



**The Portuguese Recovery and Resilience Plan**  
Digitalization of the Public Administration and Health Sector  
Part 2 - Competition Assessment

April 2021



**MAKING AN  
IMPACT THAT  
MATTERS**  
*since 1845*



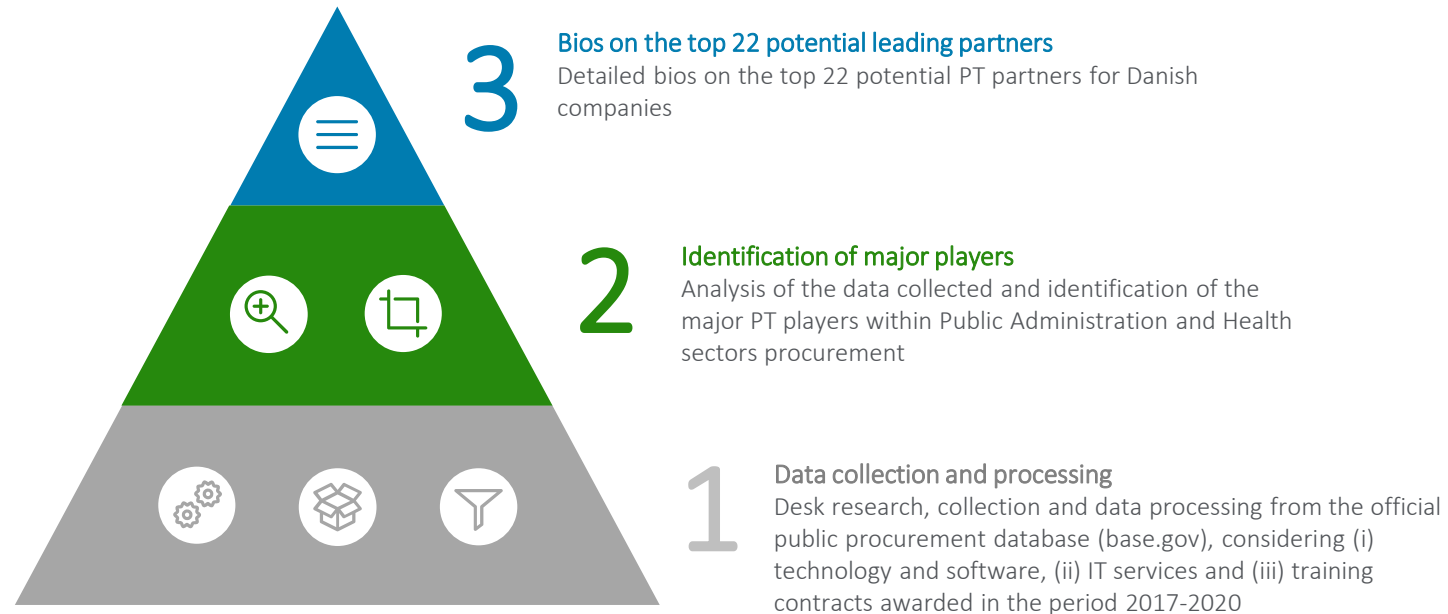
EMBASSY OF DENMARK  
*Lisbon*

# Competition Assessment



# Competition Assessment Methodology

Deloitte's methodology builds upon a three-fold approach:



