Azerbaijan Business Forum, Rome June 13th 2016

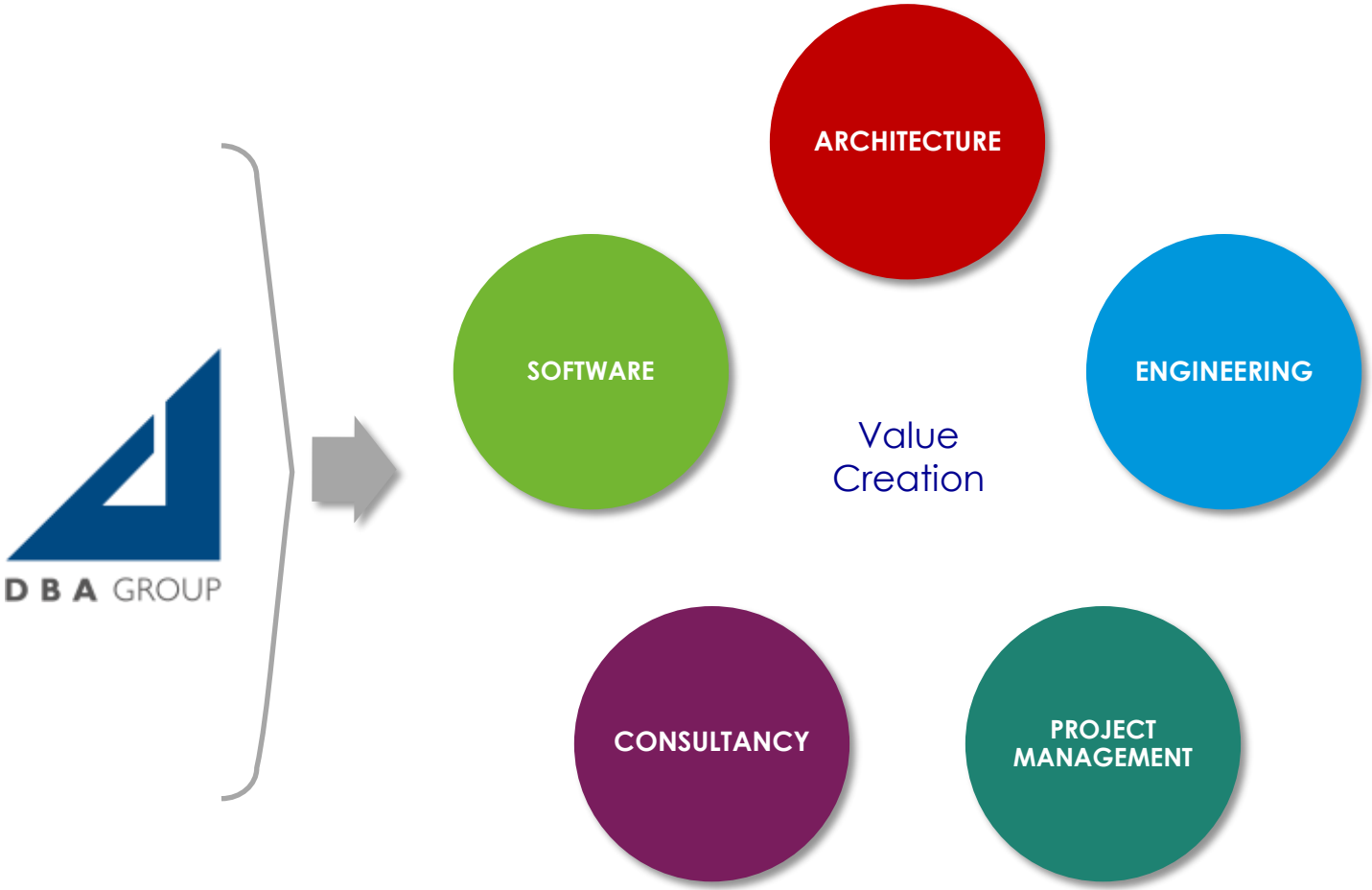
Italian best practices in Azerbaijan - Our experience so far

DBA Group | M. Politi VP - Sales

2016

DBA Group

DBA Group combines and integrates all its competences to **create value and provide innovative services** to its valued Customers



DBA Group

DBA Group is an independent group of companies providing technical and management support services in the fields of **Architecture**, **Engineering**, **Project** & **Lifecycle Management** and **Information** & **Communication Technologies.**

