



**building  
your digital  
advantage.**

**“In the long history of humankind (and animal kind, too) those who learned to collaborate and improvise most effectively have prevailed.”**

Charles Darwin

**We live in equally wonderful and uncertain times**, in constant and rapid change, in which doing business means having opportunities that were unthinkable only a few years ago and increasingly difficult challenges, from a growing fluid and multifaceted competition to rules and obligations to which we must pay the utmost attention.

**Digital is at the heart of this change**, a real driver of competitiveness: pervasive, transformative, in some cases even revolutionary, with that “digital disruption” that is capable of redrawing the landscape of entire industries.

**We are in the age of data**, an asset that, in order to express its value, requires the ability to transform its potential into action through dataops methodologies, but that we must also protect and safeguard, making it flow fluidly inside and outside the company, confident of having full control, in a data-flow in constant evolution.

These are **challenges and opportunities whose magnitude requires the commitment of “the whole village”**, of a set of figures capable of working in concert, each to the best of their own skills, in order to build and increase that “digital advantage” which is today fundamental to win the market’s challenges.

**The TAI that can be your companion on this journey** was born in 1987 and in all these years has seen and experienced many “revolutions”, but the constant that has allowed us to evolve and grow has been the understanding of the importance of “teamwork”, inside and outside the company, by choosing people and partners to count on to achieve our mission: **to build processes, infrastructure and applications that ensure sustainable, future-proof growth for our customers**.

## This is TAI: let's build together?

the board of directors

*Mariangela Torre*  
Legal Representative

*Francesca Ricchiuto*  
Managing Director

*Andrea Ricchiuto*  
Managing Director

# The craft of approaching the future.

TAI was founded in Florence in 1987 with a firm eye on the future, already from its name, acronym of "Technology for Artificial Intelligence".

Year after year, project after project, it involves more and more people and partners in the development of software for businesses and institutions of increasing size.

In 2001 there were already more than 35 people dedicated to TAI's mission.

In 2012 the Milan office was born and soon after the international expansion started, first with the office in Germany (2014) and more recently (in 2019) with the one in Spain.

In 2015 it was positioned as the 1st Oracle partner in Italy.

In 2017 it reached for the first time 100M € of turnover, a figure destined to grow in the years to come.

In 2020 it faces the pandemic emergency with method and determination, helping its customers to do the same through resilient processes, infrastructures and applications able to make the best use of available resources.

With more than 180 people committed to its mission, today TAI continues to keep its eyes firmly on the future, knowing it can help build it and - in some ways - make it closer:

**the more complex the challenge, the more future we can build together.**

**1987**

**1988**

**2001**

**2012**

**2014**

**2015**

**2016**

**2017**

**2018**

**2019**

**2020**

Born in Florence

Becomes a SUN Microsystems partner

Employs more than 35 employees

Opens an office in Milan

TAI GMBH is born, with headquarters in Munich, Germany

Recognized as 1st Oracle partner in Italy

Consolidated partnerships become more than 25

Reaches €100M in sales for the 1st year

Exceeds 100 active customers per year

TAI Software Solutions Iberia S.L. is founded, headquartered in Madrid, Spain

Employs more than 180 people in total



# vision.

We are running fast towards a future in which the dichotomy between analog and digital will be rapidly overcome and every experience will be radically transformed.

The complex and ever-changing operational scenarios that are emerging require and will require from companies an exponential agility, able to responsibly and sustainably create value and well-being for individuals, the planet and the company.

The growing centrality of data and everything related to them (collection, transmission, processing, aggregation, etc..) requires a new awareness of their value and importance, able to pivot to an evolutionary process of companies and institutions that make them appropriate to the new context.

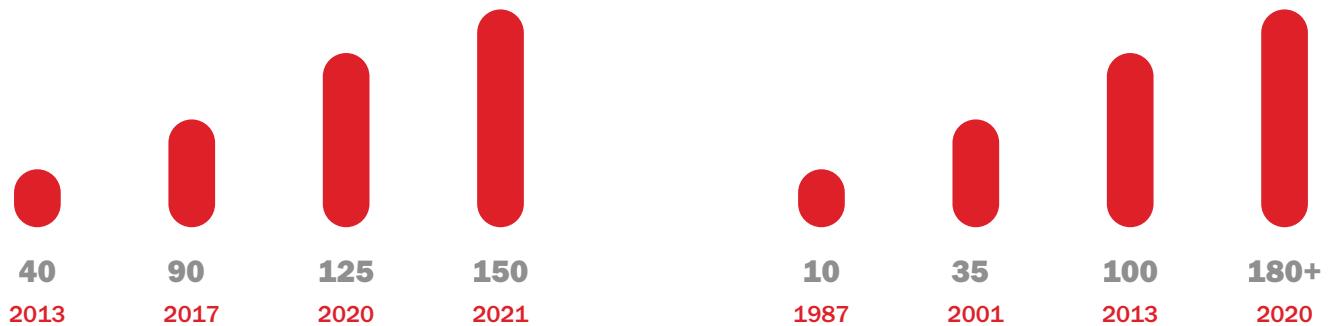
# mission.

