

# Latourrette Consulting



## Our Mission

*Latourrette helps organizations around the world simplify how they interact with their business documents and processes.*



*I see a world where all organizations will only hold information in digital format.*

*In that world, that information will have the ability to self-organise.*

*And I believe wholeheartedly that the most valuable source of innovation, as far as improving customer experience within that future, will rely on the level we reach in that artificial intelligence.*

*This is the vision that drives us all at Latourrette.*

*We aim to be there with you on that day by becoming your most trusted partner today. Walking that path alongside you, constantly finding and implementing the solutions that make the path itself viable.*

*By getting it, by learning their daily business challenges, and by making a point of always walking the extra mile, our clients realise that our growth is strictly linked to their own.*

*That focus, and that commitment, are what drove us to export our services to 13 countries in 4 continents, to be recognised by our clients and our partners (namely, 5 times by Kofax), to be awarded by our government and other international stakeholders.*

*And that's how we get to help organisations around the world simplify and turbocharge their business processes.*

A handwritten signature in black ink, appearing to read 'Carl Smith'. The signature is fluid and cursive, with a large initial 'C' and 'S'.

## Who *We* Are

- We are a global company supplying and supporting our customers on a local basis, which gives us a worldwide footprint;
- We excel in IC, FPA, IA technologies and outstanding customer support;
- Through our track record, we have often been awarded internationally and nominated Kofax distributor for the Latin America region.



### **Our Performance Boosters**

Being more specific:

- We hold more than 215 separate Kofax technical certifications across IC, FPA, IA technologies, TIS and NDI;
- We are engaged with the Preferred Services Partners Program since 2018 with the ability to provide PS Worldwide;
- In EMEA alone, we have delivered on local implementations in more than 10 countries over the past 24 months;
- We're an Authorised Kofax System Integrator partner across the Americas, already providing PS in the USA;
- Our Distribution Operation in LATAM includes Marketing, Pre-Sales, Sales, Professional Services, Tech Support and Training to our partners across the Region, while taking over TIS operations and engaging with NDI, looking to become their Distributor for LATAM and EMEA markets;
- We're experts in verticals such as Finance, Insurance, Retail, Logistics, Transportation, Healthcare and Accounting Firms, with a Use Case portfolio you can use.

## Double Your Capacity, *Never Your Costs*

Picture this: What if you could use our portfolio of Use Cases to close your deals and do three times more than what you currently do for your Customers, without investing a single cent above your current operational costs? Win-win? We think so too. And we can make it happen.

Our global footprint makes for a lot of capacity in place; and we want to make full use of that capacity, full-time. A big part of our capacity is in the scarcest of resources: qualified, certified people, able to deliver all those professional services you may sometimes be struggling with. We can deliver on-site, on-budget and on-call to your customers.

A simple revenue-sharing agreement is all that stands between you and your no-investment growth. Your customers remain yours to keep. We just deliver for you. And everybody wins at no cost.

### **World-class Global Marketing @ Local Level**

- Our go-to-market follows an annual, detailed & pre-approved, Global Marketing Masterplan, backed by 6-digit budgets;
- We plan events globally and implement them locally - our own, with partners and in trade shows;
- We develop and produce our own region-specific marketing collaterals, including Videos, Use Cases, White Papers, Webinars, Digital Marketing Plans & Materials, and PR;
- Our partner events across Latam have boosted sales throughout countries and regions;
- We're a regular presence at major (5.000+ attendees) events in London and São Paulo.

### **Rock-solid Finances for Rocking Business**

- Our rigorous financial control has raised our credit rating to a new level;
- We're awarded extended credit limits from Kofax;
- We're in a position to support 7-digit operations in software transactions and implementation - both freehold and subscription-based.

## How we help

Customers worldwide



Business Process Automation



Digital Transformation Journey



Electronic Records Management



Digital Signatures



Robotic Process Automation



Enterprise Content Services (Office 365/SharePoint)



Information Governance



Machine Learning (Microsoft Azure)



