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Information Pack

minsait
by Indra

Minsait

Minsait is the business unit that addresses the challenges that digital transformation represents for Indra's customers, offering companies and institutions a full range of immediate and tangible results.

Indra has grouped under Minsait the digital transformation technology and consulting solutions that have made it one of the leaders in this market in Spain. It has also contributed its leadership and experience in the development of cutting-edge high value-added technology solutions which, combined with a unique corporate culture of adaptation to customer requirements, have enabled these to resolve their most critical issues and enhance their processes and efficiency.

But the strength of Minsait's offer is not only based on this leadership and experience. Indra has also equipped the unit with a differential methodology, a more extensive portfolio of business solutions, a proprietary and unique sales, delivery and support model designed to generate impact, and a flexible organization based on multidisciplinary teams made up of specialists with very specific profiles.

Minsait will therefore complete the Group's current high-value offer for vertical markets, encouraging a clearer focus on its customers' key businesses as well as accelerating the growth of Indra's entire business.

All of this will enable Indra to consolidate its position as one of the world's leading consulting and technology companies, completing its already extensive offer of proprietary solutions and advanced high valued-added services.

Indra

Indra is one of the world's leading consulting and technology companies. It is also the global technology partner for its customers' key businesses. The company's range of cutting-edge high value-added technology solutions and services enable its customers to resolve their most critical issues and enhance their processes, efficiency, profitability and differentiation. Indra also offers end-to-end project management through tailor-made solutions for leading customers in key industries and regions.

Indra is a global leader in the development and deployment of end-to-end technology projects worldwide, servicing highly sensitive fields such as:

- **Defense and Security**, providing leadership in air and maritime surveillance, military simulation, electronic defense and satellite communications.
- **Transport and Traffic**, with solutions for air traffic management, navigation and surveillance systems; rail and airport management systems; and urban traffic, road, tunnel and traffic control systems.

It also develops outstanding management solutions for the following sectors:

- **Energy and Industry**, providing leadership in the deployment of solutions for energy generation, distribution and commercial management, as well as management solutions for hotels and other industries.
- **Telecommunications and Media**, with solutions for business operations and support systems, as well as for digital television and new media.
- **Financial Services**, with an unparalleled offer for the critical systems of banks and insurance companies, and a range of services to transform operations and enhance process efficiency.
- **Public Administrations and Healthcare**, with cutting-edge examples for healthcare management platforms, education and justice management systems, and a global offer for electoral processes.

In 2014 Indra reported revenues of 2.938 billion euros (nearly 60% from outside Spain), employed 39,000 professionals, had a local presence in 46 countries, and delivered projects in more than 140 countries.

A differential methodology

The digital transformation of a company is a change that demands immediate results, quantified and measured through the income statement. And all of this in a highly competitive market that demands something different, something that does not already exist.

Minsait meets and exceeds these demands by deploying a differential methodology based on:

- **Specialization:** leveraging its in-depth knowledge of different sectors to offer proprietary solutions in each case and avoid the standardization that generates zero value.
- **Multidisciplinary end-to-end approach:** teams comprising very diverse profiles with different capabilities in a wide range of disciplines but underpinned by common values to provide comprehensive support to customers and cover each and every stage in the transformation of the organization.
- **Flexible collaboration model:** ability to adapt to the needs of each customer thanks to proprietary assets delivered as cloud services, achieving record times following a preliminary cost reduction process.
- **Agile execution:** incorporation of significant improvements from day one and thereafter continuously so that customers can benefit immediately from the new approach. This is guaranteed by an expert command of new methods and a broad portfolio of readily available assets and products that provide the initial building blocks from which to tailor solutions.

The FEEP model

Minsait addresses the challenge of digital transformation as a way of impacting the customer's key characteristics, providing business solutions based on its functional and sectoral specialization. The main features of the FEEP model are as follows:



Foresee

Ability to look ahead and take the initiative to conquer niches in the market and seize business opportunities that others have not yet discovered.



Engage

The boost gained from the ability to interact and the benefits that enrich the customer experience and enable the company to progress.



Empower

Providing the tools that enable companies to manage their assets more efficiently and maximize the effectiveness of their production processes.



Protect

Ability not only to maximize existing potential but also minimize the potential risks of digital processes.

An extensive portfolio of business solutions

Selected examples of Minsait's solutions and the areas where it is active:

- Development of new business models based on aspects like hyperconnectivity (connected home, smart cities, Industry 4.0, smart airports, transactive energy, and e-Health).
- Continuous reconfiguration (network models, agile functions and contextual banking).
- Data processing (digital identity, data monetization and dynamic pricing systems).
- Transformation of traditional channels (with solutions such as managed indirect channels, excellent sales forces, advanced contact centers and relational stores).
- Development of interactive channels (new digital channels, social media and instant customer registration).
- Orchestration of contact points (omnichannel experience and microsegmented value proposition).
- Transformation of logical and technological operations (agile operational transformation and cloud transformation).
- Transformation of physical operations (smart supply chain, agile manufacturing, sustainable asset management and smart buildings).
- Cybersecurity and authentication (360° cybersecurity, smart borders, and cybersecurity training).
- Risk and fraud (advanced risk management and end-to-end fraud management).

A proprietary and differential delivery model

The Minsait range of business solutions is also based on a proprietary and differential delivery model geared to generate maximum value for customers. This model is based on:

- **Strategic consulting:** analysis of the current situation and conceptualization and design of an action plan.
- **End-to-end transformation:** coverage of every stage in the business transformation process, from pilot testing to final deployment and delivery.
- **High-value operation:** definition of impact metrics and joint creation of a specialized business function to cover them.
- **Products:** definition of on-premise or in-cloud technological products that are implemented in the short term.

The cohesiveness of all these formats is tailored to the customer, so that depending on the situation they may either form part of the same project or be procured one by one, separately. The goal is to make the entire portfolio available to customers and offer the best possible solution for meeting the challenges facing their particular business.

Multidisciplinary teams made up of specialists with very specific profiles

Minsait's strength is also defined by the talent in the organization, which comprises professionals with very specific profiles who form part of multidisciplinary teams that are placed at the disposal of customers to facilitate fluid communication and the implementation of solutions in every phase of the project.

Selected examples of these profiles:



Strategy consultants

professionals with an analytical approach.



Management consultants

specialists in translating strategy into action.



Technology consultants

technologists with a business vision.



System architects

experts who tailor the IT architecture to the business.



Hackers

experts in cybersecurity.



Data scientists

mathematicians and statisticians who convert the strategy into algorithms.



Experts in user experience

usability professionals who enhance the interaction between companies and their customers.

Description and rationale of Minsait's values

Minsait's values describe its personality.



Meaningful Impact

The desire to provide tangible solutions to real problems with ingenuity, understanding and exceeding customers' expectations.



Curiosity

A fascination with discovering and learning new things, enriching your knowledge every day, even from your own mistakes.



Hand-in-hand

A collaborative culture based on knowledge, which intuitively combines different talents with a dedication and passion for what they do in an environment working toward a common goal.



Sheer Joy

A genuine positive attitude derived from the pleasure and passion for breaking molds.

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