

Fincons Group, a leading player in the Swiss IT landscape, strengthens its Swiss-Shore business model

Quality, proximity and highly qualified personnel: these are the cornerstones of the flexible, scalable, expert and reliable ICT service model, also known as “Swiss Shore”, that the visionary Fincons Group has developed in Switzerland. An hour and a half by train from Zurich and easily accessible from Bern, the Ticino office is best-positioned to offer a growing number of Swiss customers an excellent, customizable hands-on service.

Fincons Group’s strategic vision to develop an in-person service in Ticino, Tessin, was supported by its Swiss clientele who had already been able to appreciate Fincons Group’s skills. 26 years have passed since the IT consulting company, Fincons Group, took its first steps in Switzerland opening an office in Lugano.



Marco Ravelli, General Manager Switzerland

From an initial contingent of around ten resources, Fincons Group AG now boasts 300 professionals alongside a portfolio of forty Swiss clients. This growth is reflected by a steady increase in business and turnover for the Swiss offices that reached 64 million CHF in 2019.

Marco Ravelli, General Manager Switzerland, has been driving this rapidly growing business in Switzerland for 22 years, alongside the CEO, Michele Moretti, and the Deputy CEO, Francesco Moretti. The strategy was to expand Fincons’ business beyond Ticino by selecting local managers and by adding new offices: Bern, now the Group’s HQ, and Zurich.

“In the last five years we have greatly strengthened our positioning in inner Switzerland, where we are now present with more than one hundred people,” explains Ravelli, “this evolution goes hand in hand with always wanting to be close to our customers and with making regular investments in innovation. As a result, we handle many emerging technologies as well as the core and transversal solutions typically used by our customers.