Ensure sustainable and future-proof growth to companies, helping them to build and increase their digital advantage through reliable and responsive processes, infrastructures and applications.

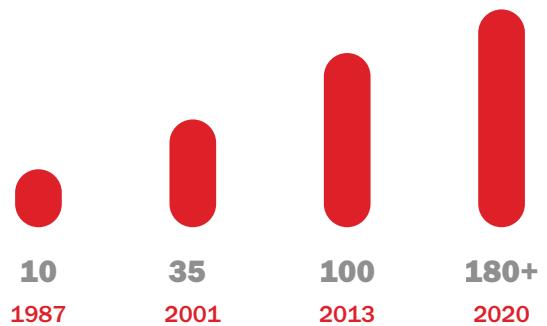
# Tai in numbers.

TAI is a next-gen system integrator capable of designing, developing and managing sustainable, future-proof IT processes, infrastructures and applications that can be relied upon to build and improve one's digital advantage, as hundreds of leading national and international companies and the public sector have already done since 1987.

**Aggregate Revenue (Million €)**



**Employees & Collaborators (People)**



**Individual certifications**

**100+**

**Partnership**

**30+**

**Active customers**

**100+**

**Our offices**



Florence (HQ)



Milan



Pisa



Rome



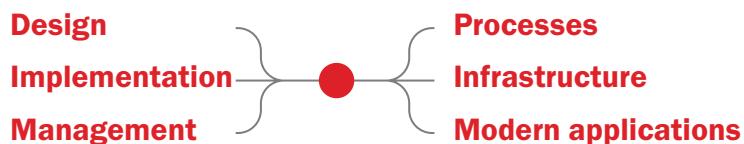
Munich



Madrid

# Challenges to win together.

TAI, through a well-established ecosystem of technological partnerships, is at the side of its customers in the design, implementation and management of processes, infrastructure and applications on which to build a solid growth path.



Some examples of projects taken care of in every aspect

- Intranet/extranet portals**
- Digital platforms & Document systems**
- Analytics and BI solutions based on Big Data**
- Modern applications (DevOps, IoT, Microservices)**

The expertise gained over time is at the service of major operators in many sectors, among which stand out in particular:



