

Changing the world with IT

In the 35 years since it was founded, FINCONS GROUP, which is headquartered in Küsnacht am Rigi, Switzerland, has traced an impressive trajectory. From its beginnings as a classic software house, it has become an international consulting company with ground-breaking solutions that are opening up new markets far beyond the media world. With its pioneering spirit and innovative flair, the family-owned company has already won prestigious clients and is ready for the next stage.

It probably takes a visionary to take a small company and turn it into a multinational corporation with 1,400 employees and annual turnover of more than 130 million EUR. The description certainly fits Michele Moretti, which played a pivotal role in the development and success of the FINCONS GROUP. The Group's history begins in 1983 in Milan, as a software house in the technology arena. Day after day, under the lead of Michele Moretti, CEO and shareholder of the company, Fincons has built its reputation on its ability to interpret and anticipate new business models, staying abreast of the rapid evolution of the IT system: "As time went by - explains Michele Moretti - we increasingly became involved in the heart of process development for our customers. As a result, we have become increasingly focused on consulting, expanding our experience in the areas of media, financial services, transportation, energy and utilities and manufacturing." His son Francesco Moretti, as Deputy CEO of the Group, plays a key role in the internationalization process and also in shaping the future of the Group: "Gradually



It took just two generations to conquer the IT world: Eng. Michele Moretti, CEO, and his son Eng. Francesco Moretti, Deputy CEO of FINCONS GROUP and CEO of FINCONS.US



Time for new goals: at the InnoTrans trade fair for rail and traffic technology in Berlin, the FINCONS GROUP presents itself as a cosmopolitan and innovative company

- Francesco Moretti comments - we exported our expertise in other territories, and after the initial establishment of Italian and Swiss branch offices, we opened in London in 2016 and two offices in the USA in 2017. And we are not going to stop."



Today, Fincons is looking toward Germany to continue expand its business in different industries. Starting from the railways sector, the Group leverages important references, such as renown companies like Trenitalia in Italy and SBB in Switzerland,

to bring its expertise to the German market. In the recent Innotrans trade fair in Berlin, Fincons presented TUSP, the innovative solution for the safety of railway workers initially developed for SBB and now available to the wider market. Speaking about financial services market, the consolidated partnerships with Avaloq and Appway and important references like Swiss Re, make Fincons appealing also for German banks and insurance companies. Lastly, the noteworthy reference Sky Deutschland, which has been Fincons' client for over 10 years - together with Sky Italia and Sky UK - has paved the way for the German media industry. In this sector, Fincons has recently started to collaborate with Burda-Forward, an important German digital publishing company, which requested Fincons' support to establish its own software factory in Bari, Italy, using the Group's Delivery Center as an incubator for the first steps of the process, thus becoming a best practice example for near-shore outsourcing activities. It's indeed the Delivery Center a key part of Fincons' success, that can be traced back to the establishment in



Fit for FINCONS: in the FINCONS GROUP Academy, young university graduates receive vocational training



All in one: in the Delivery Center in Bari, Italy, individual software solutions and entire projects are developed - professionally and cost-effectively

2008 in Bari. "More than 500 people work in development here – explains Michele Moretti - not just on software, but on entire projects from A to Z. Customer proximity is our priority, which is why for every project we have an on-site team that works side-by-side with our clients. And thanks to very competitive costs, the Competence Center allows us to position ourselves as a full-service competitor inside and outside Europe as well, in different industries".

Big in TV business

"Talking about USA and the UK, our success in these territories has come through our expertise in the media world. We had already worked for all of the major TV stations in Italy," reports Michele Moretti. The Group was able to expand its reach still further in the UK through the take-over by Sky UK of Sky Italy and Sky Germany (already FINCONS' clients). Soon

afterwards, FINCONS GROUP acquired the Irish state broadcaster RTÉ as a customer. In the USA, it closed a major deal with the Associated Press, the international news agency headquartered in New York City. Father and son believe that the fact that the Group is a family-owned company - Michele Moretti is the main shareholder - is a major advantage, also for the internationalization process. "It makes us independent, flexible and quick in our decision-making. Our long-term strategy is based on continuity and stability," the CEO emphasizes. Emblematic of this is a photo on the desk of Michele Moretti showing Francesco's young son Michele sitting in his grandfather's office drawing strategic diagrams on a blackboard.

Big, bigger, more international

Further international expansion is planned in the future, according to

Francesco Moretti. "We have achieved a good market position in the areas of media, financial services and transportation. We are now in a position to help our customers transform their businesses with the help of new technologies supporting new business models. We have already worked out a business plan that envisages the acquisition of one or two companies in Germany and the USA."

"In this way –adds Michele Moretti - we want to accelerate growth. In the last years, we have doubled our turnover. Thanks to our innovation and research in this time, we are able to present customers with solutions and start implementing them immediately." For Francesco Moretti, the company has been a key part of his life since he was a child. "I am grateful to my father for taking me into work with him when I was little. I always enjoyed the fact that we got to know the business

models of our customers. By gaining insights into lots of different companies, you can learn a huge amount. Our work is always changing and new. That fills me with energy and anticipation for what lies ahead." His father, too, continues to be fascinated by his work. Even on holiday, thoughts of work are never far away. "At the end of the day, I am responsible for 1,400 employees," he concludes.