



Conselho Empresarial
BRASIL-JAPÃO
JAPAN-BRAZIL
Business Council

24ª REUNIÃO PLENÁRIA DO CONSELHO EMPRESARIAL BRASIL-JAPÃO
5 e 6 de julho de 2023



stefanini
GROUP

**Cooperação Tecnológica, Digitalização e
Indústria 4.0**

Stefanini @ a Glance

Employees Around the World

INDUSTRIES

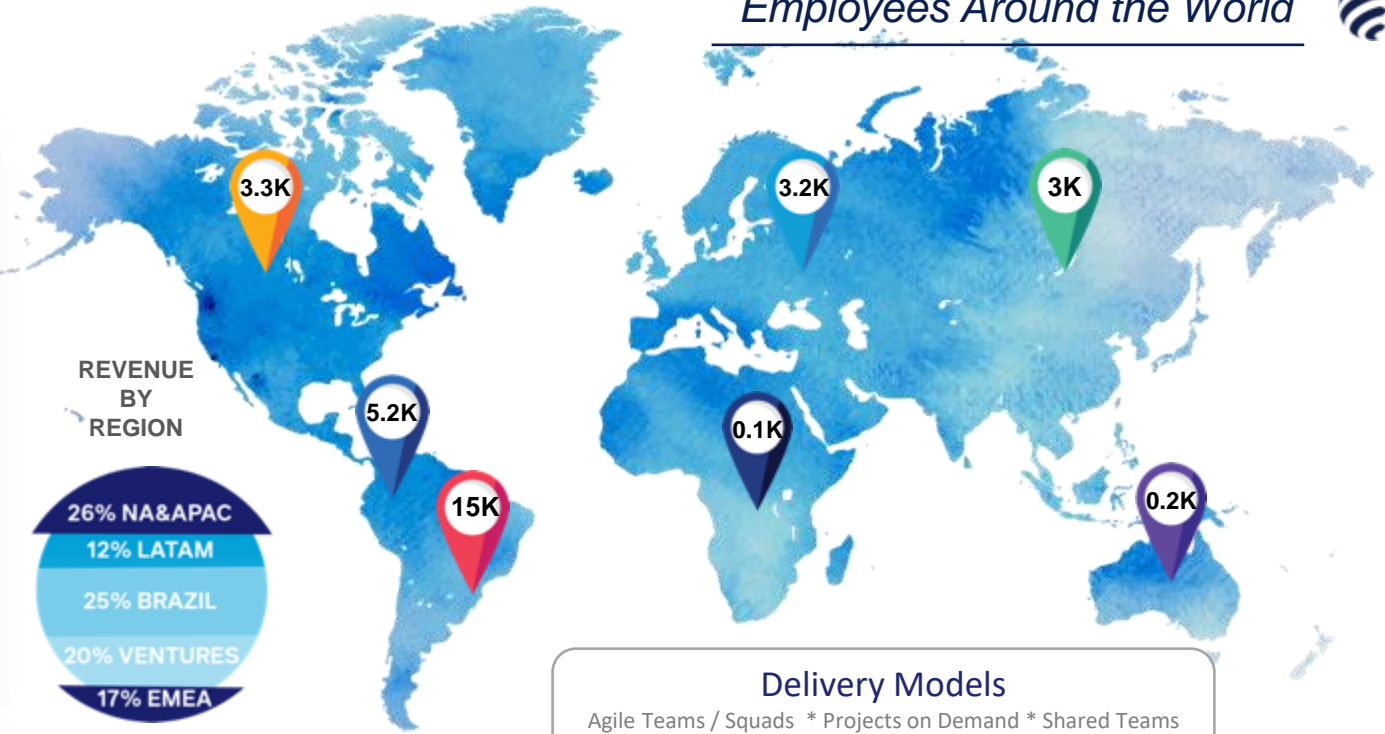
- Banking, Financial Services & Insurance
- Payments
- Energy & Utilities
- Life Sciences & Health Care
- Energy & Utilities
- Communication
- Media & Technology
- Consumer Goods
- Manufacturing & Automotive
- Retail

