

amaris

inspiring change

# Press Pack 2017

**TECHNOLOGY &  
MANAGEMENT CONSULTING**

*Business & Management, IT/IS, Telecom,  
Engineering & High Technologies, Biotech  
& Pharma*

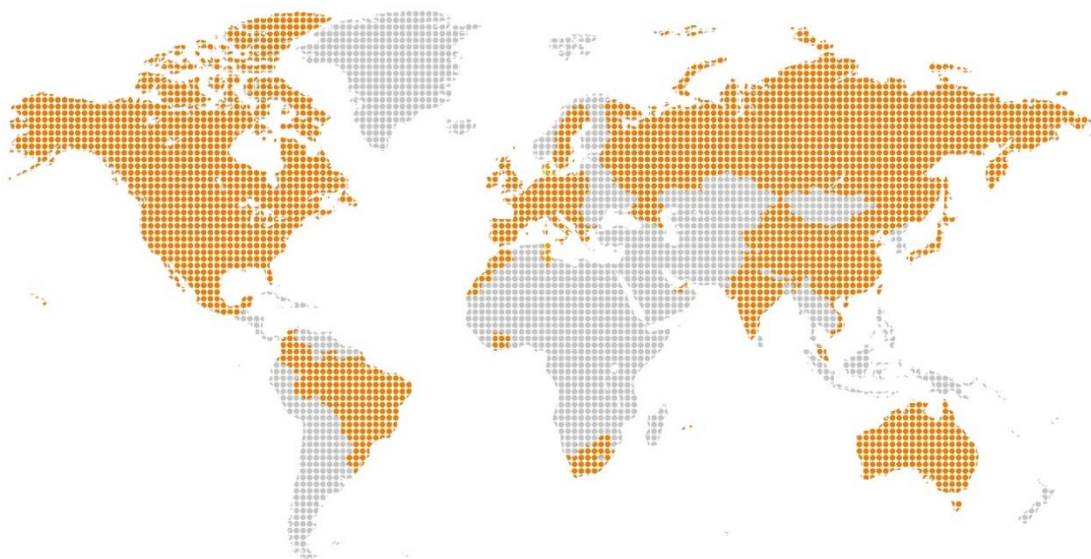
*« Amaris combines the proximity and flexibility of a local partner to the effectiveness of an international group. »*

## **AMARIS BUSINESS ACTIVITY**

Amaris is the European leader in **Independent Technologies and Management Consulting groups**. Amaris has recently celebrated its 10th birthday.

Our role consists in providing support to our clients throughout the **realisation of their highly technological projects**. We act within their organisations to help them enhance their **efficiency and performance**. Our knowledge of their line of business together with our functional and technical expertise enable us to provide them with the best advice to carrying out their projects.

With more than **65 offices around the world**, we provide world-wide coverage which allows us to meet the expectations of our clients, mainly comprising of multinational companies.



Amaris Global Presence in 2017.

## AMARIS IN FIGURES



**65** offices  
worldwide\*



**80** nationalities  
among the teams\*



Offices in **50**  
countries worldwide



**3500** employees\*



**180** million euro  
in turnover\*



**10** years existence

\*expected 2017

*« The boldness of choices has led Amaris to an exponential growth regardless the circumstances. »*

## AMARIS EXECUTIVE DIRECTORS



Arnaud BRIZZI  
Regional COO



Etienne CADRE  
HR Director



Jean-François THUNET  
COO



Olivier BROURHANT  
CEO & Co-founder



Olivier TISSEYRE  
Deputy CEO & Co-founder

*« The leitmotiv of the Group is to promote the rapid evolution of performing employees in accordance with the meritocratic principle. »*

**Boldness**

**Performance**

**Commitment**

**Independence**

**Trust**



## HISTORY

### 2007

Year of creation of Amaris by two engineers of Lyon, **Olivier Brouhant** and **Olivier Tisseyre**, along with 2 partners who are no longer part of the Group.

Amaris first opened offices in **Geneva** (Switzerland), then very quickly in **Lyon** (France) and **London** (United Kingdom) during the same year.

### 2008

Opening of two new offices in **Lausanne** (Switzerland) and **Madrid** (Spain).

Amaris then employed 100 people.

