bi4all

TURNING DATA INTO INSIGHTS

TECHNOLOGY AND INNOVATION
in your business transformation

WHO WE ARE

With 18 years of experience, we are a reference company in consulting services with skills of excellence in Data Analytics and Artificial Intelligence.

At **BI4ALL** we turn data into insights and work daily with the goal of improving business results. We help organisations thrive and be ready for the challenges of today and the future.
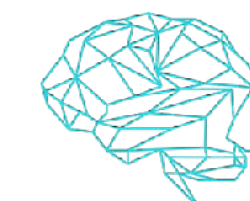
Considered one the 10 Most Successful Consultant Companies to Watch in 2022, **BI4ALL** helps organisations in the process of Digital Transformation and Data Strategy and relies on excellence skills in the areas of Data Analytics, Big Data, Artificial Intelligence, CPM and Software Engineering.

DRIVEN BY OUR VALUES

WE TURN IDEAS
INTO REALITY

ASSERTIVENESS AND
CUSTOMER FOCUS

EXCELLENCE

EXPERT
THINKING

TEAMWORK

COMMITMENT AND
DEDICATION

INNOVATION

RELIABILITY
AND RIGOUR
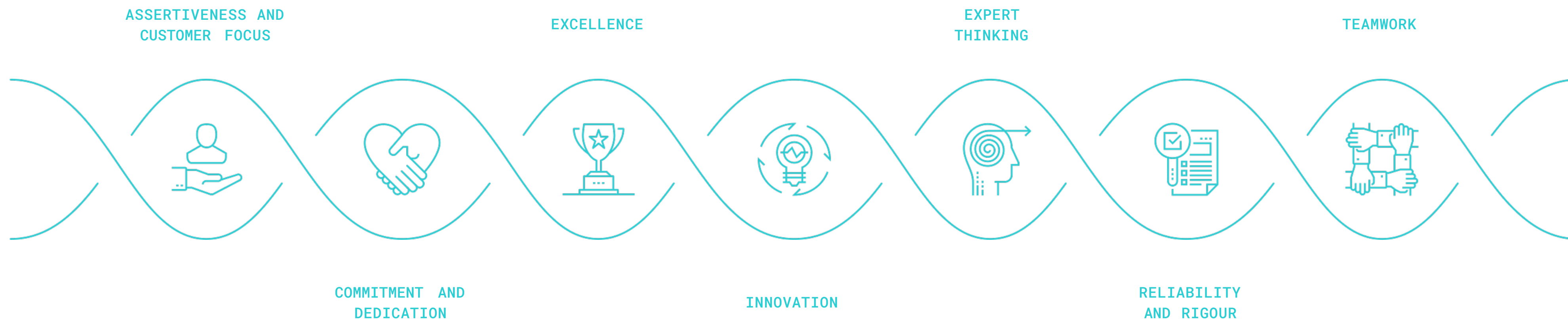
BI4ALL also has, as an essential part of its strategy, the support to initiatives promoted by the community where it operates, supporting the implementation of Social Responsibility projects, thereby contributing to the economic, social and cultural development.

SERVICE OF EXCELLENCE

We pursue the purpose of turning data into insights and helping organisations to be more agile, flexible and vigorous, to anticipate the unpredictable and adapt quickly to market changes and be better prepared for the future.
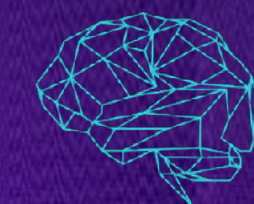
Through unique experience and extensive knowledge of multiple industries and business functions, we help organisations to thrive and improve their business.
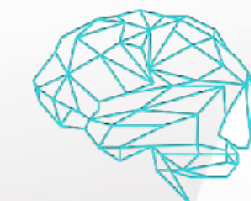
EMPOWER YOUR BUSINESS with data-driven decisions

www.bi4all.pt/en

bi4all
TURNING DATA INTO INSIGHTS

WE TURN IDEAS
INTO REALITY

WE TRANSFORM
IDEAS INTO REALITY

At **BI4ALL**, we understand the needs of our customers and add real value to organisations through **EXPERTISE** and mastery of powerful solutions providing valuable precious indicators for your business.

ANALYTICS

BIG DATA

ARTIFICIAL INTELLIGENCE

CORPORATE PERFORMANCE MANAGEMENT

SOFTWARE ENGINEERING

OUR EXPERTISE

Digital Transformation

Data-driven company

Better adaptation to market changes and differentiation from competition

New business opportunities and more innovation

Higher agility, operational efficiency and process improvement

Improve decision-making across the organisation based on insights

Increase employee productivity and efficiency

Better empowerment of key strategic initiatives

Automation and identification of trends and insights

Automation of daily tasks and processes

Forecasting of scenarios, risk reduction and fraud

Continuous development and adaptation of products and services to customer needs

Improving customer experience

Assertive Marketing and Sales Strategies based on data

Personalisation of the customer experience, which allows you to attract, convert and retain more customers

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INDUSTRIES WHERE WE OPERATE

Each industry has its inherent challenges, but all need to effectively leverage their data to increase performance efficiency, streamline processes, gain competitive advantage and make the best decisions.