360
active clients

42 €Mn
revenues

410
skilled professionals

7
countries presence

25
years of experience

ARCHITECTURE AND ENGINEERING SERVICES

Clients

ENGINEERING

Clients

Mc Donald's

Benetton

Unicredit

BNL BNP Paribas

Vodafone

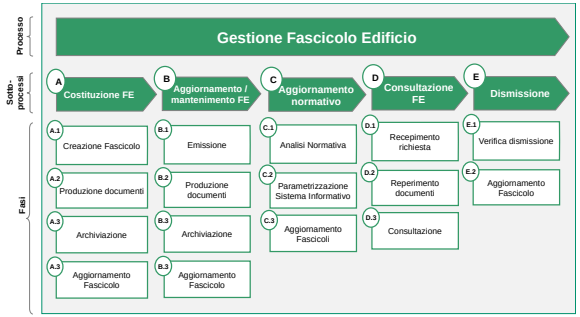
Telecom Italia

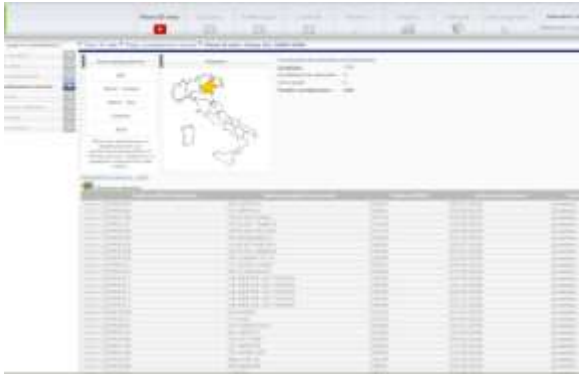
Eni

Total

Q8

PROJECT MANAGEMENT SERVICES





Clients

PROJECT MANAGEMENT

Clients

Vodafone

HUAWEI

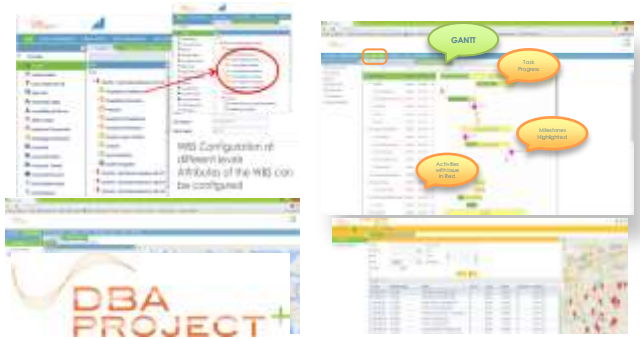
Fastweb

BT Italia

POSIC is a web based portal dedicated to manage **Health and Safety** in new construction, refurbishing or maintenance activities

LISy is a Logistic Information System. It is a **web based platform** to automate and manage all operational activities of **Port Communities**.

ASSET enables the information exchange between Service Provision and Toll Charging in the context of the European Directive **2004/52/EC**



DBA Project+ is a **Project and Asset Management** integrated solution, particularly effective for lifecycle management of assets and real estate.

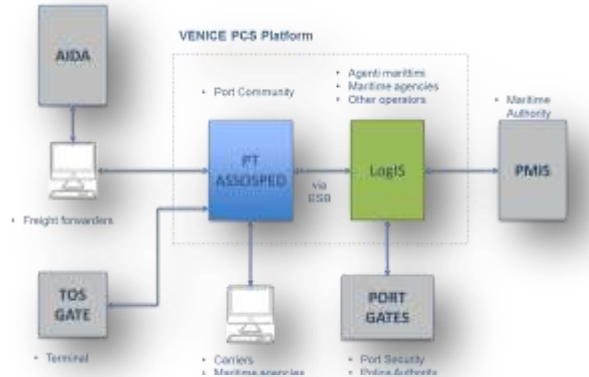
Clients

IT - SOFTWARE SOLUTIONS

Clients

Vodafone
BT Italia
Fastweb
Metrobit
Metroweb
Ray Way
SEA
Wind
Telecom Italia
Terna
Enel
BNL BNP Paribas
Autostrade per l'Italia
Autostrade Tech
Ancona Port Authority
Venice Port Authority

Logistic information system software especially designed for all members in the **port community** which connects people, systems and information