Assess the current main Portuguese companies on digital transition

Match these companies with the existent RRP opportunities

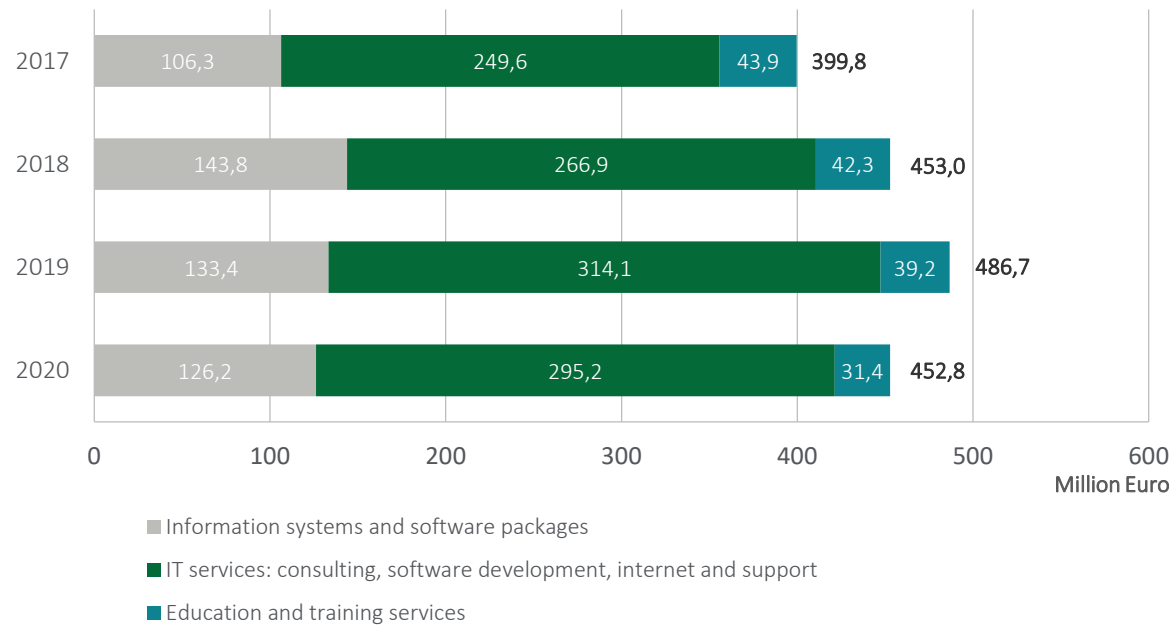
Seek and foster partnerships with Danish companies

# Competition Assessment

## Assessment of Portuguese companies (1/15)

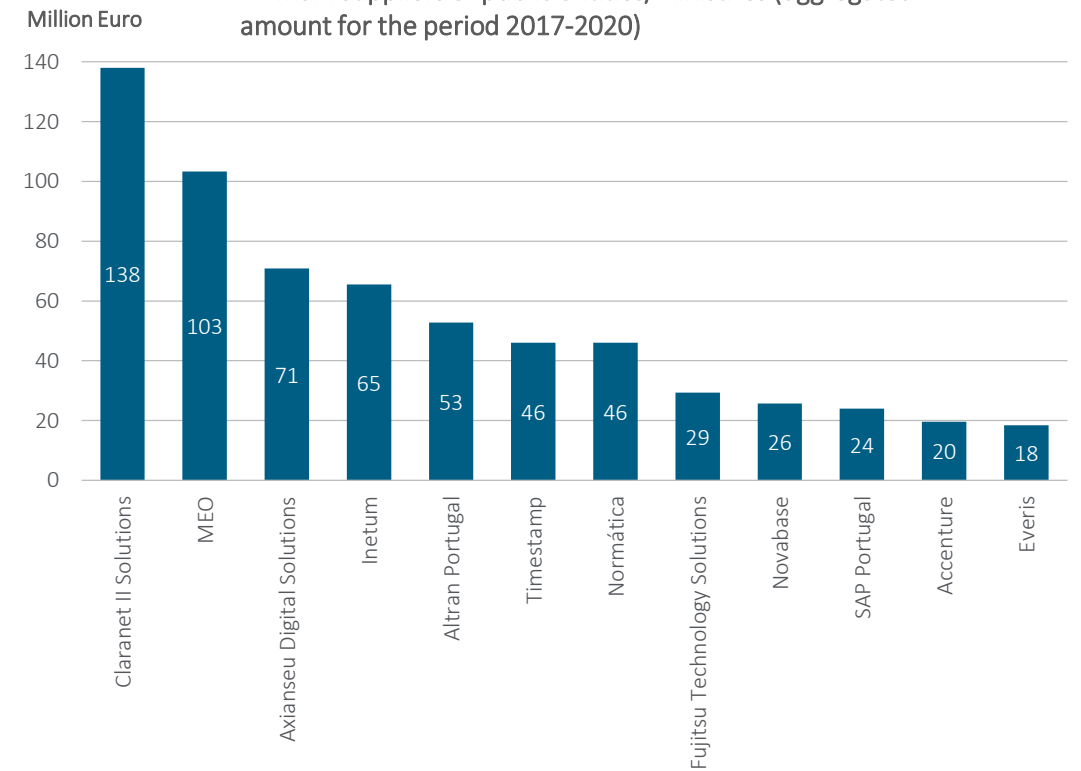
### Purchase of information systems services by public entities

Evolution of awarded contracts by public entities in relevant fields (2017-2020)



Source: base.gov.pt

12 main suppliers of public entities/ministries (aggregated amount for the period 2017-2020)