AUTOMOTIVE

BANKING & FINANCIAL SERVICES

ENERGY & UTILITIES

FOOD & BEVERAGE

GOVERNMENT & PUBLIC SERVICES

INSURANCE

LEGAL

MANUFACTURING

PHARMACEUTICAL & HEALTHCARE

RETAIL

SERVICES

TELCO, MEDIA & ENTERTAINMENT

TOURISM & HOSPITALITY

TRANSPORTATION
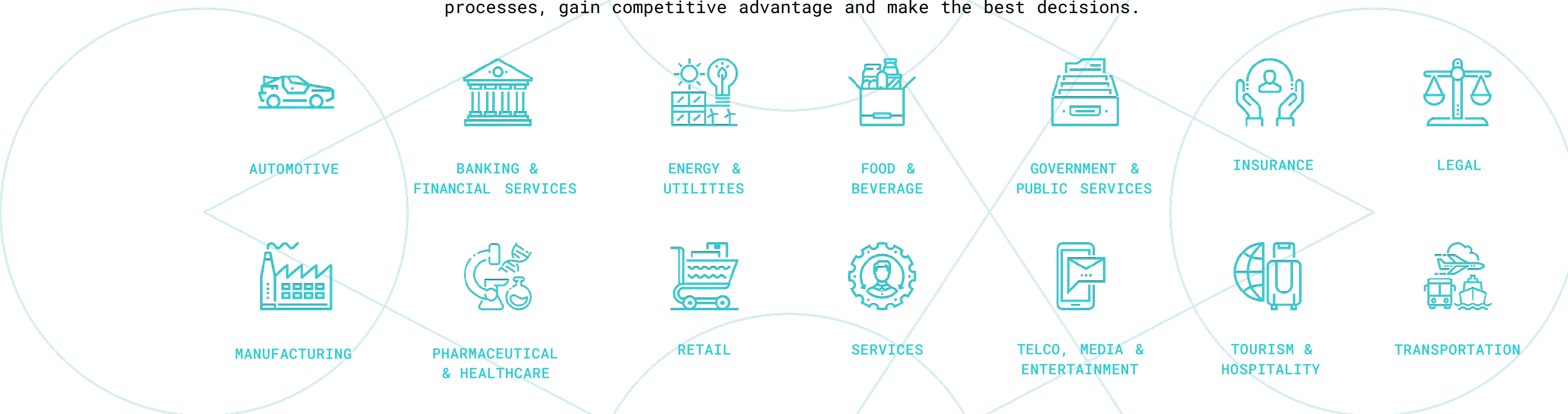
At **BI4ALL**, we have developed a vast experience in the ability to answer to the specific set of business challenges and requirements of different industries. We understand our customers' needs and add real value to organisations through the expertise and mastery of powerful solutions that allow them to achieve competitive advantages by consolidating data from different information sources into a single vision, providing valuable indicators for the business.

KNOWLEDGE AND INNOVATION
Excellence Centers Mission

Enable companies with the methodologies, best practices, training, toolkits, frameworks, accelerators and advisory best suited to the BI4ALL reality, its projects and customers, establishing the strategic alignment in these areas with the support of specialized, certified and dedicated teams.

EXCELLENCE CENTERS VALUE PROPOSITION

• MODERN BI & BIG DATA
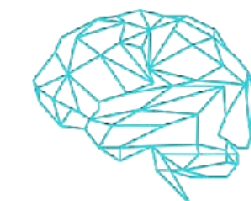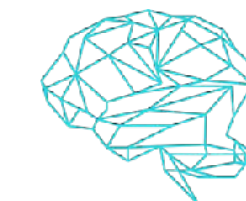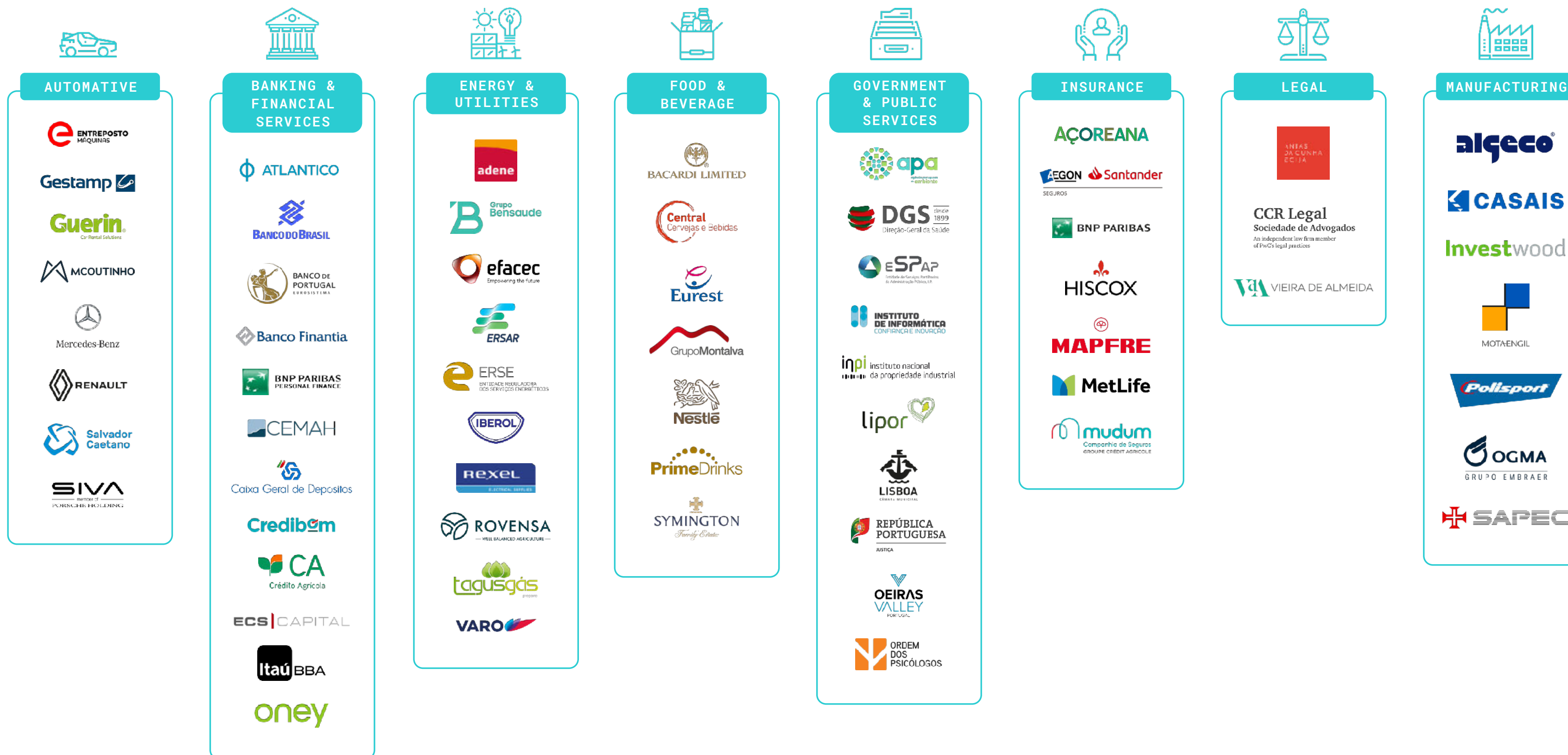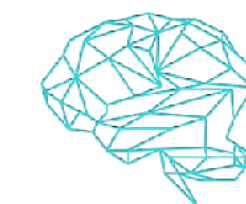Promote the best Data-Driven Solutions for companies business goals with the help of a specialized, trained, and certified team of Data Architects, with granted experience in Microsoft, Amazon, Google, Databricks and Snowflake technologies.

