BGP meets the University

BGP Management Consulting

Speakers

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Agenda

Who BGP is

On boarding and career path

BGP 4 University: opportunities and collaboration

Focus on Analytics & Process Mining

Focus on AI-LOG

Presentation of the Hackathon

Final considerations and Q&A session

16/11/2022

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Who BGP is

BGP at a glance

BGP Management Consulting has a track record in delivering excellence to major clients, across multiple industries and for solutions under the governance of C-levels. Our core business is the design and the delivery of complete solutions for ERPs, Business Intelligence and Analytics, Process Mining and Performance Management.

350+ Resources
👥 EMPLOYEES

130 Active clients
💼 MARKET

2 Offices
📍 GEO LOCATION

5% R&D
📁 INVESTMENTS

7 Business Units + AI-LOG
2 BL COMPETENCE
5 IL INDUSTRY

33,3 M€
REVENUES 2021

+35 Years
🎞 HISTORY & EXPERIENCE

+10 Partnership
🤝 STRATEGIC ALLIANCES

80% Revenues @ SAP
SAP GOLD SAP PARTNER

What we do

INDUSTRY

- Fashion
- Utilities & Transportation
- Oil & Gas
- Manufacturing
- Financial Services

LINE OF BUSINESS

Finance

Treasury

Planning & Controlling

Logistics

Operations & Supply Chain

Human Capital

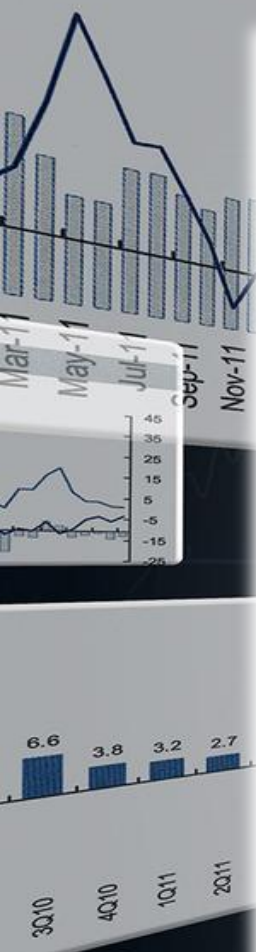Business Intelligence & Analytics

Technology

JOIN YOUR
TALENTS TO OURS

AI-LOG
BGP company

Consultant @ BGP

Graduated in **Economics** or **STEM** with a **strong interest in developing and combining business process with technology** skills, working with customers to explore new opportunities and manage the change with **innovative solutions**.

In addition to the academic path, we appreciate **passion**, *curiosity* and propensity for a **professional growth** in a **collaborative environment.**

Must haves: problem solving, goal oriented and proactive attitude, interpersonal skills, inclination for team working, passionate about technology and innovation.

Why BGP

Excellence, quality and Customer satisfaction

- Focus on customers with an approach based on innovation, integrity and trust

Trust & Collaboration

- Entrepreneurship and courage is needed and required, to handle challenges in a collaborative environment where the merit pays. The growth of our people is our goal

People at the center

- Professional and personal growth focus, according to attitude and talent. An engaging environment, where to experiment skills and prove potential

Work-Life Balance

- Flexible smartworking policy. Wellbeing: benefits and services for our people and their families

