

Progetto expert.ai

Team
I Martini di Campagna



Corso di Economia e Organizzazione Aziendale

Anno Accademico 2021 – 2022

Prof.ssa Antonella Martini
Ing. Vito Giordano
Valutazione Progetto: 30

Team
I Martini di Campagna



Lorenzo Lozzi

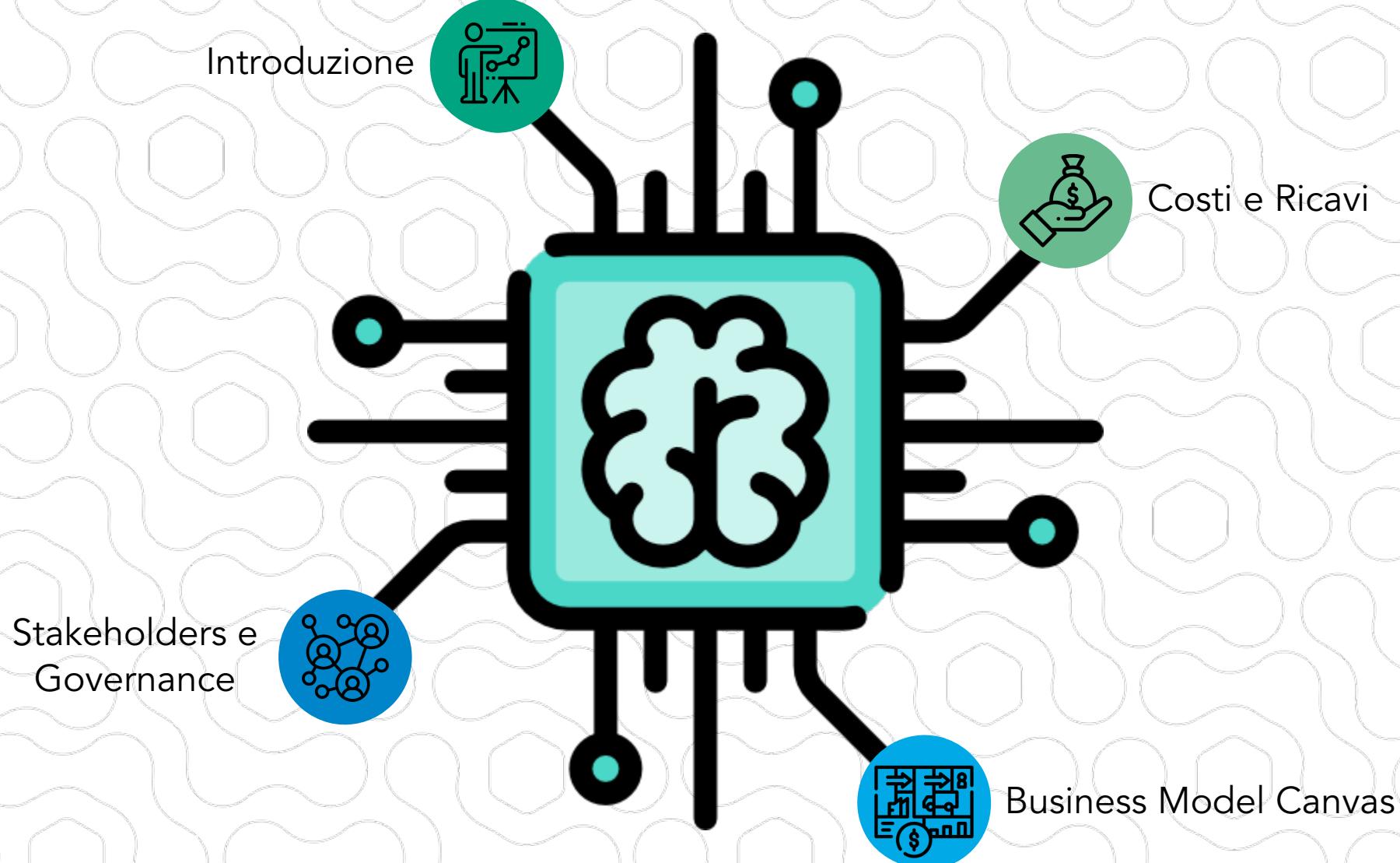


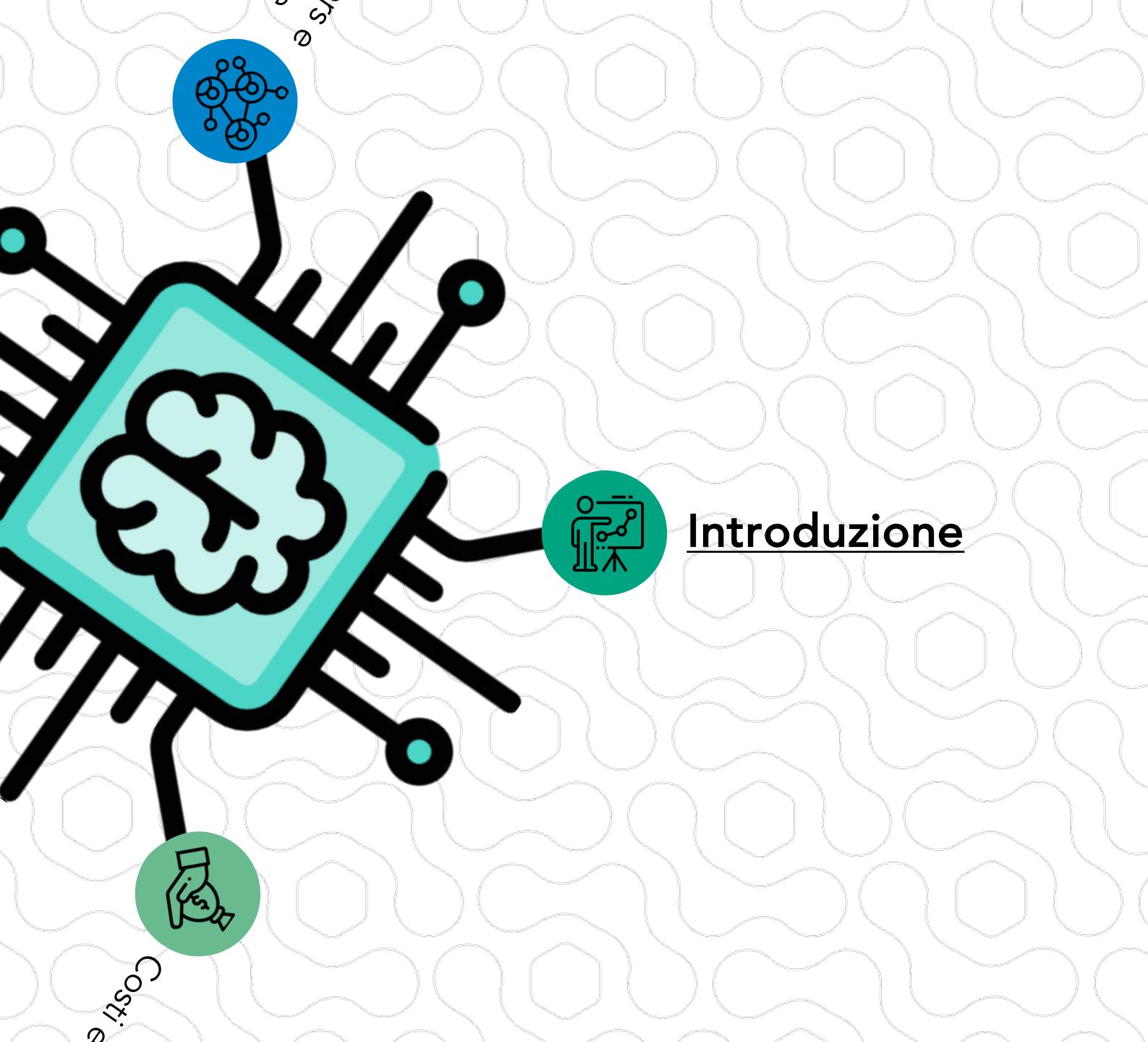
Matteo Giannini
Team Leader



Giacomo Maldarella

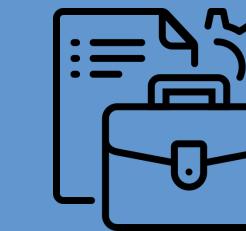




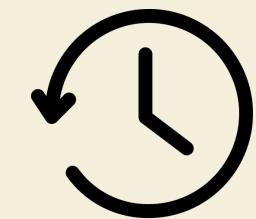


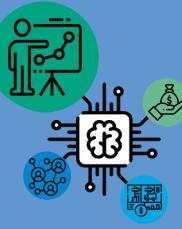
Introduzione

Presentazione
dell'Impresa



Storia





P R E S E N T A Z I O N E



Società leader nel campo dell'intelligenza artificiale applicata all'analisi dei testi

22.108.000 € di fatturato nel 2021

Principali clienti:
Assicurazioni, Banche, Pubblica Amministrazione,
Energia, Difesa, Editoria, Settore Legale

