IT ∞ Business Partnership

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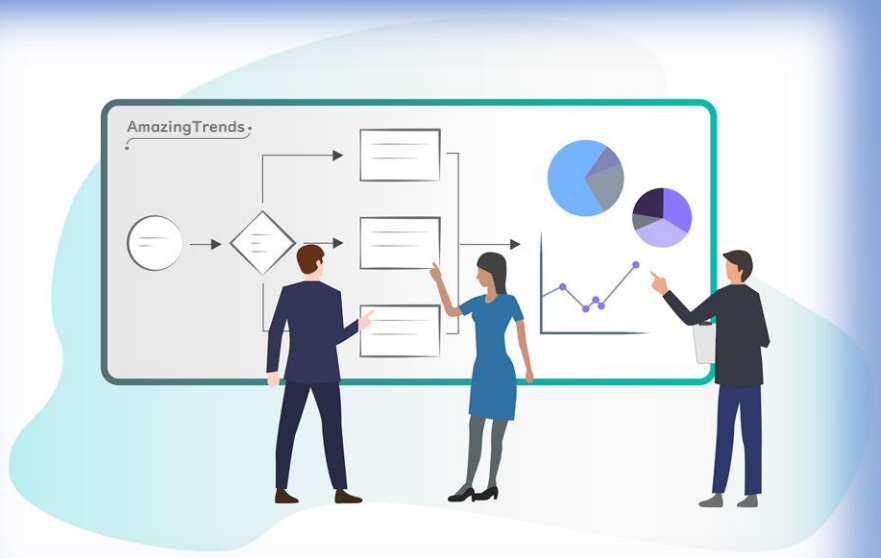
get digital !



we provide high-quality advisory and consulting services to help your company unleash the full IT Business Application potential

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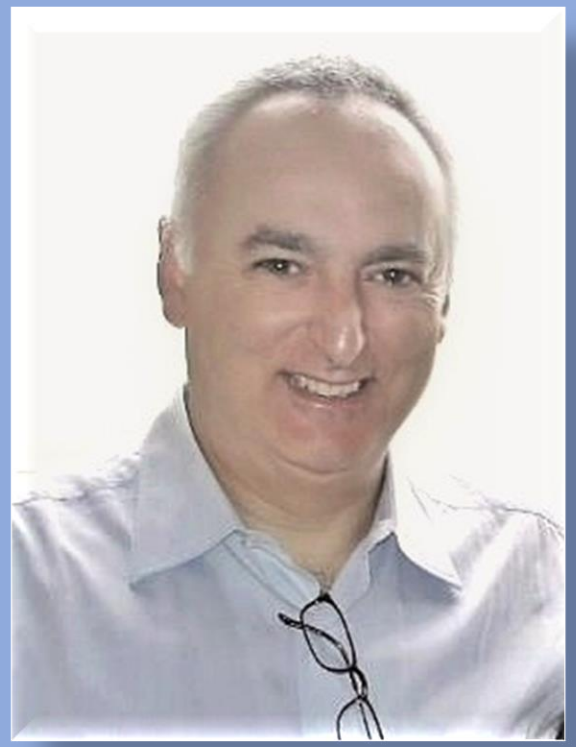
January 2021

Giuseppe Mauro PAGANNONE



LinkedIn

employment history

AmazingTrends get digital !

Founder and General Manager
Jan. 2020 - present

Digital Innovation and Strategic Business Application Consulting

FERRERO

nutella · FERRERO ROCHER · kinder · tic tac

IT Business Partnership
Global Director for Supply Chain and Sales & Trade

16 YEARS

Atos Origin
CONSULTING > SOLUTIONS > OUTSOURCING

IBM

Eni

Business Applications / ERP Consultant, Project Manager, Business Devel. Large Accounts

17 YEARS

POLITECNICO DI TORINO

Mechanical Engineer master degree

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our mission

AmazingTrends
get digital !

