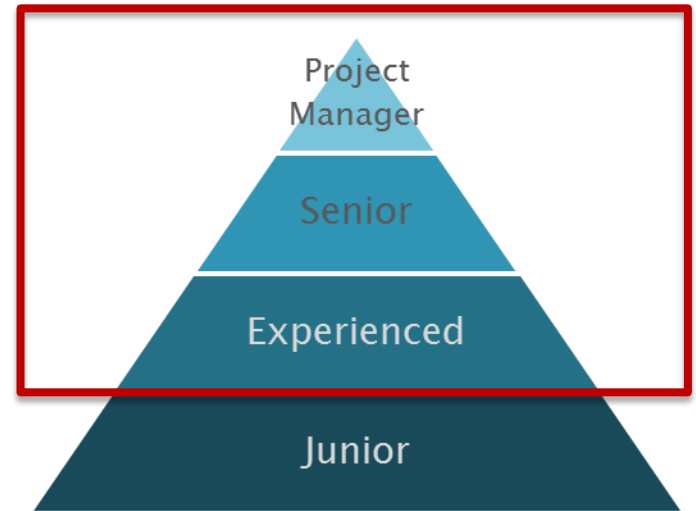



YoY Transformation - On-site to Off-site

 TCO Focus: Reduce Cost/Day with cost effective teams

Senior / Experienced Profiles AVAILABILITY are today the main constraint to acceleration

Team Pyramid



 TCO Focus: Optimized teams

ALTRAN PORTUGAL GLOBAL DELIVERY CENTRE (GDC)

MAIN EXPERTISE DOMAINS



**INNOVATIVE
PRODUCT
DEVELOPMENT**



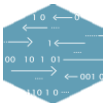
**INTELLIGENT
SYSTEMS**



TELECOM & MEDIA



**ENERGY & LIFE
SCIENCES**



**SOFTWARE
ENGINEERING**

CERTIFICATIONS



EMPRESA CERTIFICADA



CMMIDEV / 3SM
Exp. 2018-10-02 / Appraisal #24818

INNOVATION MAKERS

+1.300 incl. ~450 GDC dedicated

NATIONAL PRESENCE

3 Offices

INNOVATION

over 18 years

of experience available to serve IGS

GDC ESTABLISHED IN

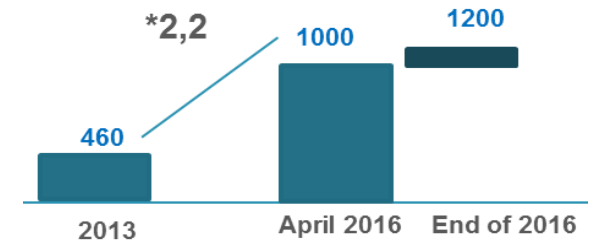
2013

WHY PORTUGAL?

- ✓ Center of **EXPERTISE**
- ✓ Cost **OPTIMIZATION**
- ✓ Geography **PROXIMITY**
- ✓ Operational **AGILITY**
- ✓ Multilingual **SKILLS**



ALTRAN 2020 TARGET IS TO CONTINUE ACCELERATED GROWTH IN PORTUGAL



INNOVATION MAKERS