Quotata in borsa con il titolo EXAI.MI



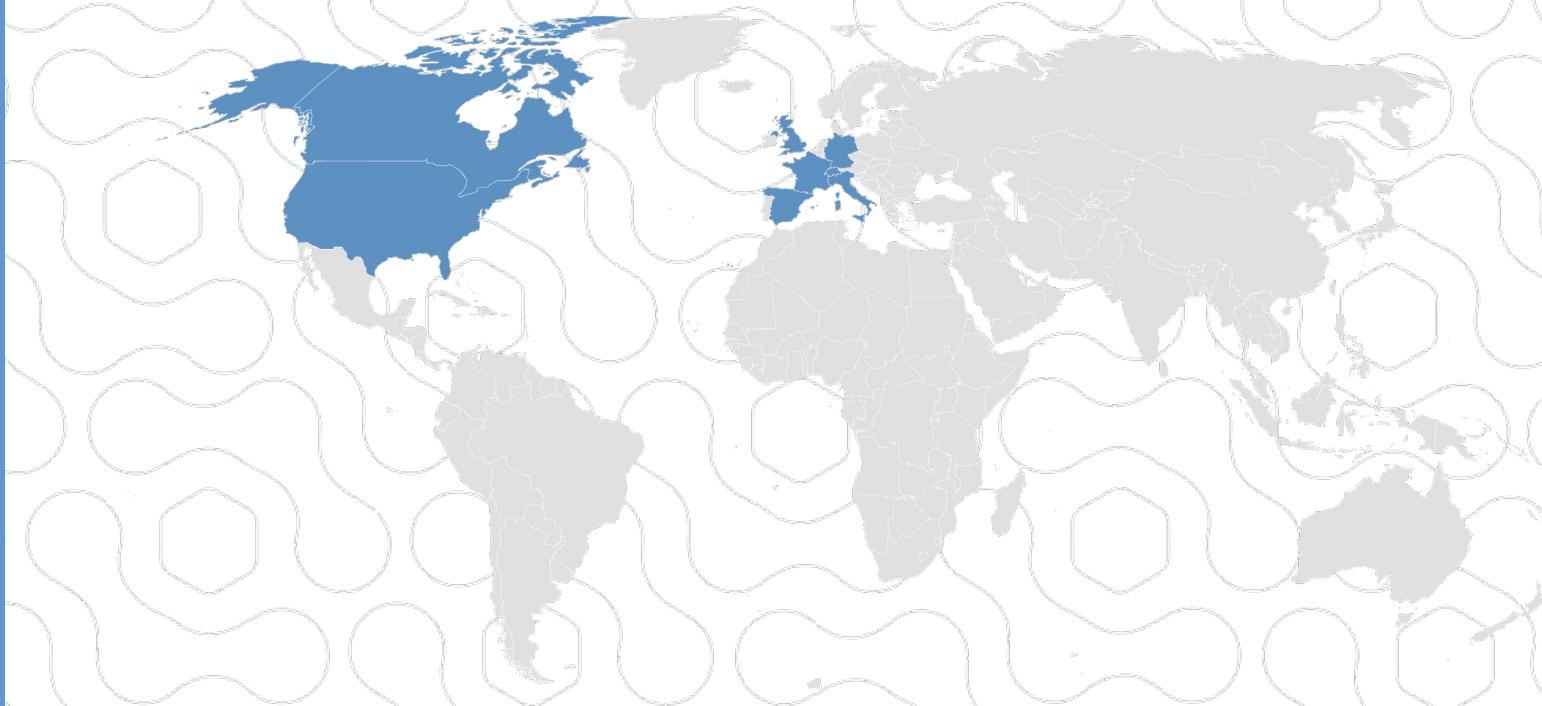
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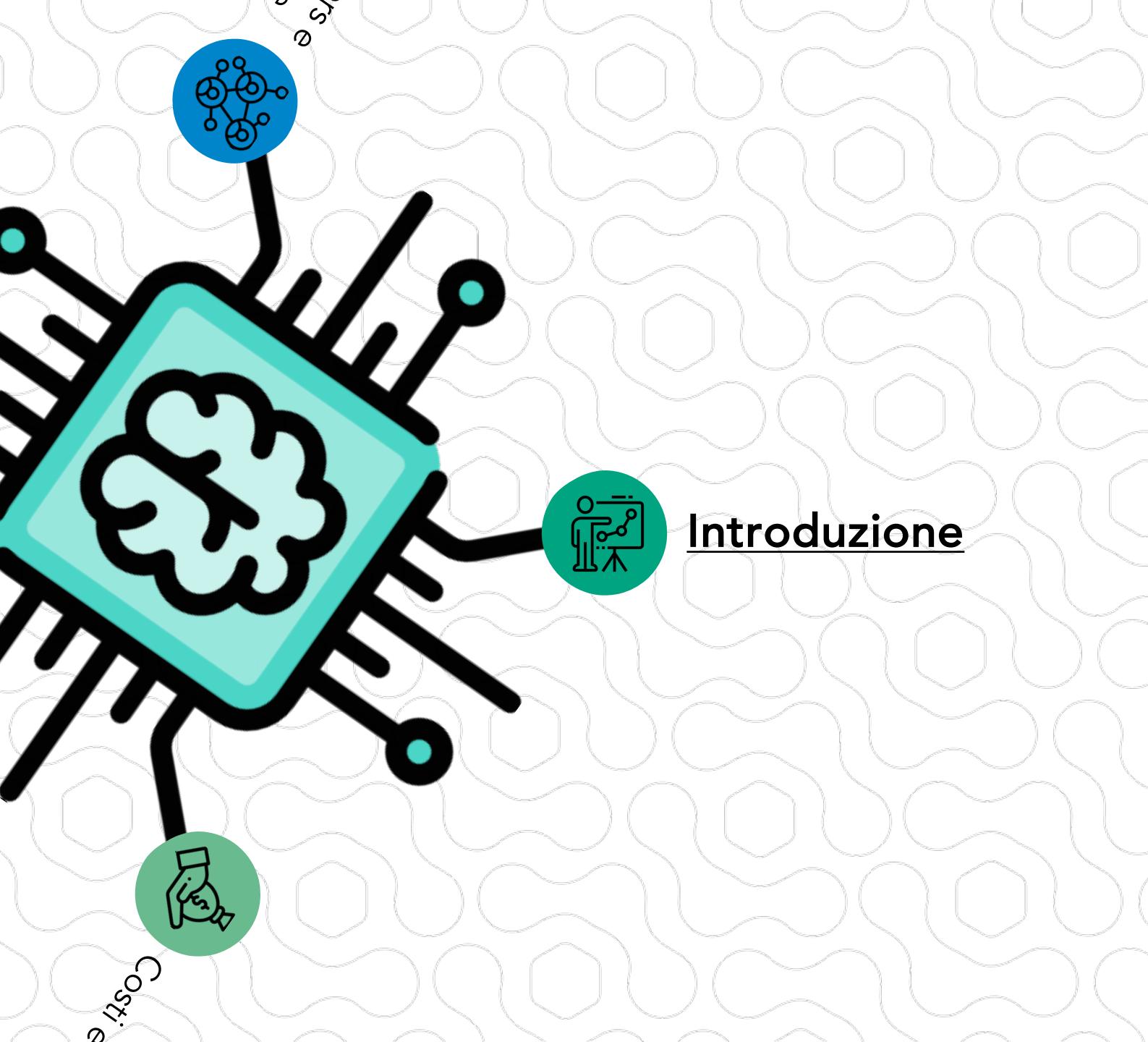


Società di medie dimensioni
con 200 dipendenti

Capogruppo di Expert.ai
Group

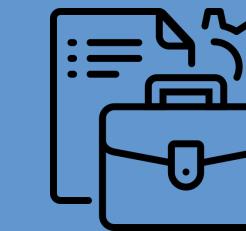
Sede legale a Trento, 15 altre
sedi in vari paesi



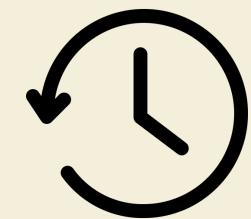


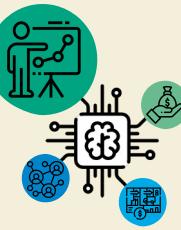
Introduzione

Presentazione
dell'Impresa



Storia



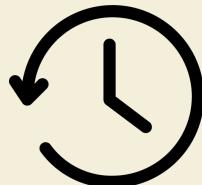
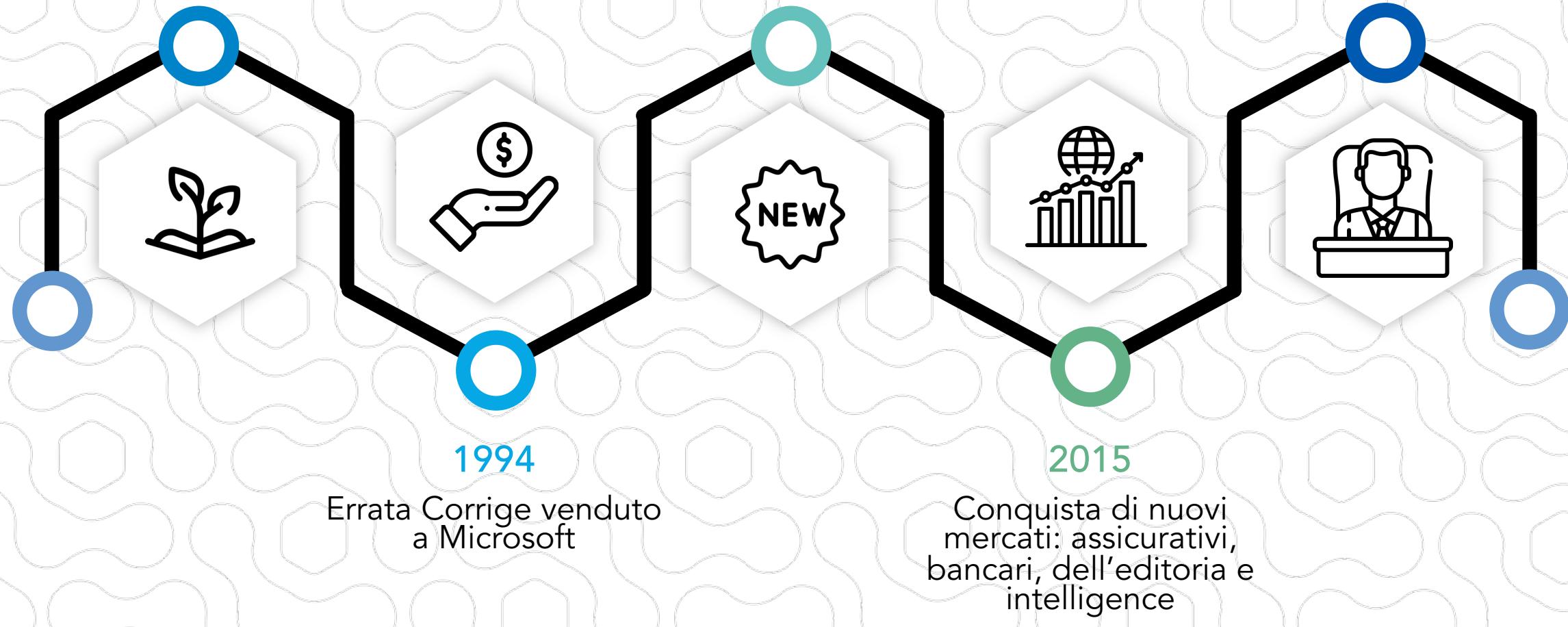


STORIA

Nasce Expert System a Modena
1989

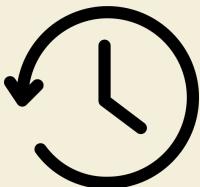
Nasce Cogito ed Expert System diventa Expert.ai
Viene acquisita TEMIS
1999

Spaggiari cede il posto a Walt Mayo
2020





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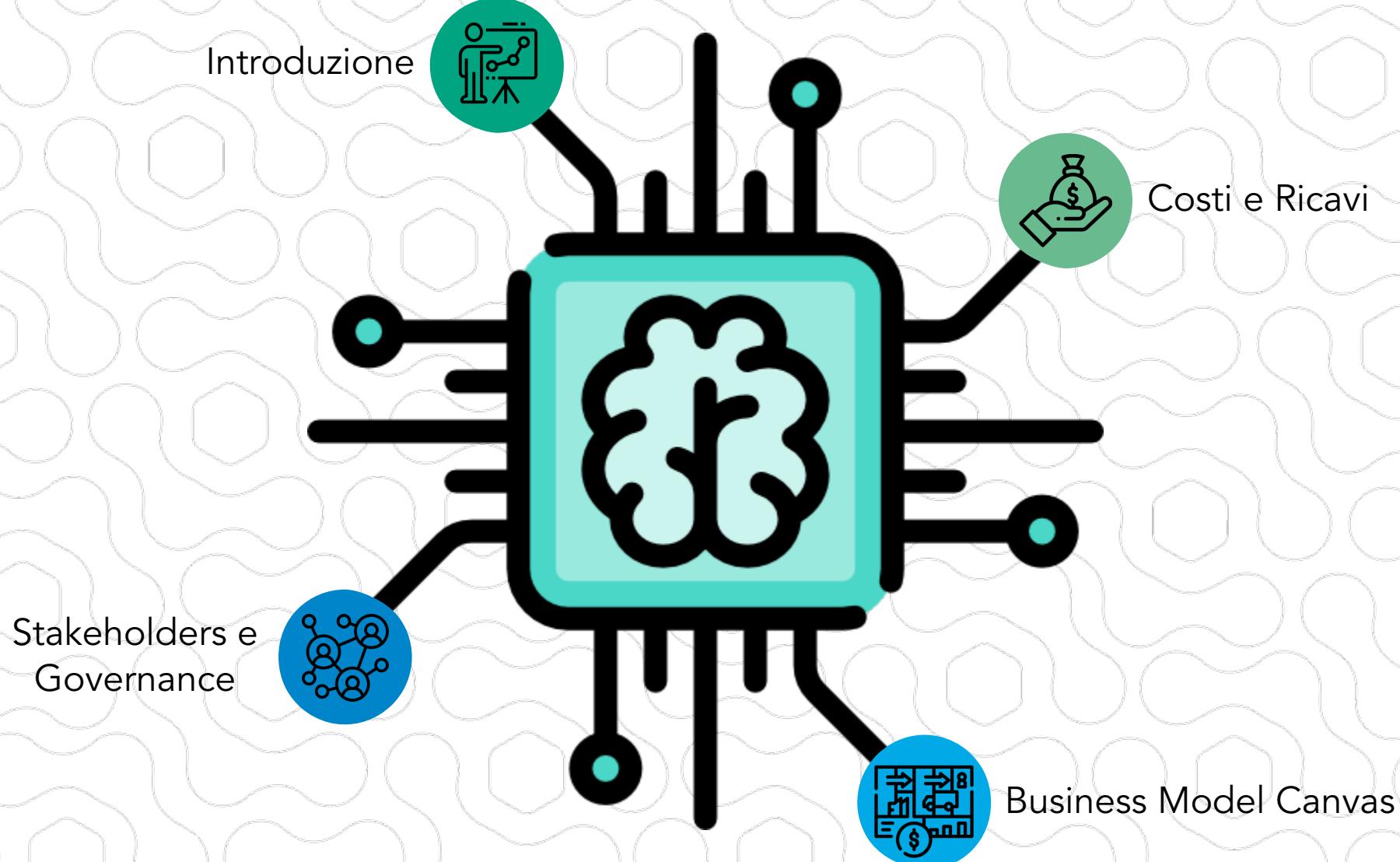
Obiettivi di Walt Mayo

