



**La Sapienza**

**INTERNSHIP DAY 2024**  
**Dip. Scienze Statistiche**

**Roma 18 Ottobre 2024**

**VARGROUP**



# Var Group & SeSa

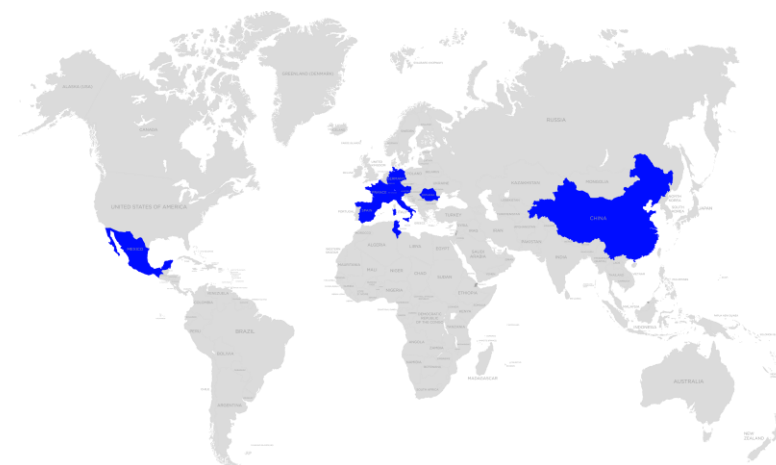
Var Group is a wholly owned subsidiary of Gruppo SeSa, Italian leader in the distribution of high-value IT solutions for businesses and present on the Borsa Italiana MTA market since 2013.