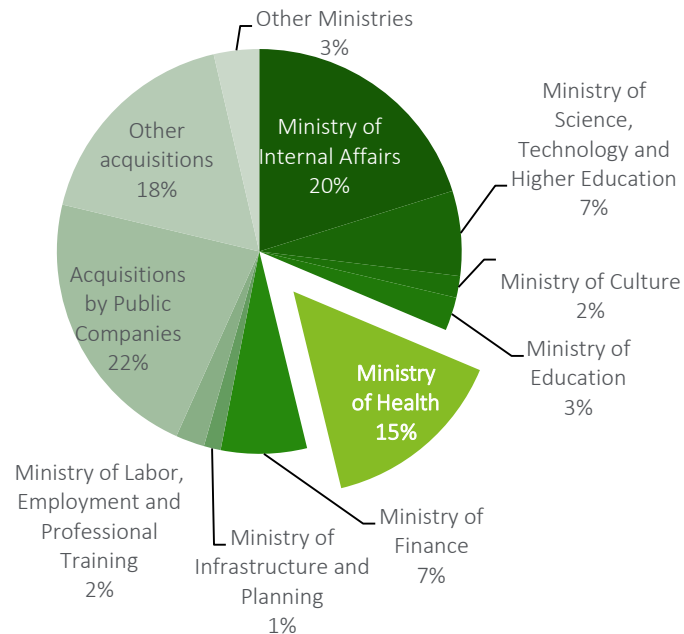


# Competition Assessment

## Assessment of Portuguese companies (2/15)

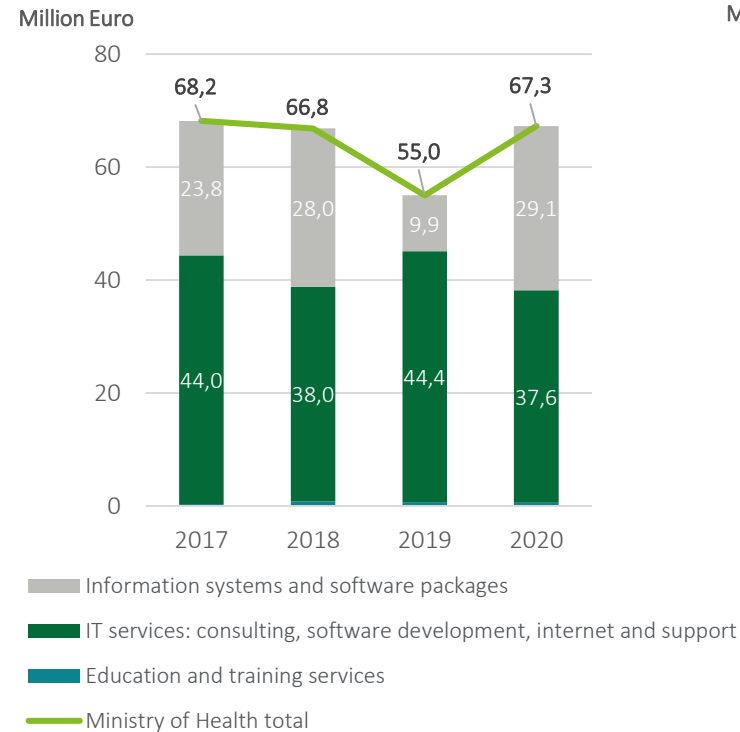
### Contracts awarded by the Ministry of Health

Weight of the different public entities/ministries in awarded contracts (2020)