"Amazing Trends srl unipersonale" is an Italian micro single-member-company that provides worldwide business services in the area of information technology, such as

- Digital Transformation of business processes
- end-to-end Business Application consulting
- Business Intelligence and Advanced Analytics

processes and business data is our field of activity

- We are specialists in connecting business and IT, leveraging the high skills acquired in the field of IT-Business Partnership.
- We have very high experience in the analysis of processes and solutions, we are the ideal partner for CIOs and C-level management. Quality comes first!
- We provide our services directly or in partnership with qualified IT / Consulting companies. We are not a software house!

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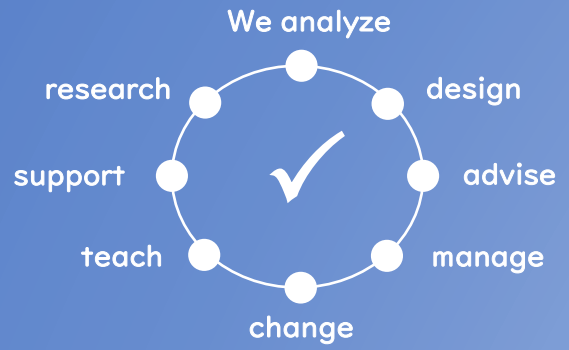

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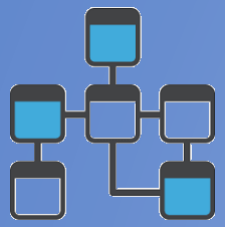
We are not

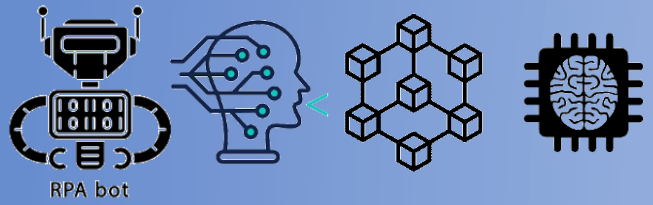
- ✕ software developers
- ✕ technical specialists
- ✕ infrastructure architects
- ✕ cybersecurity experts

(Services rendered through partners)



▶▶ In this presentation we qualify our expertise in supporting complex selection – implementation – transformation projects of **enterprise information systems.**

▶ We do not believe in standardized consulting approaches, we rely on **creativity** and intelligently apply our skills to every business case. We offer **personalized methodology** and high value services.



▷ Please refer to our subsequent documents for the solutions in the field of Digital Transformation.

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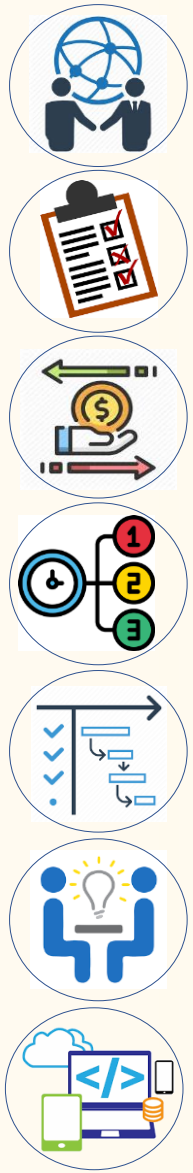
helping companies deploy their end-to-end IT roadmap

DEMAND

PLANNING

EXECUTION

- Business Req's Management
- Software/Vendor Selection
- Investment Business Case
- Prioritization & Master Planning
- Project / Change Management
- Busin.Application Consulting
- Software Devel. Quality Assurance



Business Processes

need help for one or more stages of the process?

Business Intelligence

need advice on how to setup the end-to-end process?

We provide personalized services in the field of Business Applications

want to improve your customer satisfaction?

Digital Transformation

need coaching for your junior resources?

