



Webellian

DIGITAL AND TECHNOLOGY

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Hello and welcome to Webellian. More than ever, building authentic relationships with an IT partner is decisive. Therefore, as your partner, we make sure that we are constantly attentive to your needs and that we are quick to adapt to the changing circumstances of your business and industry. We help you face today's challenges and tomorrow's uncertainties by building long-term partnerships and sustainable solutions.

With our passion for innovation, technology, and excellence, we empower you to move confidently forward on your digital transformation journey.

Facing challenges together



Digital trends in the automotive industry

Unprecedented changes

The digital future brings unprecedented changes to all the players in the **automotive industry**. Autonomous and electric vehicles replacing ICE vehicles, car sharing replacing car ownership, falling margins and rising investments, the connected and updatable cars of the future are making the future of car manufactures difficult. All the actors in the automotive industry are being challenged.

- **50%** of automotive executives say that to succeed or even survive, their organizations need to reinvent themselves digitally. Companies that invest in digital technologies have cloud computing at the top of their list, with **17%** of their digital investments in 2019, followed by AI (12.7%) and IoT (13.9%).¹
- For OEM, managing vehicle-to-cloud connections at scale, and with **1 zettabyte** of data generated by the automotive industry in 2030, cloud computing and data analytics will become crucial.²
- **82%** of automotive manufactures are not digitally connected with their external partners, missing the opportunity to collaborate in real-time with their suppliers and customers.³
- Automotive suppliers have to adapt to changes in the auto industry's workforce as **50%** of the workforce will require new skills in different technological fields such as cloud computing, data analytics, and machine learning.⁴

(1) Automotive 2030 - Racing toward a digital future, IBM, 2019.

(2) Intelligent Connected Mobility Is Reaching an Inflection Point—A Data-centric Future Requires a Platform Approach, Frost & Sullivan, 2019.

(3) Global Digital Operations Study, PwC, 2018.

(4) Digital Automotive Report, PwC, 2019.





Digital trends in the retail industry

Profound transformation

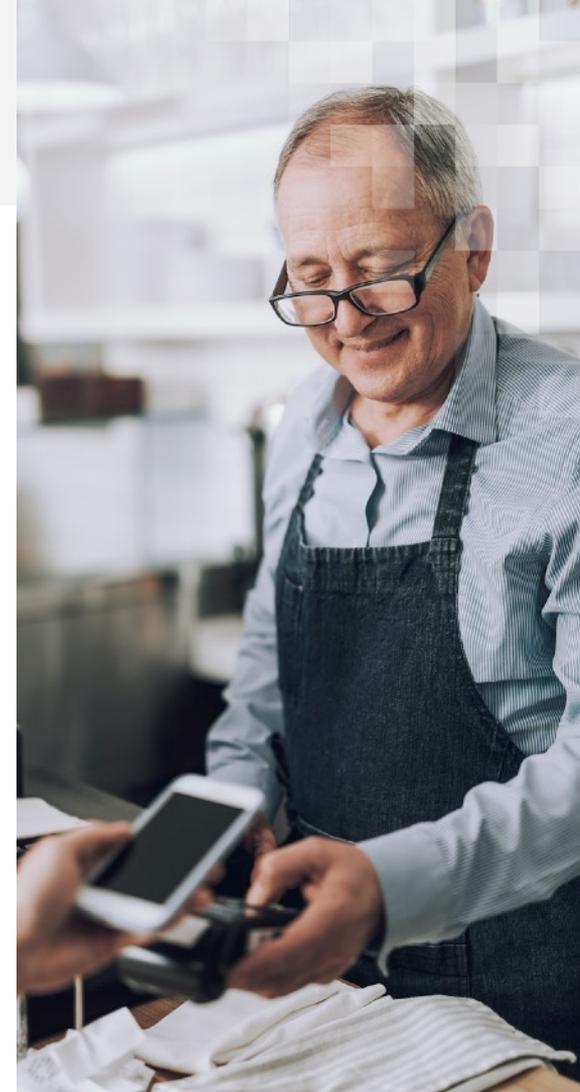
The **retail industry** is going through profound changes in existing business models caused by the acceleration of societal, economic, and market trends. These underlying trends, which were in motion before the crisis, are now accelerated. And one of these trends is digital transformation through e-commerce, e-marketing, e-integration, e-analytics, e-collaboration, e-services, e-everything, in essence, through a full-blown **Digital Experience Platform (DXP)**.

- **70%** of retail and consumer goods CEOs see data and analytics technologies as generating the greatest return.¹
- **>75%** of companies in the retail industry plan to accelerate digital transformations in view of the impacts of the COVID-19 pandemic.²
- As we emerge from the crisis, COVID-19 will continue to boost eCommerce as consumers will stay with the online channel. **Food & Grocery** and **Electronics** are the categories with the strongest additional online share due to changed buying behavior. **Home & Furniture** and **Health & Beauty** categories are also strongly impacted.³

(1) Redefining business success in a changing world: Retail and consumer industry key findings, PwC, 2018.

(2) COVID -19 BCG Perspectives: Facts, scenarios, and actions for leaders, BCG, 1 May 2020.