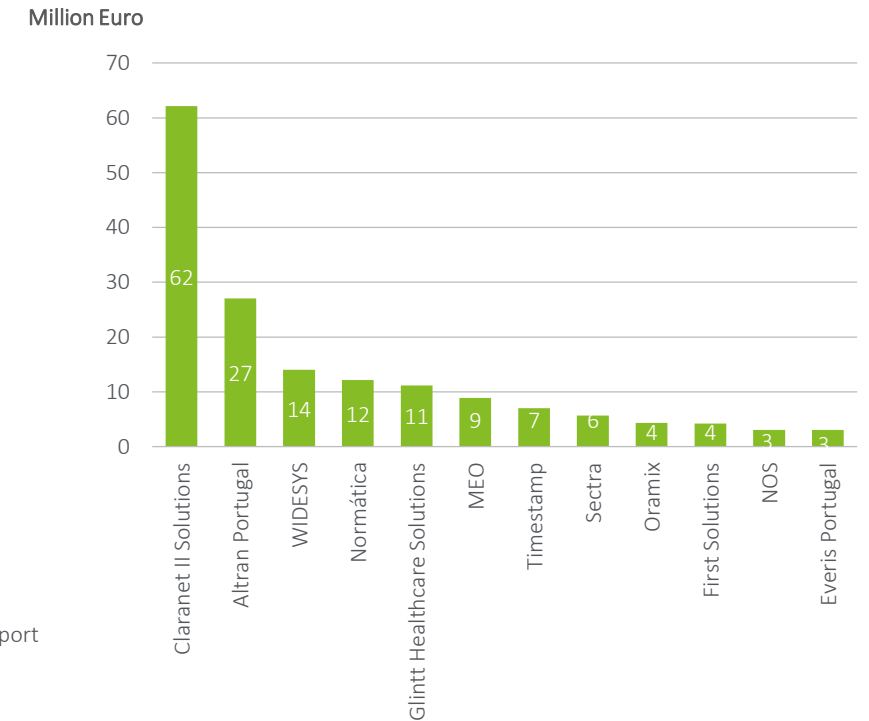


Source: base.gov.pt

Evolution of contracts awarded by the Ministry of Health for the three specific areas of analysis (aggregated amount for the period 2017-2020)



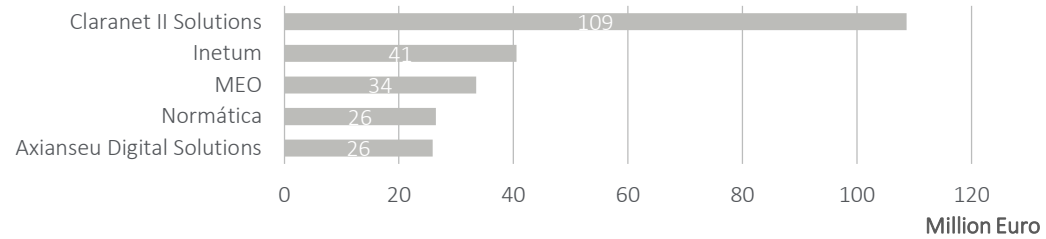
12 main suppliers of the Ministry of Health (aggregated amount for the period 2017-2020)



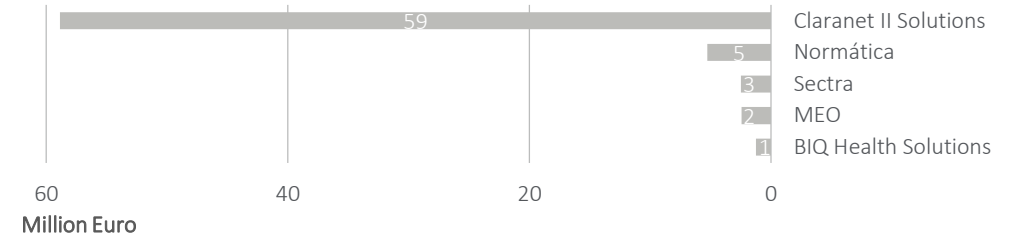
# Competition Assessment

## Assessment of Portuguese companies (3/15)

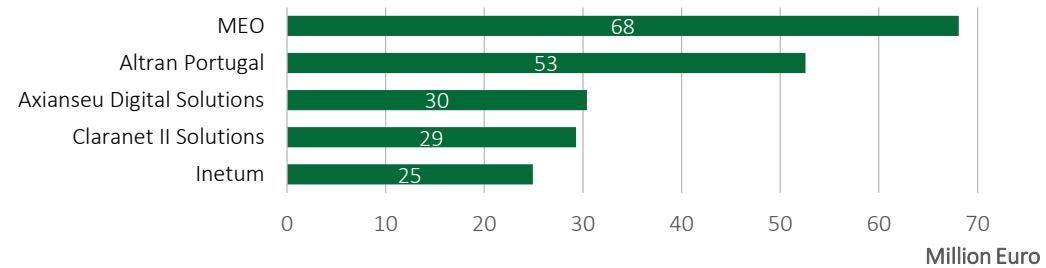
Top 5 suppliers of information systems and software packages for public entities (2017-2020)



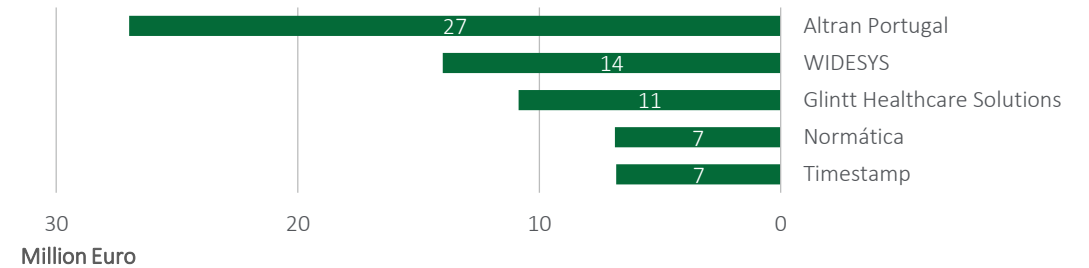
Top 5 suppliers of information systems and software packages for the Ministry of Health (2017-2020)