Clients

IT - SOFTWARE SOLUTIONS

Clients

Port of Koper, Slovenia

Port of Bar, Montenegro

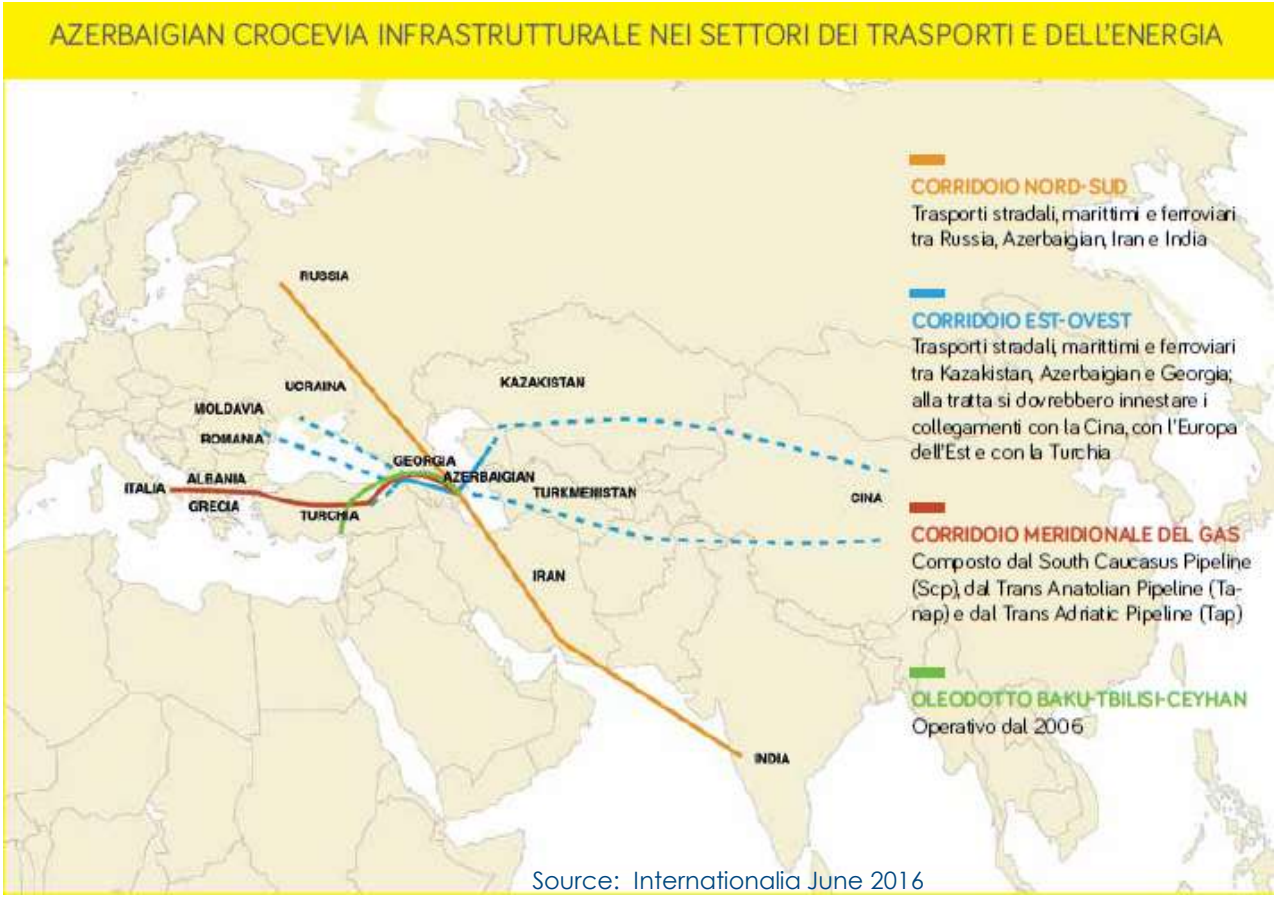
Port of Ploče, Croatia

Port of Savona, Italy

Port of Ancona, Italy

Port of Venice, Italy

AZERBAIJAN WHY



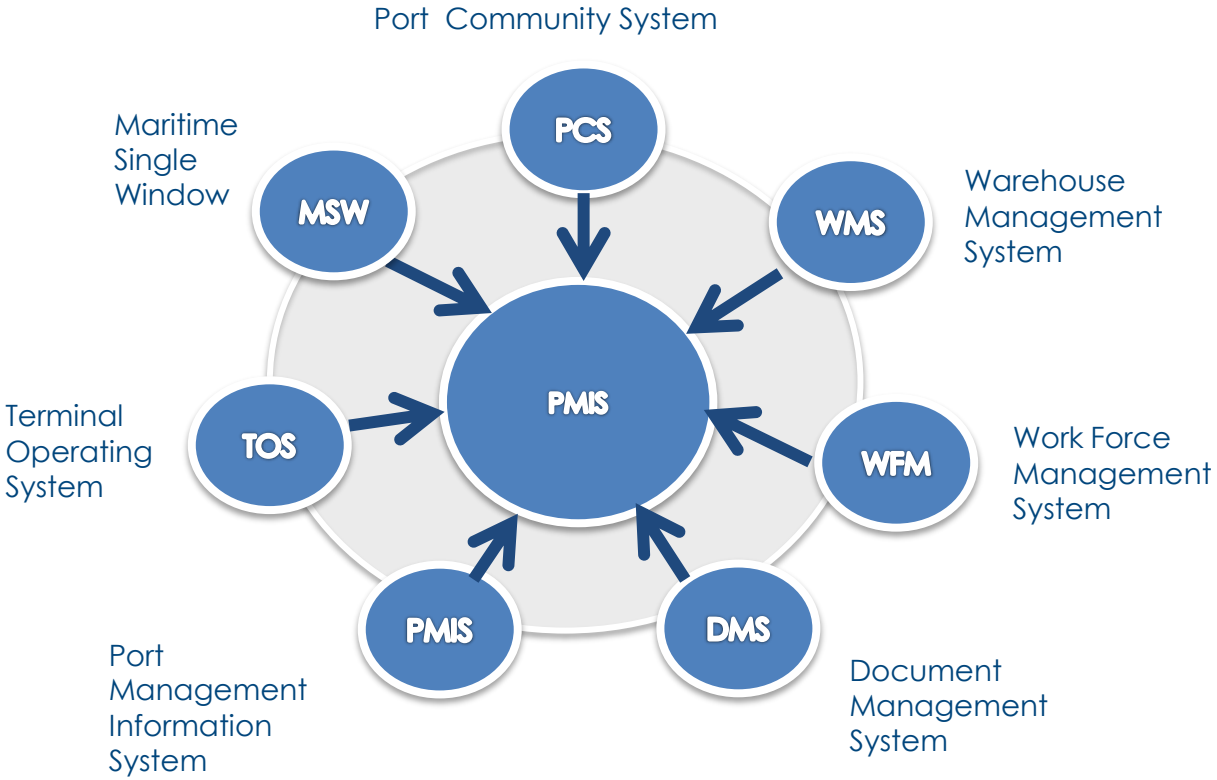
Source: Internationalia June 2016

WHAT Activities

Customised Software development to match to and optmise existing logistic processes in Port of Baku

AZERBAIJAN WHAT

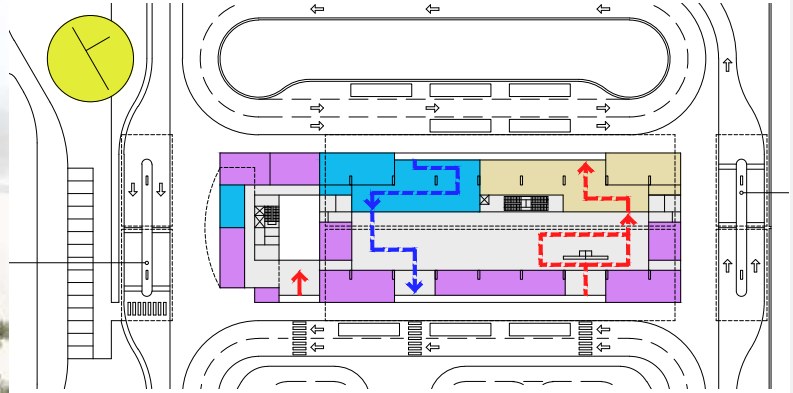
Development of a Port Management Information System (PMIS) for Port of Baku



WHAT Activities

AZERBAIJAN WHAT

Architectural design and Engineering services for Port of Baku - Alat



Passenger Terminal

- Architectural design
- Works supervision

AZERBAIJAN HOW – Our, very short, experience so far

Our path

- ❑ Worked from 2014 to 2015 as subcontractor to an Italian company in the interior design and works supervision for SOCAR Tower
- ❑ First Visit in Baku in October 2015 at the Baku Build exhibition
- ❑ Institutional support: Luigi D'Aprea ICE and Ambassador Cutillo
  - ❑ I met Luigi, Luigi and Ambassador met PoB, they crossreferenced us, we took it from there and started the relationship with Port of Baku
  - ❑ exactly how the (in)famous Sistema Paese should work
- ❑ Contracts signed June 2016

What counts in my opinion

- ➢ Demonstrate you have competent people and reliable products/services
- ➢ Personal relationships are key, as in every other countries
- ➢ Italian flexibility and adaptability is highly appreciated being in common with Azerbaijani business style
- ➢ Flexibility of solution to suit customer's requirements (e.g. Multipurpose Port)
- ➢ Eagerness to accommodate customers' needs
- ➢ Country strives for diversification: availability to share know how and technology especially in economic sectors that are not Oil related

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