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Onboarding and growth path

Academy + Training on the job,

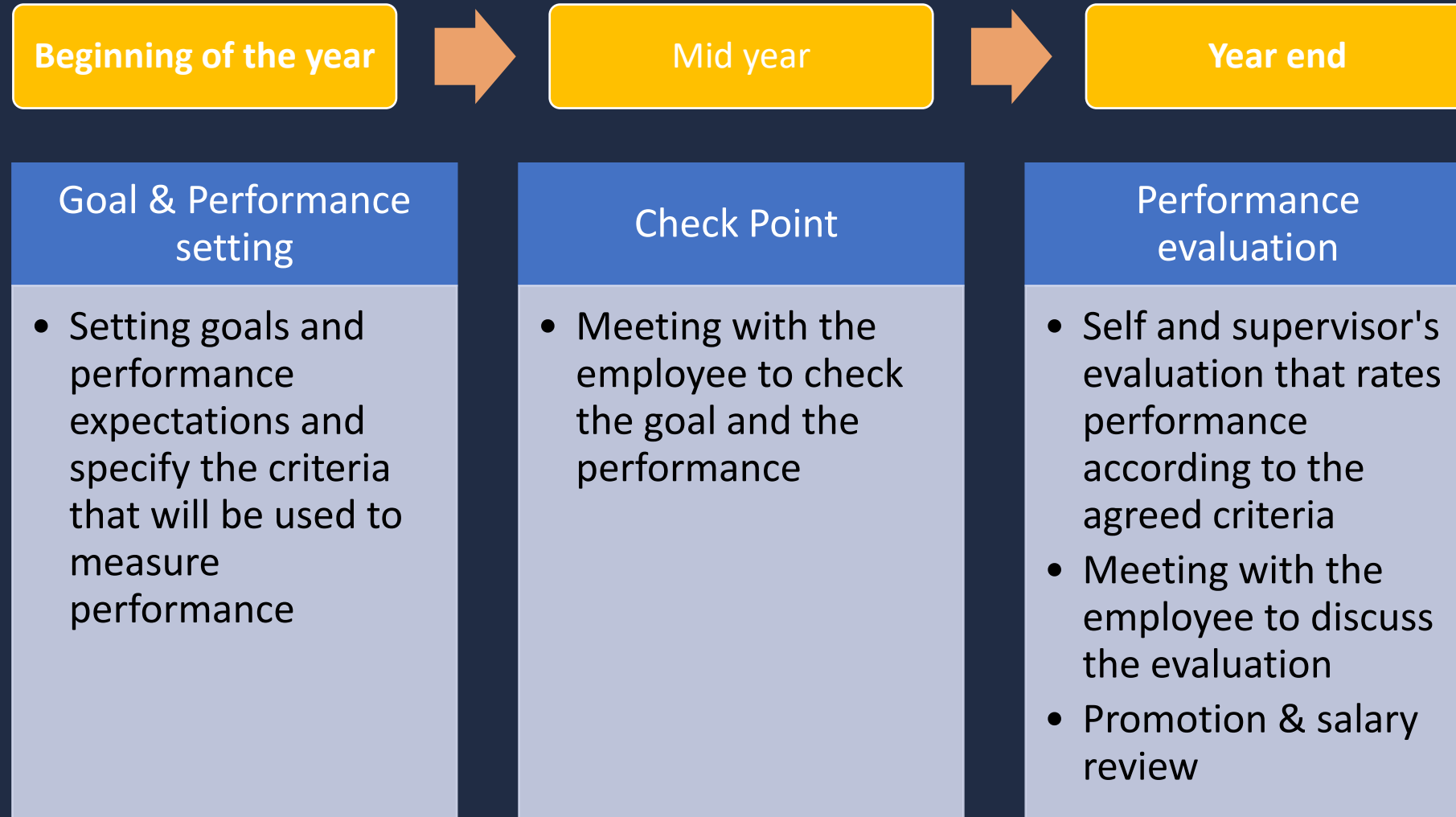side by side to senior consultants, team working, project experience

Continous training to increase functional and technical competences (courses and certifications), soft and managerial skills

Goal setting & performance evaluation.
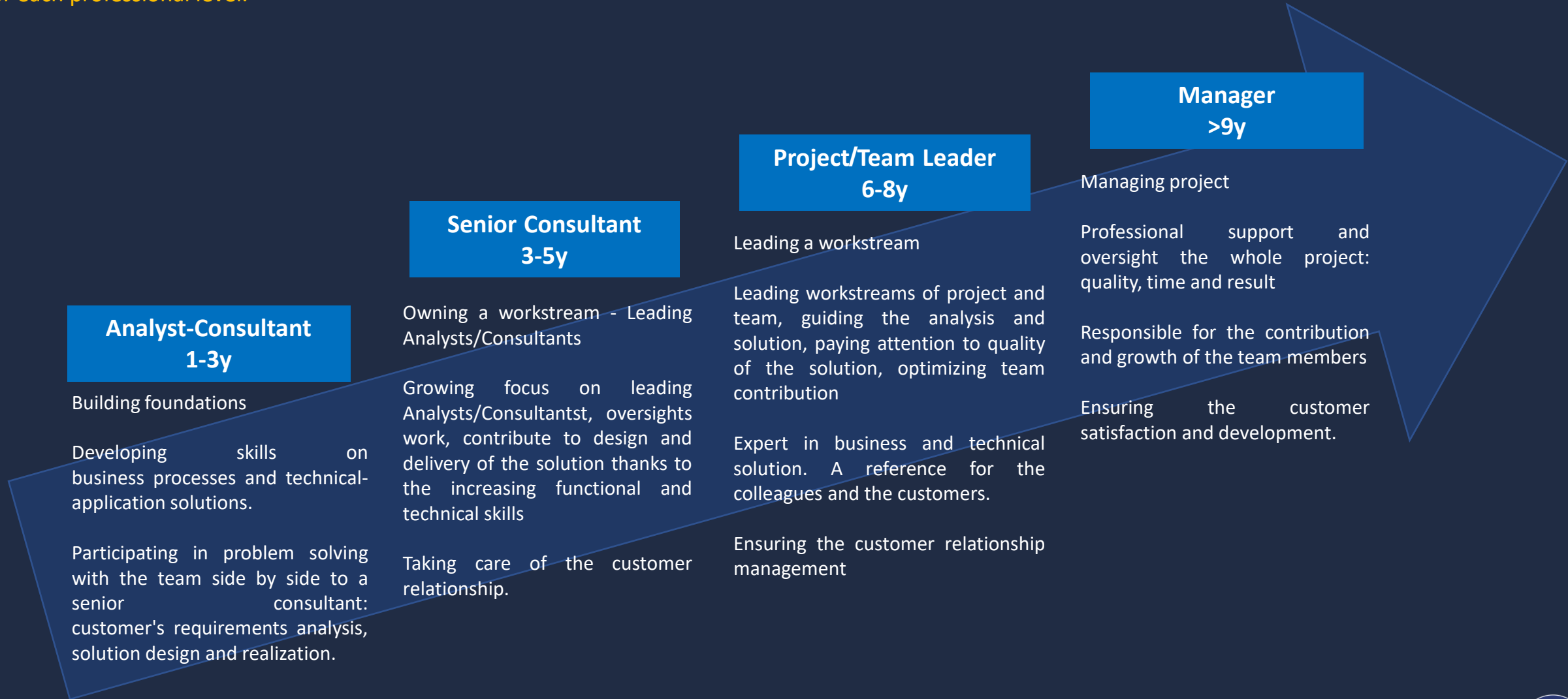Annual performance assessment process