• ARTIFICIAL INTELLIGENCE & DATA SCIENCE
Leverage the power of Artificial Intelligence (AI) and improve customers efficiency and productivity through reliable, efficient, and transparent AI solutions, promoting the use and development of AI technologies, techniques and Data Science discipline.

• CORPORATE PERFORMANCE MANAGEMENT
Leverage Corporate performance and efficiency through methodologies and data analysis/insights to monitor and manage the Enterprise performance focusing on Planning and Forecasting, Profitability modelling and optimization, Balance Scorecard, Financial Consolidation and Statutory and Financial Reporting.

• DATA VISUALIZATION
Transform data into relevant dashboards, reports and key insights for the business, through simple, clear and performant data visualizations that ensure appropriate storytelling over the business knowledge, combining technological, architecture, business and ux/ui knowledge to promote user adoption and better decision making.

• PROJECT MANAGEMENT OFFICE
Promote alignment between business vision, and project goals with cost, time, scope, quality, and customer satisfaction criteria, for customers and BI4ALL, with appropriate risk management and aligned communication, based on PMI, IPMA, Agile, Lean and BI4ALL standards with the help of a specialized, trained and certified PMO.

• BUSINESS ANALYSIS
Promote business alignment, business value orientation, multidisciplinary and solid industry knowledge along with the most suited business analysis approaches, based on PMI-PBA, IIBA, Agile, Lean and BI4ALL standards, in synergy with other BI4ALL Excellence Centers.

• USER EXPERIENCE & USER INTERFACE (UX\UI)
Promote engaging customer-centric experiences to achieve effectiveness and efficiency, increasing user adoption and customer satisfaction, through specialized end-to-end Lean, agile UX/UI services and Design Thinking advisory.

• DATA STRATEGY & GOVERNANCE
Promote effective and efficient use of Data, providing direction and support to all stages of Data Strategy and Governance initiatives, leveraging all the data management disciplines and allowing companies to adopt and make the most out of the latest data and data governance technologies.

• RESEARCH & DEVELOPMENT SOFTWARE ENGINEERING
Provide and promote the best software development approach through a 360º software life cycle process with the help of a specialized, trained and certified team of Software Engineering Architects.

• POWER PLATFORM
Maximize Power Platform strategy through automation and more agility, with a low-code integrated development approach with a focus on Power Apps, Power Automate, and Power Virtual Agents, helping companies to achieve their business goals faster and allowing developers to focus on other tasks where human intervention is critical.

OUR CLIENTS

OUR CLIENTS [sectors]

bi4all
TURNING DATA INTO INSIGHTS

WE TURN IDEAS INTO REALITY

AUTOMATIVE
- entreposto MÁQUINAS
- Gestamp
- Guerin Car Rental Solutions
- MCOUTINHO
- Mercedes-Benz
- RENAULT
- Salvador Caetano
- SIVA PORSCHE HOLDING

BANKING & FINANCIAL SERVICES
- ATLANTICO
- Grupo Bensaude
- BANCO DO BRASIL
- BANCO DE PORTUGAL EUROSISTEMA
- Banco Finantia
- BNP PARIBAS PERSONAL FINANCE
- CEMAH
- Caixa Geral de Depositos
- Credibom
- CA Crédito Agrícola
- ECS CAPITAL
- Itaú BBA
- oney

ENERGY & UTILITIES
- adene
- efacec Empowering the future
- ERSAR
- ERSE ENTIDADE REGULADORA DOS SERVIÇOS ENERGÉTICOS
- IBEROL
- REXEL ELECTRICAL SUPPLIES
- ROVENSA WELL BALANCED AGRICULTURE
- tagusgás prisgas
- VARO

FOOD & BEVERAGE
- BACARDI LIMITED
- Central Cervejas e Bebidas
- Eurest
- GrupoMontalva
- Nestlé
- PrimeDrinks
- SYMINGTON Family Estates

GOVERNMENT & PUBLIC SERVICES
- apa agência portuguesa do ambiente
- DGS desde 1899 Direção-Geral da Saúde
- eSPap Entidade de Serviços Partilhados da Administração Pública, I.P.
- INSTITUTO DE INFORMÁTICA CONFIANÇAE INOVAÇÃO
- inpi instituto nacional da propriedade industrial
- lipor
- LISBOA CÂMARA MUNICIPAL
- REPÚBLICA PORTUGUESA JUSTIÇA
- OEIRAS VALLEY PORTUGAL
- ORDEM DOS PSICÓLOGOS

INSURANCE
- AÇOREANA
- AEGON Santander SEGUROS
- BNP PARIBAS
- HISCOX
- MAPFRE
- MetLife
- mudum Companhia de Seguros GROUPE CRÉDIT AGRICOLE

LEGAL
- ANTAS DA CUNHA ECIJA
- CCR Legal Sociedade de Advogados An independent law firm member of PwC's legal practices
- VdA VIEIRA DE ALMEIDA

MANUFACTURING
- algeco
- CASAIS
- Investwood
- MOTA-ENGIL
- Polisport
- OGMA GRUPO EMBRAER
- SAPEC

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TESTIMONIALS

"BI4ALL's employees are very, very qualified, technically of a high level, and are not just focused on doing the technical part, but on delivering value to the business and actually doing more than what was asked"

Daniel Cadete

IT Manager of Digitalization & Data Analytics

VARO

"BI4ALL brings technical knowledge not only from the hotel industry, but from other sectors where it is also present and this is critical for us to be aware of trends and the best that is done in this area."

