



# Expleo Ireland

Webinar – 3rd October 2024

 THE INNOVATION  
EXCHANGE + ( expleo )

## Expleo Group

employing  
**20,000+**  
technology loving  
game-changers in  
30 countries

**€1.4B**  
2023 Revenue

## Ireland

employing  
**1,000+**  
Delivering change  
across the software  
lifecycle.

**60+**  
Clients in Ireland

- BFSI
- Government
- Telco
- Retail
- Life Sciences
- Energy & Utilities
- Transport
- Manufacturing
- Media

# WHAT WE DO

Driving Business Transformation Through Technology

## TRANSFORMATION SOLUTIONS

- Strategy Advisory & Execution
- Change Leadership
- Product / Vendor Analysis and Procurement
- Business Optimisation
- Innovation Strategy & Execution
- Portfolio Management (Lean/Waterfall)
- Programme Assurance & Execution
- Customer Experience

## TECHNOLOGY SOLUTIONS

- Application & Mobile development
- Serverless computing
- Product Development
- Business Process Automation
- Design Thinking & Accelerators (GTM)
- UI/UX

## DATA SOLUTIONS

- Data & Analytics Strategy
- Data Management & Governance
- Data Integration, Engineering & Platforms

## QUALITY SOLUTIONS

- Programme & Quality Assurance
- Continuous Quality
- Intelligent Automation
- Quality Engineering, Performance & Security
- Environment Management



Expleo Ireland – We Work with the Best

 LLOYDS BANK	 AIB	 BNY MELLON	 Deutsche Bank	 INTERNATIONAL FINANCIAL DATA SERVICES	 HSBC
 Banc Ceannais na hÉireann Central Bank of Ireland Eurosystem	 NORTHERN TRUST	 Bank of Ireland	 citi	 STATE STREET For Everything You Invest In™	 Liberty Insurance.
	 NBI National Broadband Ireland	 Department of Agriculture, Food and the Marine	 An Roinn Dlí agus Cirt Department of Justice	 waystone	
 UISCE ÉIREANN : IRISH WATER	 Gas Networks Ireland	 EIRGRID GROUP		 Revenue Cáin agus Custaim na hÉireann Irish Tax and Customs	 MEDIAHUIS
 uniphar group	 Marsh	 ATHORA	 APEX	 PRIMARK	
 Aer Lingus	 AERCAP	 Bord Gáis Energy		 enÉrgia Switched on	

## Expleo Ireland – Who is here Today



**Brian Kennedy**

Director, Digital & Innovation



**John O'Connell**

Director, Software Engineering, Cloud & Data



**David McGrath**

Director, Management Consulting



**Ciaran Kehoe**

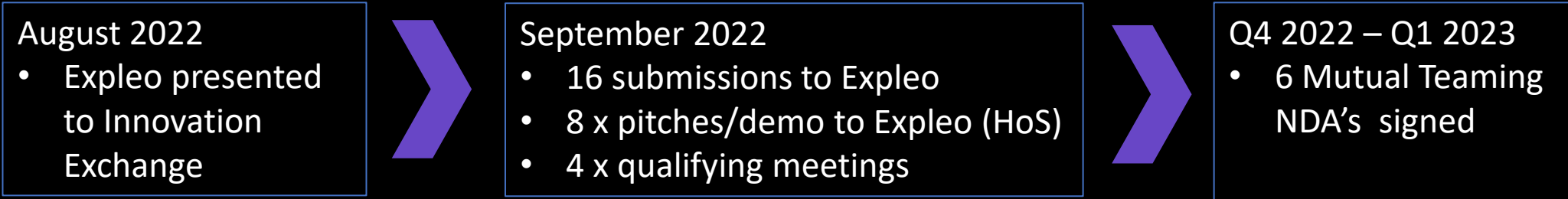
Director, Delivery



**Julia Senecal**

Innovation & Business Consultant

**Unlock New Growth  
Partner with us!**



**August 2022**

- Expleo presented to Innovation Exchange

**September 2022**

- 16 submissions to Expleo
- 8 x pitches/demo to Expleo (HoS)
- 4 x qualifying meetings

**Q4 2022 – Q1 2023**

- 6 Mutual Teaming NDA's signed

**Partnerships – To Date**



**Expleo Academy Partnership:** Data Analytics & Generative AI course running since February 2024 on our public schedule.