3 - 6 months internship + permanent contract

Annual performance assessment process

Beginning of the year	→	Mid year	→	Year end

Goal & Performance setting	**Check Point**	**Performance evaluation**
• Setting goals and performance expectations and specify the criteria that will be used to measure performance	• Meeting with the employee to check the goal and the performance	• Self and supervisor's evaluation that rates performance according to the agreed criteria • Meeting with the employee to discuss the evaluation • Promotion & salary review

Career path

Promotions and career are based on meritocracy and linked to the Expectation Framework - a set of criteria that defines the performance expectation for each professional level.
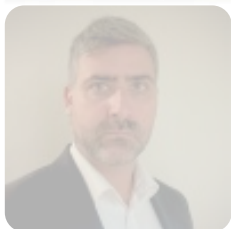
Analyst-Consultant
1-3y

Building foundations

Developing skills on business processes and technical-application solutions.

Participating in problem solving with the team side by side to a senior consultant: customer's requirements analysis, solution design and realization.

Senior Consultant
3-5y

Owning a workstream - Leading Analysts/Consultants

Growing focus on leading Analysts/Consultantst, oversights work, contribute to design and delivery of the solution thanks to the increasing functional and technical skills

Taking care of the customer relationship.

Project/Team Leader
6-8y

Leading a workstream

Leading workstreams of project and team, guiding the analysis and solution, paying attention to quality of the solution, optimizing team contribution

Expert in business and technical solution. A reference for the colleagues and the customers.

Ensuring the customer relationship management

Manager
>9y

Managing project

Professional support and oversight the whole project: quality, time and result

Responsible for the contribution and growth of the team members

Ensuring the customer satisfaction and development.

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BGP 4 University: opportunities and collaboration

Type	Description	Objectives	Duration	Mode	who's it for?
Academy	Full time training	Job placement	3 full time weeks	• 2 weeks in "virtual classroom" • 1 week in presence	• Undergraduates • Recent graduates • Graduates
Events & workshops	• Deep dive meeting concerning a specific topic • Presentation of one or more business cases	Sharing real cases and digital transformation projects with students	From 2 to 8 hours	Both: virtual meeting or in presence	All the students
Hackathon or Business Challenge	Event lasting one or more days dedicated to intensive collaboration on a project	Operational development of a project by the students	2 full day + working time	In presence	• Undergraduates • Students of the master degree
Stage Placement	Opportunity for internship in collaboration with BGP & AI-LOG after technical interviews	Job placement	6 months	Remote working and in presence	• Undergraduates • Students of the master degree
Career Day	Participation during the Career Days	Job placement	1 or 3 full days	In presence	• Undergraduates • Recent graduates • Graduates

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Business Line Analytics & Process Mining

What do we do?