Connecting Business Ecosystems

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END-TO-END IT CONSULTING SERVICES

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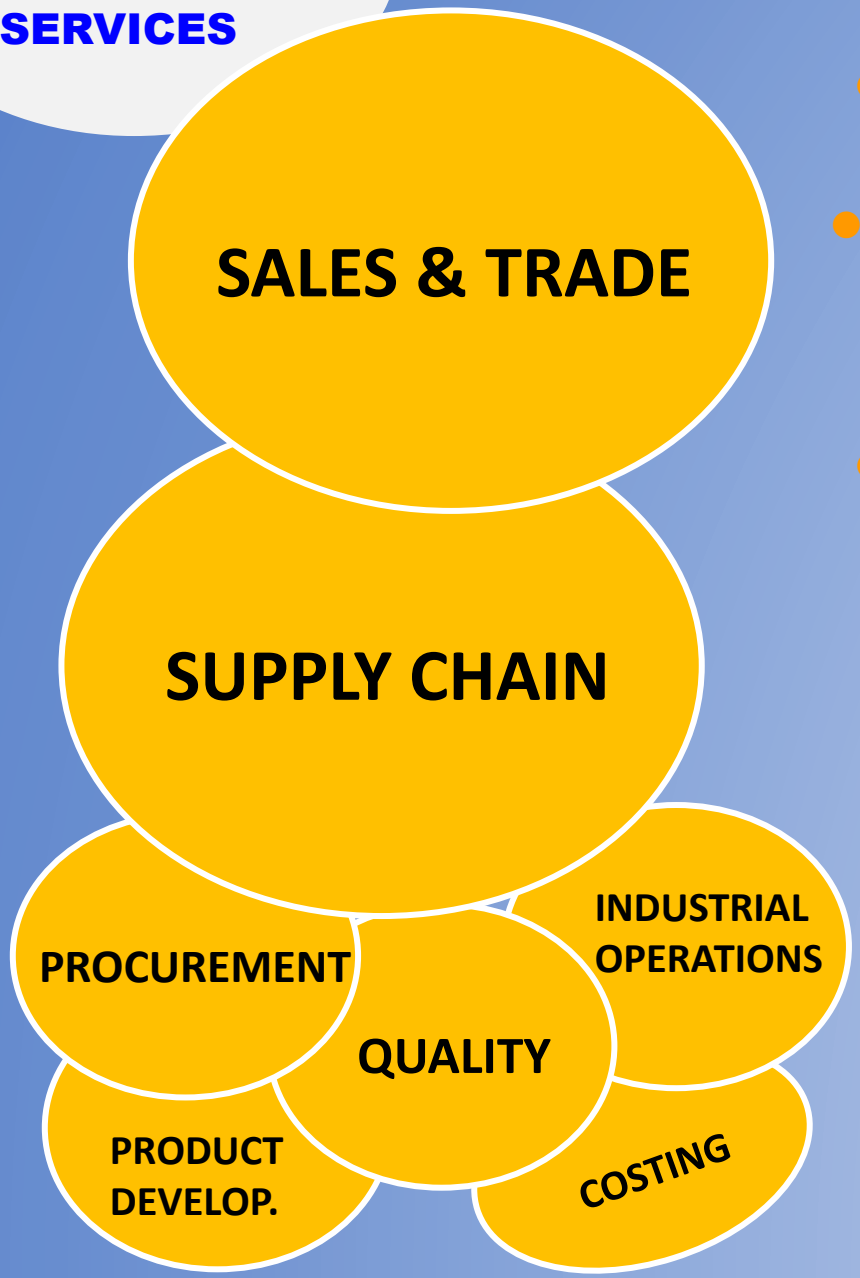
our areas of expertise and success stories



- International Customer & Channel Hierarchy
- Product - Brand Portfolio
- Joint Customer Business Planning
- Advanced Sales Analytics
- Category Management
- Trade Promotion Management
- Sales Force Automation
- Perfect Store
- Trade Marketing & Merchandising
- Customer Service
- Perfect Orders & Service Level Metrics
- Route-to-Market, Indirect Sales-Distribution, Distributors Network Mgmt
- Order-to-Cash Improvement
- Available to Promise Optimization
- Touchless Orders
- VMI, Collaborative Planning Forecast & Replenishment
- Demand - Supply - Inventory - Production Planning
- S&OP
- Statistical Forecasting
- Demand Sensing
- Forecast Accuracy and Inventory KPIs
- Logistics Control Tower, Distribution Track & Trace
- Real-Time Visibility
- Logistics 4.0
- IOT
- Transportation Mgmt FTL/LTL & Route-Load-Cost Optimization
- Yard Mgmt
- Warehousing Operations
- Transport and Warehousing Cost Control Model
- Tendering
- Purchase-to-Pay
- Vendor Rating
- 3PL/4PL Providers
- Cost-to-Serve
- Product Lifecycle Mgmt
- Process Industry & Discrete Manufacturing
- JIT
- Plant Maintenance
- Product Traceability
- After Sales Services
- QA-QC Quality Assurance and Quality Control