Verónica Soares Franco

Executive Committee

PESTANA
HOTEL GROUP

"Working with BI4ALL decision makers, technicians and specialists, was very easy, motivating and, mainly, intellectually enriching, both for the IT team at OCP Portugal and for the project's key users. In a nutshell, they made it possible to achieve the proposed objectives, with reduced worry, always keeping users' expectations inline."

António Sá

Director of Information Systems

OCP
PORTUGAL

"BI4ALL itself is part of the solution. It helped us a lot and was indeed a partner! It managed to add value in the development of a tool that is core for the firm, accompanying us in this process of digital transformation that we have been doing in recent years."

Rui Alves

Director of Technology

VdA VIEIRA DE ALMEIDA

"The best partnership in the area of information systems, with whom I have worked with. In addition to technical quality and rigor, they have a human quality in the team that is above average. It is the people who make the organizations and, in this case, this is very evident!
I recommend it to everyone who wants to be on the front line with a partner who solves it."

Inês Ferraz da Costa

President of the Executive Committee

Alloga
Logifarma
Service excellence and innovation for healthcare
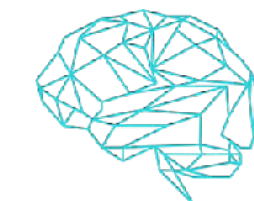
TESTIMONIALS

"It was a very positive experience. It worked extremely well. BI4ALL's collaborators are of remarkable professionalism."

Loraine Nazaré

Advisor to the Vice Rector for Quality, Effectiveness and Efficiency of the UAveiro

universidade de aveiro

"BI4ALL has flexibility and solid expertise. It was important to have a partner able to approach an international context, from Portugal, and with internal IT people based in the United Kingdom, Germany and France. This project, for us, represents one of the most strategic ones, with a lot of visibility and followed by the top management of the Group."

Jean-Marc Varnet

IT Director Europe

algeco

"BI4ALL is a recognised company in the market in the area of data and presented itself as a flexible company, able to understand Mudum's challenges and adjust the teams it puts at our service so that together the right solutions are created for the company."

Mara Ferreira

Director of Data, Technology and Transformation Department
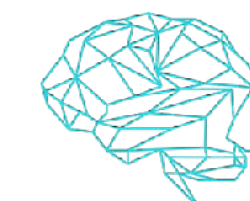
mudum
Companhia de Seguros
GROUPE CRÉDIT AGRICOLE

"Working with BI4ALL has been a pleasant experience. The Bi4ALL team that has been working with us on this project for over a year has been tireless, always showing great professionalism and adaptability to the various and numerous challenges that have arisen."
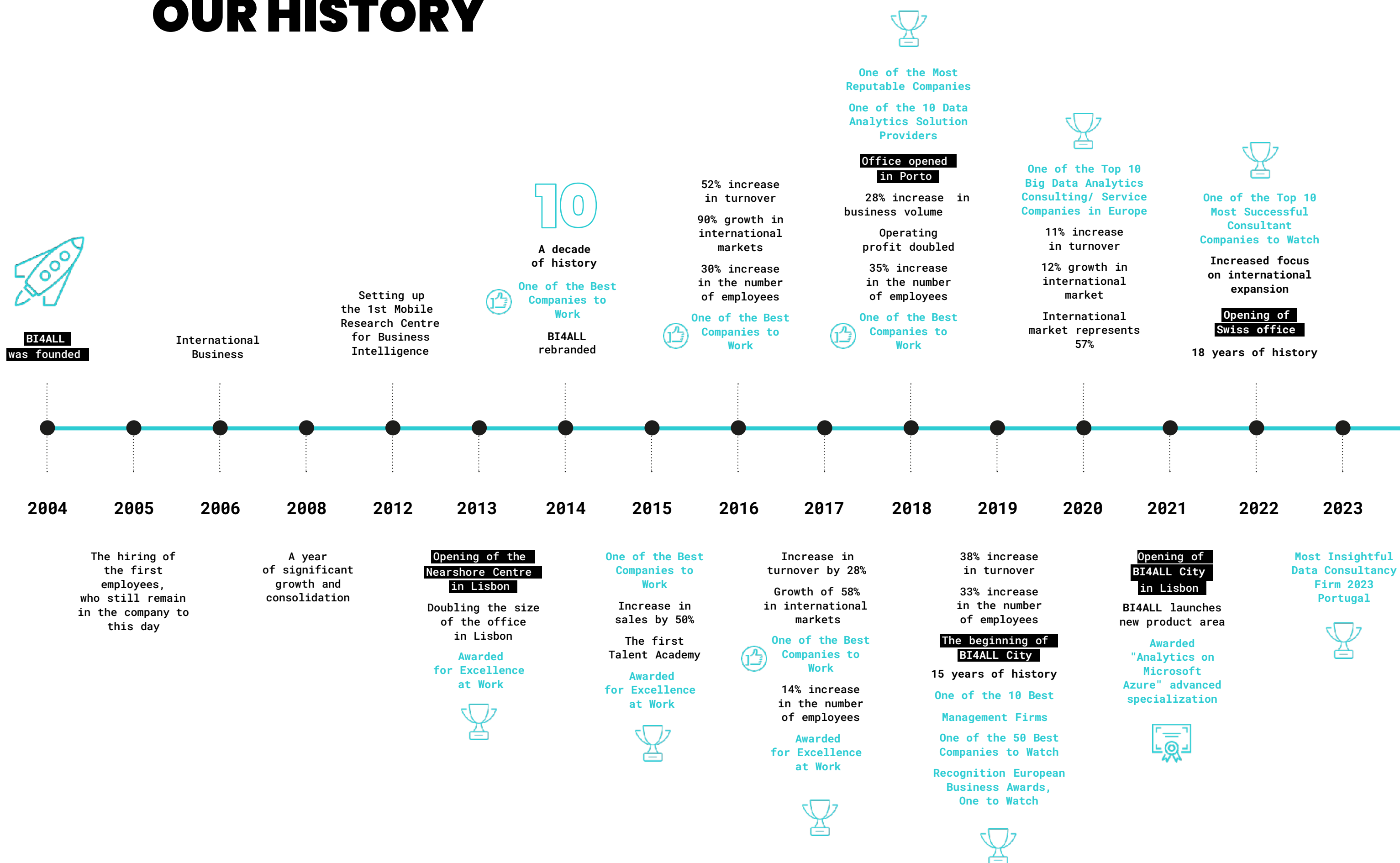
Sílvia Rocha

