We augment human intelligence for business growth















## **Maturity Model on Business First Party Data Centric**

Nascent Emerging Connected Multi-Moment

#### Data Centric

Data Integrated and activated across channels with demonstrated link to ROI or Sales proxies

#### **Data-Driven Business**

Dynamic Execution across multiple channels, optimised toward individual customer business outcomes and transactions

# Media Centric

Marketing Strategy is executed mainly using external data present inside advertising platform

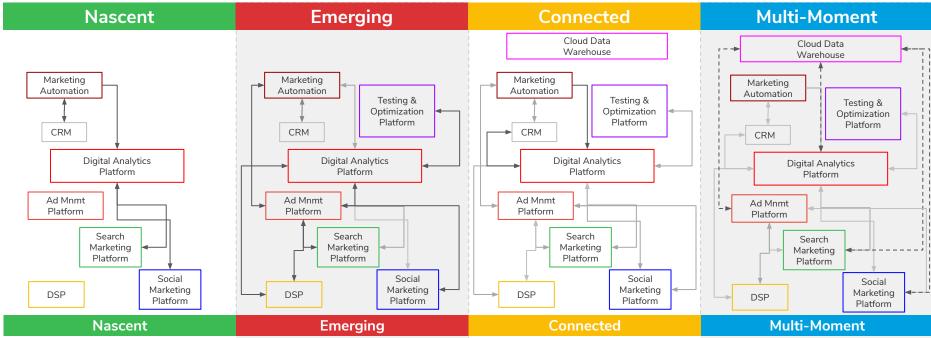
# Tech Centric

Some use of owned data in automated activation with single-channel optimisation and testing



# **Maturity Model on Business First Party Data Centric**





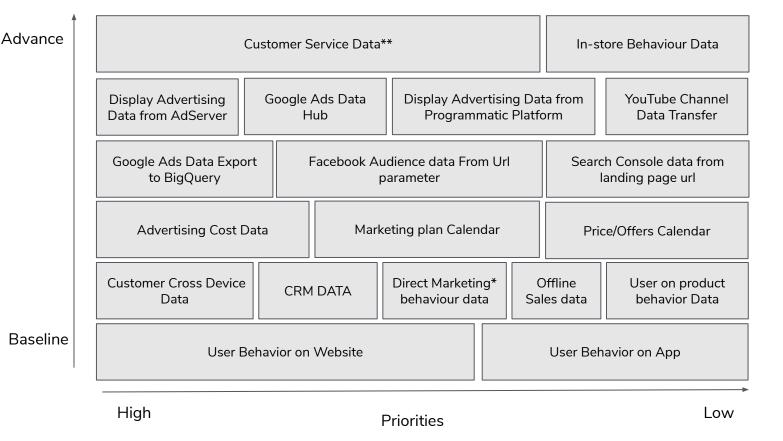
Implement media & analytics products to unleash out-of-the box capabilities and features. Focus on technically sound implementations to prepare for expanding marketing capabilities overtime

Integrate media & Analytics products to share audience space, manage campaigns across channels and take of technology capabilities. Introduce Audience fueled website optimization

Connect third parties data sources for enhanced data sets for analysis. Experienced how more precise media targeting as well as highly customized analytics tracking can enabled greater return on investment and reduce waste Take your capabilities to next level using integration and cloud power. Cloud Data warehouse lead to unification of online and offline data, machine learning, automation, scaled activation, and full funnel attribution



## First Party Data priority Import - Retail



Brand Perception Data

Market Share

Google Trends Data

Data

Weather

Competitor

Price

Census Data

Brand event Calendar\*\*\*

School Calendar

Holiday Calendar

data

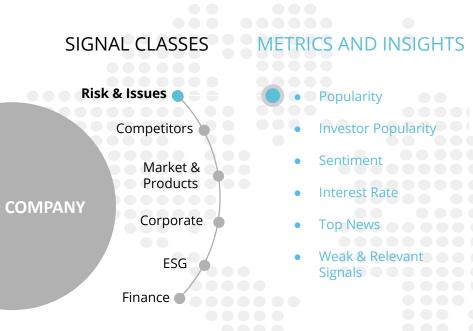
<sup>\*</sup>Email, SMS, push notification

<sup>\*\*</sup>Call Center, Online Chat, Social comments, Social Reactions

<sup>\*\*\*</sup>Product Presentation or any kind of event the brand is planning for promotion or present results



#### Arricchimento dati open di terza parte - Investment



# WE EXTRACT AND CLASSIFY INFORMATIONAL SIGNALS IN 6 MACRO CLASSES

Your company represents the central hub of the informational structure. We calculate our proprietary metrics and extract added-value insights on signals contained in each of the following classes:

**Risk & Issues** – signals that uncover the main risks and/or controversies that might impact your company, both from a consumer and financial perspective:

**Competitors** – signals that provide information about the competition in order to measure the performance of your company, compared to others;.

**Market & Products** – signals to evaluate your products performance and spot the main trends that are affecting the industries in which you compete:

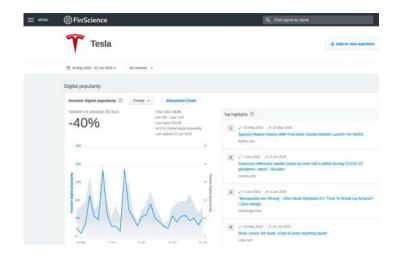
**Corporate** – includes all the digital information about your company, management and industry issues;

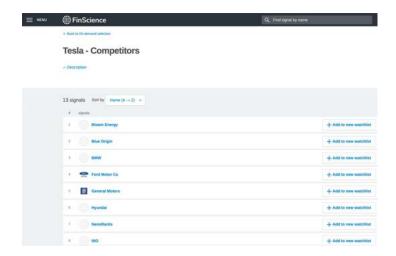
**ESG** – includes signals to help you measuring the external perception of your company related to sustainability compared to internal assessement;

**Finance** – includes signals related to the financial performance of your company.



#### Arricchimento dati open di terza parte - Investment





FinScience Platform puts **the power of Al in your hands** with a unique, intuitive and easy-to-use dashboard to deepen the **digital perception** of your company and competitors



#### Arricchimento dati open di terza parte - ESG





#### Arricchimento e integrazione dati open di terza parte - ESG





N.	Relevant indicators (TOT: 106)	SDGs
1	Third-party assurance on SR	16
2	SDG topics mentioned in the report	1-17
3	Sustainability certifications (ISO 14001, ISO 20400, ISO 50001, BS OHSAS 18001, SA8000 etc.)	1-16
4	% Water recycled (compared to previous year)	6, 12, 14
5	Women employees %	5, 8,







Sustainability

Memberships/Affiliations



# **GRAZIE**

PER LA VOSTRA ATTENZIONE

**RICHIEDI UN MEETING**