(3) How retailers can manage and recover from COVID-19, PwC, April 2020.





Digital trends in the media industry

Reinventing business

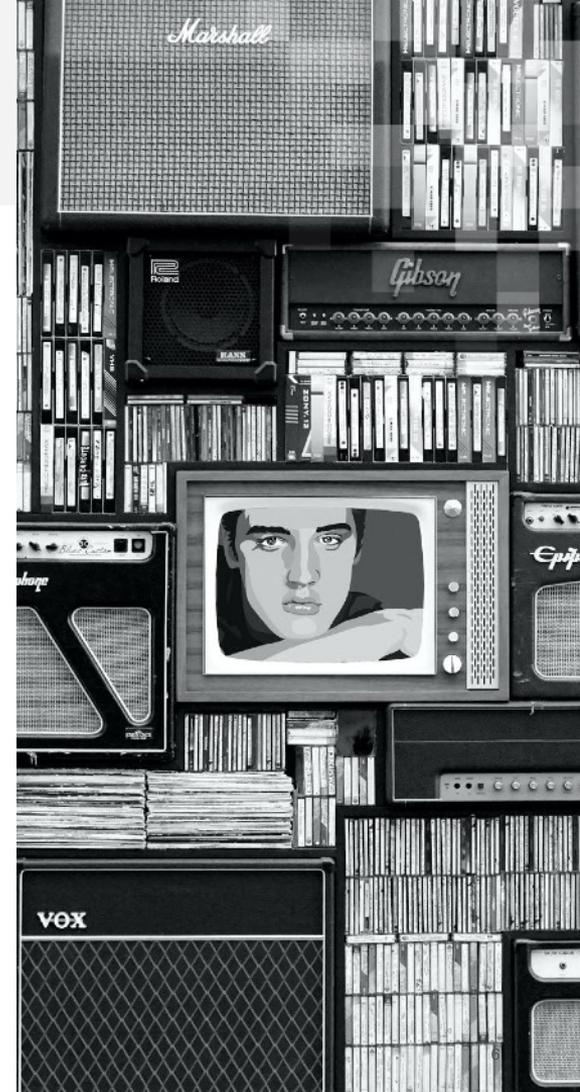
The **media industry**, especially traditional media, is challenged by new trends in media consumption to reinvent itself. New media players make extensive use of **digital technology** catering to a digitally savvy audience. Incumbent businesses need to profoundly change their existing **business models** and adopt digital technologies to unlock new ways to identify and plan content, to improve reader and viewer experience, and to deepen the network of their ecosystem to improve content redistribution. They use digital innovations such as virtual and augmented reality, chatbots, blockchain, artificial intelligence, IoT, and 5G to scale their business.

- Industry executives already recognize this importance, with more than **85%** of those we surveyed believing that digital technologies will enable cost transformation in technology and marketing functions.¹
- **34%** of media and entertainment executives say their companies will cease to exist without reinvention and **28%** of executives admit they don't know what actions to prioritize in the transformation of their business.²
- **ITV**, the largest commercial British television broadcaster states that “key to the strategy is delivering digital transformation in Broadcast using data, tech and analytics effectively” and looks to “[...] deliver digital transformation right across the business.”³

(1) FUEL THE CORE OF YOUR MEDIA & ENTERTAINMENT BUSINESS, Accenture, 2019.

(2) How are media and entertainment businesses reinventing in an age of transformation?, EY, 2019.

(3) Accelerating ITV's digital transformation, ITV, 2019.





Stability in the midst of change

Strengthen - Set up - Secure

There is widespread recognition that digital technology will play a predominant role in alleviating significant operational and business risks, in modernizing business models, and in pursuing new opportunities for value creation and innovation. Digital technology is one of the main pillars in Digital Transformation.

To keep up with the pace of disruption, we act as partners alongside our clients and focus on building modern and innovative solutions.

1 Strengthen your core

We solidify **your IT ecosystem** using cloud computing, data science, business intelligence, and e-commerce and enterprise solutions.

2 Set up your new services

We design and implement **your products and services** using innovative technologies such as machine learning, blockchain, and IoT.

3 Secure your business

We provide teams operating, supporting, and maintaining **your cloud application and infrastructure**, 24/7.



We help you in your **Digital Transformation** journey, placing technology at the heart of the business.

We select the most adequate building blocks for your **enterprise solution**. We deploy and configure each component to meet your business requirements, and build the necessary glue to connect the blocks together to allow **data** to be shared easily and **processes** to be executed seamlessly.





Let's get specific

A roadmap for success

From the idea to execution, we provide one-stop-shop solutions.