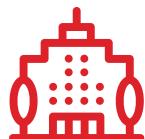
Banking & Insurance



Utilities



Telco & Provider



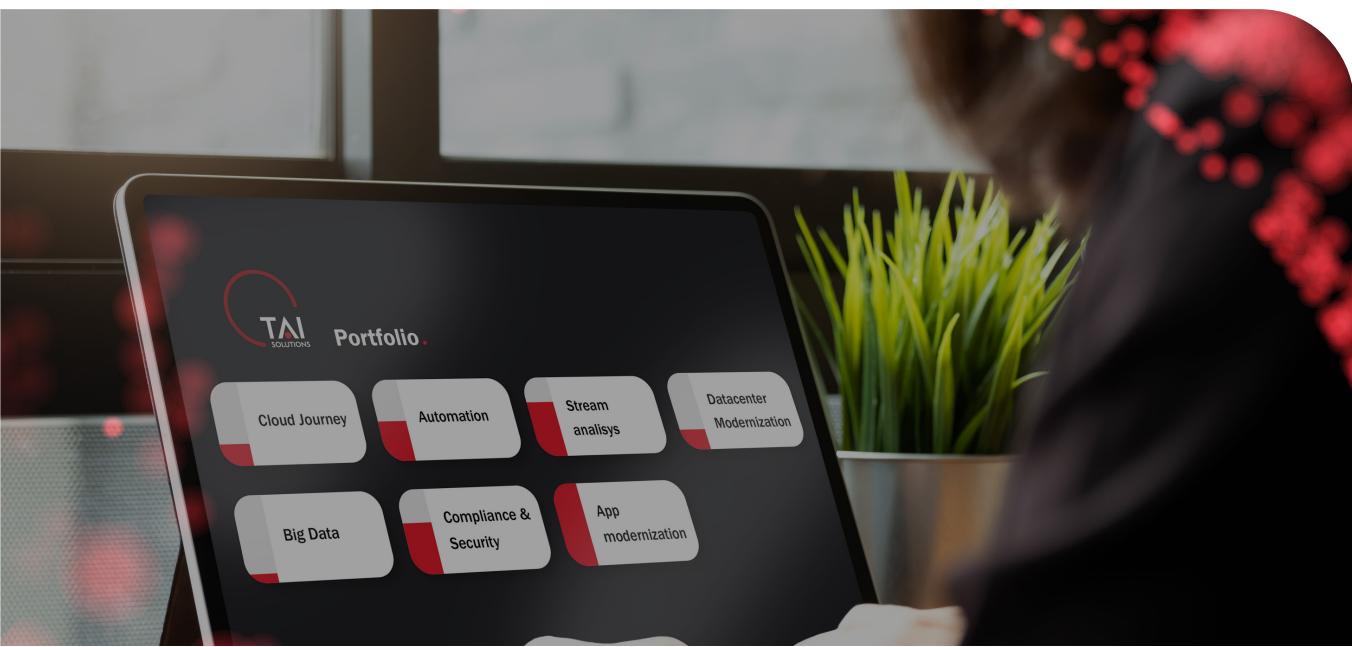
Industry



Public Sector



Gaming



# Activities @ TAI.

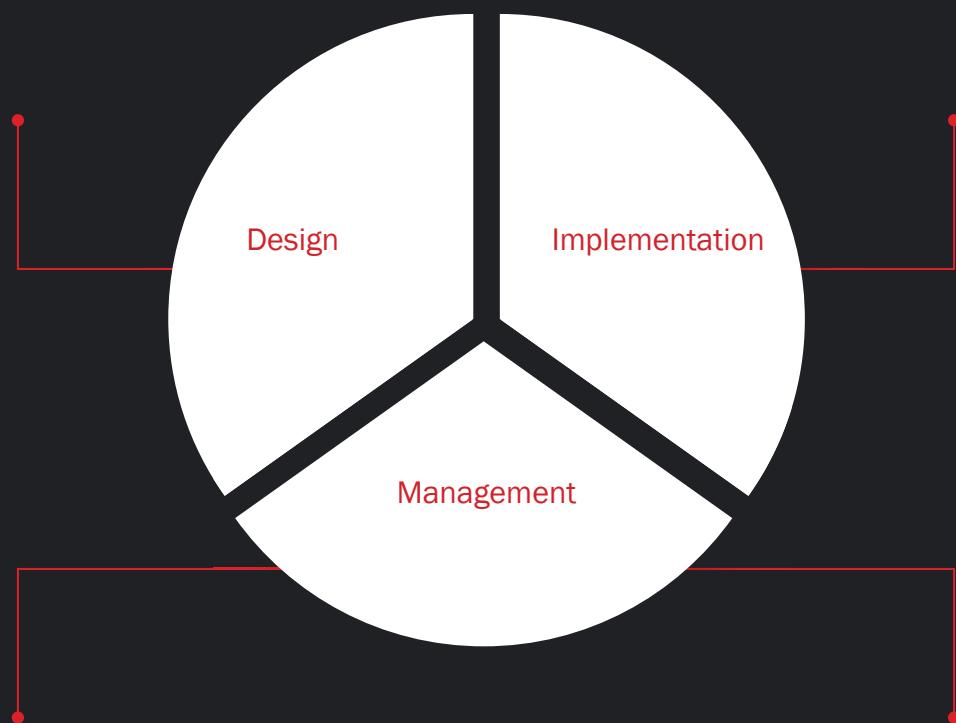
- Evaluation of opportunities related to digital transformation
- TCO calculation and expected ROI
- Project readiness assessments
- Project scope definition & solution analysis
- Project architecture design
- Project planning

## Systems & Infrastructure

- Systems Integration
- Data center automation and migration (on premise and/or cloud)
- Backup & Disaster Recovery on premise, cloud e multi-cloud

## Modern Applications

- DevOps, IoT, Microservices
- Platform and architecture changes
- Cloud enablement



- Help Desk Support
- User identity, rights and access management
- Performance management and resolution of application problems
- Proactive application monitoring and health checks
- Management and updating of real and virtual machines

- Cloud and multi-cloud management
- Configuration, change, issue and event management
- Security management
- Resource control and optimization
- Training

# Focus on.



Since 1992, the partnership between TAI and Oracle has become increasingly important, in a crescendo of skills and increasingly complex projects managed together. TAI offers unparalleled support for the entire Oracle solution stack: BI, Siebel, BDA & Cloudera, Solaris, Weblogic, Hyperion EPM.