TRANSFORMATION JOURNEY

- Design & Transform
- Dev & Evolve
- Hacking The Value

CORE SOLUTIONS

- Artificial Intelligence
- Automation
- Agile Squads
- Next Gen Applications
- Analytics
- Cloud Services
- Digital Workplace, Workforce & Infrastructure
- Enterprise Services
- Digital Marketing
- Cyber Security
- Innovation as a Service



Delivery Models

Agile Teams / Squads * Projects on Demand * Shared Teams
Dedicated Teams * Onshore, Offshore & Nearshore

| | | | | |
|------------------------|--|--|--|--|
| Global Delivery Center | Digital Studio | Infrastructure Delivery Center & ADC – Application Delivery Center | | |
| | <ul style="list-style-type: none"> • Brazil • USA • Romania • Colombia • Mexico • Peru | <ul style="list-style-type: none"> Europe • Belgium • Romania • Poland | <ul style="list-style-type: none"> NA & APAC • United States • India • Philippines • China • Australia | <ul style="list-style-type: none"> LATAM • Peru • Brazil • Mexico • Columbia • Argentina |

Key Stats

US\$ 1.08 B
Revenue 2021

Headquarters SP – Brazil
Regional HQ: Mexico City - MX
Southfield – US and Brussels - BE

1,010 Active Clients
62% Global / Regional Clients

97% Client Satisfaction
11.7 avg years Client Relationship

Client Profile: 69% multinational –
67% revenue above US \$ 1,3 Bn

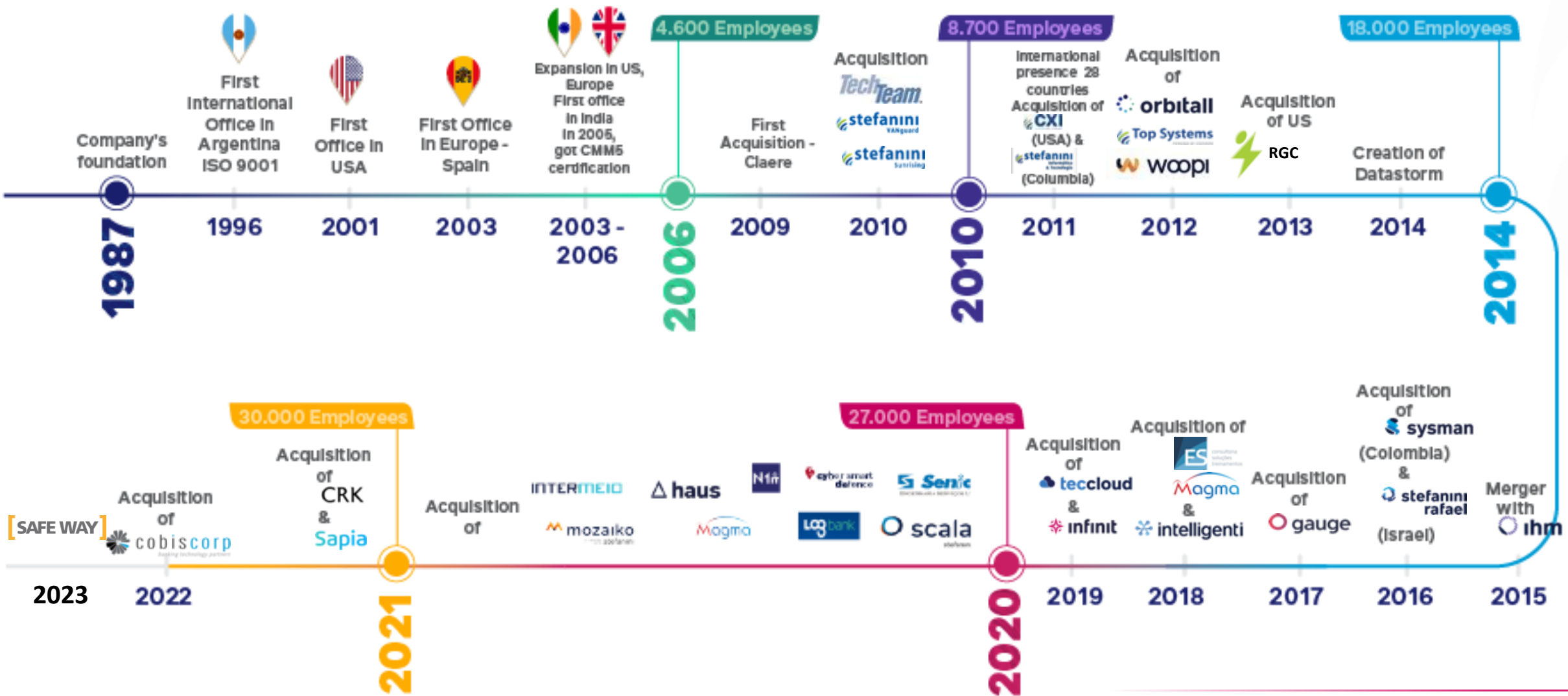
Recognized in 91 reports by:



41 COUNTRIES | **33K** PEOPLE | **44** LANGUAGES | **2,500** CITIES

Profitable and growing YoY since our inception in 1987

OUR HISTORY : A SNAPSHOT OF GROWTH



A close-up photograph of a colony of red ants. The ants are clustered together on a blue, textured surface, possibly a piece of fabric or a nest. They are moving in various directions, some facing towards the camera and others away. The background is a soft, out-of-focus green. The overall scene conveys a sense of organized activity and teamwork.

Technological Cooperation, Digitization and Industry 4.0

- Collaboration between business and government plays a crucial role in a country's economic and industrial development. In the current context, technology plays an increasingly important role in improving industrial productivity. In this sense, exploring opportunities for technological cooperation between companies and governments can boost innovation, efficiency and competitiveness in the industrial sector.
- Here we can analyze and explore the potential of this cooperation and discuss how it can be harnessed to increase industrial productivity in general.

Benefits of Technological Cooperation between Companies and Governments

- Technological innovation
- Access to Financial Resources
- Knowledge Sharing
- Infrastructure Development



Strategies for Exploring Opportunities for Technological Cooperation

- Incentive Policies
- Public-Private Partnerships (PPPs)
- Training Programs



Case Studies





Germany

- A notable example of technological cooperation between companies and governments is the "Industry 4.0" program in Germany. This program was launched with the aim of promoting digitization and automation in the industry. It involves collaboration between companies, research institutions and government agencies.
- The "Industry 4.0" program aims to improve the efficiency, flexibility and productivity of industrial operations through the integration of advanced technologies such as the internet of things, artificial intelligence, additive manufacturing and data analytics. Through this cooperation, Germany has strengthened its position as a global leader in advanced manufacturing, benefiting both companies and the economy as a whole.

U.S

In the United States, the "Manufacturing USA" program is an example of technological cooperation between companies, universities and government agencies. This program was established with the aim of strengthening industrial competitiveness through innovation and collaboration.

"Manufacturing USA" created a network of research and innovation institutes focused on strategic areas such as advanced manufacturing, robotics, advanced materials and energy. These institutes collaborate with businesses, universities, and governments to develop innovative technologies, promote knowledge transfer, and boost industrial productivity in the United States.





Conclusion

- Technological cooperation between companies and governments offers a number of opportunities to increase industrial productivity in general. By collaborating, companies can access financial resources, knowledge and infrastructure, while governments can promote innovation and economic development.
- Through strategies such as incentive policies, public-private partnerships, training programs and creation of innovation ecosystems, it is possible to explore and take advantage of these opportunities. By doing so, companies and governments can boost industrial productivity, strengthening competitiveness and spurring economic growth. Collaboration between business and government is essential to meet the challenges and seize the opportunities of the globalized, knowledge-based economy.

But our purpose here today is to create cooperation between Companies, Governments and Countries and, in this context, an alliance between Brazil and Japan would be perfect

LET'S TAKE THIS PARTNERSHIP FURTHER

THANK YOU

Ailtom Nascimento
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