Help our clients to realize **business value** from the data, designing **analytics** and

process mining

solutions aimed to

governance and compliance

Run Analytics process-driven

ANALYTICS

Operational
Analytical
Institutional
Dashboarding
SELF BI

BUSINESS INTELLIGENCE

Classic datawarehouse
In memory DWH
Data Lake

PLANNING

Budget & Forecast

PROCESS MINING

Process Excellence
Compliance
Harmonization
Process Quality
Risk & Fraud

Portfolio of the competences

OUR EXPERTISE

- ✓ Process Performances
- ✓ Strategic Reporting
- ✓ Dashboarding
- ✓ Datawarehouse
- ✓ Self BI Approach
- ✓ Process Mining
- ✓ Budget & Forecast
- ✓ Big Data Analysis
- ✓ ML/AI

ANALYTICS

OUR STAKEHOLDERS

- ✓ C-levels
- ✓ Corporate IT
- ✓ Finance
- ✓ Process Owners
- ✓ Audit department
- ✓ Business Units
- ✓ HR department
- ✓ Logistic units
- ✓ Process improvement unit

Business Line Overview: Analytics & Process Mining

DATAWAREHOUSE

Design and implementation of DWH solutions (classic star schema and in memory approach)

REPORTING & PLANNING

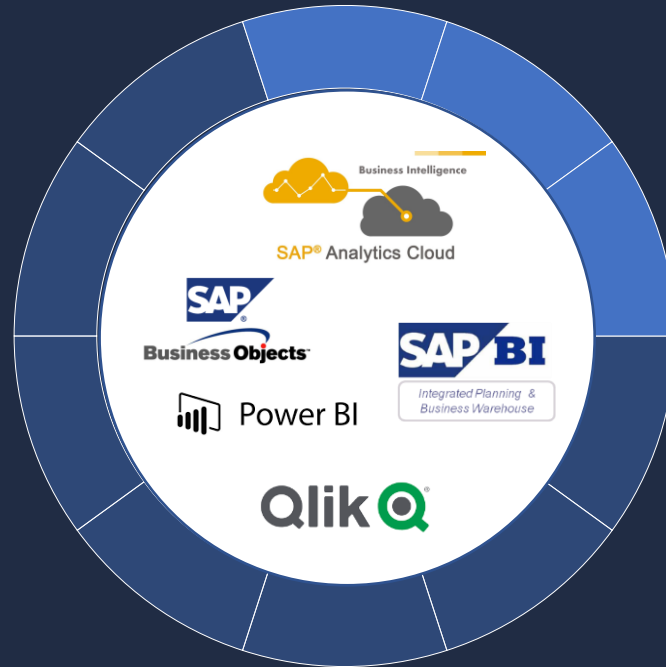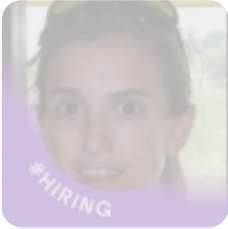Analytics designed and developed for both reporting and planning requirements

PROCESS MINING

Design and Develop of Process Discovery & Execution, Support on Analysis, Advisory

Business Line Overview: Analytics & Process Mining

DATAWAREHOUSE

Design and implementation of DWH solutions (classic star schema and in memory approach)

REPORTING & PLANNING

Analytics designed and developed for both reporting and planning requirements

PROCESS MINING

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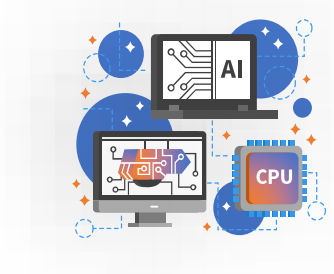
16/11/2022

AI-LOG

A wider view in Operations

Where passion for Operations and digital transformation meet. At the service of Industrial Sector.

Our imperative: achieve the full potential of new technologies for enterprise core processes, sculpting transformation with digital and intelligent operations

AI-L●G
BGP company

What differentiate us

Supply Chain Experience

- A team of subject matter experts in Supply Chain, Operations and Procurement
- Solid background in the leading Applications and Software in Supply chain.
- Strong Partnership with major Enterprise Software House

A network of experienced Professionals

- We are part of BGP group. We can count on more then 350 professionals
- Collaboration with key partners with distinct capabilities in several industries

Digital Technology vision

- Focus on Digital Transformation and Innovation
- Leverage our differentiated competencies in New Technologies as AI, AR/VR, Drones, Blockchain

A new, different, approach

- Continuous improvement and continuous experimentation
- People centric
- Purpose-Driven

AI·LOG
BGP company

bgp

Why AI-LOG:

- AI-LOG is a **start-up,** with more than 35 years of experience

- AI-LOG is an **accelerator** for innovation, flexible and ready to jump into new opportunities for digital transformation

- AI-LOG team is composed by industry experts who are passionate about Operations Processes and puts an **additional piece** in the increasingly formed and complete puzzle of BGP management services.

- AI-LOG will **leverage** BGP network, advanced and proven Tools and accelerators, and expert advisors to grant our client professional and trusted advisory services

- The **expert team** of AI-LOG will complete the offering of BGP, driving the group services towards an End-to-end omni-comprehensive service portfolio.