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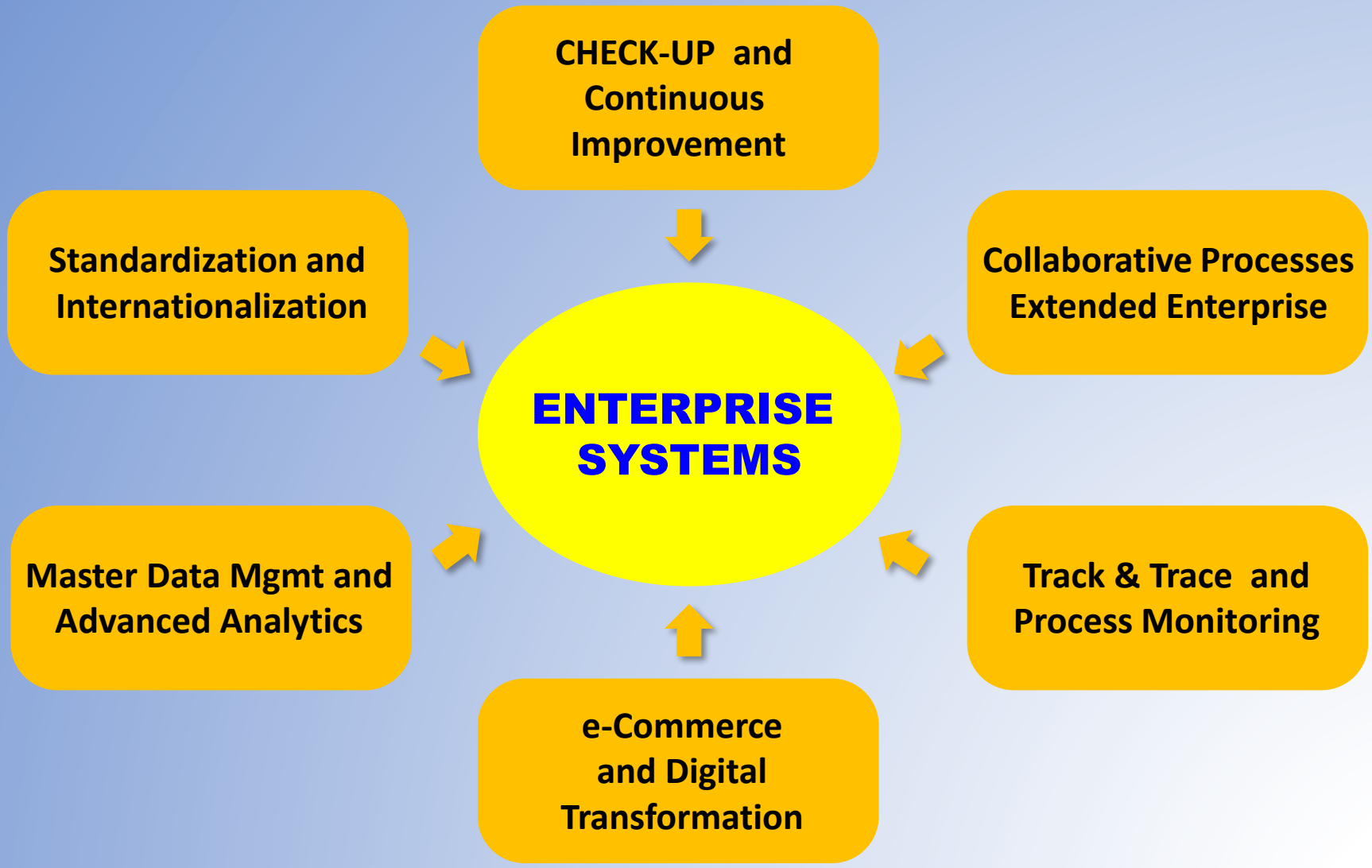
Not exhaustive