Responsible for implementing IFRS17

ÆGON Santander
SEGUROS

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OUR HISTORY

WE TURN IDEAS
INTO REALITY

Above the timeline:

Setting up
the 1st Mobile
Research Centre
for Business
Intelligence

10
A decade
of history

BI4ALL
rebranded

One of the Best
Companies to
Work

52% increase
in turnover

90% growth in
international
markets

30% increase
in the number
of employees

One of the Best
Companies to
Work

One of the Most
Reputable Companies

One of the 10 Data
Analytics Solution
Providers

Office opened
in Porto

28% increase in
business volume

Operating
profit doubled

35% increase
in the number
of employees

One of the Best
Companies to
Work

One of the Top 10
Big Data Analytics
Consulting/ Service
Companies in Europe

11% increase
in turnover

12% growth in
international
market

International
market represents
57%

One of the Top 10
Most Successful
Consultant
Companies to Watch

Increased focus
on international
expansion

Opening of
Swiss office

18 years of history

Timeline markers:

BI4ALL
was founded

International
Business

Years:
2004 2005 2006 2008 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023

Below the timeline:

The hiring of
the first
employees,
who still remain
in the company to
this day

A year
of significant
growth and
consolidation

Opening of the
Nearshore Centre
in Lisbon

Doubling the size
of the office
in Lisbon

Awarded
for Excellence
at Work

One of the Best
Companies to
Work

Increase in
sales by 50%

The first
Talent Academy

Awarded
for Excellence
at Work

Increase in
turnover by 28%

Growth of 58%
in international
markets

One of the Best
Companies to
Work

14% increase
in the number
of employees

Awarded
for Excellence
at Work

38% increase
in turnover

33% increase
in the number
of employees

The beginning of
BI4ALL City

15 years of history

One of the 10 Best
Management Firms

One of the 50 Best
Companies to Watch

Recognition European
Business Awards,
One to Watch

Opening of
BI4ALL City
in Lisbon

BI4ALL launches
new product area

Awarded
"Analytics on
Microsoft
Azure" advanced
specialization

Most Insightful
Data Consultancy
Firm 2023
Portugal

EMPOWER YOUR BUSINESS with data-driven decisions
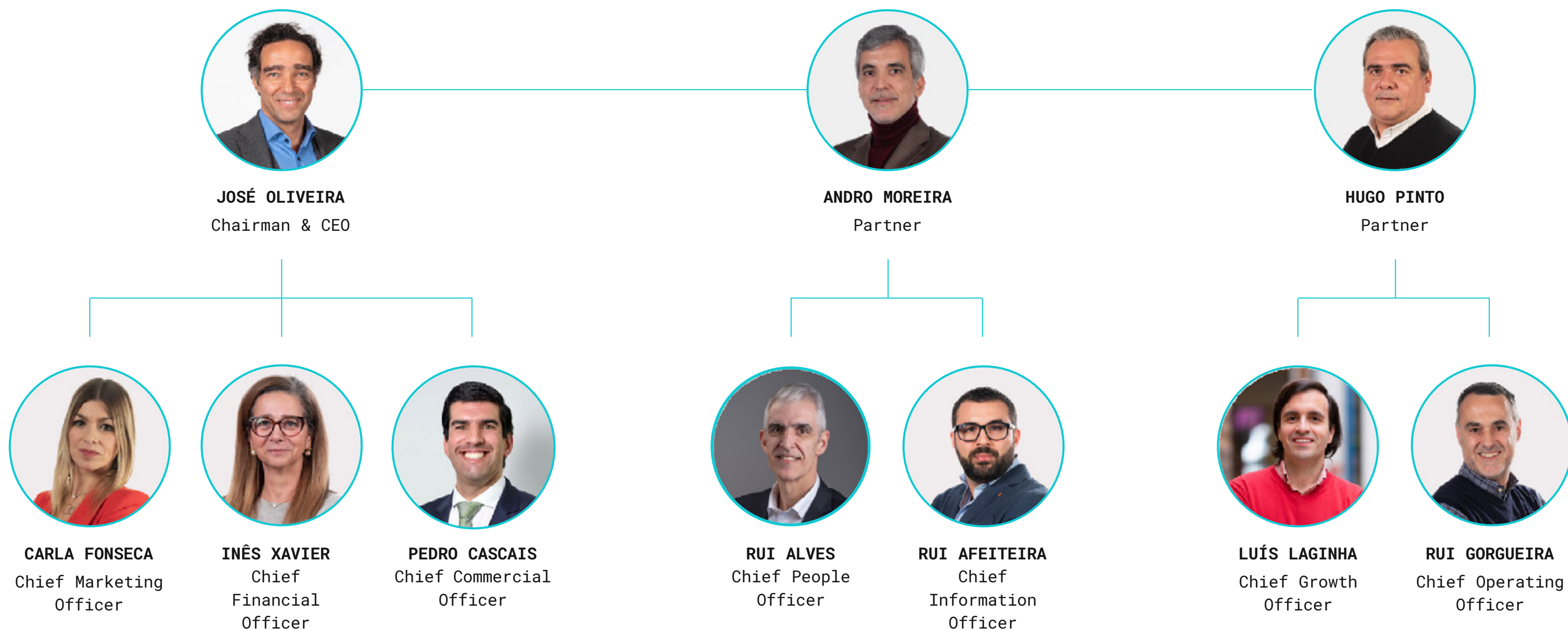
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OUR DNA