- AI-LOG and BGP are already collaborating in several clients with their specific offering **by Industry**
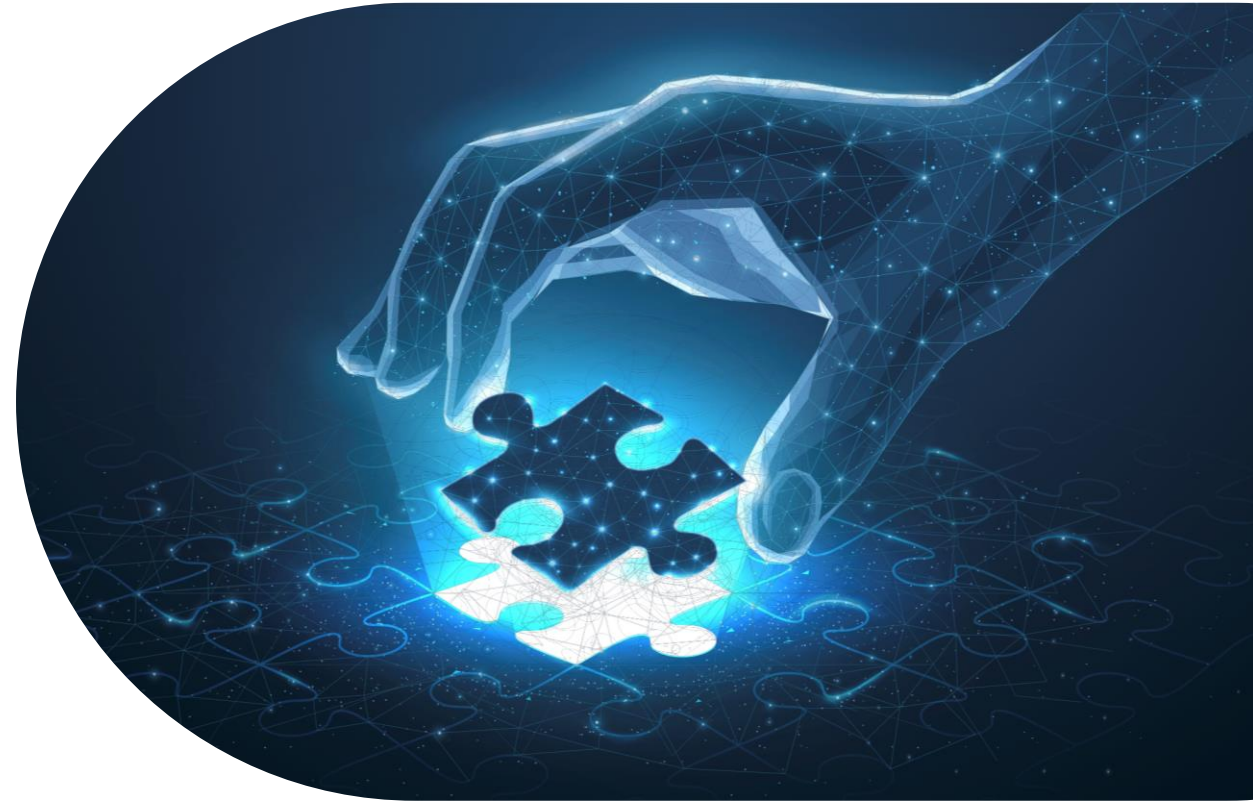
How can we help?

End-to-end business strategy

We consider what makes your business **unique** and use that to create a competitive advantage.
We approach obstacles from all angles and develop a holistic view to **move your business forward.**
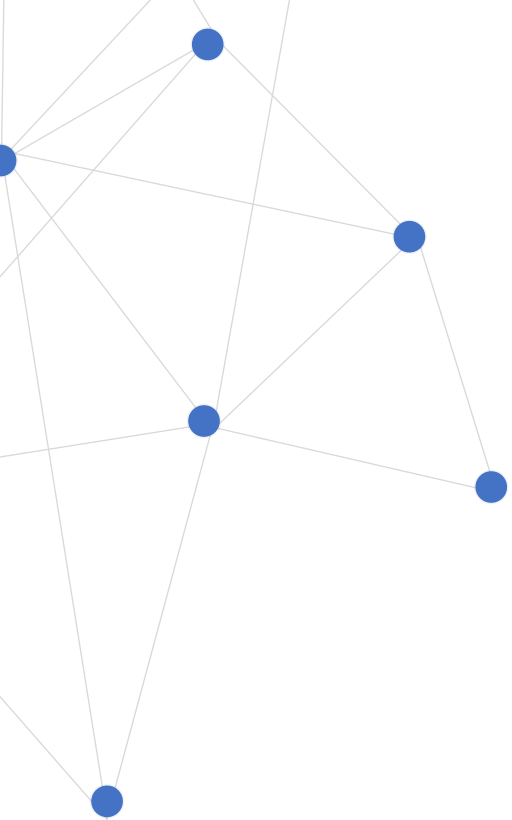
Process redesign