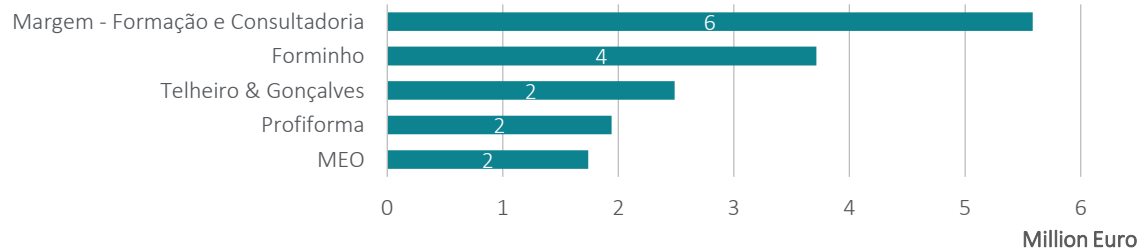
Top 5 suppliers of IT services: consulting, software, development, internet and support, for public entities (2017-2020)



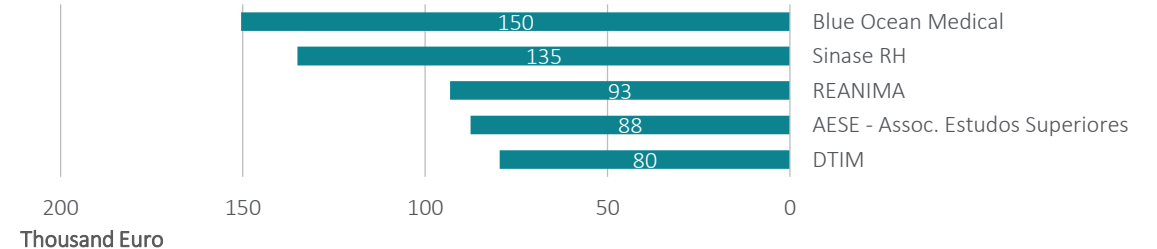
Top 5 suppliers of IT services: consulting, software, development, internet and support, for the Ministry of Health (2017-2020)



Top 5 suppliers of education and training services for public entities (2017-2020)



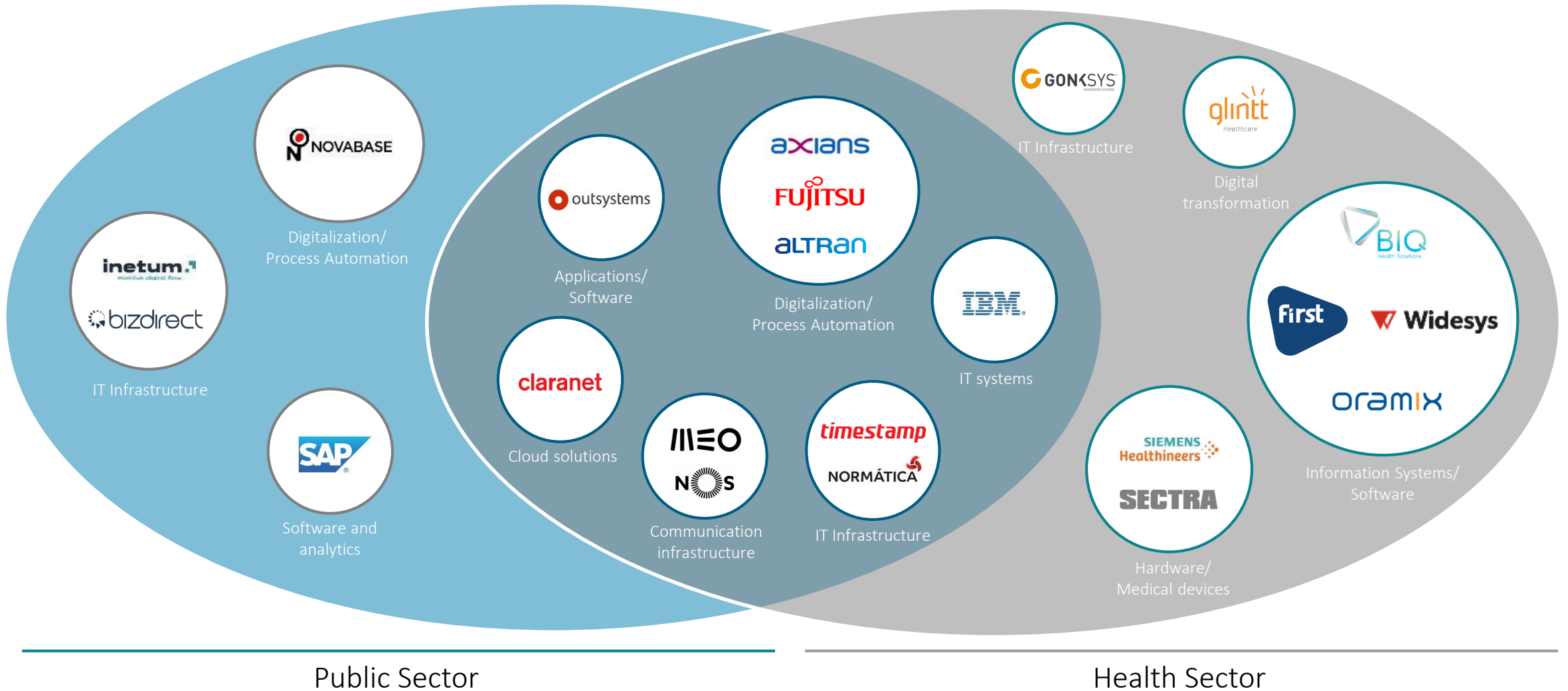
Top 5 suppliers of education and training services for The Ministry of Health (2017-2020)