**E-Mobility Partnership:** Silver Atena, a member of Expleo engaged. Working to engage with ESB re their Net Zero strategy



**Accessibility & Inclusion Partnership:** SPACES project, co-funded by the European Space Agency (ESA).



**Matt McCann** (He/Him) · 1st

Dreaming of an accessible world | Public speaker on diversity & inclusion | TEDx Speaker | Co Founder & CEO Access Earth



Access Earth

833 followers

4w · 🌐

+ Follow ...

Welcome to the **SPACES** Project!

## Smart Parking Accessible Compliance Enhancement System

We are excited to announce the launch of the SPACES project, a groundbreaking initiative aimed at improving [#Accessibility](#) for disabled drivers, passengers, and Blue Badge holders across Ireland. This project is led by [Access Earth](#) in partnership with [Dún Laoghaire Rathdown County Council](#), [Des Houlihan](#) and [Ronan Herron](#) and invaluable support from our technical partners at [Expleo Group](#), [Brian Kennedy](#) and [John O'Connell](#). Their combined expertise and enthusiasm have been instrumental in bringing this project to life.

Co-funded by the [European Space Agency - ESA](#) the SPACES project leverages cutting-edge Earth Observation (EO) technology and Satellite Navigation (SatNav) to create innovative solutions to enhance accessibility and inclusivity within our communities. By integrating these advanced technologies, we are working to make our cities more equitable for everyone.

At the heart of the SPACES project is a technical solution designed to validate accessible and disability parking spaces, ensuring they are occupied only by people displaying a valid, up-to-date Blue Badge. Too often, accessible spaces are unavailable to those who need them most. By addressing this issue, we aim to create a fairer and more accessible society where transportation and parking are truly inclusive.

## Expleo Ireland – The Ask

”We are looking for Strategic Partnerships and more specifically Professional Services Partnerships, where we can provide our professional services, business transformation & delivery expertise to your *ready-to-go* products or services.”

As a **reliable partner** for your bold ambitions, we support you on your scaling journey and offer a partnership model that is based on win wins, is in both of our best interests and adaptable to both our needs.

## Innovation Exchange – The Questions

- Have you got a ready to go product/service?
- Do you lose or forego opportunities because of inability to quickly scale or deliver at scale?
- Can you think of any of these as a win-win opportunity for both of us.....

- What we bring to the table
  - Creditability & Skill
  - Proved expertise to deliver Global Programs
- Not eating your lunch...
  - NDA’s, trust, win-win’s
- Speed of execution
  - No time wasting, action & opportunity focus



## Expleo Ireland – Next Steps

- 1) IF interested in Partnership and you have an opportunity in mind
  - Fill out [form](#) (2 questions ) and we will be in touch
  
- 1) IF NOT.... but you want to be on Expleo's radar
  - Fill out [form](#) (3 questions), we will add to Partner Database and will be in touch
  
- 2) REGARDLESS – Register & join us at the Expleo's BTI 2024 Event
  - To find out more and register: [Expleo | BTI 2024 Launch Event](#)



Is Ireland ready for what comes next?

The CHQ, Dublin  
08 October 2024 | 17:00-20:30

**REGISTER NOW** →

**BTI**  
2024  
IRELAND

The banner features a vibrant purple and blue geometric design with overlapping squares and triangles. The text is white and positioned on the left side of the banner.

**Q & A**

**( expleo )**

# Follow-Ups to Partnership - Engagement Model