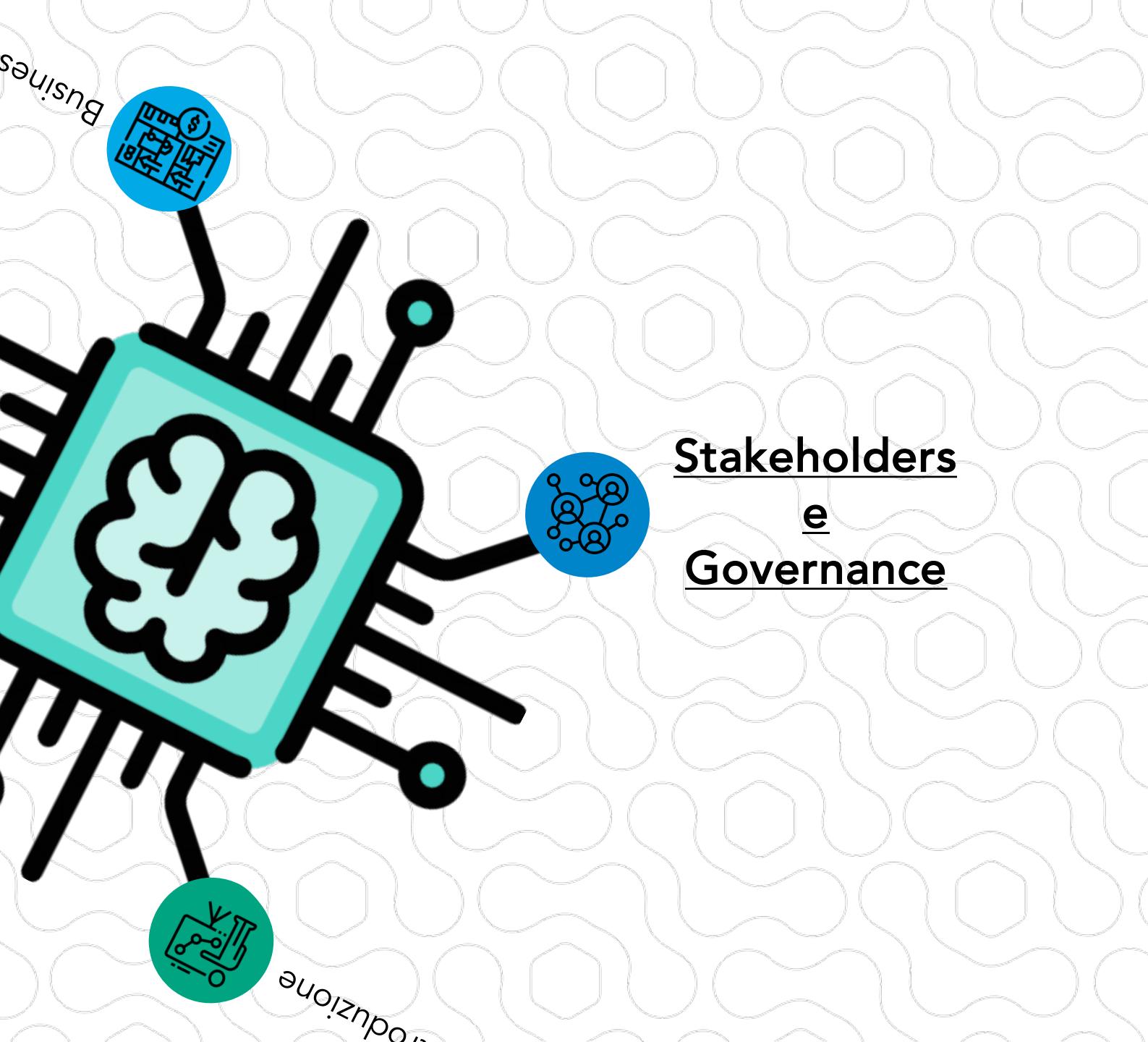
Investimenti in ricerca e
sviluppo
2022-2023



Aumentare gli investimenti sul
personale Sales & Marketing e
produzione

Stimata una crescita del 18%
dei ricavi



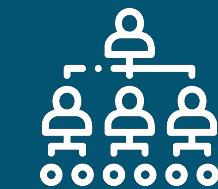


Stakeholders
e
Governance

Stakeholders



Governance



SHAREHOLDERS

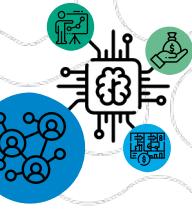
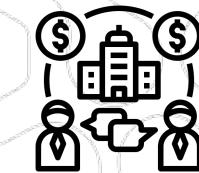
LAVORATORI

COMMUNITÀ

STATO

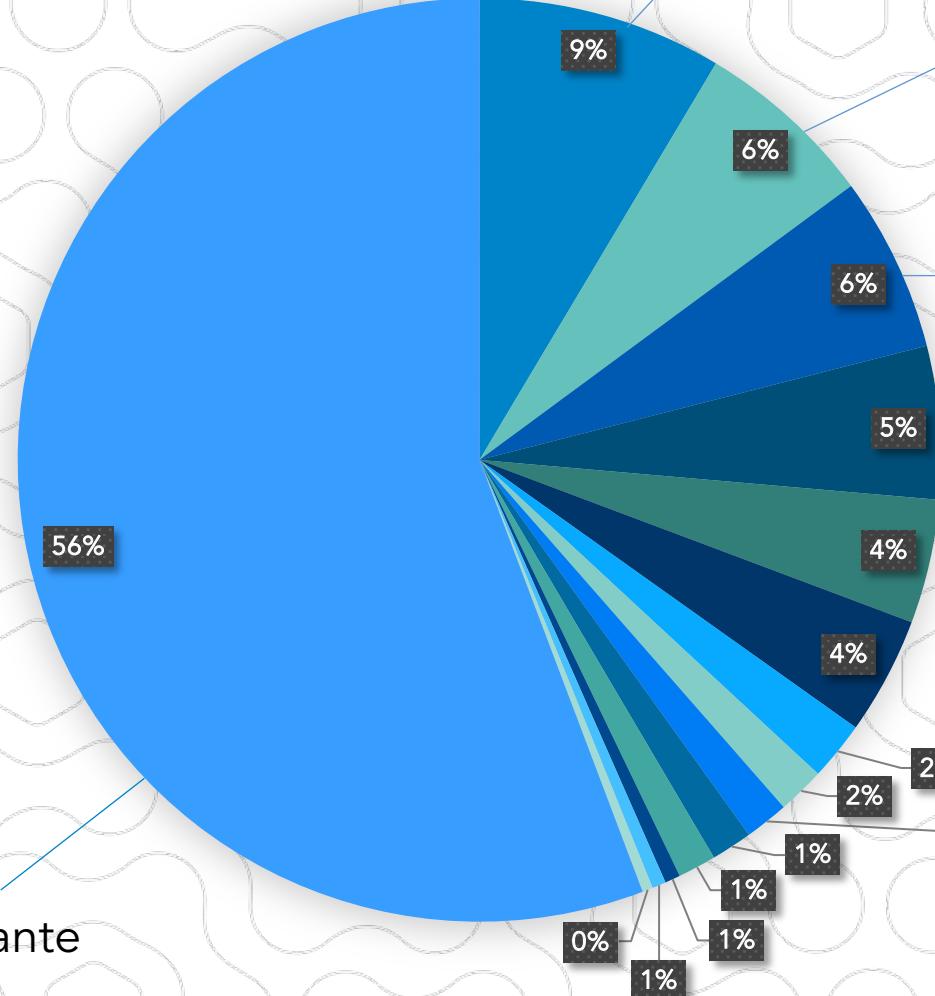
CLIENTI

STAKEHOLDERS

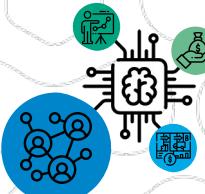


SHAREHOLDERS

CAPITALE SOCIALE
523.907,41€

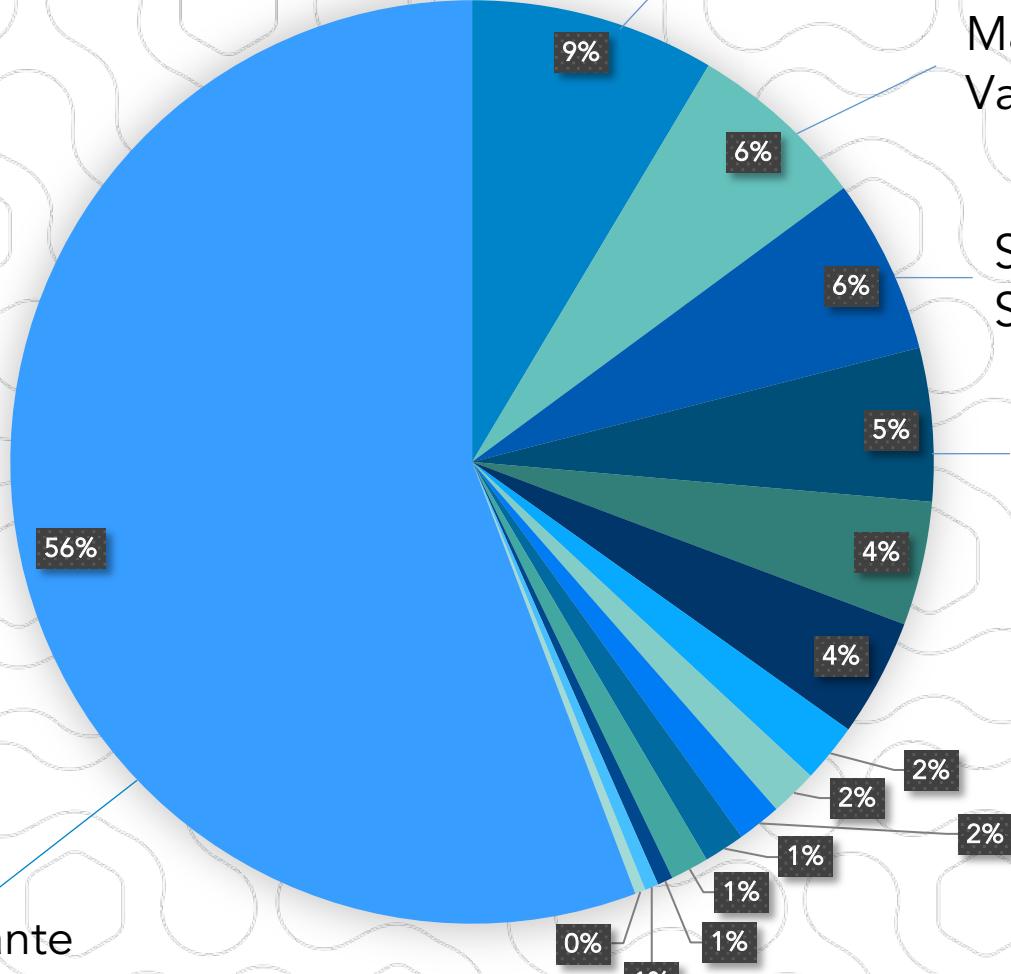


STAKEHOLDERS



SHAREHOLDERS

CAPITALE SOCIALE
523.907,41€



STAKEHOLDERS

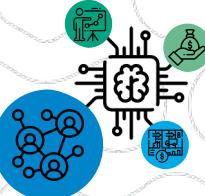
PUNTI DI FORZA

Buona reputazione aziendale

No conflitti di interesse

Opinione azionisti fondamentale

Giusta remunerazione



SHAREHOLDERS

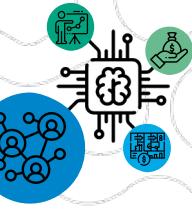
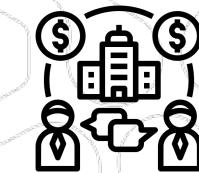
LAVORATORI

COMMUNITÀ

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STAKEHOLDERS



PUNTI DI FORZA

Elevati investimenti in
sicurezza

Assunzioni durante
Covid

Smartworking garantito

Corsi di formazione
online



SHAREHOLDERS

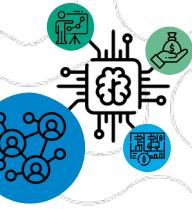
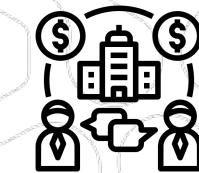
LAVORATORI

COMMUNITÀ

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PUNTI DI FORZA

Elevato autocontrollo
sul development di
strumenti AI

Interesse a tematiche
attuali

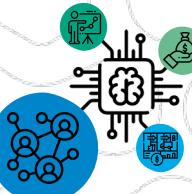
In periodo Covid
Inserm adotta Clinical
Research Navigator:
Facilita ricerca in
momento pandemico
più difficile

Key Features

Unione di grande
quantità di informazioni
aggiornate in tempo
reale, GUI semplice ed
unica