### 2009

A year characterised by various new locations namely in **Bruxelles** (Belgium), **Strasbourg** (France), **Barcelona** (Spain), **New York** (United States), **Russia**, **Mexico** (Mexico).

Amaris, at that time, employed more than 200 people.

### 2010

Launch of new offices in **Bâle & Zurich** (Switzerland), **Turin & Rome** (Italy) and **Luxembourg**.

Amaris is then present within 10 countries, with 400 employees and 100 clients.

### 2011

New establishments took place in **Munich** (Germany).

Amaris counted 600 employees and 200 clients.

### 2012

This year was marked by the new offices in **Shanghai** (China), **Singapore**, **Dubai** (United Arab Emirates), **Milan** (Italy).

The international group finalised its first acquisition : Thales Information Systems Austria & CEB



On the whole, Amaris' implantations around the world amounted to 40 with a total of 1000 employees.

## 2013

New offices in **Lisbon** (Portugal), **Montreal** (Canada) and **Nantes** (France).

Amaris obtained the new CISCO certification as « *Managed Advanced Partner* » and hence confirmed its benchmark status in the Cloud Computing sector.

The group obtained the **Deloitte Fast 50 prize**, awarded to the most successful and innovative companies within this sector.

Amaris then had more than 350 clients.

## 2014

New offices in **Stuttgart** (Germany), **Istanbul** (Turkey), **Athens** (Greece), **Dublin** (Ireland), **Ho Chi Minh** (Vietnam), **Bologna** (Italy), **San Francisco** (United States).

The Group's second acquisition is the **Thales SAP subsidiary in Italy**. With this new acquisition, Amaris thereby strengthened its SAP competency centers, expand its customer portfolio, scale up its offerings and expand its scope of intervention.

Amaris has simultaneously launched a new activity specialised in Training, Coaching and Consulting of managers and directors: **Inner Action**.

Olivier Brouhant, CEO of Amaris, is chosen to be part of the delegation of business leaders **accompanying the President of the French Republic on an official trip in Canada**, given the growth and numerous recruitments of the Group.

The consulting group is at that time present in 40 countries, employing more than 1500 employees with a turnover of 78 million euros.

## 2015

New offices in **Toronto** (Canada), **Toulouse** and **Lille** (France), **Valencia** (Spain), **Brindisi** (Italy), **Ebene** (Mauritius), **Bangalore** (India).

Olivier Delattre, CIO of Amaris Group, was designated **among the best CIOs of the year** by the magazine IT for Business.

IT teams won the 3rd prize for **best IT transformation at IT Meetings** in Cannes.

Jean-François Thunet, COO of the group, was nominated **the most prominent media personality** by the Alumni of Masters specialised in Technology and Management of Central Paris.

**Top 100 recruiting companies** - Magazine Challenges

**Top 100 French SMEs and ETI that have been established on foreign markets** – L'Expansion

Amaris counts 2050 employees with a turnover of 105 million euros.

## 2016

New offices in **Turin** (Italy), **Amsterdam & Eindhoven** (Netherlands), **Istanbul** (Turkey), **Casablanca** (Morocco), **Sao Paulo** (Brazil).

Launch of 'Growing up' campaign to **celebrate 10 years of its path's success**.

Launch of **Amaris Foundation**, a collaborative foundation that funds projects elected by members and supports innovative projects « that facilitate independence. »

Amaris was elected National Champion of France at the **European Business Awards**.

Olivier Brouhant was elected **entrepreneur of the year 2016 by EY**.

Amaris is part of the **Top 100 recruiting companies** (Le Figaro) and the **Top 100 SMEs and French-ETI that face foreign markets** (L'Expansion).

Fanny Tresallet, RCOO for Asia, won the second place in **Women's Economy Trophy** in "International Women's category".

Amaris counts 2650 employees with a turnover of 140 million euros.

## 2017

Launch of new offices in **Cape Town** (South Africa), **Glasgow** (Scotland), **Tunis** (Tunisia), **Bogota** and **Medellin** (Colombia).

This year, Amaris Group celebrated its **10<sup>th</sup> anniversary**.

Amaris Foundation provided the list of the **11 projects that will be supported** in Lyon. The Association which received the highest number of votes was Le Rire Médecin with their iClown project, allowing hospitalised children to benefit from the virtual presence of clowns through video broadcasts on iPads when in need of special care and sterile rooms.