1. Pre-delivery services

- Discovery Workshops
- Requirement Elaboration
- Architecture, Ecosystem, and Data Assessment
- Industry and Business Analysis
- Strategy and Roadmap definition
- Project and Release Plan
- Technical integration Plan
- Proof-of-concepts

2. Delivery services

- Minimal Viable Product
- Requirement Validation
- Customer feedback
- Solution Implementation
- Agile PM and Development
- UX/UI Design
- Quality Assurance
- SIT and UAT testing

3. Post-delivery services

- Warranty Support
- Support and Maintenance 24/7
- Continuous Improvement
- Change Management
- Trainings

At your service



Your Digital Advisor

Becoming a digital company

In your endeavor to *digitally* transform your business, two seemingly contradictory considerations are at the heart of the development and execution of **digital transformation** initiatives. On the one hand, the transformation needs to **place technology at the heart of the business**. And, on the other hand, the transformation, in which culture, environment, customers play a significant role, needs to **go beyond technology**. The expertise is in combining these two considerations in coherent roadmap. As a **Digital Advisor**, we assist you on your journey to become a digital company, a company for which technology, user experience, and integration with its ecosystem are at the foundation of a strong business model.

Depending on your level of maturity, we will engage in your digital transformation at different stages. From building the digital transformation awareness to implementing projects, we are at your side.

AWARENESS

10-15 days

- Industry trends
- Ecosystem discovery
- Business goal definition



ROADMAP

15-25 days

- Roadmap workshops
- Recommendations
- Proof-of-concept



PROJECTS

Custom estimate

- Lighthouse projects
- Development of production-ready solution
- Integration with ecosystem

Read more about Digital Transformation here: <https://www.linkedin.com/pulse/digital-transformation-layer-cake-laurent-uhres/>

A transformation impacting all areas

Marketing

- Personalize content to individual customers
- Track actions and behavior of consumers at an individual level
- Smart product recommendation

New Product Management

- Drive customer engagement at each touchpoint
- Behavioural insights from your products for continuous improvement

Business operations

- Process automation to reduce costs and increase efficiency
- Data analytics to monitor and positively impact your daily operations

Business strategy

- Use data to formulate compelling and effective corporate strategies.



Your Cloud Architects

Virtualize your operations and products

Are you struggling to manage your application and data on your infrastructure?

We design, implement, and manage your application and cloud infrastructure. In particular, we:

- Design and implement your business application for and in the cloud;
- Shift and lift your existing business application to the cloud;
- Deploy advanced, secure, scalable, and highly available architecture to support your business applications;
- Enable you to benefit from all the flexibility of a pay-per-use model;;
- Continuously leverage available Cloud Computing resources to convey cost-effectiveness, high availability, and rapid elasticity;
- Design, implement, and fully manage Cloud solutions that thoroughly leverage the dynamic provisioning of resources;
- Support the automation, streamlining, and maintenance of your infrastructure.

Executive Checklist

- Are the costs of your cloud infrastructure optimized?
- Are you using all the available cloud computing services to build the best services?
- Are your business applications optimized for cloud?
- Do you need to move your existing applications to the cloud?

Stay one step ahead

- Use cloud computing to optimize performance and internal processes.
- Use digital APIs to support integration of your partners through management and business systems.
- Online sales strategies, based on the collection of Big Data, and as a result, utilizing advanced targeting and pricing.
- Adding AI and Machine Learning for real time and predictive analytics capabilities (see our AI partnership program).
- Instantly deploy innovative products in new domains to your customers .
- Integrate data from new sources such as IoT devices.
- Use the cloud for disaster recovery.

Microsoft
Partner





Your Business Intelligence Experts

Becoming a data-driven company

Are you fully using data to drive your business?

We build the adequate big data solutions and data analytics to allow you to meet your strategic and operational goals. In particular, we help you to

- Gather insights from your customers to generate offers in real-time;
- Collect data from your sales to report on continuously changing markets;
- Pulling data from your operations to track the performance of your company, monitoring KPIs from finance, R&D, HR, manufacturing, or logistics;
- Use data to accelerate your business strategy.

We provide the range of technical expertise needed to implement BI tools, such as Microsoft Power BI, Tableau, Qlik, Teradata and SAP BusinessObjects.

Executive Checklist

- Are you using BI to uncover high-value customers and marketing opportunities?
- Are you aggregating data to generate coherent financial and operational reports?
- Are you using data to accelerate and improve critical decision-making?
- Do you want a better understanding of how customers are interacting with your products?

Gain insights

- Create the ability to quickly view real-time information related to pricing, buying patterns, demographics, products, regions.
- Use analytics and visualization tools to support your analysts to analyze and act upon massive amounts of data from various sources.
- Improve management of corporate governance, risk, regulatory compliance, and audit processes.
- Optimize marketing spend and increase campaign effectiveness
- Through data analytics, prevent fraud and increase customer satisfaction.
- Consolidate financial data from multiple sources to build real-time financial reports
- Arm financial analysts with powerful analytical tools to create what-if models that predict future financial



Embark on your AI journey, for free

Insights - Predictions - Decision making

Artificial Intelligence (AI) is finding its way into all sorts of applications with the power to transform entire industries. However, for many, the use of AI in everyday business environments remains unclear.

We appreciate the importance of close cooperation with partners to build compelling proofs-of-concept of industry-specific AI applications. Consequently, we designed our **AI exploration program** to kickstart the collaboration with you.

Our program is the first step on a journey to deploy AI within your organization. **And this step is free.** As soon as we have agreed on the modalities to access the partner's data, our in-house AI team will choose and train algorithms to extract untapped insights from the data. At the end of our exploration, we share our findings and provide advice on the steps to deploy AI within your organization's particular domains.