Inserm



SHAREHOLDERS

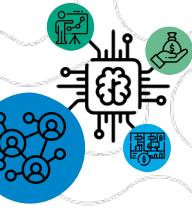
LAVORATORI

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PUNTO DI FORZA
Realizzazione di servizi
innovativi per Pubblica
Amministrazione

KEY EVENT

2017: expert.ai vince
bando di gara per
realizzazione sistema di
cybersecurity Cert-Agid



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PUNTO DI FORZA

Realizzazione di servizi innovativi per Pubblica Amministrazione

Servizi offerti

Gestione automatizzata email

Digitalizzazione e anonimizzazione documenti

Realizzazione di chatbot

Monitoraggio reputazione del brand

Cybersecurity proattiva

KEY EVENT

2017: expert.ai vince bando di gara per realizzazione sistema di cybersecurity Cert-Agid

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SHAREHOLDERS

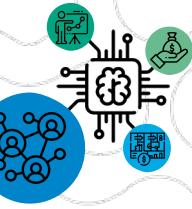
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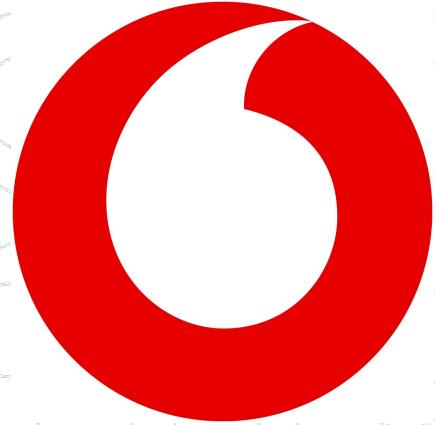
PUNTI DI FORZA

Nessuna
discriminazione tra
clienti

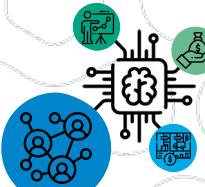
Comunicazione chiara e
trasparente

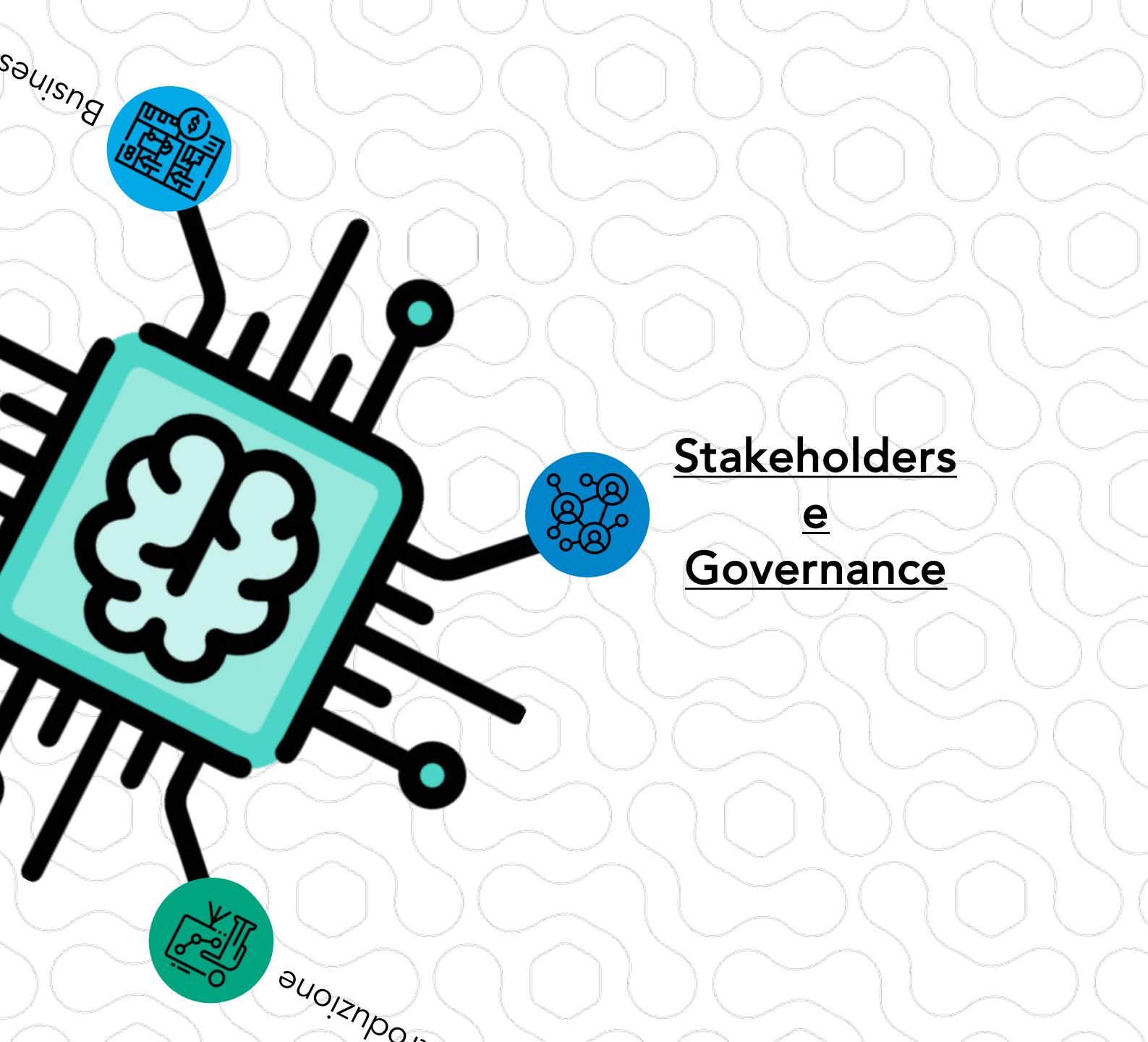
Rigidi controlli di
qualità

INTESA  SANPAOLO



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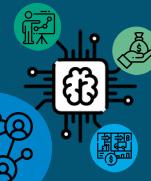
Stakeholders
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Governance

Stakeholders



Governance





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Group

Gruppo con struttura verticale
complessa con capogruppo in
Italia e sedi in Canada, Regno
Unito, Stati Uniti, Spagna, Svizzera,
Francia e Germania

EXPERT.AI S.P.A.

EXPERT SYSTEM
COGITO LTD - 100%

EXPERT SYSTEM USA
INC - 100%

EXPERT SYSTEM IBERIA
SRL - 100%

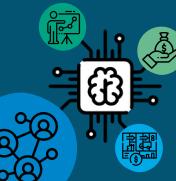
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FRANCE SAS - 100%

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HELVETIA SRL - 100%

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ENTERPRISE CORP -
100%

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SEMANTIQUES INC. -
100%

EXPERT SYSTEM
DEUTSCHLAND GMBH
- 100%



O R G A N I G R A M M



CEO
Walter Lloyd Mayo III



Presidente e Fondatore
Stefano Spaggiari

COO
Gabriele
Donino

CMO
Keith C.
Lincoln

CTO
Marco Varone

CFO
Valentina
Biscotti

CPO
Luca Scagliarini

CRO
Colin
Matthews

CHRO
Francesca
Petronio

ASSEMBLEA DEGLI AZIONISTI

CONSIGLIO DI AMMINISTRAZIONE

Presidente

Stefano Spaggiari

Consiglieri

Walter Lloyd Mayo III
Marco Varone
Sara Polatti

Consiglieri Indipendenti

Ettore Leale
Karen Jo Cambray
Cecilia Garattini
Stefano Pedrini

COMITATO PER IL CONTROLLO SULLA GESTIONE

Presidente

Paola Alessandra Paris

Membri

Stefano Pedrini
Cecilia Garattini

COLLEGIO SINDACALE

Presidente

Patrizia Arioli

Sindaci Effettivi

Federico Bacchiega
Daniele Ponte

Sindaci Supplenti

Matteo Luppi
Francesco Ferracini

Società di Revisione
BDO Italia S.p.A.

