



## Press Release

### **INDRA WINS A CONTRACT IN BRAZIL TO INSTALL THE CORPORATE MANAGEMENT PLATFORM FOR BANCO DO NORDESTE**


- **The project, valued at 49 million Brazilian reais (approximately €17 million), will enable the automation and integrated management of corporate support areas and their connection to the businesses of the largest regional financial development entity in Latin America**
- **In recent months, the multinational consulting and technology firm has obtained important solutions implementation contracts for the Petrobras heat generation park or for Telebras, the state telecommunications company**

Indra, one of the leading multinational consulting and technology firms in Europe and Latin America, has won a contract valued at 49 million reais (approximately €17 million) with the Brazilian Banco do Nordeste (BNB), the largest financial entity focused on regional development in Latin America, to install a corporate management platform that will support its corporate and business areas.

The project, which will use SAP and developments will be based on the SAP solution, will facilitate the automation and integrated management of the planning, logistics, patrimony, staff management, bank accounting and internal control areas. The company will provide a comprehensive service that includes consulting tasks as well as the planning, design and construction of the solution, user training, technical support and maintenance tasks.

The main advantages include integrating the *back-office* and business processes of Banco do Nordeste, reducing operating costs and implementing the best practices in the areas of quality, confidentiality and information security. The solution will also make the financial entity's operations and businesses more agile and flexible.

This project has a high strategic value primarily due to the bank's important role as an economic and social driver in the areas where it operates (Northeast Region, North of Minas Gerais and Espírito Santo) by providing technical and financial training to its production agents. It is responsible for the largest microcredit programme in South America and the second largest in Latin America, *CrediAmigo*, through which Banco de Nordeste has supported the sustainable development of thousands of entrepreneurs. The BNB also

An abstract graphic consisting of several overlapping, semi-transparent blue shapes that resemble liquid or smoke, flowing from the top left towards the bottom right. The shapes are layered, creating a sense of depth and movement.

operates the *Northeast Tourism Development Programme* that has been created to promote tourism in the region. On the other hand, it is responsible for executing public policies and launching initiatives such as the *National Programme for Strengthening Family Agriculture* and administering the *Northeast Constitutional Finance Fund*.

### **Growth in the implementation of solutions in Brazil**

Brazil is a key country for the growth strategy in Latin America. Its presence in the energy sector stands out, in which more than 40 companies use systems developed by Indra, and it is also a technological partner of Petrobras, the most important energy group in Latin America and one of the top five throughout the world. It is also present in the most important financial entities--such as its positioning in Caixa Económica Federal--and insurance companies, as well as in Brazil's major airlines.

Its most recent contracts include the implementation of InGen, its technology for the management and operation of thermal power stations for Petrobras. It has also been awarded the project to implement a comprehensive business process platform for Telebras, the state communications company. This is a key initiative within the framework of the current reorganisation and modernisation process being undertaken by the Brazilian company, which is responsible for implementing the National Broadband Programme in the country. Indra has also recently provided Eurocopter with a new simulator for the EC 225 transport helicopter in its Brazil training centre.

On the other hand, the company has positioned itself as one of the SAP's leading partners in Brazil. In 2012, sales for services related to SAP in this country grew by 50% compared to the previous year. Indra has been a Global Partner of SAP since 2011 and it employs more than 2,600 professionals specialised in this technology throughout the world.

As a result, the multinational continues driving its growth in Latin America, which is a strategic and priority market. Indra is currently one of the four most important information technology companies in the region, where it has grown at an average annual rate of more than 25% in the last four years.

Present in Brazil since 1996, Indra is one of the leading Information Technology companies in the country. It currently employs over 7,000 professionals and offers extensive geographical coverage through offices located in the main Brazilian states. The multinational has a standout offer of high added value solutions and services for the Financial, Energy and Utilities sectors, Telecommunications, Public Administration and Health, Industry, Transport and Traffic, and Defence and Security.

### **Indra**

Indra is one of the world's largest consultancy and technology multinationals, a leader in Europe and Latin America and is expanding in other emerging economies. Innovation is the basis of its business, which is highly focused on customers, as well as of sustainability. The multinational is one of the top European companies in its sector in terms of R&D&i, with



more than €500 million invested in the last three years. With sales approaching €3,000M, it employs 42,000 professionals and has customers in 128 countries.