**3210.4** mn € revenues

**106.4** mn € net profit

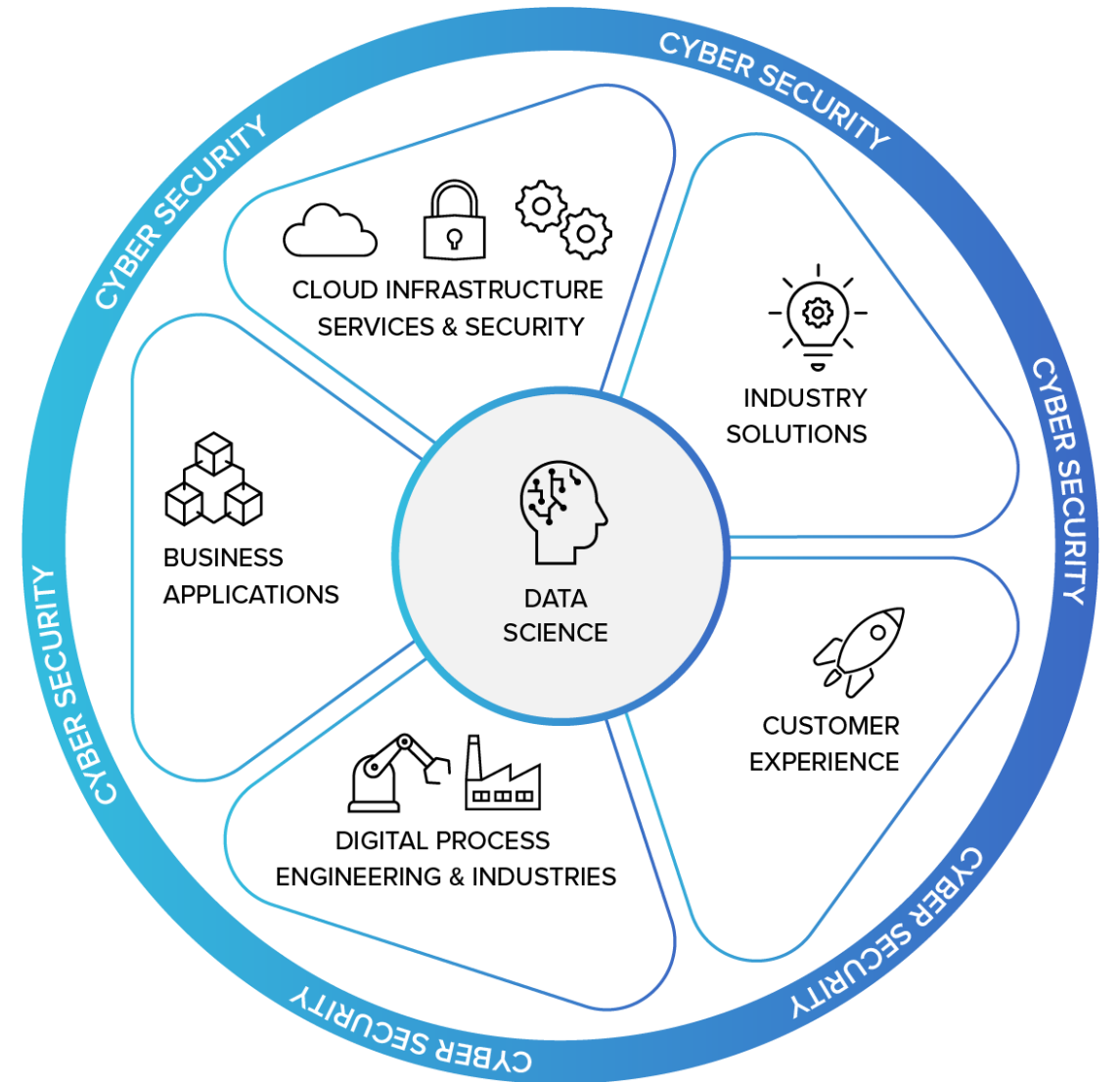
**239.4** mn EBITDA **+14.4%** Y/Y

**+10%** Consolidated income as at 30.04.2024 compared with 2023



# Solutions **EXPERTISE** People

Every project is developed by highly specialised business lines, every technology is chosen and custom-tailored to organisations.



# DATA SCIENCE

A Business Unit that supports clients in the path of concrete improvement of their business (increased productivity, cost reduction, elimination of inefficiencies) enabled by the potential value inherent in the data.

*We reserve the  
sweetest part of  
business for client*



**+180**  
HC



**+40**

**Data Scientist**

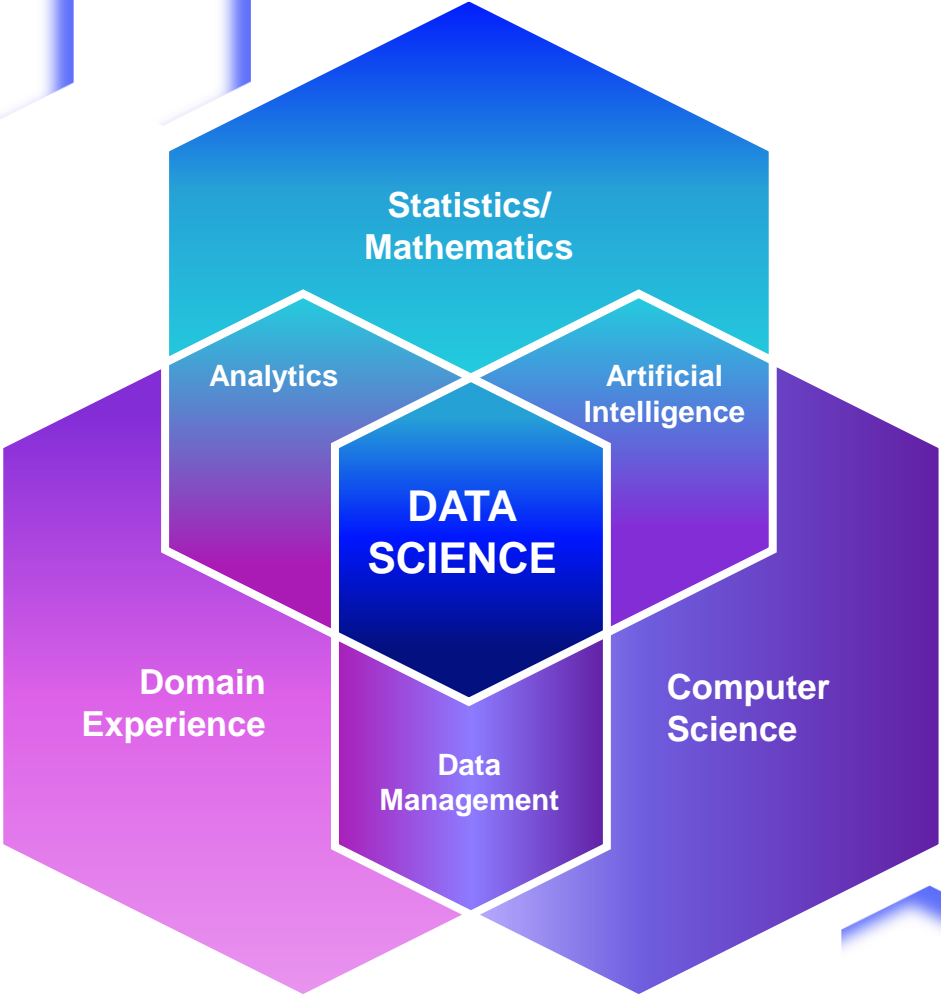


**Locations**

**Turin, Milan, Genoa,  
Padua, Bologna, Empoli,  
Rome, Madrid**



# DIFFERENT SKILLS AND DOMAINS



# ONE UNIQUE LIVING BEING



# DATA JOURNEY: END-TO-END COVERAGE



## DATA INTEGRATION

- Enterprise Data Warehouse
- Master Data Management
- Data Integration modeling (“Framework”): ETL processes have been standardized to ensure a trustable and robust solution