The **BI4ALL** team is our most valuable element and our window to the world.
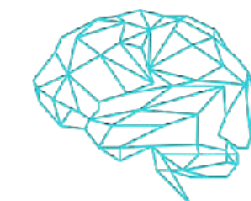
We work with the best talents and in the continuous enhancement of our team and our work reflects our passion and commitment.

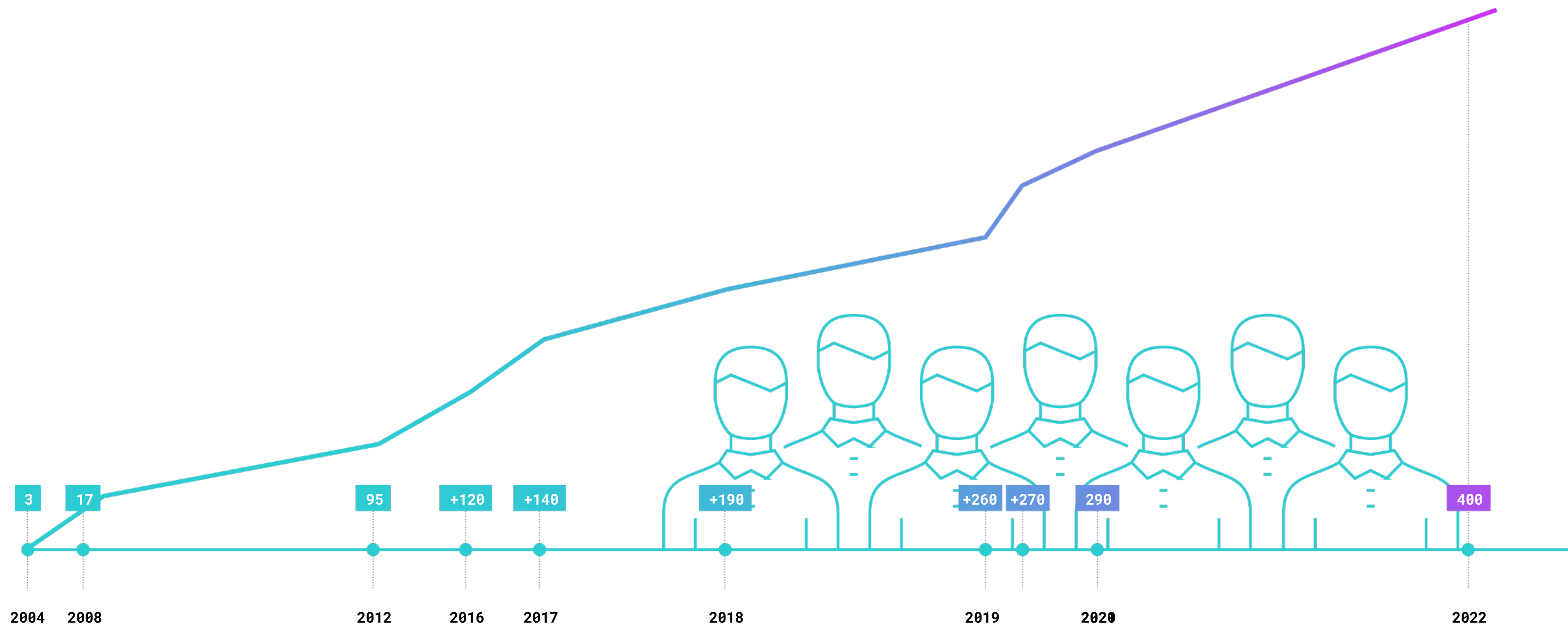At **BI4ALL**, we recruit exceptional people. People who let their passion and work speak for themselves!

We count on more than 400 employees totally focused on Data Analytics and Artificial Intelligence, which are part of a structure in full growth.
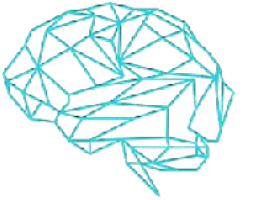
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OUR ORGANIZATION CHART

JOSÉ OLIVEIRA
Chairman & CEO

ANDRO MOREIRA
Partner

HUGO PINTO
Partner

CARLA FONSECA
Chief Marketing
Officer

INÊS XAVIER
Chief
Financial
Officer

PEDRO CASCAIS
Chief Commercial
Officer

RUI ALVES
Chief People
Officer

RUI AFEITEIRA
Chief
Information
Officer

LUÍS LAGINHA
Chief Growth
Officer

RUI GORGUEIRA
Chief Operating
Officer

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OUR PARTNERS

We nurture partnerships with technology leaders to offer the best solutions
for your business. We select, implement and optimise the best technologies to
create new user experiences, maximising your benefits and guaranteeing
the profitability of processes.