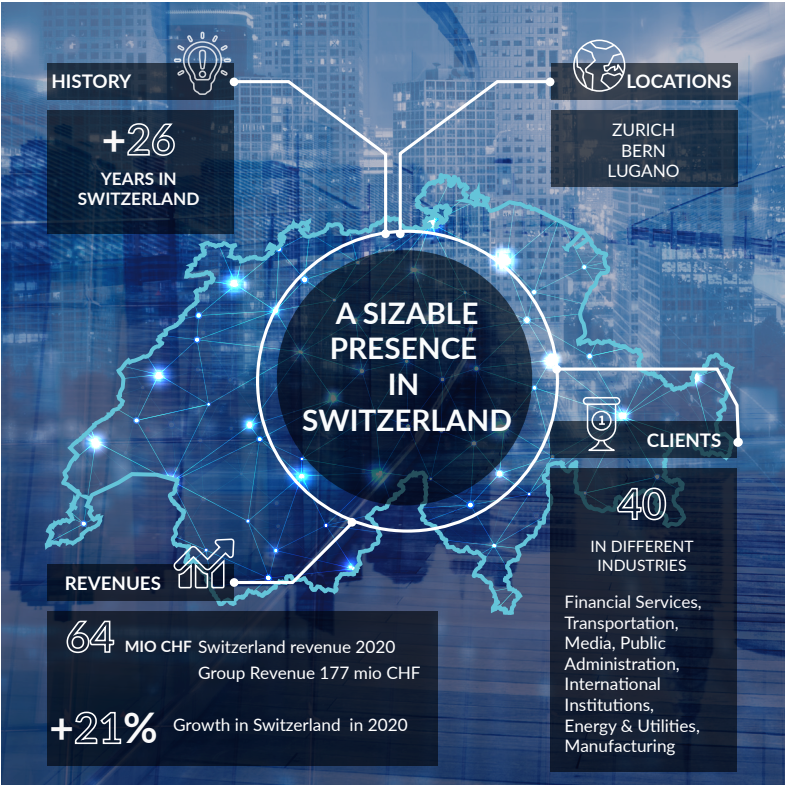
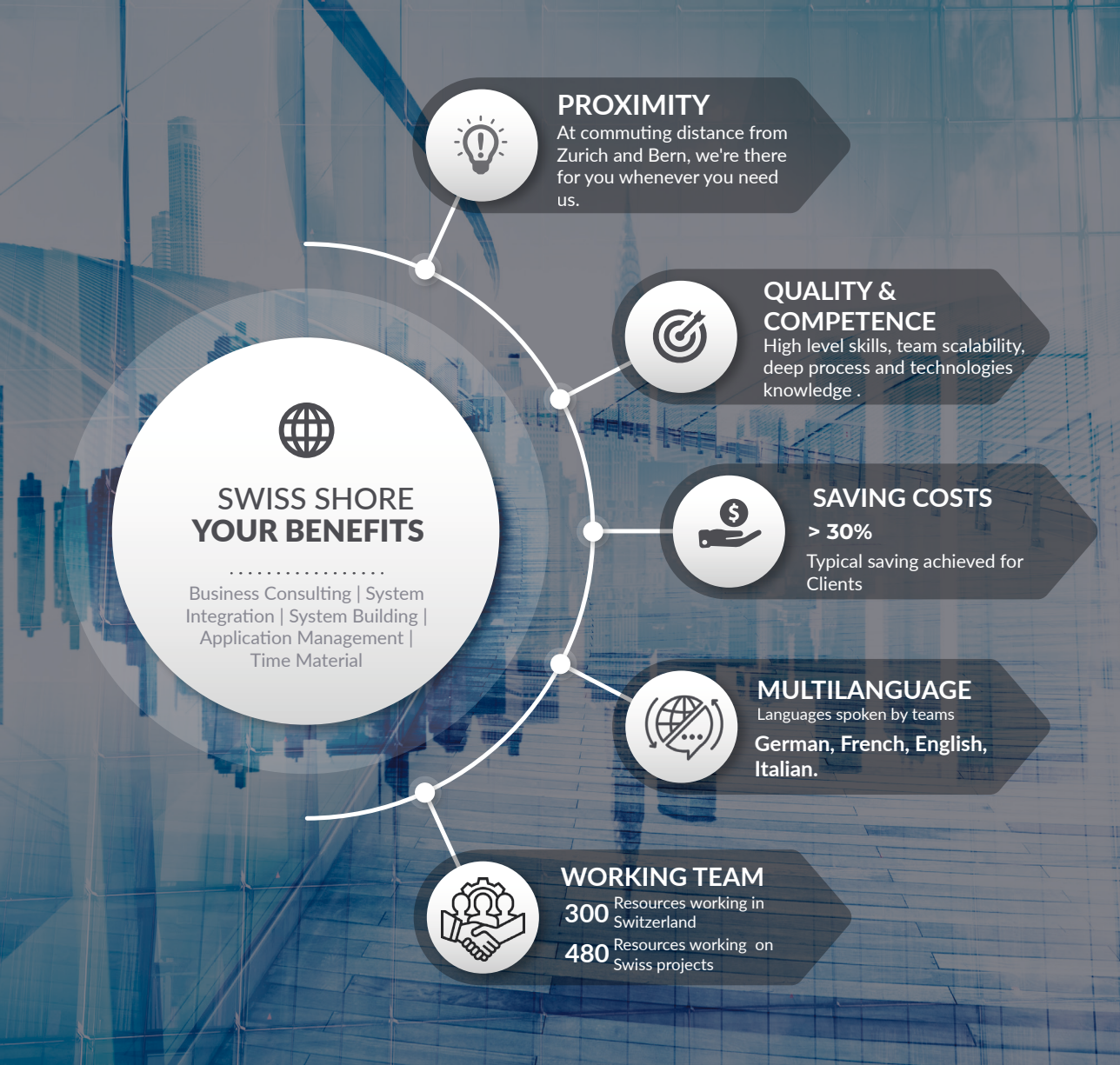
This allows us to offer increasingly specialized IT consultancy services to the Financial Services, Transportation, Public Administration, Media, International Institutions. “The Swiss-Shore model proposed by Fincons Group stems from successful experience at Group level and resonates with the Swiss social and industrial environment.” With the latter we share regulatory framework, compliance and business models, guaranteeing the support of 200 resources who offer multilingual services from the Lugano office, coordinated by managers who work directly alongside the customer at their headquarters.

This model is made even more attractive by the increasing speed of travel within Switzerland.”

The Swiss-Shore model makes it possible to offer services on applications in a way that is entirely compliant with current regulations and with data protection in a context, that of Ticino, where innovation and research are increasingly valued, making it an IT hub.

“We stand out because we know how to bring flexibility and a culture of tailor-made service to our customers and projects, remaining faithful to the values that characterize a growing and increasingly international Group,” adds Ravelli, “The customer is always at the centre of our activities and their objectives become ours, even when it comes to the challenges posed by a difficult market like today’s. This mentality has helped us to create long-standing relationships with our customers, who represent the best business-card in our development activities.

“We look to the future confident that we have established a business model in Switzerland that responds to a real market need and ready to offer ever greater flexibility and customer-centricity,” concludes Ravelli.



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