We evaluate and change how **applications, data and work flows impact** your business to enhance performances and create new value.
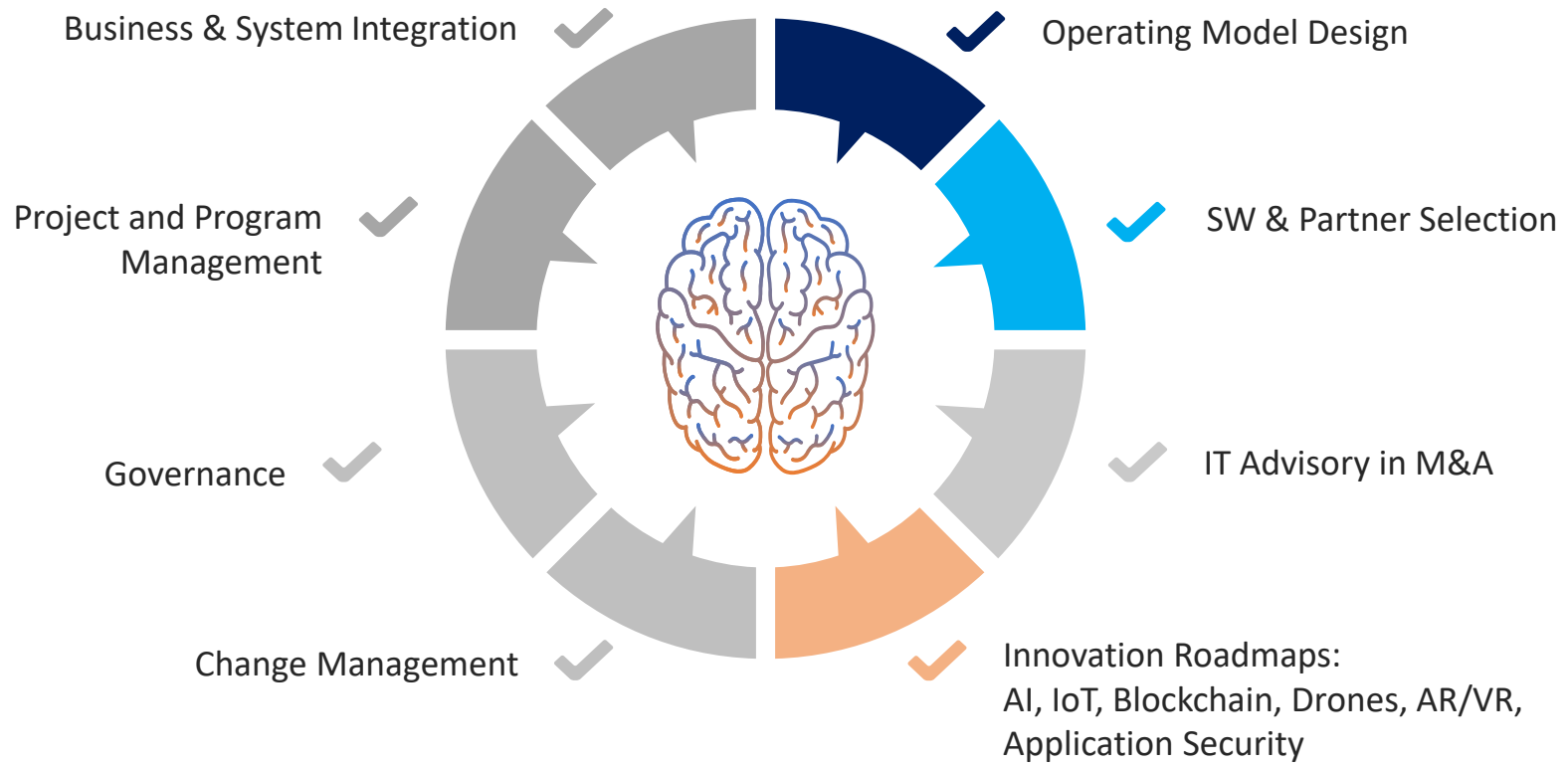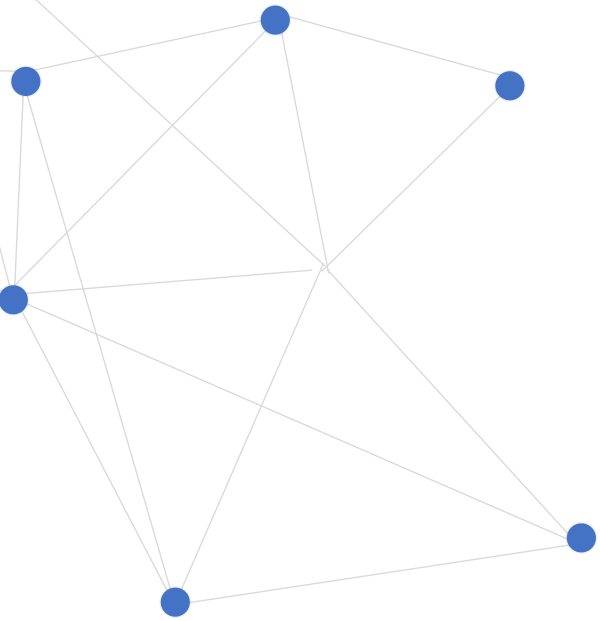
Technology transformation