Customer Experience Innovation



Cloud Collaboration



Blockchain



Artificial Intelligence

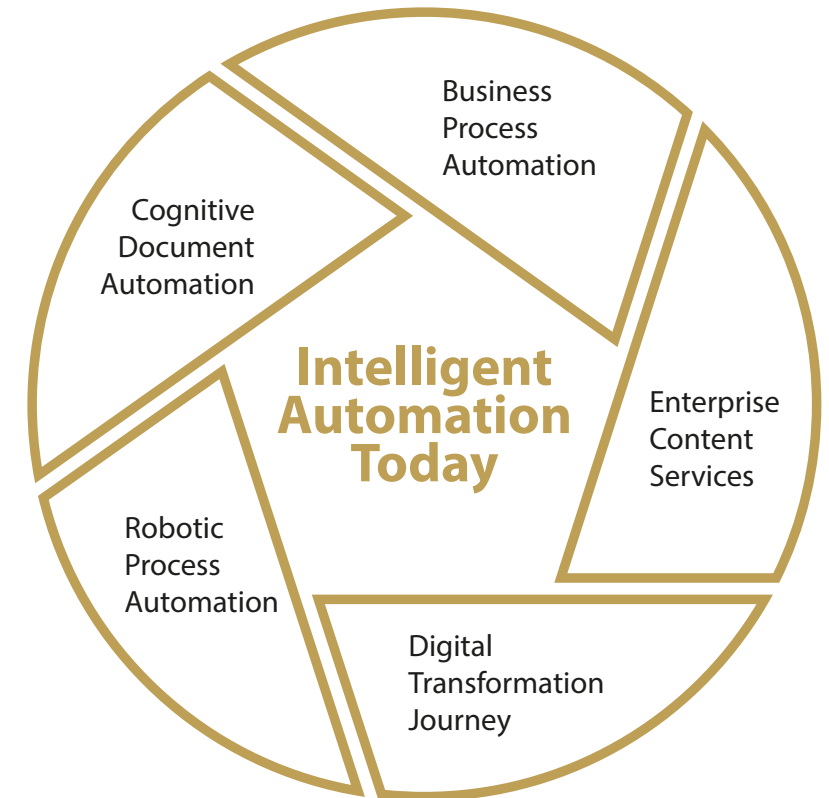
### Our Proprietary IP

We have developed and market internationally three lines of products using Kofax-embedded technologies:

- **Bizdocs** - an Azure-based, KTM volume consumer, digital transformation platform for SME's and Accounting Firms with AI, ML and Content Services capabilities;
- **Lucy** - Task oriented Intelligent Chatbot Platform using Natural Language Processing and Machine Learning that integrates seamlessly into the Kofax IA environment. Lucy, integrated with Alexa, is to feature in the new Kofax SmartHub Portal;
- **KTA/KTM connectors** - already integrated into the Kofax SmartHub Portal.

## Our Operational Areas

The main areas where we supply and support customers



### Brainpower from Inception

The Protocols we hold with major Universities in Portugal and abroad provide us with a triple edge competitive advantage:

- A boost in Research & Development through dedicated labs installed at university level;
- A headstart in Kofax technologies training even before they leave college;
- A sustainable source for the best resources.

## Our main Areas of expertise



### HUMAN RESOURCES

- 20 000+ Employees
- Continuous Engagement, 100% Digital
- Internal Compliance with GDPR



### ACCOUNTS PAYABLE

- Processing 4 Million Invoices with a 12 People Team
- Invoice Ready To Be Paid In 1.6 Days Ave.
- Suppliers Prepaid for Financial Benefits



### RETAIL STORES PROCESSES TRANSFORMATION

- 1500+ Stores
- 100% Digital Information Handling
- Free Up Time for Customer Engagement



### CUSTOMER ONBOARDING

- 1 Million App Downloads with + 50% Open Accounts in 5 Months



### CONTENT MANAGEMENT

- Office 365
- SharePoint
- Teams



### PROPERTY MANAGEMENT

- 150+ Properties
- 100% Digital Information Handling
- Free Up Time for Customer Engagement



### CHATBOTS

- Powered by Microsoft Azure

## Worldwide Awards



Professional Services  
Partner of the Year 2019

**KOFAX**

GLOBAL KICK  
OFF 2020



SMB Leader in  
2018 & 2019



PORTUGUESE  
GOVERNMENT



Model Entity and  
Entrepreneur in 2019



COLOMBIAN  
GOVERNMENT



EMEA Professional Services  
Partner of the Year in 2018

**KOFAX**

PARTNER SUMMIT



Financial Services Best  
Practice Leader 2017  
with Bancolombia

**KOFAX**

TRANSFORM  
AWARDS



Finalist Document Manager  
Awards in 2016 & 2017



DM AWARDS



Business Transformer  
of the Year 2014  
with Sonae

**KOFAX**

TRANSFORM  
AWARDS



The Most Innovative  
Partner in 2014

**visioneer**



Best ROI/ Integration of Kofax in  
a SharePoint environment 2013  
with Sonae

**KOFAX**

TRANSFORM  
AWARDS

## Global Alliances

*Besides Kofax*

sage

**aiim**<sup>®</sup>  
The Global Community of  
Information Professionals

 Microsoft



**Avision**

## The Reason We Exist

*Our True References*

Bancolombia

SONAE

TP AIRPORTUGAL

Itaú

vodafone

KPMG

Liberty  
Seguros.

unidas

DuocUC

SIVA

Claro

accenture

Difarma  
FARMACIA + FARMACIA

Johnson-Johnson

Luis Simões

CEMEX

indra

TATA

Willis Towers Watson

SONAE  
SIERRA

BESTGEST

i2S  
INSURANCE INNOVATION

CredISIS  
CREDIT RISK MANAGEMENT

AES  
FOR THE ENERGY

ESEGUR

RETAILCONSULT

Conceito

ABB

minsait  
INSURANCE COMPANY

MONTREAL

ABBC

smile.up  
CLINICAS DENTARIAS  
sorrisos para todos

locamerica

LUSITANIA  
SEGUROS

galp

SF  
SANTUÁRIO DE FÁTIMA  
SHRINE OF FATIMA



[www.latourrette-consulting.com](http://www.latourrette-consulting.com)

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