# Competition Assessment

Assessment of Portuguese companies (4/15)



# Competition Assessment

## Assessment of Portuguese companies (5/15)

### Portuguese companies with a relevant role in Health digitalization



Siemens Healthineers, a company part of Siemens, has its mission to enable healthcare providers to increase value by empowering them with precision medicine, transforming care delivery, and improving patient experience, by digitalizing healthcare. The company also offers a set of medical solutions for imaging, diagnosis, advanced therapies, as well as enterprise and digital services.

#### Relevant case studies



Setup a new CT scan procedure (SOMATOM go.Up), improving the performance of the scan, the efficiency and the patient experience



Partnership at Hospital da Cruz Vermelha, offering Tele-monitoring and e-health solutions for early diagnosis and personalized treatment

#### Points of contact

João Seabra (Global Head of Enterprise Services)

Ivan Christo França (Country Head Portugal)

Bruno Costa (Head of Sales)

e-mail [infogeral.h.pt@siemens.com](mailto:infogeral.h.pt@siemens.com)

Phone +351 229 992 000

Address Rua Irmãos Siemens, 1 - 1A 2720-093 Lisboa

#### Key data

Turnover **EUR 68 M**

Employees **226**

Total Assets **EUR 65,2 M**

Source: [www.siemens-healthineers.com/pt/](http://www.siemens-healthineers.com/pt/); D&B Hoovers – data from September 2019



Glintt Healthcare develops solutions for health, oriented to the public and private sector. Their team have strong skills in Pharmacy, Nursing, Biomedical, IT, mathematics and management. Nowadays, more than 200 hospitals and clinics use its solutions, which fulfil the requirements of virtually all hospital services, from patient admission to prescription, recording of consultations and medicinal products, invoicing and contacts between patients and the healthcare facility.

#### Relevant case studies



Development of a business intelligence solution, for an easier, reliable and systematic decision makers access to information



Member of “Connected Healthcare”, a taskforce created by COTEC Portugal with the aim of quantify the impact of connectivity and the use of a more “intelligent” management and decision environment

#### Points of contact

Nuno Vasco Lopes (Chief Executive Officer)

Flávio Teixeira (Healthcare Solutions Director)

Célia Ribeiro (Head of Business Development)

e-mail [info@glintt.com](mailto:info@glintt.com)

Phone +223 401 700

Address Beloura Office Park – Edf.10, Quinta da Beloura 2710-693 Sintra

#### Key data

Turnover **EUR 17 M**

Employees **293**

Total Assets **EUR 23,7 M**

Source: [www.glintt.com/en/Pages/home.aspx](http://www.glintt.com/en/Pages/home.aspx); D&B Hoovers – key data from December 2019



# Competition Assessment

## Assessment of Portuguese companies (6/15)

### Portuguese companies with a relevant role in Health digitalization



BIQ Health Solutions is a consulting firm with a particular focus on healthcare sector, engaged in delivery services towards the implementation of Management Systems, Logistics and Information Systems. The firm is also proficient in Hospital Engineering areas, namely those concerning the design and implementation of projects pertaining healthcare logistical infrastructures.