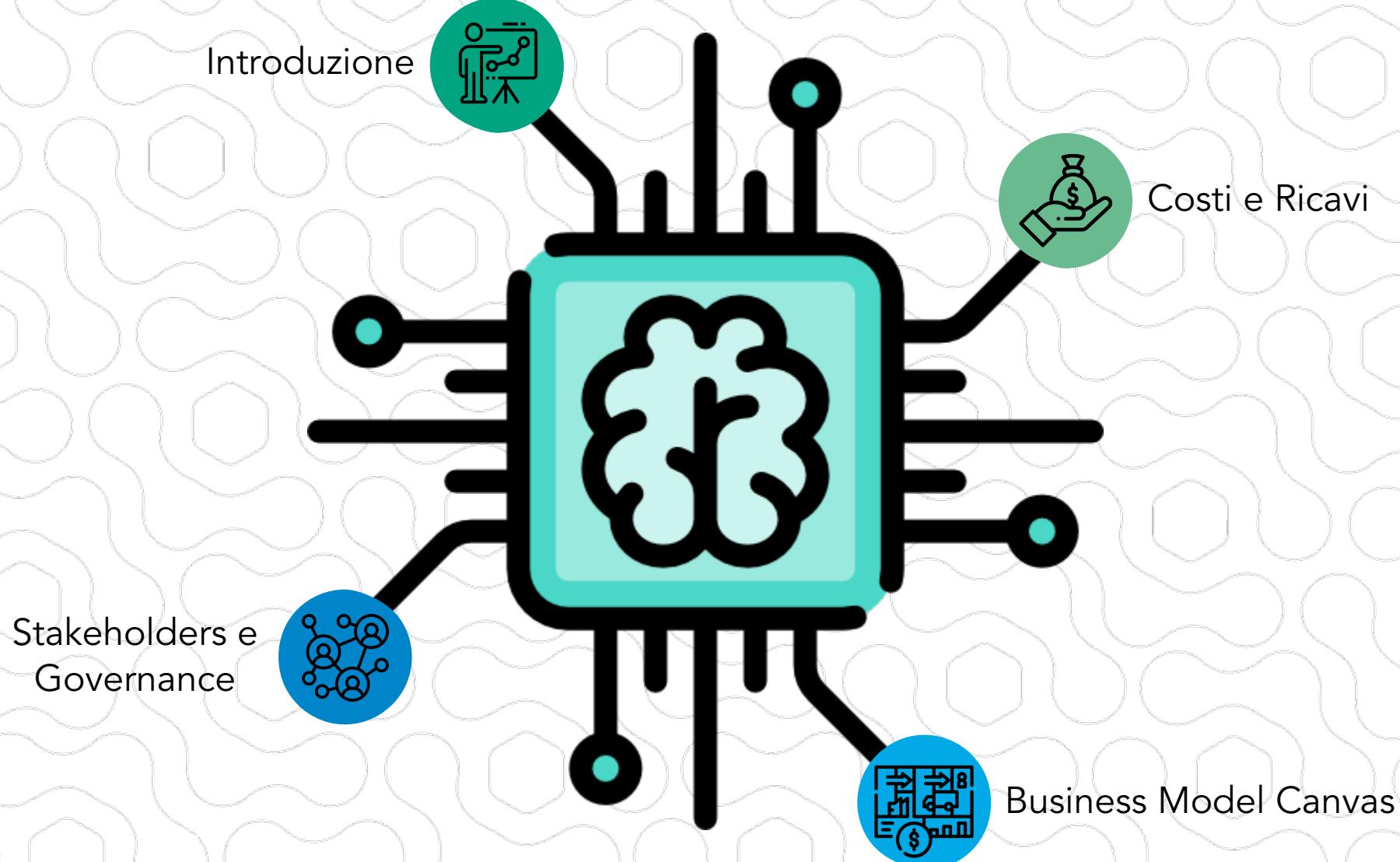
ORGANISMO DI VIGILANZA

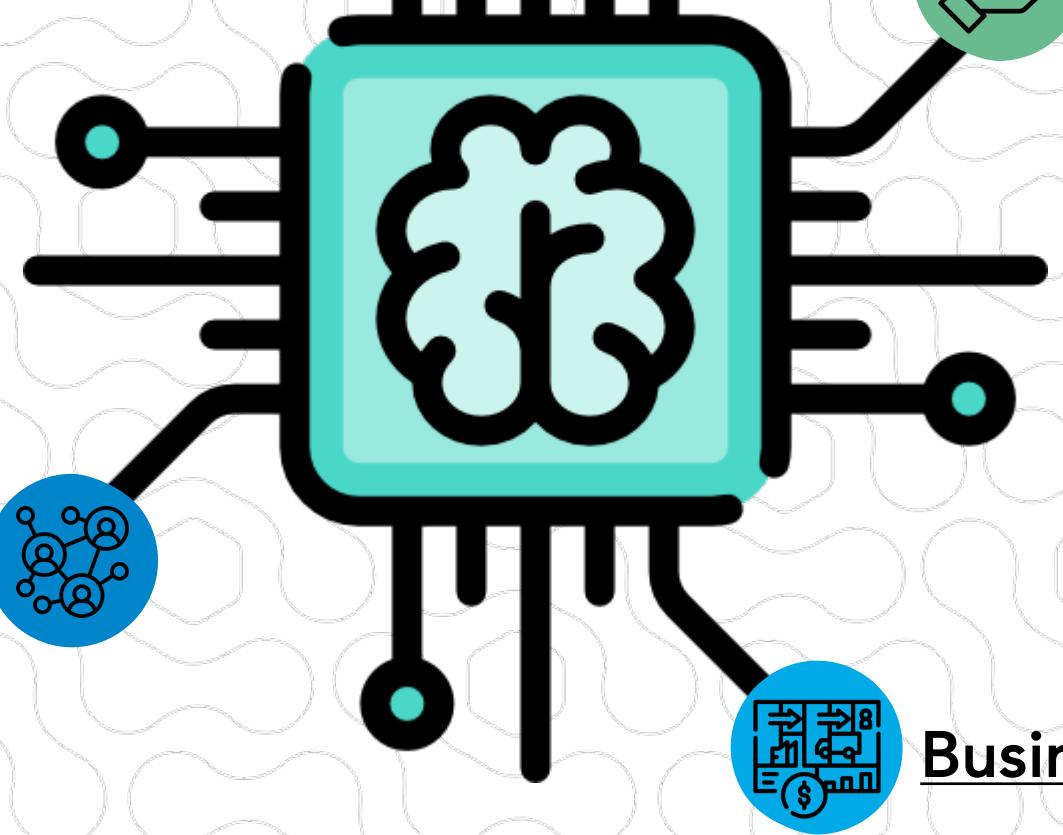
Presidente

Costantino di Miceli

Membri Esterni

Stefano Termanini
Nicola Bortolotto





Business Model Canvas





Key Partners

Italian Insurtech Association

The Associated Press

Amazon AWS

Rabobank

Yellow Hub TDR



Key Activities

Ricerca & Sviluppo

Progettazione e Sviluppo software



Key Resources

Brevetti

Esperti AI



Value Proposition

Chatbot intelligenti

Cybersecurity

Data Mining

Analisi del comportamento degli utenti

Identificazione fake news



Customer Relationship

Assistenza Diretta

Assistenza Personale

Rapporti Duraturi



Channels

Sito Web

Newsletter

Account Manager

Social



Customer Segment

Banche
Compagnie
Assicurative
Settore Legale

Pubblica
Amministrazione

Settore
Telecomunicazioni
Editoria e media
Sanità e Industria
Farmaceutica



Cost Structure

Investimenti in Ricerca & Sviluppo
Amministrazione sito/social

Costo personale
Esperti AI
Canone internet e hosting



Revenue Stream

Canone di licenza

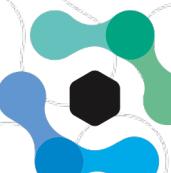
Servizi professionali

Manutenzione



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Analisi del comportamento degli utenti

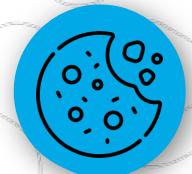
Data Mining



Identificazione Fake News



Analisi delle caratteristiche degli articoli e confronto con migliaia di documenti online



Contenuti personalizzati ricavando informazioni dai cookie



Chatbot intelligenti



Cybersecurity



Protezione proattiva tramite l'analisi delle fonti

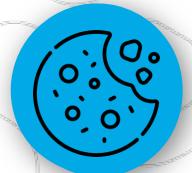


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Analisi del comportamento degli utenti

Data Mining



Contenuti personalizzati ricavando informazioni dai cookie

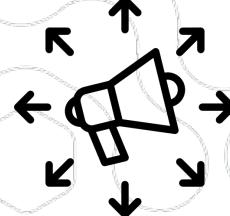
Chatbot intelligenti



Identificazione Fake News



Analisi delle caratteristiche degli articoli e confronto con migliaia di documenti online



Cybersecurity



Protezione proattiva tramite l'analisi delle fonti



CHANNELS



Newsletter

The State of AI for Natural Language Understanding | Taking Top Honors in Fintech 🏆

Wednesday, 30 Mar, 6:05 PM

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> To: Giacomo Maldarella

Expert.ai Newsletter // March 2022

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The State of AI for Language Understanding





Bruno Bassi

Senior Account Manager at expert.ai: Artificial Intelligence to Discover, Classify and Interpret Text Information

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Alma Mater Studiorum – Università di Bologna
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Account Manager



Alessandro Di Carlo

Account Manager at Expert.ai: We extract value from text by applying artificial intelligence to human language

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Sito Web



We stand with Ukraine.

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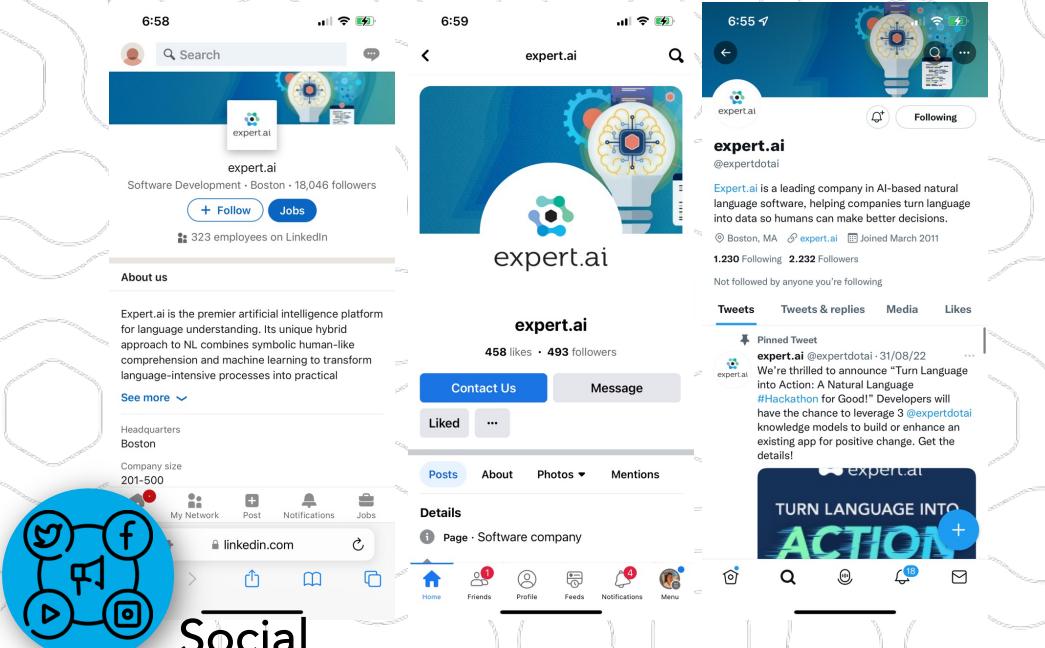
Analyze. Understand. Accelerate.

Expert.ai turns language into data so humans can make better decisions.

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Expert.ai Named A Strong Performer in The Forrester Wave™: Document-Oriented Text Analytics Platforms, Q2 2022

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About us

Expert.ai is the premier artificial intelligence platform for language understanding. Its unique hybrid approach to NL combines symbolic human-like comprehension and machine learning to transform language-intensive processes into practical

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Headquarters: Boston
Company size: 201-500

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Details **i** Page · Software company

TURN LANGUAGE INTO ACTION



Social

CHANNELS



Newsletter

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Senior Account Manager at expert.ai: Artificial Intelligence to Discover, Classify and Interpret Text Information

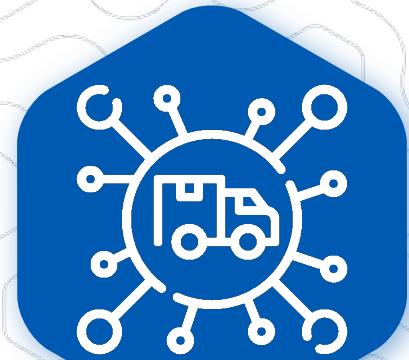
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Headquarters Boston

Company size 201-500

My Network Post Notifications Jobs

linkedin.com

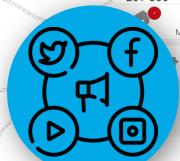
Posts About Photos Mentions

Contact Us Message

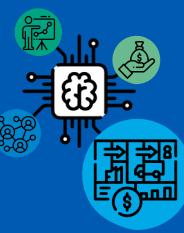
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Social



A C T I V I T I E S



KEY

Progettazione e sviluppo software



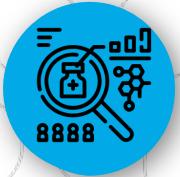
Progettazione e Produzione concordata



Expert.ai Studio



Ricerca e Sviluppo

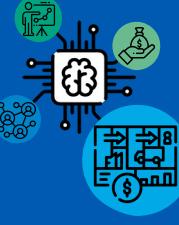


anitq
ADVANCED TOOLS FOR FIGHTING
ONLINE ILLEGAL TRAFFICKING

 **SILVANUS**



A C T I V I T I E S



Progettazione e sviluppo software



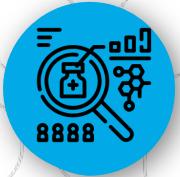
Progettazione e Produzione concordata



Expert.ai Studio



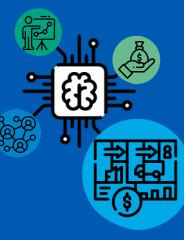
Ricerca e Sviluppo



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ADVANCED TOOLS FOR FIGHTING
ONLINE ILLEGAL TRAFFICKING

 **SILVANUS**





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Amazon AWS

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Italian Insurtech Association