## BUSINESS INTELLIGENCE

- Report & Dashboard
- Corporate Reporting
- Self-service analysis & Data Exploration

## CORPORATE PERFORMANCE MANAGEMENT

- Financial Statement Reporting
- Consolidated performance
- Strategic and medium-term planning
- Budgets and Forecasts
- What-if and simulation

## AI & COMPUTER VISION

- Demand Planning
- Churn Analysis
- Classification
- Recommendation
- Computer Vision
- Fraud & Quality Inspection



# TECHNOLOGY PARTNERS





# OUR APPROACH TO AI



essentially,  
all models are wrong,  
but some are useful



## DATA SCIENCE AS A SERVICE

- // Advisory
- // Mentorship
- // Outsourcing
- // Academy



## ANALYTICS APP STORE

Preconfigured catalog AI  
applications by industry  
sector and business  
process



# AI - AREAS OF EXPERIENCE



## STATISTICA

Traditional and advanced techniques to explain relationships between phenomena, works with both small and big data.



## MACHINE LEARNING

Use of algorithms to learn from data and experience to generate decision-making systems without being explicitly programmed, usually by exploiting large amounts of data.



## OPTIMIZATION

Whether artificial intelligence can be used or not, optimization uses heuristics, mathematics and solvers to find solutions in complex environments that can be modelled.



## COMPUTER VISION

A combination of traditional CV models (e.g. edge detection) and neural network approaches to detect elements and perform operations on images and videos.



## GENERATIVE AI

AIPA, RAG, Advanced Research, True Generation.

## APPLICATIONS in our EXPERIENCE PORTFOLIO

Hypothesis testing, causal inference, Customer Satisfaction, Sales Prediction or any numerical result where understanding the relationship between variables is critical.

Propensity, Risk Modelling, Attrition, Forecasting, Segmentation, Root Cause Analysis, Fraud Detection, Time Series, Pricing.

Warehouse optimization, workforce management, procurement optimization.

Object Identification, Defect detection, Anomaly Detection, Image Classification, Object Tracking

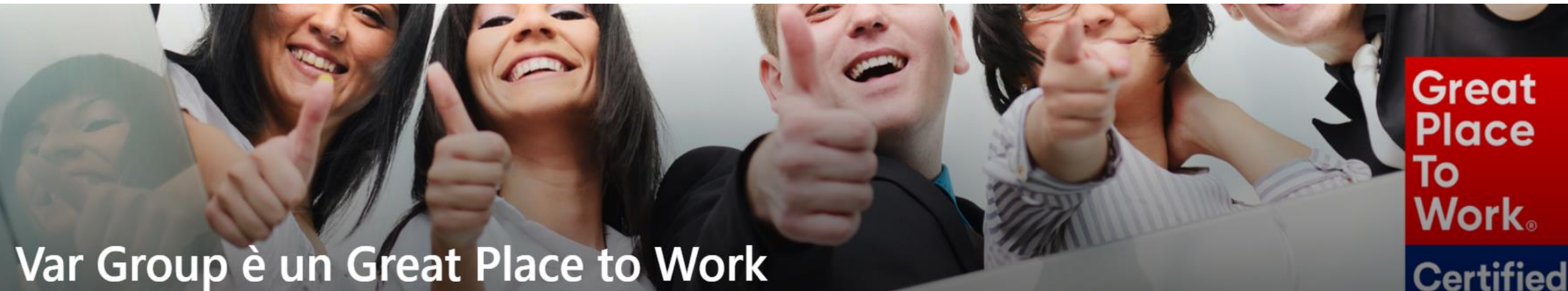
Natural Language Processing, Conversational tools, Document creation, Image generation, Translation, Virtual assistants, Intelligent automatic document processing



# DATA SCIENTIST PERSONA



# OPPORTUNITIES



Var Group è un Great Place to Work

Technical activities in teams led by our PMs

Internship with on-the-job training on industrial technologies and processes

Involvement in analysis and development projects on Data Science topics

Objective: employment under apprenticeship or permanent contract



**THANK YOU!**

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