#### Relevant case studies



Implementation of the Ekanban® in the new Hospital Lusíadas Braga, a solution to manage clinical stock and its consumption in real-time



Implementation of the SteriTrace® Solution at Maria Cecilia Hospital (Italy), improving the sterilization unit (paperless, information exchange, real-time recording of activities)

#### Points of contact

Fernando Jorge Alves (Managing Partner)  
Maria Manuela Alves (Partner)  
Gonçalo Mergulhão (International Sales Director)

e-mail [biq.geral@biqhs.com](mailto:biq.geral@biqhs.com)  
Phone +351 214 342 600

Address Rua Ferreira de Castro, 20C, 2730-081  
Barcarena

#### Key data

	Turnover	EUR 2,5 M
	Employees	21
	Total Assets	EUR 3 M

Source: [www.biqhs.com](http://www.biqhs.com); D&B Hoovers – key data from December 2019



First Solutions operates in information systems and it is specialized in IT healthcare market. It has a vast portfolio based on innovative technologies and on a team with a wide know-how and experience in IT health sector. The company presents the following set of solutions for this particular market: Clinical services management platform, clinical and administrative management, screening management platform, monitoring system for healthcare infections control, business analytics, application integration platform, telemedicine platform, and Saas/Cloud.

#### Points of contact

José Correia de Sousa (Chief Executive Officer)  
Carlos Cordeiro (Chief Operations Officer)  
Nuno Pinto (Sales Manager)

#### Key data

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Phone +351 226 057 310  
Address Centro de Inovação de Matosinhos  
Rua Conselheiro Costa Braga, 502F  
4450-102 Matosinhos

	Turnover	EUR 2,5 M
	Employees	40
	Total Assets	EUR 10,5 M

Source: [www.normatica.pt](http://www.normatica.pt); D&B Hoovers; Data from December 2019

# Competition Assessment

## Assessment of Portuguese companies (7/15)

### Portuguese companies with a relevant role in Health digitalization




Oramix is a Portuguese company with strong competencies in management of technological infrastructures and database administration. The company developed a solid Oracle-based strategy (being a Oracle Platinum Partner and a Microsoft Gold Partner), with which developed a wide set of projects in Public Sector, Media & Telecom, Banking & Insurance, Industry, and Health.

#### Points of contact

Luís Meira (Chief Executive Officer)  
Maria José Barreto (Chief Operations Officer)  
Pedro Emiliano (Business Development Manager)

e-mail [oramix@oramix.pt](mailto:oramix@oramix.pt)  
Phone +351 214 239 345  
Address Lagoas Park, Edifício 8, Piso 1  
2740-244 Porto Salvo

#### Key data

 Turnover	<b>EUR 8,2 M</b>
 Employees	<b>90</b>
 Total Assets	<b>EUR 5 M</b>

Source: [www.oramix.com](http://www.oramix.com); D&B Hoovers – key data from December 2019



Widesys is a business consultancy firm in the technological field, with extensive experience in defining and implementing solutions and best practices in organizations. In particular, this company offers wide variety of technological services, namely service management, digital transformation, process and business management, infrastructure and automation, asset management and continuous improvement and innovation.

#### Points of contact

João Menino (Managing Partner)  
Eduardo Ribeiro (Business Development Manager)

e-mail [info@widesys.com](mailto:info@widesys.com)  
Phone +351 214 537 263  
Address Edifício Central PCTA, Herdade da Barba  
Rala, Rua Luís Adelino Fonseca, 7005-841, Évora

#### Key data

 Turnover	<b>EUR 1,2 M</b>
 Employees	<b>28</b>
 Total Assets	<b>EUR 2,7 M</b>

Source: [www.widesys.com](http://www.widesys.com); D&B Hoovers – key data from December 2016

# Competition Assessment

## Assessment of Portuguese companies (8/15)

### Portuguese companies with a relevant role in Health digitalization

#### SECTRA

Sectra is a leading global provider of imaging IT solutions that support healthcare in achieving patient-centric care. This company offers an enterprise imaging solution comprising Picture Archiving and Communication System (PACS) for imaging-intensive departments (radiology, pathology, cardiology, orthopedics), Vendor Neutral Archive (VNA), and share and collaborative solutions.