WORLDWIDE PRESENCE

bi4all
TURNING DATA INTO INSIGHTS

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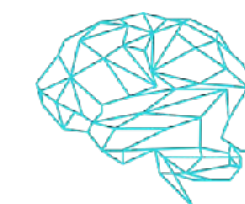
- Austria
- Belgium
- Brazil
- Bulgaria
- Canada
- Croatia
- Czech Republic
- Egypt
- England
- France
- Germany
- Greece
- Hungary
- Ireland
- Italy
- Jordan

- Lebanon
- Netherlands
- PORTUGAL ○
- Poland
- Romania
- Russia
- SWITZERLAND ○
- Slovakia
- Slovenia
- South Africa
- Spain
- Sweden
- Turkey
- United Arab Emirates
- United States of America

○ Offices

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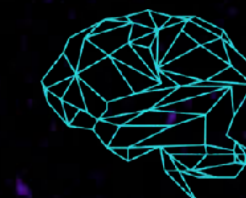
NEARSHORE CENTRES

With clients all over the world, **BI4ALL** has teams completely focused in the development of successful projects in the area of Data Analytics and Artificial Intelligence.

BI4ALL Nearshore Centre's main goal is

to offer remote project and business process management on a global scale, always focusing on value creation, innovation and delivery of the most disruptive technological solutions for our customers.

It's a simple way for any organisation to expand its team to achieve its goals, increase business performance, achieve scalability and raise competitiveness. Through our Nearshore Centre, companies will have a high-performance team, 100% dedicated to working on your projects remotely and focused on your business.