We develop tailored **solutions** to modernize your architecture and keep you a step ahead of the competition.
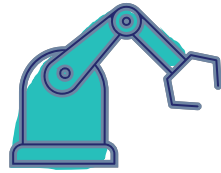
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Our Services

Our team embrace collaborative and agile methodology, leveraging on both Human and Artificial intelligence, to improve your productivity

Business & System Integration ✔

✔ Operating Model Design

Project and Program Management ✔

✔ SW & Partner Selection

Governance ✔

✔ IT Advisory in M&A

Change Management ✔

✔ Innovation Roadmaps:
AI, IoT, Blockchain, Drones, AR/VR, Application Security
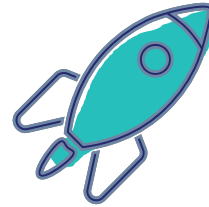
AI·LOG
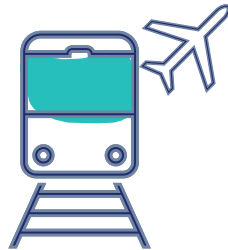BGP company

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Industries and Sectors: our Focus

Industrial Goods and Services

Aerospace & Defence

Automotive

Industrial Engineering

Transportation & Logistics
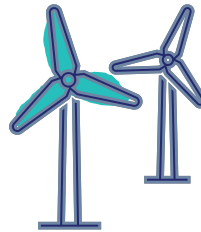
Cable Systems

Materials

Chemicals

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Business Challenge

- Intro and Overview
- Business cases
- Game rules
- Drivers & Score
- Next Steps
- Our Contacts

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Intro and Overview

BGP Management Consulting has organized a "challenge" in order to reward the **best technology application solution** to cover a **business issue or requirement**.
The attendees should be coordinate themselves into different teams to compete.
They will choose one of the **uses cases proposed by BGP**.
The game requires to **develop an idea** with creativity and originality, proposing a presentation to support the **realization of the mock-up**

Business cases

INTEGRATED PLANNING

From sales forecast to purchasing of raw materials

Planning phases, what-if scenarios analysis, risk measurement, predictive support, KPIs and analytics

CORPORATE WELFARE

The corporate environment that you want

The must-have values, KPIs, how to measure the liking rating, the support of IoT, real time detection and analytics

HUMAN RESOURCES

Growing talent

The recruiting process, performance appraisal (e.g. process and parameters), KPIs (qualitative and quantitative) that should be considered (e.g. % turnover rate), what-if scenarios analysis and analytics

1
2
3
4
5

PRICING STRATEGIES

Profit maximization and sustainability

Calculation logic, parameters to consider, simulation, KPIs, suggestions for new products, analytics