Executive Checklist

- Do you want to find new insights from your data to improve and predict your business?
- Do you want to deploy AI/ML in your products to provide enhanced features?
- Do you want to enhance customer recommendations?

Join our AI Exploration Program

With our program, you take the first confident step on your journey to bolster your business through AI technology.

Our AI Exploration Program intends to attract industry partners open to explore the use of AI and take a leap of faith to examine the application of AI using real data and to showcase the gained insights.



Artificial Intelligence

Explore - Experiment - Enable

Are you ready to explore, experiment, and enable AI solutions within your organization to create competitive advantages?

Our AI services include:

- Exploratory data analysis, free of charge
- Implement scalable cloud-based AI solution tailored to your needs and budget
- Handle the AI/ML pipeline end-to-end from design to deployment and support
- Provide business intelligence reports of how AI is improving your business

Technologies: Google Cloud, AWS, Microsoft Azure, R, Python, TensorFlow, Keras, GANs, Hadoop, Spark

EXPLORE

5-10 days

- Business goal definition
- Data exploration & selection
- Ecosystem discovery



EXPERIMENT

15-25 days

- Multiple algorithms trials
- Iterative evaluations
- Generate PoC



ENABLE

Custom estimate

- Recommendations
- Development of production-ready solution
- Integration with ecosystem

From exploration to implementation, we build the AI solution specific to your business and industry.

Join our free exploration program!





Agile Outsourcing

Flexibility - Cost efficiency - Innovation

We specialize in **bringing together the best-fitted teams** to implement your projects on time and budget, like clockwork. From building your digital presence to automating repetitive and tedious tasks, from building bespoke applications to providing support and maintenance of your platform and services, we will support you with our expertise in a broad range of technologies and solutions, and in agile organisations.

By outsourcing your software development,

- You reduce the amount of in-house resources, thus saving money on overhead;
- You remove the necessity to go through a long and challenging recruitment process;
- You keep up with innovation, relying on a strong partner that brings original ideas and specialists who will successfully implement them.

Transparency and trust are the heart of our outsourcing model. We build relationships based on time & material budgets or fixed-priced budgets. We set up resource centers for you and manage the team on your behalf.

Executive Checklist

- Do you need to increase efficiency of your in-house development team?
- Do you need to implement new technology but lack the qualified team?
- Do you want to focus on your core business and rely on an experienced IT partner?
- Do you want to reduce your labor costs and get your IT costs under control?

Why outsource?

- Reduce and control costs of your IT projects.
- Agility to build and scale teams to your needs.
- Free internal resources to refocus on matters core to your industry.
- Regain control of your IT projects.
- Bring back the creativity and ingenuity missing in the development of your projects.
- Access to the latest and greatest in technology.

And why Poland?

- The quality of Polish IT services originates in highly-rated university programs in computer science and IT.
- English language skills and favorable economic factors are driving companies to Poland as a top IT outsourcing destination in the world.



Network-as-a-service by NetFoundry

Connectivity - Security - Performance

With the ever-increasing need for dedicated secure networks, existing solutions like VPN becomes obsolete. We can bring together the technology, expertise, and delivery capabilities to deploy secure private networks on top of public infrastructure.

With NetFoundry's NaaS solution we can provide:

- **NETWORKING:** software-defined networking over the Internet
- **CONNECTIVITY:** optimized cloud connectivity
- **PERFORMANCE:** high performance, improvement by 200% - 1000% over traditional MPLS-VPN
- **SECURITY:** layered, military-grade Zero Trust Security and Secure Remote Access

“By 2023, 60% of enterprises will phase out most of their remote access virtual private networks (VPNs) in favor of Zero Trust Network Access.” Gartner Paper: Market Guide for Zero Trust Network Access

Executive Checklist

- Do you need to increase security of your data and applications?
- Do you need to grant secure access to all your applications from any place?
- Do you want to improve performance of your clouds connectivity?
- Do you want to connect your on premise and public cloud infrastructure in a secure manner?

For what usages?

Remote work

- Increased user experience and productivity
- Increase innovation and reduce time-to-market
- Lower costs with more control
- Reduced risk from cyber attacks

Higher security requirements

- SASE Aligned solution & Zero Trust
- 3rd Party Access Control
- 70% reduction in Firewall Policies

Cloud: hybrid - multi or SaaS

- Azure ready / Multi-Cloud ready
- Internet optimized cloud connectivity
- On demand software OpEx consumption

IoT Remote Access

- Immediate performant solution for business continuity and remote access based on zero trust from anywhere, anytime on demand
- Built cloud-native solution which is highly scalable, secure and cost effective which supports future

Case studies



AWS Lift & Shift

Insurance industry

OVERVIEW

The company is migrating to the cloud more than 300 services in its quote-and-buy application infrastructure and is building all new services as cloud-native. They used AWS to revise their car-insurance ecosystem, enabling customers to get an insurance quote in less than 60 seconds. The goal is to provide seamless customer experience 100% digital with human touch.