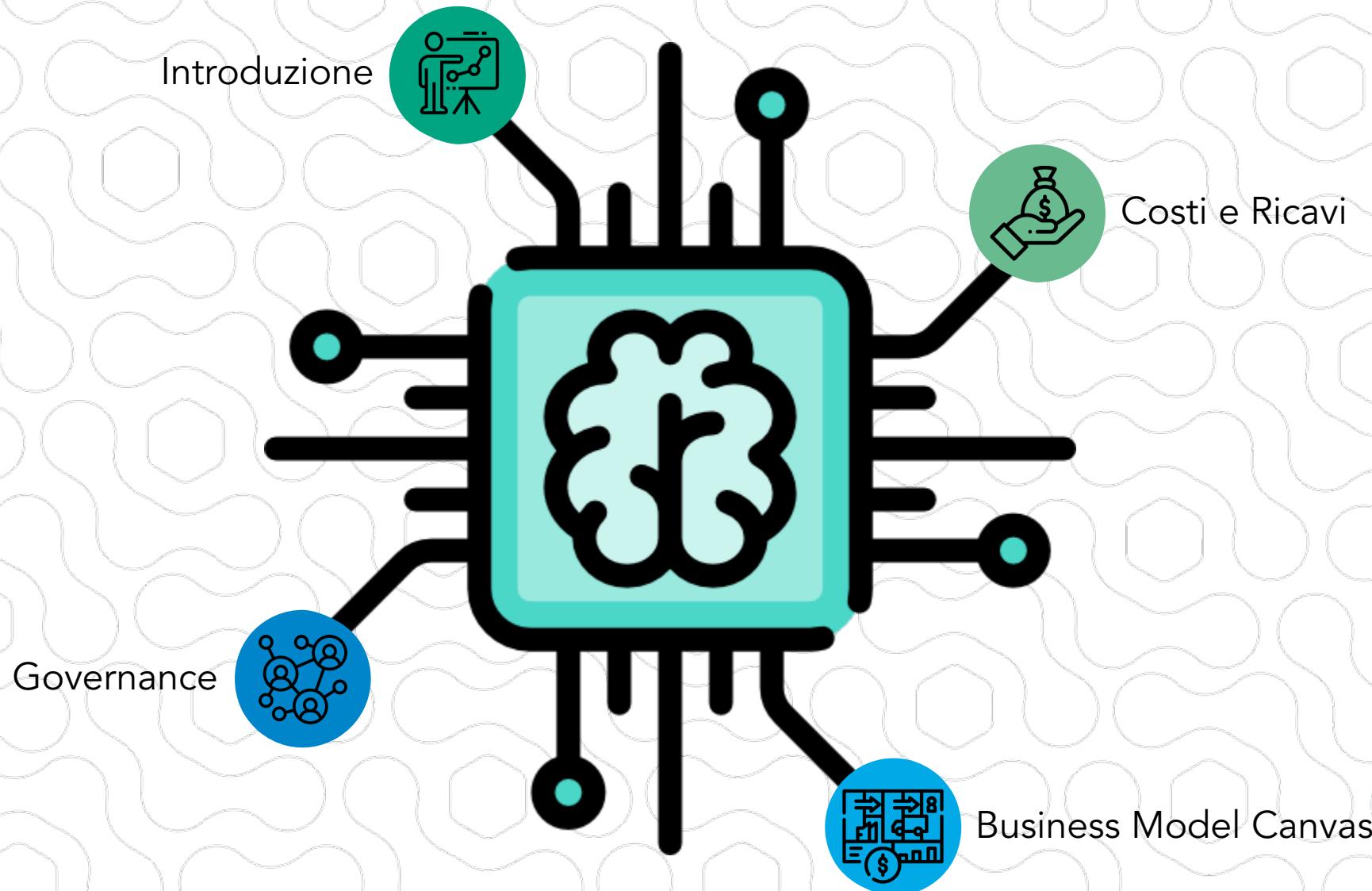
The Associated Press

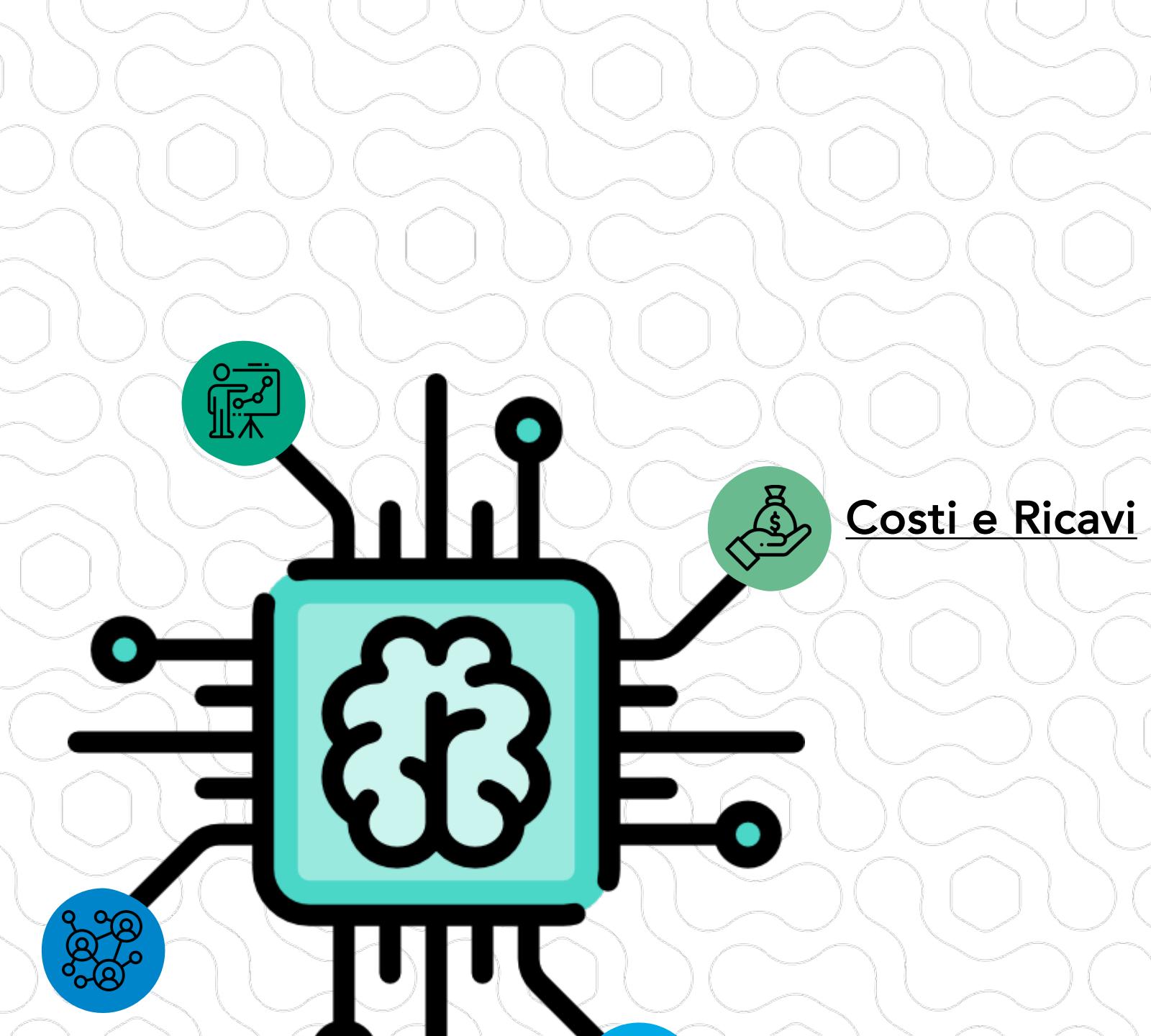


Rabobank

Rabobank







Costi e Ricavi

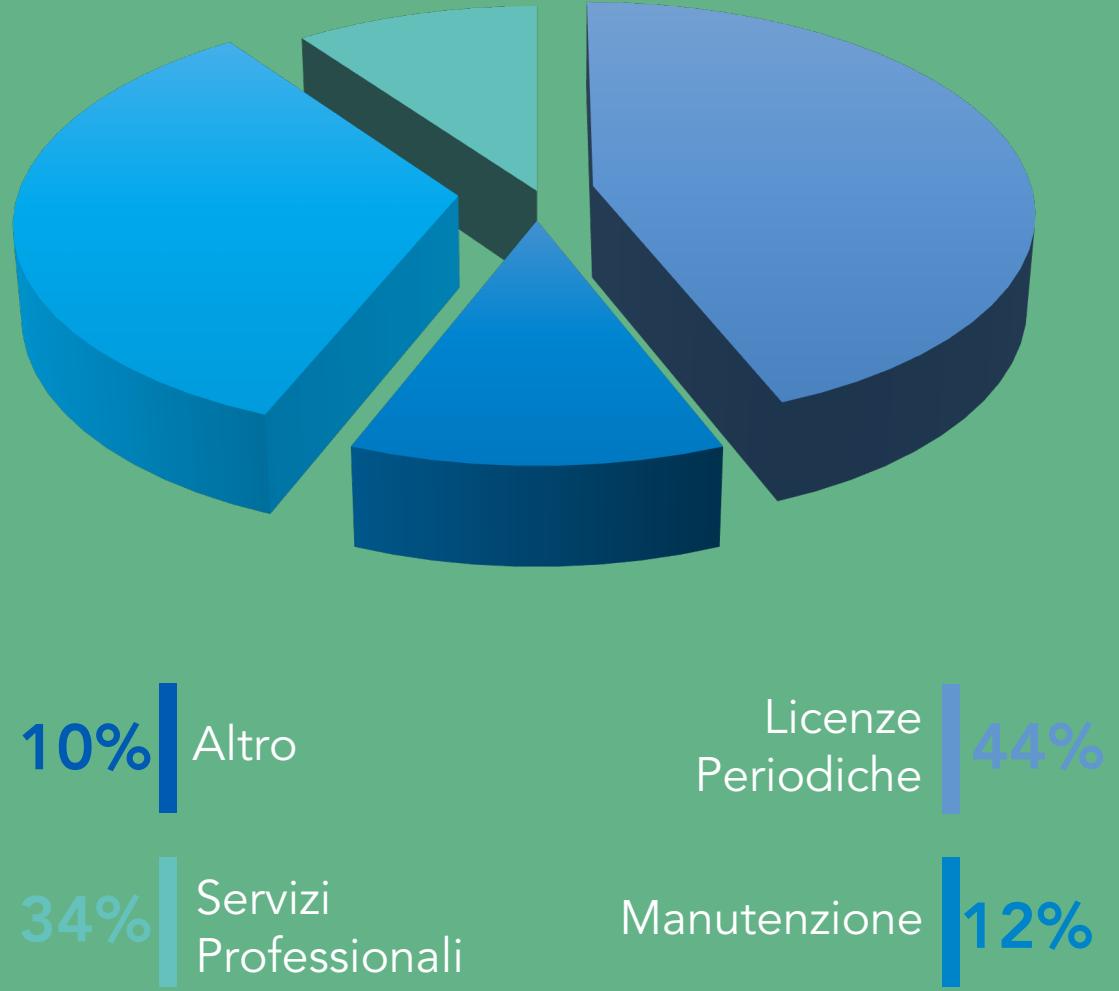
Analisi
dei
Ricavi



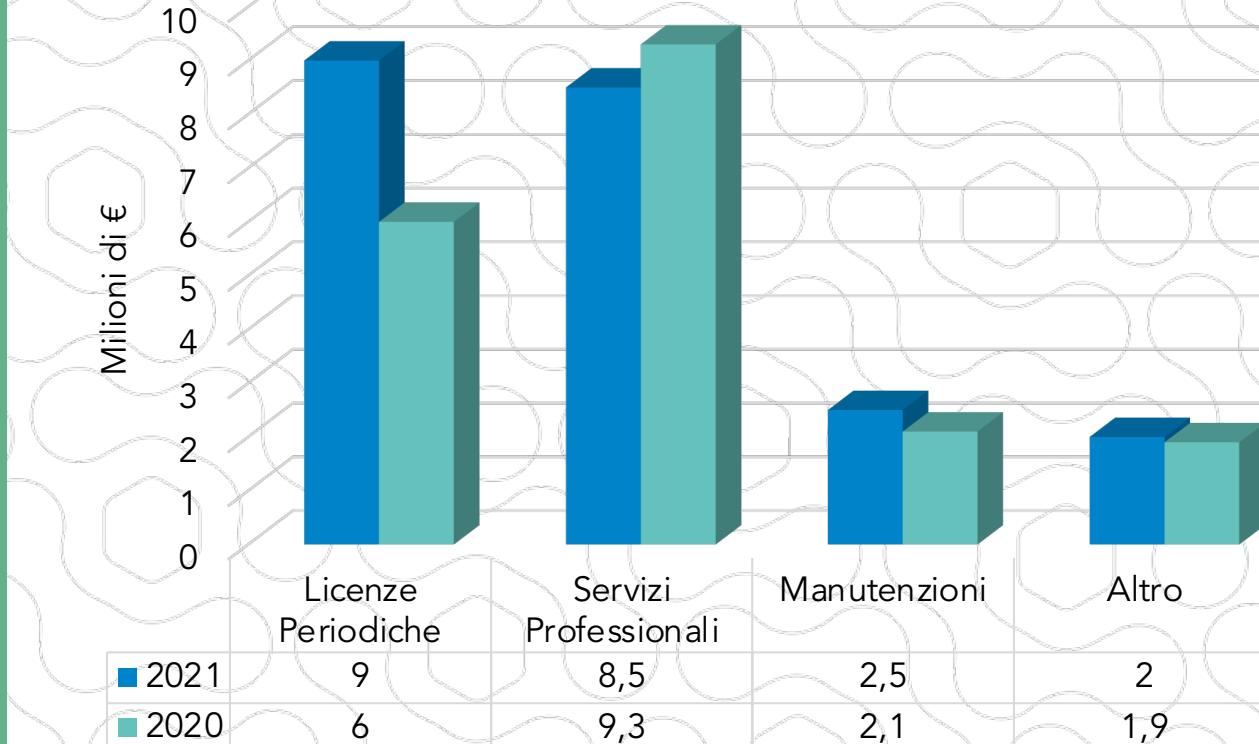
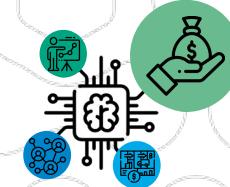
Analisi
dei
Costi