Oracle's leadership in enterprise cloud and hybrid-native solutions, where security and privacy are at the center of attention along with performance and reliability, is at the service of TAI customers to realize highly scalable and future-ready projects.



**VMware** is the benchmark for the market in virtualization solutions, with an unparalleled portfolio of solutions and services: from microservices, containers and Kubernetes that allow you to free apps from infrastructure constraints (Tanzu) to NSX virtual networking, which multiplies the flexibility, speed and security of the underlying systems, whether on premise, cloud or multi-cloud.

TAI is a VMWare Principal Partner and collaborates closely in Italy to design, implement and maintain solutions that integrate VMWare technology to maximize performance, freeing applications from infrastructure constraints project after project.



**Micro Focus** is the trusted IT solutions provider for 98 of the top 100 companies on the Fortune list. With more than 300 products and over 40,000 customers worldwide, it can offer optimal answers to the most diverse needs of the enterprise world.

In order to best navigate the solutions offered and provide the highest level of integration experience TAI is a certified Gold Partner Portfolio Expert on multiple fronts, with vertical expertise gained on IT Operation Management and Application Delivery Management solutions. From workflow automation to the implementation of predictive analytics tools, every need meets a clear and reliable solution.

# Partner.



CLOUDERA

COHESITY



HITACHI  
Inspire the Next



kubernetes

Lenovo

Liferay



NetApp™

NUTANIX

ORACLE



PURESTORAGE®

qnext

Qlik

Red Hat

splunk®

talend

veeAM

VERITAS®

vmware®



The certifications obtained in TAI are more than 100 and allow the company to move with confidence in the identification of solutions and systems (Presales), to offer the most qualified consultancy about purchasing solutions (Sales) and to ensure the technical skills necessary to implement each project at best (PostSales).

# Clients.

## Banking & Insurance



## Public Sector



## Industry



## Utilities



## Telco & Provider



## Gaming



# Case studies.

Customer:

Publiacqua SpA

Project name:

Secure IT  
services on the cloud

Project goals:  
move beyond on-premise  
with a hybrid cloud  
infrastructure

Proposed solution:  
VMware Cloud on AWS and  
virtual desktop integration

Project timeframe:

2 months

Results:

scalability, more stringent  
SLAs, better security, future-  
readiness, disaster-recovery

Partners involved:

VMware

Technologies used:

VMware Cloud, AWS

**Publiacqua realizes a Disaster Recovery service with VMware Cloud on AWS,** facing an investment not feasible with traditional technologies and gaining in security, reliability and systems integration.



"Thanks to VMware Cloud on AWS, Publiacqua's IT architecture is now more responsive, scalable and resilient and we can work on our management systems with the knowledge that should a failure occur we have the availability of Disaster Recovery service."

Paolo Vinci, CIO of Publiacqua SpA

# Case studies.

## Client:

IDS GeoRadar srl -  
Part of Hexago

## Project Name:

GeoCloud

## Project objectives:

Asset & Project  
management, Audit &  
Reporting

## Proposed solution:

API-based hybrid web  
platform integrated with  
hardware devices (IoT  
infrastructure worldwide)  
and their information flows.

## Project timeframe:

12 months

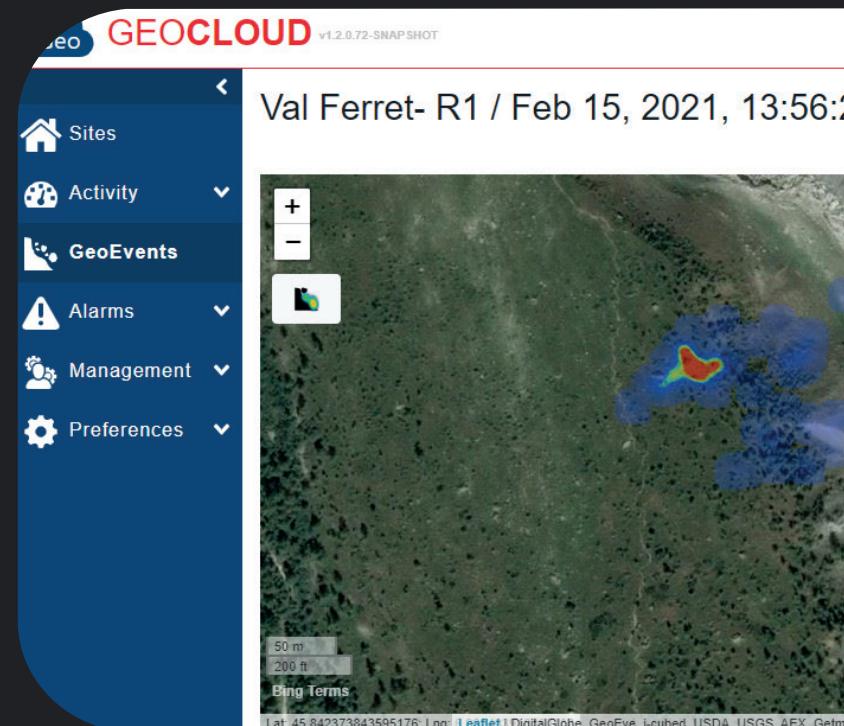
## Results:

lower operating costs, real-  
time information available,  
creation of a database on  
which to perform data-  
intelligence operations,  
remote platform updating

## Technologies used:

Kubernetes, Jenkins,  
SonarQube, AWS

The ambitious project allows, through a cloud platform and a single interface, to collect and access in real time the punctual and historical information of a worldwide network of IoT devices that can be monitored and updated remotely.



"The complexity of the challenge we faced together with TAI became increasingly apparent as we got deeper into the project, but thanks to the agile approach and expertise of the team, we were able to achieve a result far beyond our expectations, benefiting our many customers around the world who can now count on a system that is unparalleled in the industry."

Riccardo Chiaverini, Software Team Manager IDS  
GeoRadar srl - Part of Hexagon

# The TAI way.

**Responsible innovation**, creating future-proof solutions you can count on: in TAI innovation and reliability live together and always at the service of project objectives.

We do this with a **consolidated method**, which also means being ready for challenges, with motivated people with the right skills, and selected partners with whom to collaborate in a process of constant evolution

Over the years we have learned to **anticipate the demands of many markets** and put ourselves in a position **to meet them promptly**, with solutions that are shaped to express the maximum value in the specific case.

We are driven by the desire **to build the future** together with our clients, to transform the promises of the digital revolution into better answers to the needs of people and the world they live in.

## People @ TAI.

DevOPS, SysAdmin, Business Analyst, Solutions Architect and many others: behind each of the many roles in TAI there are almost 200 people with a common passion for the realization of valuable projects.

The skills and experiences gained in the most varied training and professional backgrounds become the foundation of knowing how to work and grow together, in an environment where lifelong learning is an integral part of everyday work and a necessary condition to face every challenge.

Whether on-site or remote, our work commitment aims to realize the shared goals, from the smallest to the most ambitious, and every goal achieved is a success for everyone.



# Projects @ TAI.

**“To always be able to freely make the most appropriate design choices together with the customer, in order to best achieve the expected results”**

to achieve this result in TAI we have made year after year a very important path.

First of all, we have selected **an increasing number of excellent partners**, with whom we have established **quality relationships**, committing ourselves - certification after certification and collaboration after collaboration - to get to know their offer in depth in order to know how to implement it in the best possible way. The commitment on this front requires each specialist to spend many days a year dedicated to training, but it is an essential investment: **the freedom to choose partners** to involve and solutions to adopt is experienced in TAI as a **responsibility towards the project and the customer** and it is essential to put ourselves in the conditions to exercise it properly.

In order to transform projects into results, we have adopted the best practices of project management (including PRINCE2, ISIPM, ITIL) to develop a “**TAI method**”, particularly suitable **for the sustainable development of enterprise projects, even very complex ones**.

The maturity achieved on these fronts by the people who work in TAI leads them to a constructive confrontation with the academic world, to which they bring contributions of various kinds: from scientific publications to tutorship of thesis students, from participation in boards and commissions to keynotes in major conferences around the world.

“The many technological and architectural innovations allow us to achieve results that were unthinkable even just a few years ago” **Piergiorgio Lucidi, Chief Technology Evangelist & ECM Specialist at TAI, reminds us**, “but the challenges to be faced for a sustainable digital transformation that is attentive to the growing expectations of the market require a mix of skills and resources that are increasingly complicated to cultivate and manage: this is why we believe it is essential to have a lively and constant dialogue with our partners, the academic world and the entire community of developers, in order to build together better answers to the needs of today and tomorrow”.

[www.taisolutions.com](http://www.taisolutions.com)



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