BUSINESS CHALLENGES

- Huge resources to migrate
- Many different applications and systems working independently
- Legacy systems
- Tight deadlines
- The highest level of security required
- Ensuring sustainable solutions

GOALS

- **Quicker services**
- **Better scalability**
- **Cost efficiency**
- **Improved customer experience**



Lift-and-shift is a common approach for moving on-premises apps in the cloud. Applications are effectively “lifted” from the existing environments and “shifted” to a new hosting premises, in this case, in the AWS cloud.

Transition process:

Phase 1

- analysis of the client's infrastructure and identifying interdependencies
- clustering



Phase 2

- analysis of the optimization opportunities cluster by cluster



Phase 3

- AWS Network setup
- implementation
- integration



Phase 4

- final validation of the platform

METHODOLOGY



Agility Flexibility



Resource management



Monitoring performance and sustainability



Proven tools and processes



Deep analysis of the requirements

Our client

German multinational financial services company headquartered in Munich.

Core businesses:

Insurance and asset management.

More details:

- Presence in over 70 countries
- Around 147,000 employees
- 85 million customers worldwide

Digital Transformation:

A few years ago our client decided to launch one of the industry's largest IT infrastructure projects that includes data centers, networking and security, to application platforms that span from workplace services to digital interaction.

Cloud was a key element of their Digital Transformation ensuring Maximum Availability, Flexible Capacity, Big Data and real time insights.



Scalable solution to onboard new customers

Fintech industry

OVERVIEW

The company is digitally transforming many areas of the business. The key aspects are digital onboarding, online banking and know your customer guidelines. Our role was to implement **Customer Onboarding Journey** and **Know Your Customer Journeys**, and launch them on many markets.

BUSINESS CHALLENGE

- 60 markets - many variables
- Important process to be digitized and put into scale
- Global solution that could be used to onboard new countries in the quickest way possible.

GOALS

- **Scalable solution**
- **Quick and easy to use**
- Improved **customer experience**
- **Reduced time and effort** to onboard a client

ANALYSIS

- elaborate the requirements
- understand the flow
- recognize differences between countries



RECOMMENDATION

- recommend straightforward and short process
- design a process



IMPLEMENTATION

- implement the process
- create journeys for new market within days

METHODOLOGY



Agility
Flexibility



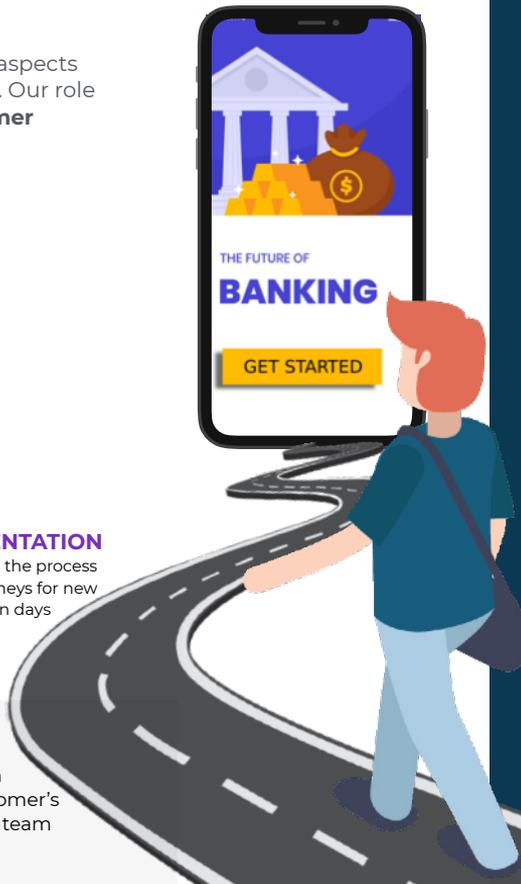
Technology
shortening
digital journey



Monitoring
production
environment



Train
customer's
tech team



Our client

Company's story:

British multinational investment bank and financial services holding company.

Core businesses:

Commercial and private banking.
Wealth Management..

More details:

- Presence in over 65 countries
- Around 235,000 employees
- 54 million customers worldwide

Digital Transformation:

The company decided to invest in innovative digital systems and solutions. They are taking action today to address underperforming parts of the business, to redistribute capital to the growth opportunity, to simplify their business, and slash legacy software costs significantly by 2022.



Business Intelligence

Insurance industry

OVERVIEW

The company is going through global transformation and is unifying systems around the world. All countries will be working on the same unified transactional and reporting systems.

BUSINESS CHALLENGE

- Each country has different system
- Migrate all the data and unify them to the new standards
- Big amount of data
- Reporting system that is build on top of a global database
- To be used by all the countries and also needs to serve as self service

GOALS

- One solution for **14 countries**
- **Global reports**
- **Unified data**
- **Self-service tools**
- **Optimized ETL** (Extract Transform Load) process



ANALYSIS

- understand business needs
- analyze data sources
- check system requirements



DESIGN

- create an architecture
- design a process
- deliver a reporting tool
- optimize the process



IMPLEMENTATION

- test the solution
- implement the solution on databases
- onboard client's team
- support and monitor

METHODOLOGY



Agility
Flexibility



Scrum
framework



Two weeks
sprints



Tools monitoring
workload, velocity
and progress

Our client

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Cloud infrastructure design and setup

Renewable Energy

OVERVIEW

Alledo, the owner the esoleo.pl brand, is a subsidiary of Polsat Cyfrowy and specializes in providing advice, installations and maintenance of new and existing photovoltaic rooftop installations. Green-field project for green energy !