In collaboration with EMLyon Business School, Amaris created a **Chair of innovation management**.

Olivier Delattre was awarded the **CIO of the year in the Cloud category** (IT for Business).

## NOS EXPERTISES

### IT/IS

**Expertise-> Architecture, Software Development, Customisation, Integration, Business Intelligence, Design & Infrastructure Management, PM/Methodologies...**

The evolution of Information Technology has made our client's information system a key issue to:

- ◆ Deliver their products or services
- ◆ Measure and improve their performance
- ◆ Differentiate themselves from their competitors and reach the level of some major contractors

We have set up teams of applications and infrastructure experts, whether technical experts, methodology or service delivery to meet challenges of the whole process of information systems of our clients. Amaris has major assets to effectively support its clients.

### Business & Management Consulting

**Expertises-> Business Consulting, BPM, Compliance, Stratégie & Gouvernance, PMO...**

We target the clients' improvement in operational performance through methodological, technical and project management support. The issues we deal with may vary according to corporate governance (i.e. for projects implemented within the PMO), risk management, analysis and process optimisation (council for the choice of solutions, mapping process and scheme definition, implementation or re-engineering processes).

Our interventions also provide response to the challenges of compliance. They may be standards that govern some key functions of the Organisation (SOX, IAS-IFRS...), specialised ones like Basel 3 or more specific ones like Dodd Frank, EMIR, Fatca or Rubik.

We provide our clients with necessary business and organisational skills to carry out strategic thinking, including market analyses, company structure or legal framework. These reflections lead to the implementation of transversal projects requiring sharp functional and technical skills.





## Telecommunications, Media & Embedded Applications

**Expertise-> Architecture, Engineering, Project Management, Project Owner...**

Our Telecom pole operates through the entire life cycle of a network, from the upstream architecture and engineering to the phases through deployment, optimisation and network life.

Future LTE / 4G architectures as well as issues in transmission (WDM/FTTH/FO) and data security issues are challenges that our consultants face every day.

The innovation pole offers career prospects in the content of the embedded mobile applications. Operating systems (Android, Iphone, Bada...) are constantly evolving universes within which the engineers of Amaris can grow.



## Engineering and High-Technologies

**Expertise-> Research & Development, Industrialisation, Project Management...**

Our activity in Engineering and High Technologies allows us to support our clients in their projects with high-added technological value.

Amaris engineers are capitalising on their multi-sector expertise in ditto achieve, from one project to another, a genuine transfer of know-how in terms of technologies, methodologies and processes. They are involved in a number of fields of activity through transportation (Automobile, Railway, Aviation and Naval), aerospace, defense, biomedical, telecommunications, electronics, energy, industrial and home automation.

Amaris engineers act at every stage of the product's lifecycle: from feasibility studies to the production phase through research, development and engineering. Depending on the client needs, they bring their expertise in technical characteristics, functional problems or those related to process management.

## Pharmaceutique & Biotechnologies

Amaris offers multiple services to biotechnology companies and pharmaceutical laboratories, from supporting the product development to designing internal procedures. Our teams aim to optimise procedures, improve productivity, ensure quality and reduce costs. We provide technical solutions to all levels of the value chain, from clinical research to administrative and commercial management of projects partly of research and development of new technologies in the health sector.

The key focus of our department HEMA (Health Economics & Market Access) is on medico-economics evaluation work. These studies are used in price negotiations, reimbursement issues and market access strategies. Studied issues cover the epidemiology, measuring the impact of a pathology, clinical and economic evaluation. We operate through a structured portfolio of projects including publications, "value issues", "market access toolkits" and records of submissions of new health technologies.

### **AMARIS IN A FEW WORDS**

- ◆ A strong international presence that enables teams to be mobilised in consistency with the increasingly complex organisation of our clients.
- ◆ A recognised know-how in the transformation of delivery models to support the evolution of 'time & material' projects "to more industrialised service level agreements".
- ◆ The capitalisation of know-how resulting from different projects carried out that allow our clients to benefit from a network of experts and a strong feedback.
- ◆ Strong expertise in both business and methodology.
- ◆ An independence that guarantees the absence of conflicts of interest as for the recommended solutions.