Composizione dei Ricavi



Analisi dei Ricavi

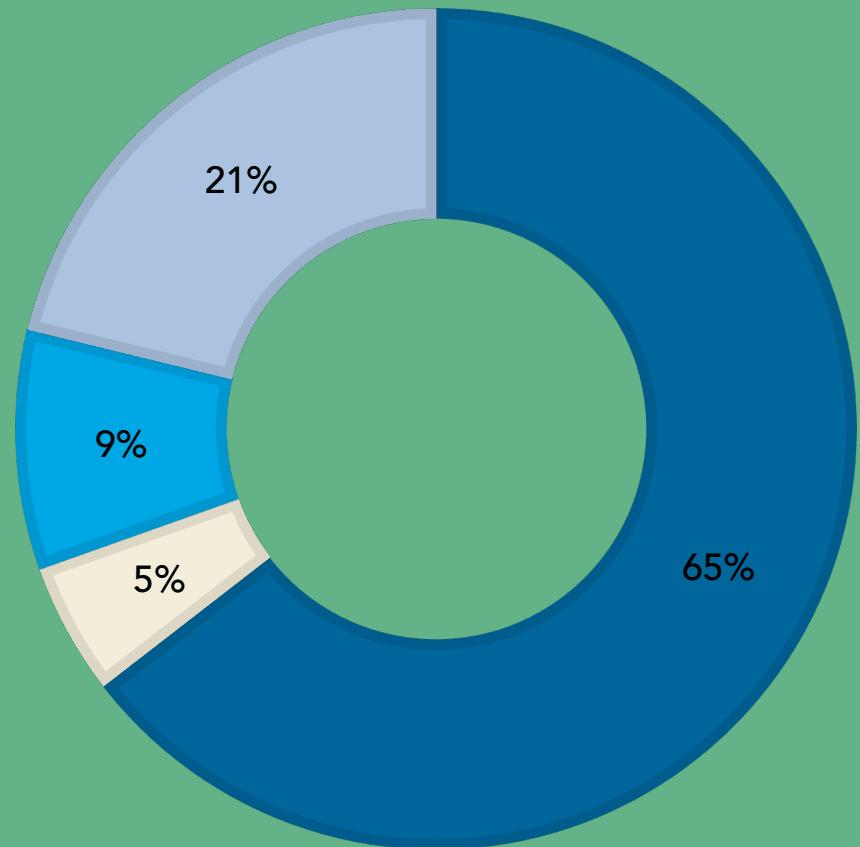


Ricavi totali 2021
22 milioni di €

Ricavi totali 2020
19 milioni di €

Ricavi per Area Geografica

■ Italia ■ UE ■ Stati Uniti ■ Resto del Mondo



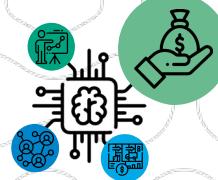
Analisi dei Ricavi

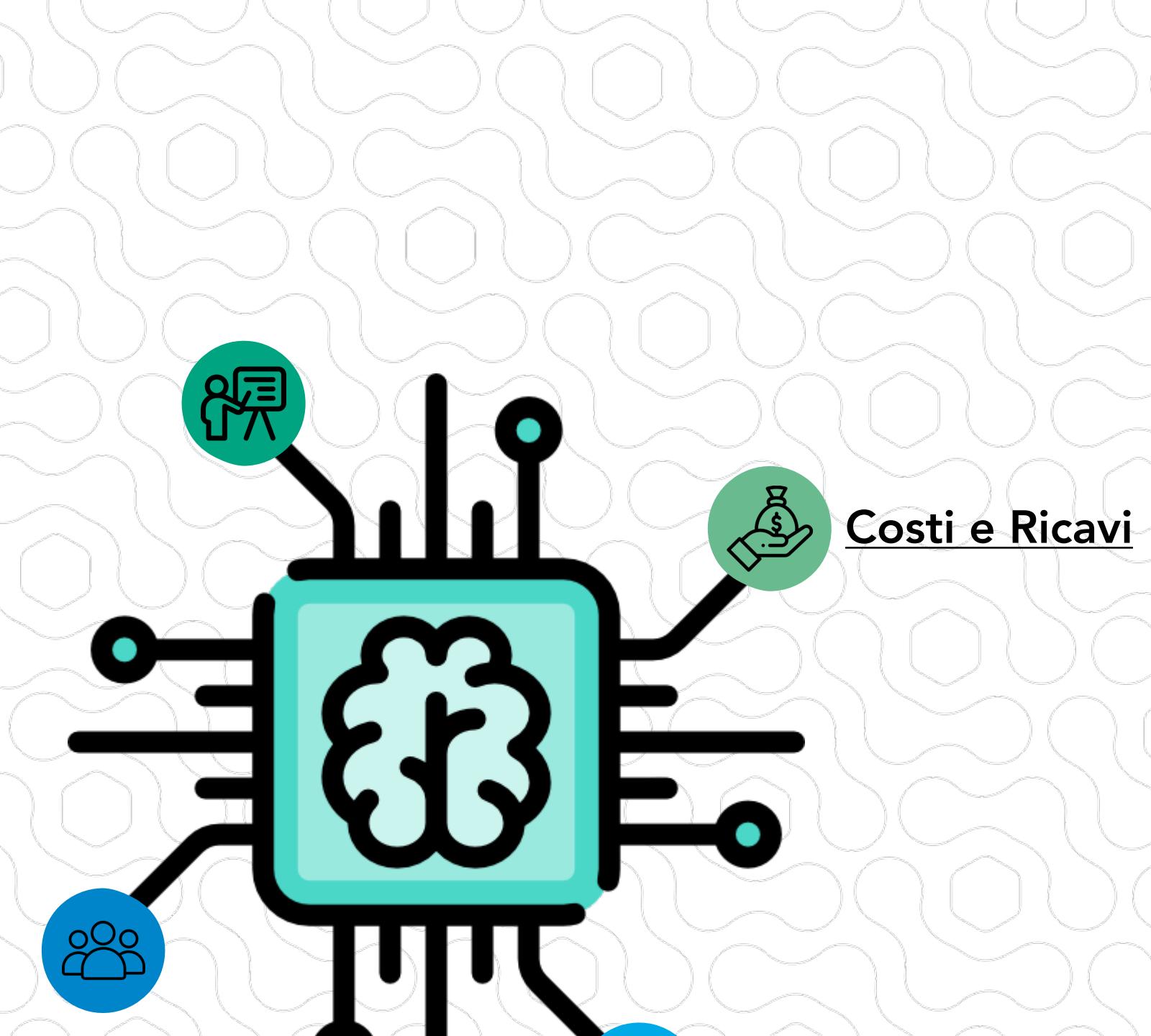


Ricavi totali 2021
22 milioni di €

Distribuzione nel 2021

Italia: 14 milioni di €
Resto dell'Unione Europea: 1,1 milioni di €
Stati Uniti: 2 milioni di €
Resto del Mondo: 4,6 milioni di €





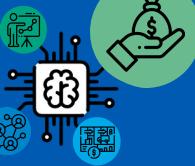
Costi e Ricavi

Analisi
dei
Ricavi



Analisi
dei
Costi

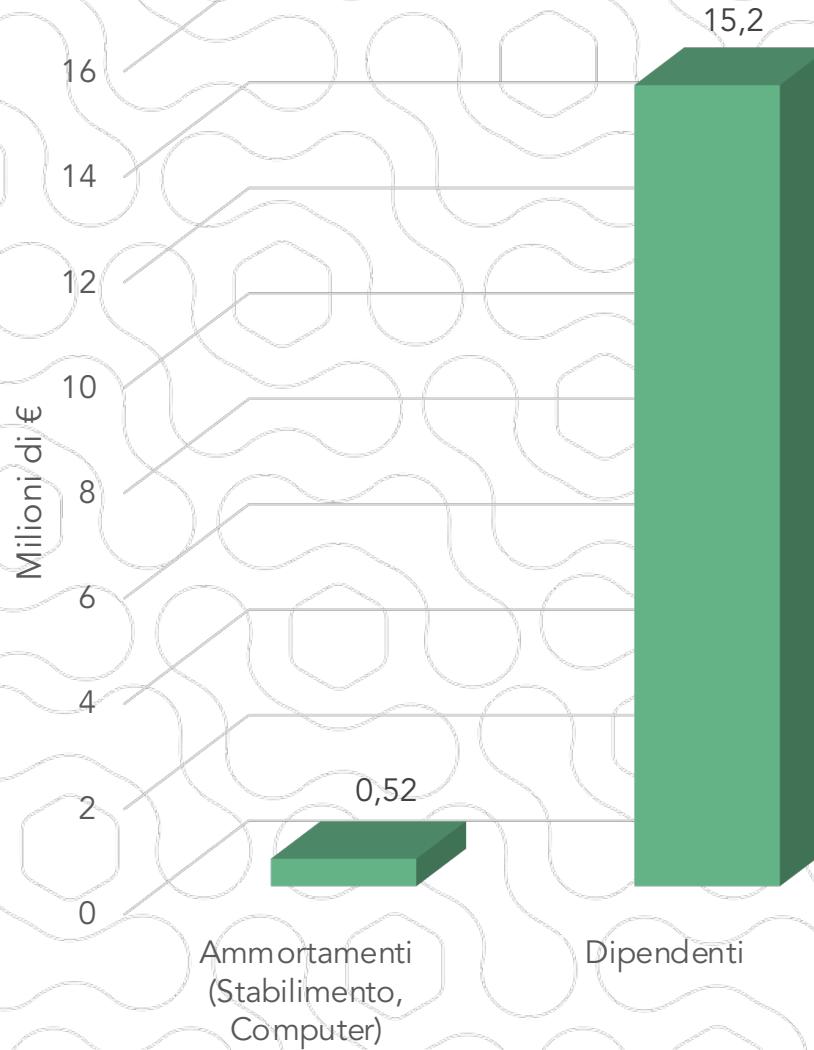




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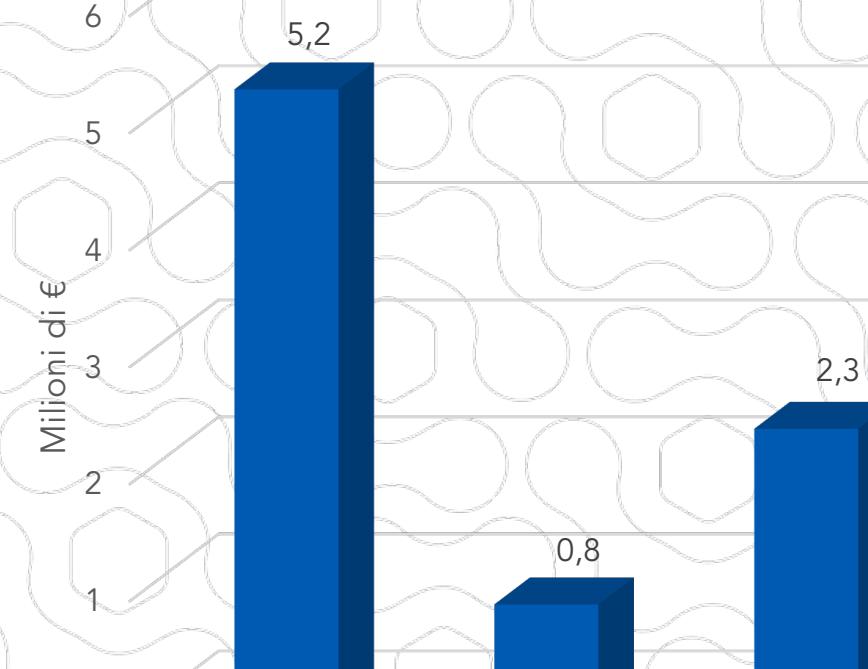