BUSINESS CHALLENGES

- Short time-to-deliver for a new business application
- Enable scalability
- No suitable, existing on-premise environments for hosting new web applications.



GOALS

- **Minimal time-to-market for a new system**
- **Scalability**
- **Cost efficiency**
- **Cloud-based and containerized.**
- **Flawless customer experience**

Scalability and Portability: For many companies entering any market, cost-efficiency and scalability of the solution is the key. With no customers at launch date and thousands expected in a month, you want to make sure the cost of your system is aligned with traffic and demand. We built the system on AWS serverless Fargate EKS for portability and scalability.

Phase 1

- cost-estimations
- analysis of the client's infrastructure and identifying interdependencies



Phase 2

- AWS infrastructure setup
- integration with applications delivered by other suppliers



Phase 3

- cost-optimization (auto scaling)
- performance testing
- performance and security (CloudFront, Load Balancers, SSL)



Phase 4

- final validation of the platform

METHODOLOGY



Agility Flexibility



Resource management



Monitoring performance and sustainability



Proven tools and processes



Deep analysis of the requirements

Our client

Subsidiary of a polish multimedia company that have recently expanded into the green energy business.

Core businesses

Installations of photovoltaic panels and inverters.

Digital Transformation

The customer decided to build a fully online web application for managing customer orders of solar panels, scheduling installation dates, availability of field workers and business intelligence.



Semantic Engine

Publishing - AI - NLP

OVERVIEW

The company has produced two Recommendation Engines with different capabilities. Both were used to increase user engagement and recommend better articles to read. Our goal was to unify the engines, leaving the best parts of both of them. This reduced development, maintenance and hosting costs.

BUSINESS CHALLENGES

- Maintaining production during migration
- Adding NLP capabilities
- Using both AWS and customer managed environment
- Reduction of technical debt
- CI/CD automation and monitoring



GOALS

- **Unified Recommendation Engine**
- **Added cross-reco capabilities**
- **NLP added to Reco Engine**
- **Reduced hosting costs**

Unified Recommendation Engine has gained **NLP improvements** such as named-entity recognition, taxonomy analysis and similarity recommendations.

Phase 1

- analysis of capabilities of both engines
- analysis of traffic and storage requirements



Phase 2

- creation of bridge between both engines
- shutting down non-essential components



Phase 3

- cross-reco proof of concept on unified engine
- migration of semantic engine to managed environment



Phase 4

- processing of articles using Semantic Engine
- monitoring stability and resource usage

METHODOLOGY



Agility
Flexibility



Resource
management



Monitoring
performance and
sustainability



Proven tools
and processes



Deep analysis of
the requirements

Our client

Leading media company in Central and Eastern Europe.

Core businesses

Internet and publishing.

More details

- Around 2000 employees
- Thousands of articles published daily
- Circa 30 million active users monthly



Agile outsourcing

Service industry start-up

OVERVIEW

Due to a successful launch on the French market the company decided to go international and develop further some of the features. They needed support and operational teams to develop and maintain new sub-platforms, but they didn't have enough resources to do it in-house. The decision was made to involve a third party supplier to perform contracted work in a **nearshore outsourcing model**.

BUSINESS CHALLENGE

- Not sufficient internal resources to support further growth and development
- Inadequate workflow management
- Sophisticated new technology required advanced skills
- Legacy billing system

GOALS

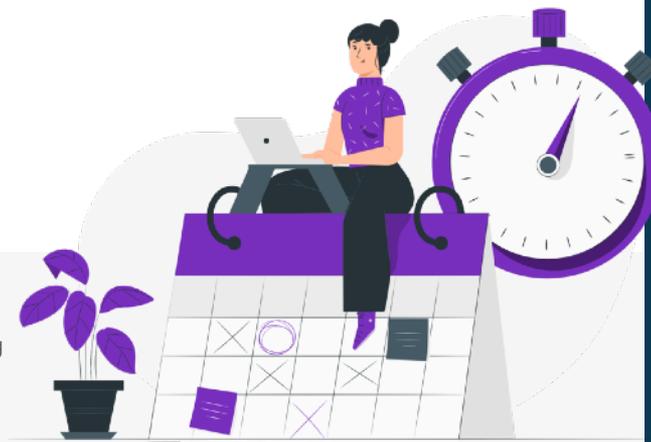
- Partners relationship automation (API)
- Increase income through referrals
- Markets expansion
- New billing system - modern flexible billing module
- Improvement of Internal workflow and coordination process

STATUS

A team of four developers, a Team Lead and SCRUM master are working on designing and implementing new features and architecture improvements.