resolving some old/new challenges

- Functional Effectiveness
- SW Release change mgmt
- User Experience
- Global Template
- Fit-Gap Analysis
- Roll-out Program
- Data Accuracy
- Common Data Dictionary
- Business Intelligence
- Predictive Analytics
- Performance Mgmt
- Root-Cause-Analysis
- Ecosystems Integration
- Fact-based Decision process
- Collaborative Workflow
- Robotic Process Automation
- Machine Learning



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we master the evolution of the Business Intelligence

proven methodology – success stories

what to do to make it happen?

what will happen?

Machine Learning

Optimization Algorithms

Prescriptive

future →

Inferential Analytics

why did it happen?

Predictive

future →

Diagnostic

← past

Fix the Basis towards Analytics Excellence

what happened?

Descriptive

← past

still gaps regarding the basis?

DATA COLLECTION

REPORTS & VISUALS

This is the basis and the enabling factor for the next steps.
Fixing some of the current gaps may be mandatory.

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BEST IN CLASS
IT ∞ BUSINESS PARTNERSHIP

DEMAND
PLANNING
EXECUTION

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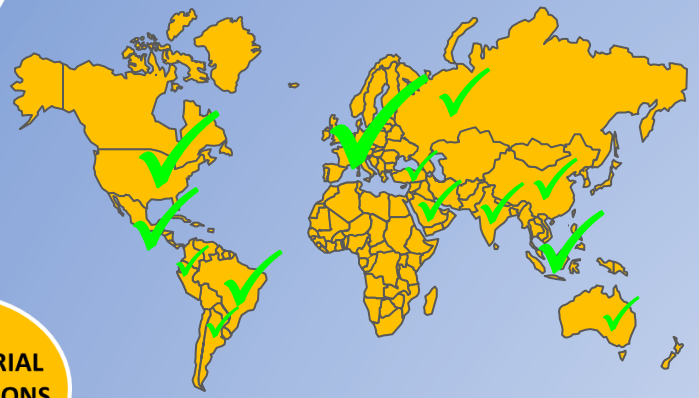
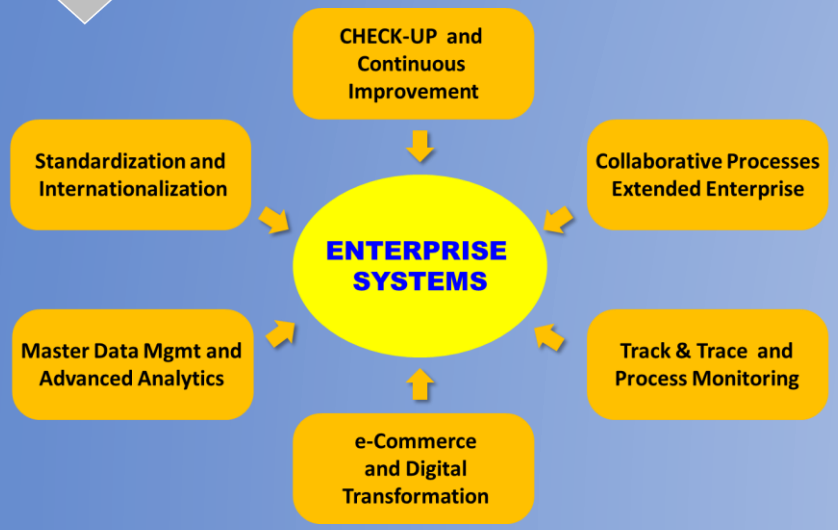


we can help you get more out of your business applications; we have been dealing with innumerable packages and legacy systems

TMS | WMS | ERP | CRM | SCM | BI | ...



- **Management Track Record**
  done projects anywhere in the world
- **Process Domain Expertise**
- **Data Driven Analysis**
- **New Trends Experience**
- **Problem Solving**
- **International Culture**
- **Communication Skills**

mastering business applications and digital transformation

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we offer best in class IT∞Business analysis

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