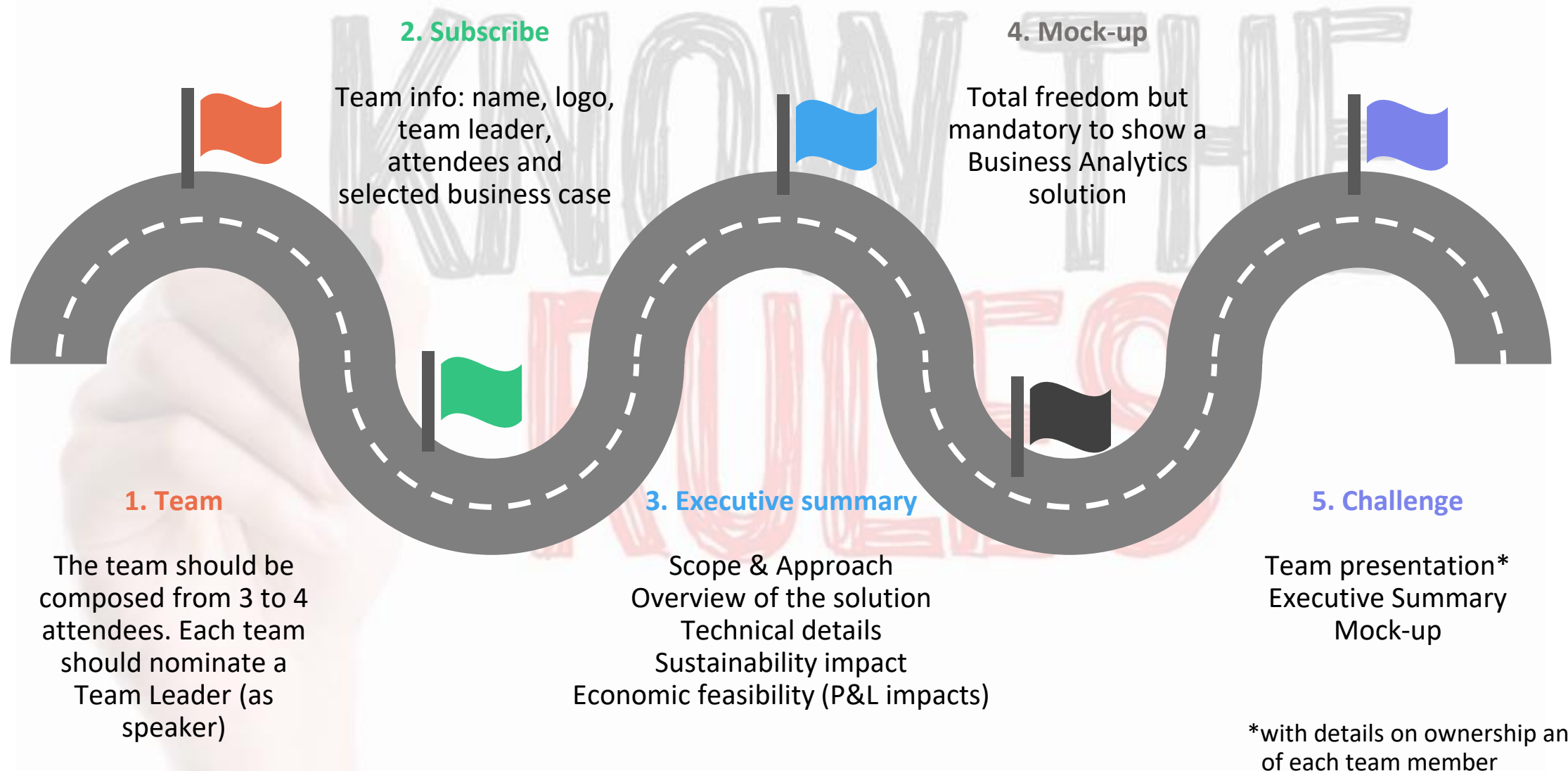**DIGITAL TWIN AND PREVENTIVE MAINTENANCE**

IoT & data-driven analysis

Data modeling and data quality, KPIs and supporting analytics

For all the business case we require:
- Development of original and innovative solutions
- 360° perspective of business processes (end-to-end)
- Assessment of sustainability impacts fitting to ESG
- Data-driven and analytical approach

Game Rules

2. Subscribe

Team info: name, logo, team leader, attendees and selected business case

4. Mock-up

Total freedom but mandatory to show a Business Analytics solution

1. Team

The team should be composed from 3 to 4 attendees. Each team should nominate a Team Leader (as speaker)

3. Executive summary

Scope & Approach
Overview of the solution
Technical details
Sustainability impact
Economic feasibility (P&L impacts)

5. Challenge

Team presentation*
Executive Summary
Mock-up

*with details on ownership and role of each team member

Drivers & Score

1. Solution Consistency & Feasibility

Level of coverage of business requirements and technical solution feasibility
SCORE – up to 10pt

2. Team involvement

Team member ownership and tasks performed by each ones
SCORE – up to 10 pt

3. Executive summary

Quality of documentation, public speaking and fit to scope
SCORE – up to 20pt

4. Originality

Level of originality and creativity of the solution
SCORE – up to 10pt

5. Technical solution

Details of technological tools & solution
SCORE – up to 10pt

6. Sustainability

How the solution impact on the environment in a sustainable way
SCORE – up to 15pt

7. Mock-up

Presentation of POC and working model (demo) in order to show the coverage of business requirements
SCORE – up to 25pt

Next steps

Business Challenge Presentation

Communication of attendees

Final event organisation

Presentations & award ceremony

16 November 2022

19 November 2022

12 December 2022

14 December 2022

Presentation of the challenge, definition of the rules, potential themes and evaluation drivers

Due date for the attendees: communication of the team (name, logo, team leader, members) and selected business case

Confirmation of the participating teams at the presentation & award ceremony final day, sharing of details about program

Presentation of the business projects and mock-up by the different teams (25 mins per team) and awarding of the best idea

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Final considerations and Q&A session