Within two months we were able to:

- Assemble a team with the right skillset
- Take over all the administrative part of the local employment
- Improve the development process with our SCRUM master
- Bring new approaches both on the management and development layers of work



Our client

Company's story:

It's a French start-up established in 2015. It's specialized in simplifying administrative steps during moving to a new apartment. They can analyze options, change or sign contracts for energy, internet access or insurance at the new address of the user.

Core businesses:

Online platform and services simplifying all the administrative processes associated with moving to a new address.

More details:

Papernest's business model is based on affiliation. The user makes the choice between different vendors proposed by the platform and becomes a customer of that vendor. The company is financed by the vendors based on commission model for each new contract signed by the users. It makes the service free for users.

This is us



8 years to grow from zero to heroes

French-Polish know-how with an international mindset

Webellian is a privately owned French-Polish company founded in 2012 with headquarters in Warsaw, Poland.

Our international culture supports the Digital Transformation of big brands and global corporations, trusting us with their complex IT projects.

Webellian is a fully integrated Digital and IT consulting firm helping its clients to face today's challenges and tomorrow's uncertainties by building long term partnerships and sustainable solutions.

Our expertise ranges from bespoke software development to building Cloud solutions, from creating data solutions to building complex ML models.

With our passion for innovation, technology, and excellence, we empower you to move confidently forward on your Digital Transformation journey.

2017 Turnover

3.2M EUR
14.2M PLN



2018 +50%

4.8M EUR
21.2M PLN



2019 +23%

5.9M EUR
26.1M PLN



2020 +15%

6.8M EUR (e)
30M PLN

Our team

- 70+ employees
- Based in Poland with presence in France, Spain, and The Netherlands.

Webellian Squads

- Digital Factory
- Cloud, Ops & Security
- Business Intelligence
- Data Science & AI
- Agile Organizations

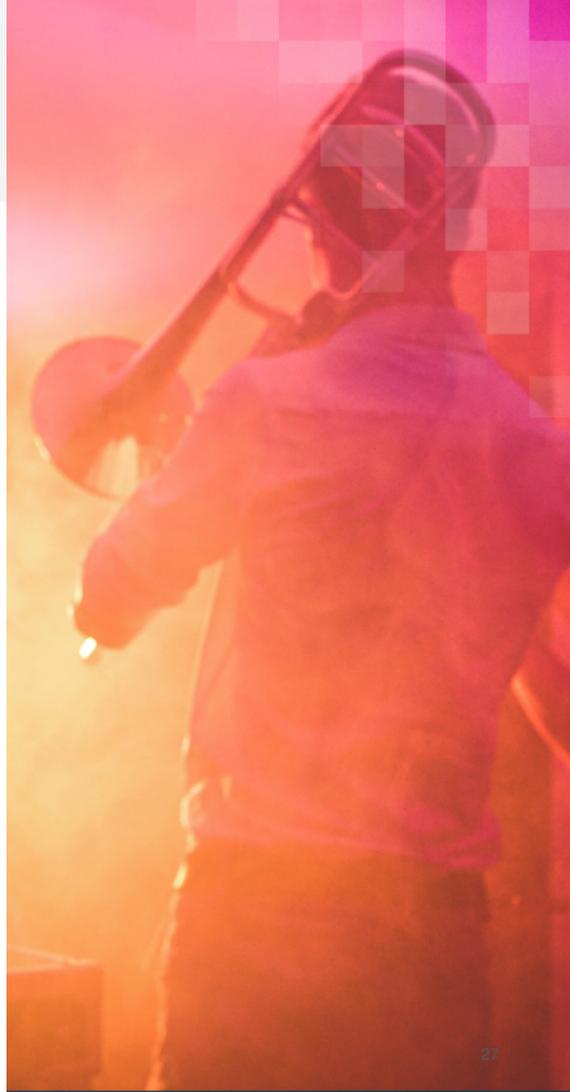
Skillset

- Agile and Digital transformation, User eXperience and graphic designers
- Cloud Architects (AWS, Azure, GCP), DevOps, SysOps & SecOps Engineers
- Machine Learning & Data Science experts, Delivery Managers
- BI consultants, Developers, Support, Analysts, MicroStrategy and Oracle Developers
- Agile Coaches, Scrum Masters, Project Managers
- Front End (Angular, React, Ionic, React Native), Back End (Django, PHP, JAVA Developers), CMS specialists (Drupal, Headless CMS).



They trust us. Will you?

Our international clients





We are perfectly tuned with the strongest industry partners.

Microsoft
Partner



Innovative in-house solutions

Open Routing

Last-mile delivery solution <https://open-routing.com>

Innovative logistics ML-platform that powers one of the major e-commerce retailers in Poland.

Open Checkout

One step checkout system <https://open-checkout.com>

Disruptive solution enabling identification, delivery preferences and payment in one single step everywhere.

API NOW!

