

IT SOLUTIONS

IT companies play a key role in helping their customers on their journeys to reinvent their business models and transforming businesses in the digital economy.



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MARÍA CLARA
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CEO, Choucair Testing

Expert Partners was set up as a software development company for SAP. With this, we began to provide services to large multinational companies such as SAP, Nutresa Group, and Deloitte, among others. As the company grew, we started to see other business areas; we were not only working on the customization of the development as a software house, but started to evolve and attend to the process and configure the SAP system to the processes of each of the companies. With all the technical knowledge we had and experience in creating developments tailored for the industry, we began to see different ways of doing things and we took the models that served us the most from each of those lessons. We rebranded as Savios because we are now much more than a software and development company. We are working on digital transformation processes and guiding the topic of agile methodologies and process models to work with high-performance collaborative teams. Today, we have a greater Latin American presence. We needed to have a name that was shorter and more sonorous, such that our clients will understand that we are not only a software house; we have truly transformed ourselves and are developing a series of fronts. This process started in mid-2017 and what emerged is Savios: technology that inspires.

The testing industry is growing, but also changing. We must use new technologies because of the way businesses and their points of view of technology are changing, not only as a support, but also as a strategic platform for themselves. The way Choucair Testing does its testing will also change; indeed, it is evolving. We will have to move to find new ways of interacting with clients to align ourselves with their business strategies. New technologies, such as artificial intelligence, big data, machine learning, deep learning, blockchain, and so on will be useful to create that interlink. The new ways the world is moving are changing everything from how we communicate and interact to the questions we create in technology. With the convergence of knowledge and technology we will learn new skills and ways to think, a point where Choucair is completely committed. It will no longer just be about completing a process or a transaction. We will need to look at how biology, ethics, and other fields interact with technology and we will have to test that technology; therefore, we are focusing our efforts in that direction. We will be moving into many new areas. It is simultaneously complicated, interesting, and challenging. Certainly, we will use this new technology for the good of people and the planet.



ALFREDO SEMENIUK
Co-founder, Conexia

Conexia was founded in Argentina and has expanded to Colombia, Peru, and the US. It was a small company at the time though it has an innovative concept: information in real time at the point of care for healthcare. Our business started as a real-time information provider, though it has evolved to organizing the ecosystem of the healthcare system so that all roles can function properly. Using technology and connecting all the players, we have provided easier access to health services. When one starts a medical treatment, it should not just be a relationship with their doctor, but with the insurance company and the Ministry of Health. The goal is for the roles of every sector to be simplified so they can check the progress in real time. Our platform has the capacity to solve their biggest internal issues and all are validated by the same logic and model, upholding the local regulations. At the processing level, we solve clients' issues. We digitalize their internal process, making it simpler. Our second goal is to improve health coverage by anticipating their needs. For example, we have a risk management system that gives advice on prevention strategies for patients who are at risk of a certain condition. The traditional healthcare system is not focused on prevention, and this has to be improved in that aspect.



JOSÉ FALCATO
Country Manager, Saphety

Colombia has been part of Saphety's internationalization strategy for a long time, and in 2013 we decided to open our office here. Our main business focus, for this market, has been electronic data interchange (EDI) for large retailers, especially while we expect the government's electronic invoice obligation. We also chose Colombia because electronic invoices are currently the most developed in Latin America. In Colombia, we worked with DIAN on a pilot project with 59 other companies of various sectors in 2015 and were subsequently authorized to work as an electronic invoicing service provider here. We are prepared for a boom in electronic invoicing in the next two years. Large companies will be the first to be included in the government's electronic invoice obligation, and steadily from there, we will reach out to smaller companies as the requirements progress. Electronic invoicing significantly increases transparency and reduces costs, and is a major step toward the digital transformation of the Colombian economy. Our focus is the private sector: large companies with a large number of transactions, which means a great deal of invoices and information to organize. We have reached out to large companies, such as retailers and retailers' providers, and part of our strategy has been to work in close partnership with local and external ERPs, implementers, and consultants.



DIEGO ALFONSO TOVAR CHINCHILLA
CEO, Everis Colombia

Part of our challenge is to educate businesses on how to become a part of the fourth industrial revolution the world is experiencing and the cultural change that comes with it, so they can focus on more than just digitizing a few processes and instead thrive to make the most of this new era. We have a five-year plan to take us through to 2020, and we are advancing through our goals rapidly. Some highlights in our strategy include investing significantly to create a center of excellence in agility, through which we want to produce software, as well as advise companies on agile methods and their benefits to take businesses closer to true digital transformation. We are also helping companies in Colombia to embrace artificial intelligence; we have our first customers in this field, including certain telecom operators that we are helping to become more productive and efficient through AI. Our main clients include large financial companies such as Grupo Aval and telecom operators Claro, Telefónica, and Tigo. We work with the main companies in the utilities and energy sectors, such as Ecopetrol, Terpel, Gas Natural Fenosa, and EPM. In the public sector, we have a strong relationship with SENA. Our advisory and management consultancy business is dedicated to transformation. We are also active in IT professional services and in BPO.