BI4ALL CITY
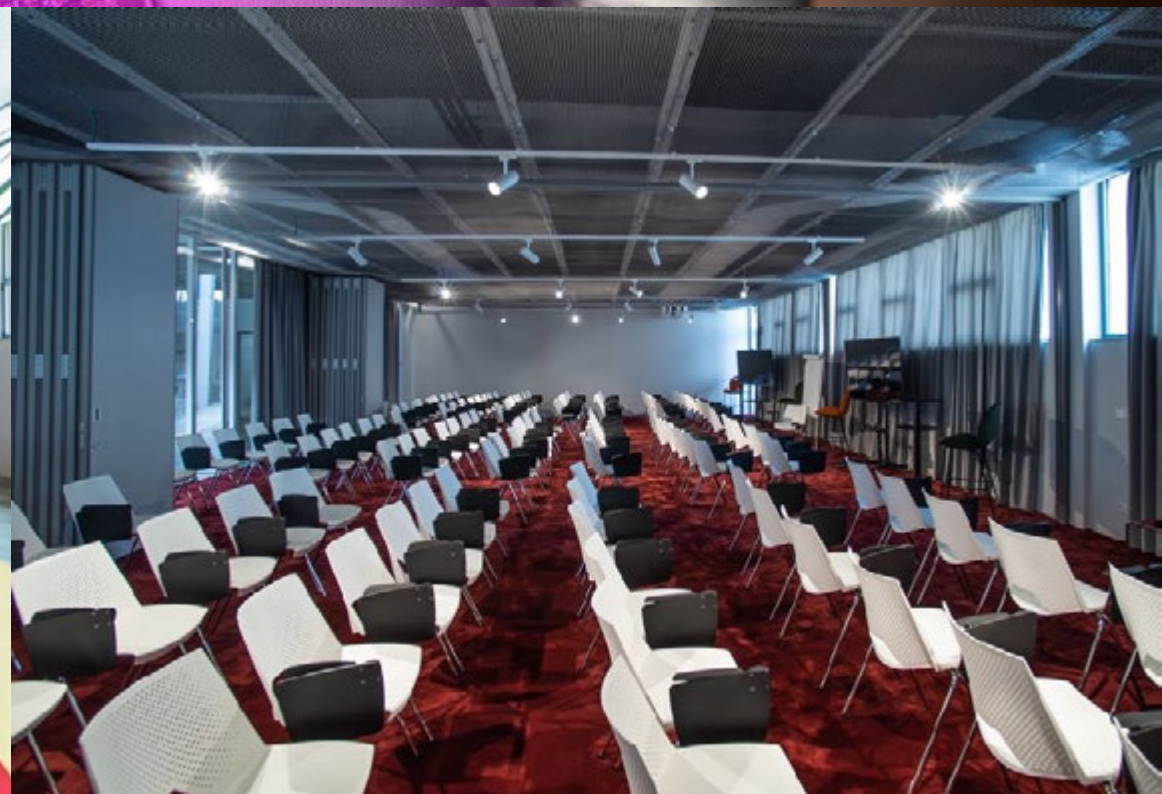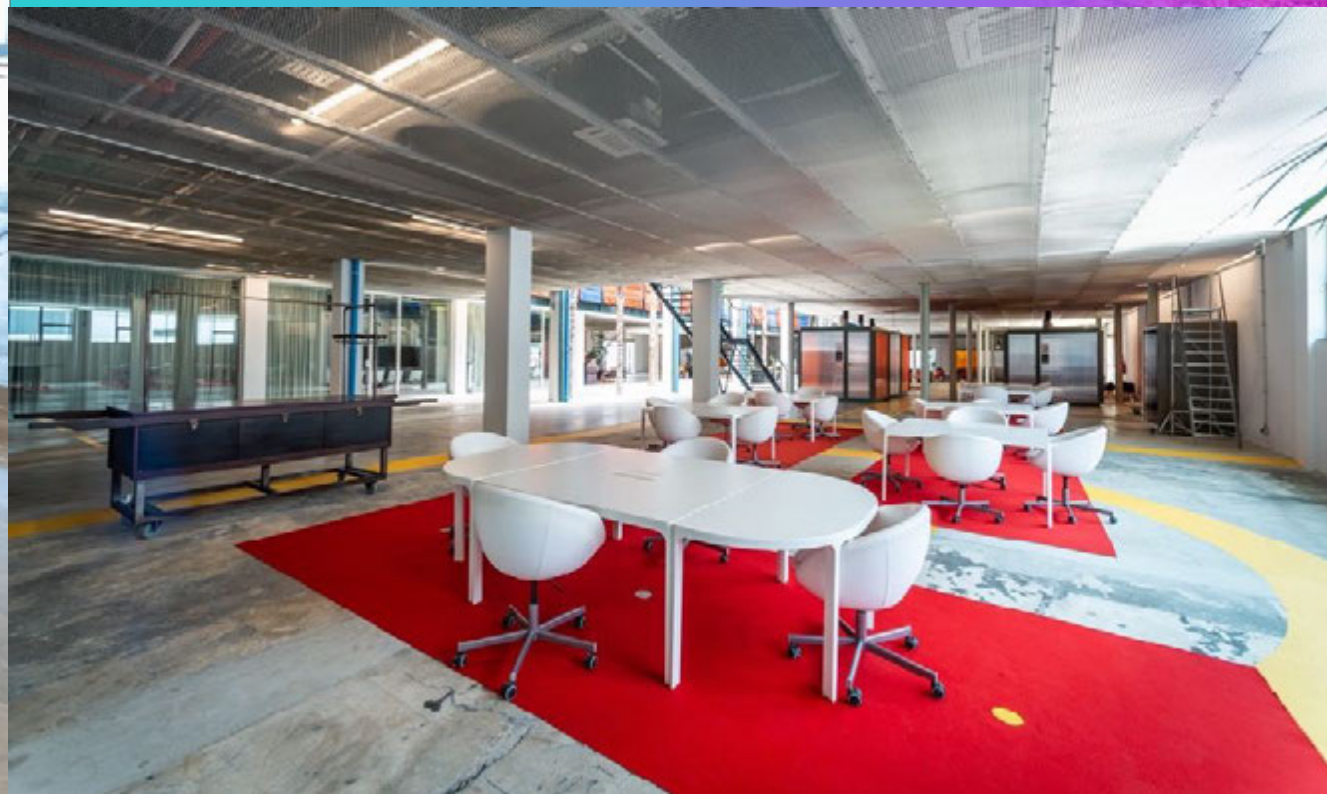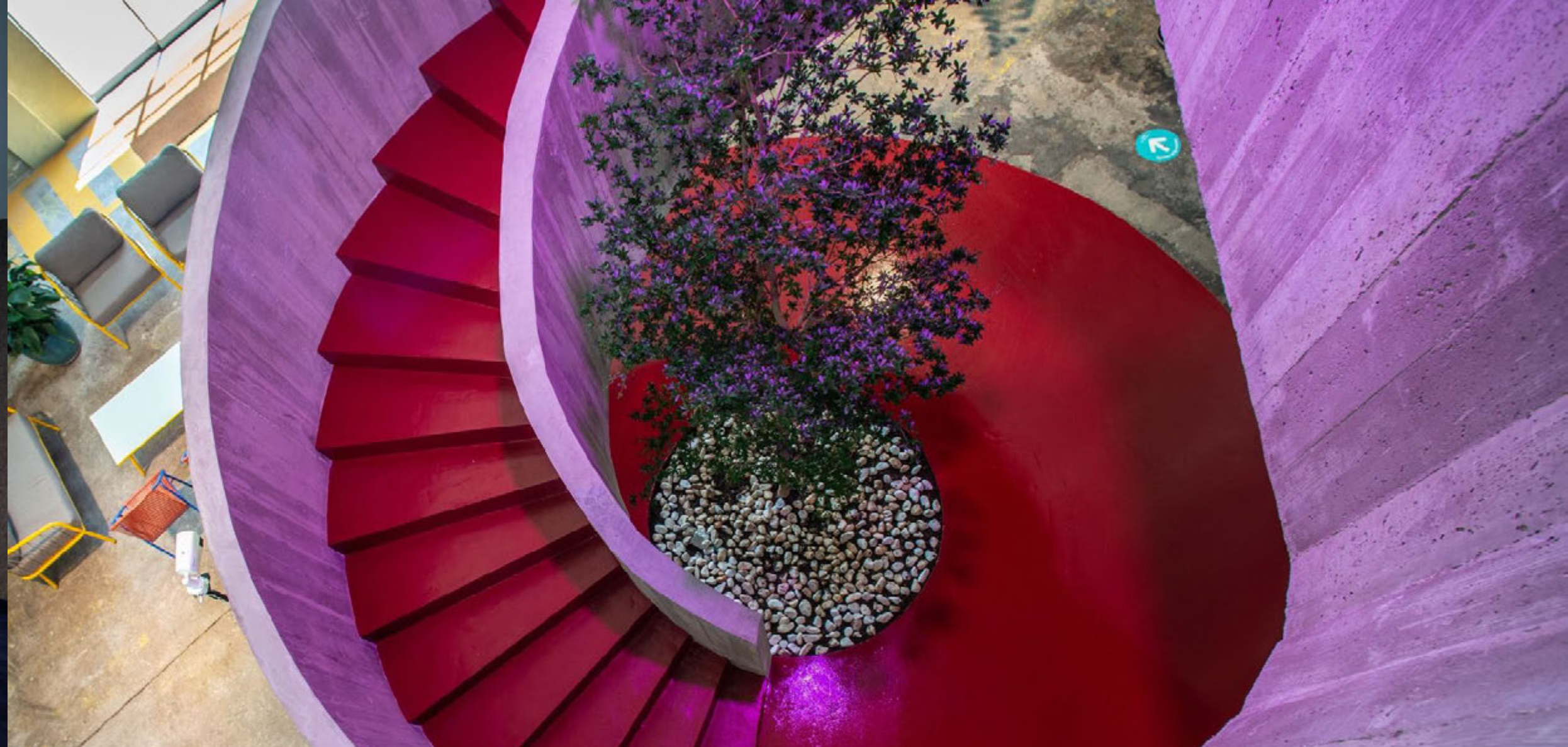
BI4ALL CITY

BI4ALL CITY

![bi4all — TURNING DATA INTO INSIGHTS]

LISBOA

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OPEN THE DOOR TO INNOVATION AND COMPETITIVENESS

www.bi4all.pt/en