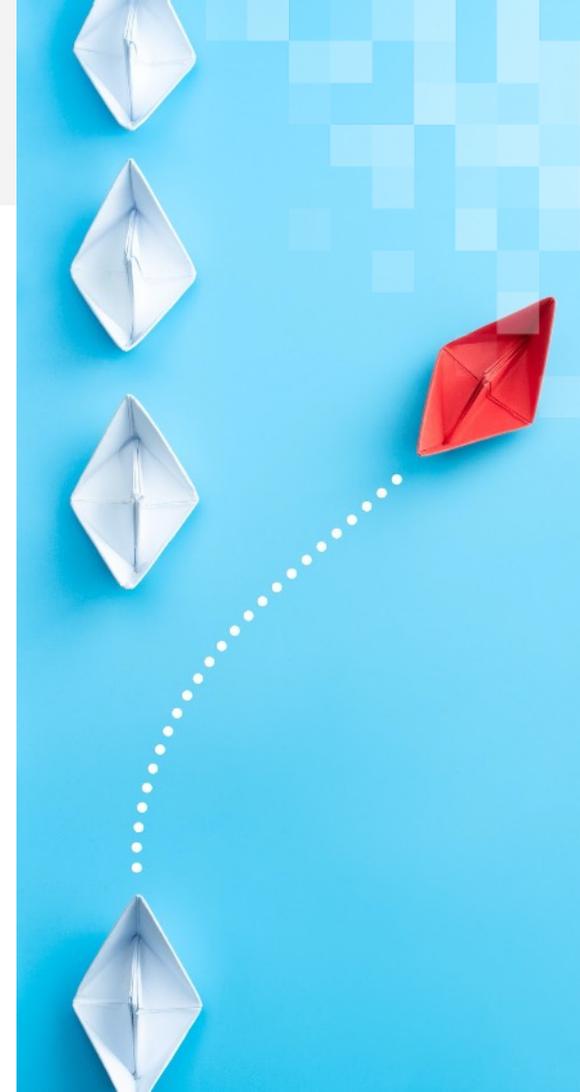
API Now!

System that allows to publish powerful complex APIs in minutes without any IT development, organize your business logic as sequence of rules.

API NOW! GDPR Edition

API Now! GDPR Edition

Consents Distribution Platform that ease GDPR compliance to the existing ecosystems.





OpenRouting AI platform optimizing last-mile delivery

The profit engine for e-grocers

frisco.pl

Frisco is the leader in online grocery in Warsaw with 40000 deliveries per month.

Webellian has created the solution **OpenRouting**: an innovative platform focusing in optimizing the last-mile delivery.

Thanks to this integration Frisco has improved by 30% the number of deliveries with the same fleet of vans and drivers thanks to Machine Learning implementation.

Also, the data analytics dashboard helps Frisco in their daily operations and forecasting.

OpenRouting has also been chosen by InPost (leading polish carrier to APM: Automated Packages Machine) to power the management of their deliveries and drop-of in entire Poland.

OpenRouting has been selected for the startup acceleration program "Big Booster" with La French Tech in the top 100 startup 2019.



The screenshot shows the Frisco.pl website interface. At the top, there's a search bar and navigation elements. The main content area displays a 'BIO' category with a large image of fresh produce. Below this, a delivery schedule table is visible for October 17th. The table lists time slots and delivery status (e.g., 'Free delivery'). A callout box on the right side of the table highlights 'Eco hour' and 'Free delivery' offers, stating 'Your grocery don't get stuck in traffic' and 'Free delivery with order value above 250 PLN'.

Time Slot	Delivery Status
06:00-07:00	Free delivery!
06:30-07:30	Free delivery!
07:00-08:00	Free delivery!
07:30-08:30	Free delivery!
08:00-09:00	Free delivery!
08:30-09:30	Free delivery!
09:00-10:00	Free delivery!
09:30-10:30	Free delivery!
10:00-11:00	Free delivery!
10:30-11:30	Free delivery!
11:00-12:00	Free delivery!
11:30-12:30	Free delivery!
12:00-13:00	Free delivery!
12:30-13:30	Free delivery!
13:00-14:00	Free delivery!
13:30-14:30	Free delivery!
14:00-15:00	Free delivery!
14:30-15:30	Free delivery!
18:00-19:00	Free delivery!
18:30-19:30	Free delivery!
19:00-20:00	Free delivery!
19:30-20:30	Free delivery!
20:00-21:00	Free delivery!
20:30-21:30	Free delivery!
21:00-22:00	Free delivery!
20:22:30	Free delivery!
20:00-23:00	Free delivery!



Webellian Labs
DIGITAL • TECHNOLOGY • INNOVATION





We love what we do!
We **code with passion**.
We care about each other by being respectful and helpful.



Because we love what we do, **we do it well**. Our solutions are not only working, they are **innovative**, each line of code has been **written with purpose**.



We are **open to change**, we accept criticism and when we disagree, we **respect** other points of view. We doubt to not miss any opportunity to **improve ourselves**.



We **speak our minds** and are transparent with our intentions without playing politics. With our customers we **speak the truth** and do not promise what we can't deliver.



We have fun delivering the impossible!
Our communication is efficient and casual, we avoid being excessively serious.

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Laurent Uhres

Chief Commercial Officer

l.uhres@webellian.com

+48 668 525 861

uwielbiam*

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***j'adore !**