Costi Fissi



Costi Variabili Cost Driver

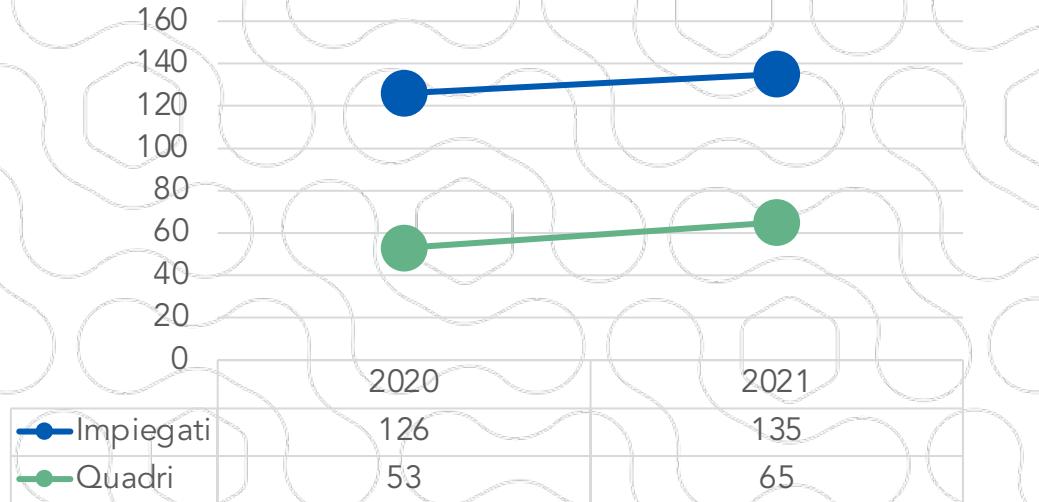
Numero di settori con progetti attivi



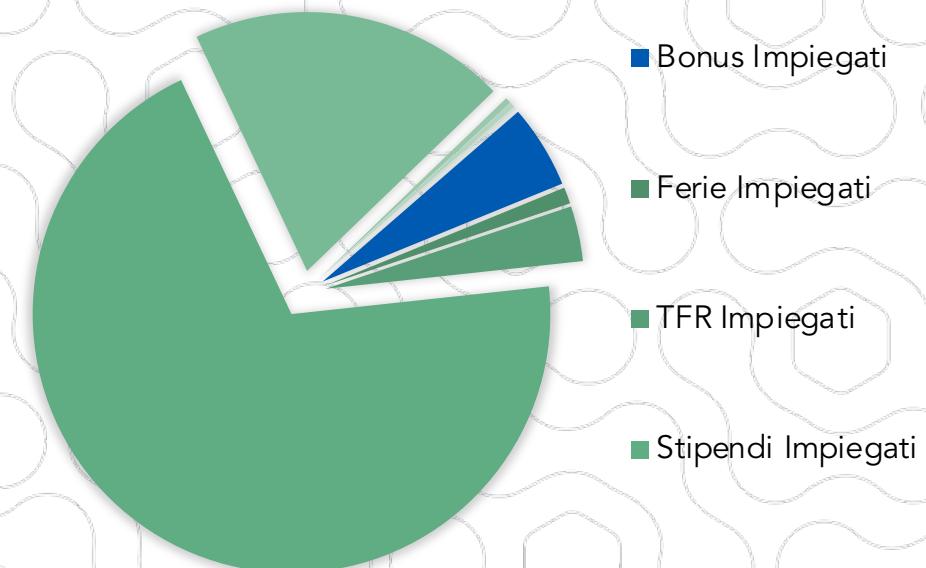


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Δ Personale e Costi

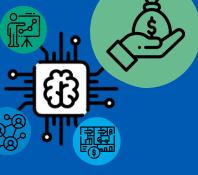


Composizione Costi personale 2021

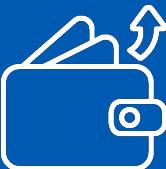


Descrizione	31/12/2021	31/12/2020	Delta
<u>BONUS IMPIEGATI</u>	803.165	0	803.165
<u>FERIE IMPIEGATI</u>	158.122	151.041	7.081
<u>TRATTAMENTO FINE RAPPORTO IMPIEGATI</u>	530.626	479.230	51.396
<u>STIPENDI IMPIEGATI</u>	10.745.114	8.133.371	2.611.743
<u>CONTRIBUTI PREVIDENZIALI</u>	3.054.751	2.387.202	667.549
<u>CONTRIBUTI INAIL IMPIEGATI</u>	57.698	38.182	19.516
<u>CONTRIBUTI ASSISTENZA INTEGRATIVA</u>	47.536	37.647	9.890
<u>CONTRIBUTI FONDI PENSIONE INTEGRATIVI</u>	20.568	16.903	3.665

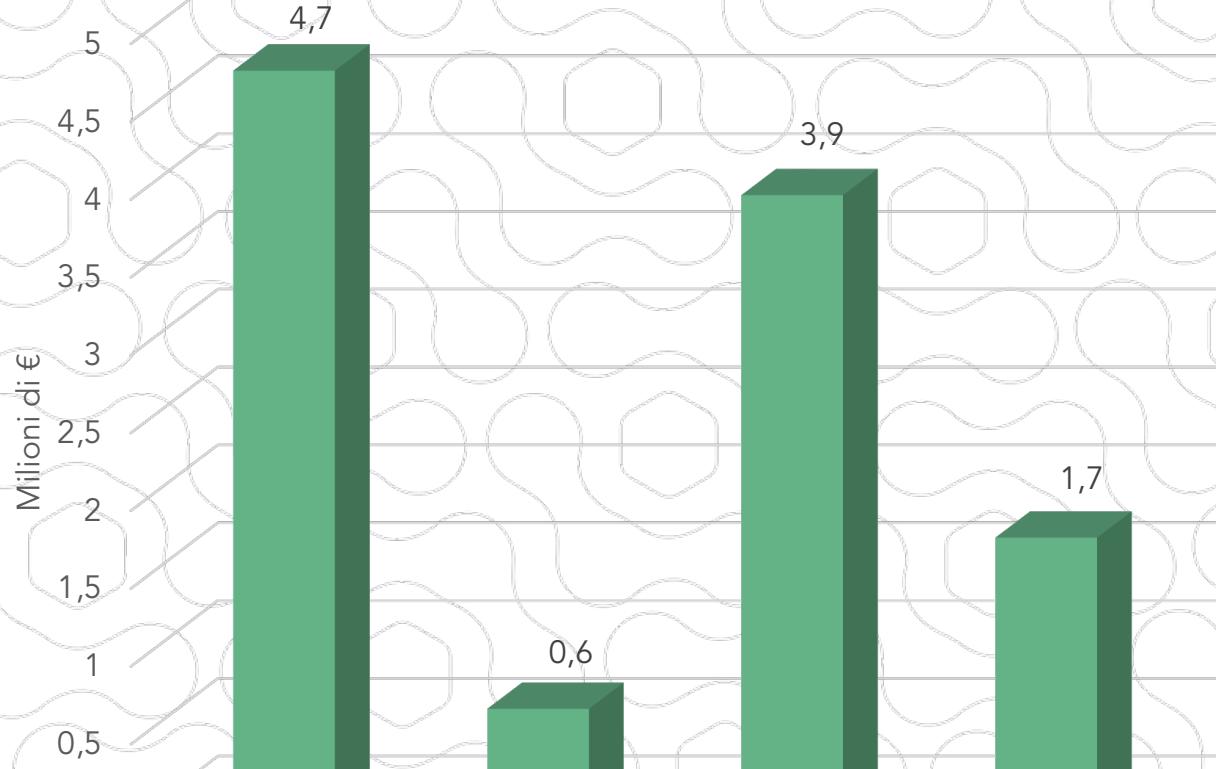




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Costi Fissi

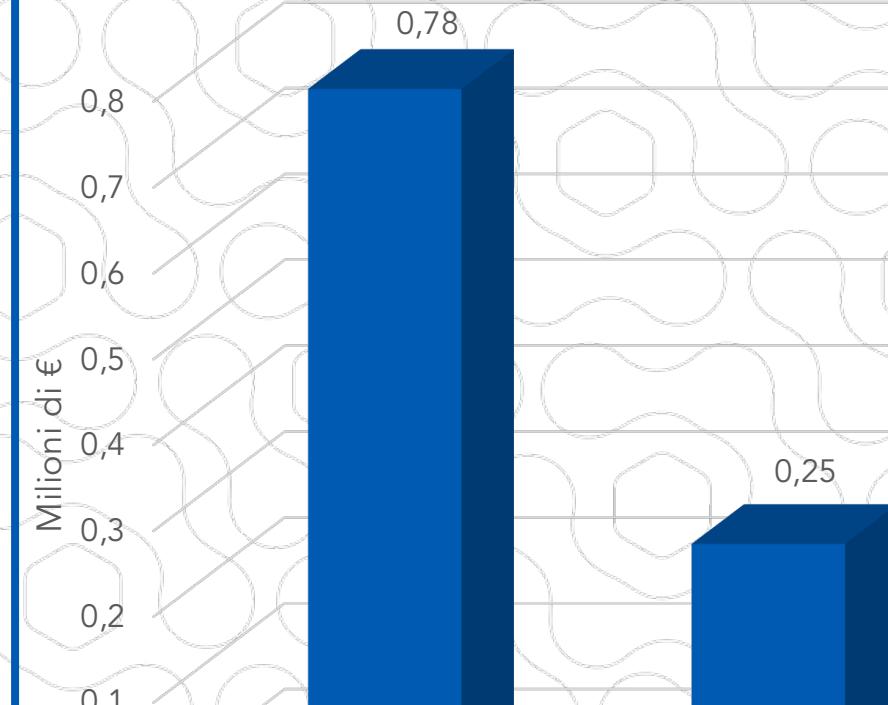


Totale
11,9 milioni di €

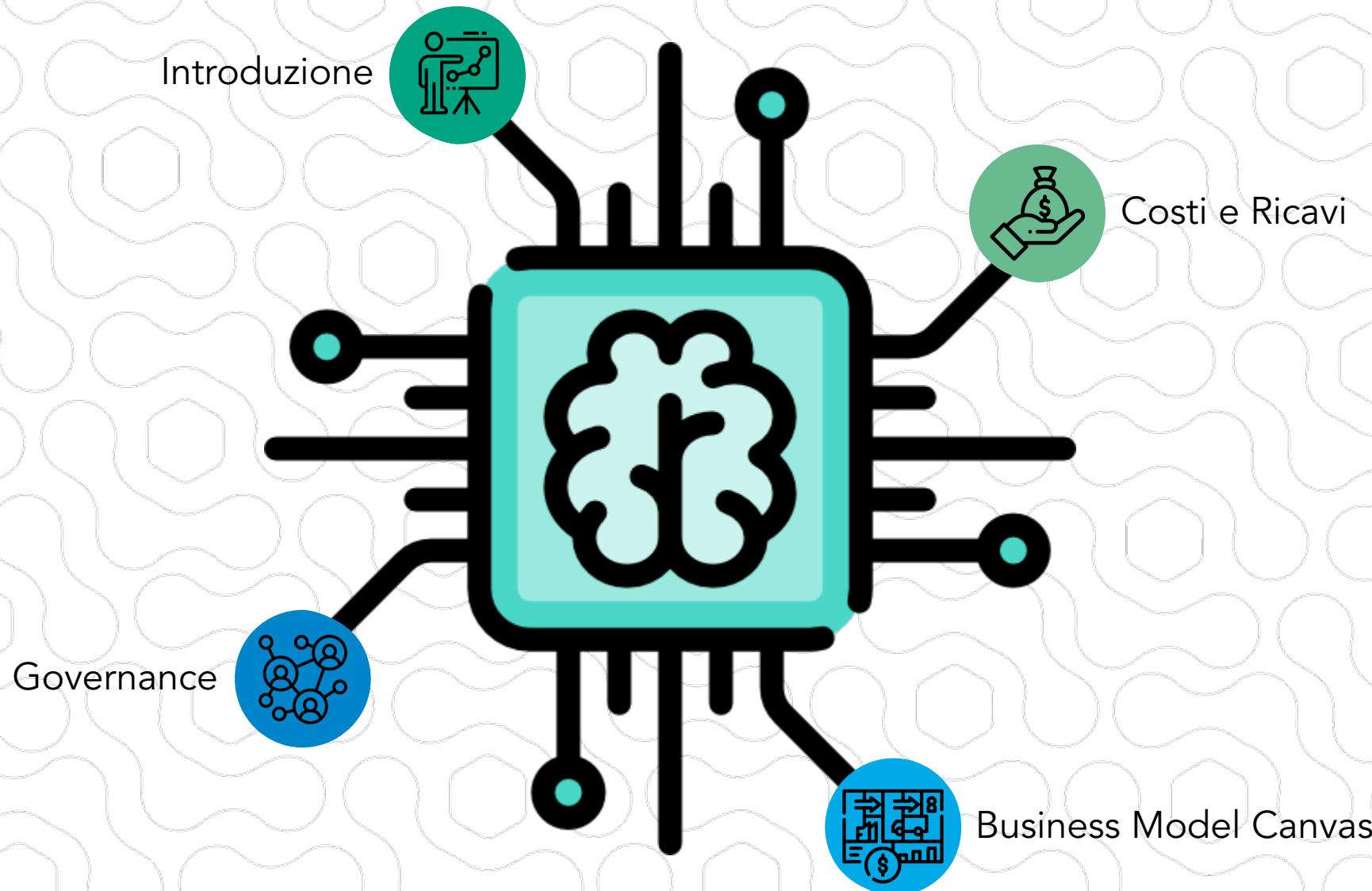
Costi Variabili

Cost Driver

Numero di settori con progetti attivi



Totale
1,03 milioni di €







Grazie per l'attenzione

B I B L I O G R A F I A



Canale YouTube Expert.ai



Fascicolo di bilancio



Codice Etico



AIDA



Sito Web Expert.ai



Titolo EXAI.MI



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Pagina Wikipedia Expert.ai



Scopus

Palette dei Colori



Icone