#### Relevant case studies



Installation of a digital pathology solution for better diagnosis and more accurate communication, increasing the efficiency time per case



Sectra PACS image-enables EMR at a public-private partnership hospital system in Portugal

#### Points of contact

Carlos Cardoso  
(Country Manager Iberia and France)

e-mail [info.iberia@sectra.com](mailto:info.iberia@sectra.com)

Phone +351 308 806 200

Address Rua Roberto Ivens, 1333

3º - 3.2, 4450-257 Matosinhos

#### Key data

Turnover **EUR 1,3 M**

Employees **4**

Total Assets **n.a.**

Source: [www.medical.sectra.com](http://www.medical.sectra.com); D&B Hoovers – key data from December 2019

#### GONKSYS

GONKSYS is a company specialized in integrated ITC and technology solutions, offering a complete IT/IS product and services portfolio, focused on data center (data protection, IT infrastructure, virtualization), networking (asset management, multimedia systems, network), security (firewalling, IT security systems, VPN) and unified communication (IP telephony, collaboration, contact center, video conferencing). GONKSYS seeks to respond to requests and have an active part in economic-financial, social, educational and health sectors.

#### Relevant case studies



Partnership in setting-up, manage and maintain the Kaspersky Endpoint Security for Business Advanced in Colep

#### Points of contact

Gonçalo Veiga (Administrator)

Nuno Nogueira (Operations Manager)

Pedro Fonseca (Sales Manager)

e-mail [geral@gonksys.com](mailto:geral@gonksys.com)

Phone +351 223 217 500

Address Rua António Nicolau D'Almeida, 45 – 1.8,

Edifício Porto Office, 4100-320 Porto

#### Key data

Turnover **EUR 7,1 M**

Employees **42**

Total Assets **EUR 3,6 M**

Source: [www.gonksys.com/en/](http://www.gonksys.com/en/); D&B Hoovers – key data from December 2019

# Competition Assessment

## Assessment of Portuguese companies (9/15)

### Portuguese companies with a relevant role in Public Administration digitalization



Novabase is a Portuguese company focused on providing IT consultancy and solutions development. The company presents a wide solutions portfolio in different areas, namely financial services business solutions, digitalization and automation (particularly, the Celfocus offering), government, transports and energy solutions, and venture capital.

#### Points of contact

João Nuno Bento (Chief Executive Officer)  
Álvaro Ferreira (Chief Operating Officer)

**Contact** <https://www.novabase.pt/pt/dp/contactenos>

**Phone** +351 213 836 300

**Address** Av. D. João II, nº34, Parque das Nações,  
1998-031 Lisboa

#### Key data

 **Turnover** EUR 17 M

 **Employees** 259

 **Total Assets** EUR 52,5 M

Source: [www.novabase.pt](http://www.novabase.pt); D&B Hoovers – key data from December 2018



Informática El Corte Inglés is now part of Inetum, an agile IT services group that provides digital services, namely infrastructure, application or software. Furthermore, Inetum develops solutions focused on smart cities, industry 4.0, omni-commerce, digital banking or cybersecurity paradigm, having a deep experience regarding applications development for Public Administration.

#### Relevant case studies



Strategic partnership with Cisco and Microsoft in projects of Cloud, Security and Collaboration areas

 Dell EMC's Infrastructure and migration solutions to the Cloud

#### Points of contact

Abel Costa (Managing Director Portugal)  
Sandra Monraia (Business Development Director)

**e-mail** [geral@gfi.pt](mailto:geral@gfi.pt)

**Phone** +351 210 499 950

**Address** Edifício Atlantis, Avenida D. João II, Nº 44C,  
Piso 4, Parque das Nações

#### Key data

 **Turnover** EUR 32 M

 **Employees** 33

 **Total Assets** EUR 9,5 M

Source: [www.gfi.world/pt-pt/](http://www.gfi.world/pt-pt/); D&B Hoovers; Data from February 2019

# Competition Assessment

## Assessment of Portuguese companies (10/15)

### Portuguese companies with a relevant role in Public Administration digitalization



SAP is the market leader in enterprise application software, which integrates back-office functions such as analytics, accounting, distribution and human resources, and comes in on-premises and cloud-linked forms. Moreover, its machine learning, Internet of Things (IoT), and advanced analytics technologies help turn customers' businesses into intelligent enterprises.

#### Relevant case studies



Lisbon Metro with a 360° business view: harmonization of IoT (ticketing system data) with the financial data in real time



Member of a partnership to the development of an analytical model for predicting emergencies in Lisbon

#### Points of contact

Luís Carrasqueira (General Manager)  
Nuno Saramago (Chief Operating Officer)  
José Tavares (Solutions and Innovation Director)

**Phone** +351 214 465 500

**Address** Lagoas Park, Edifício 14, Piso 0  
2740-262 Porto Salvo

#### Key data

 **Turnover** EUR 118 M

 **Employees** 434

 **Total Assets** EUR 93,3 M

Source: [www.sap.com/portugal/index.html](http://www.sap.com/portugal/index.html); D&B Hoovers – key data from December 2019



Bizdirect is a reference player in the commercialization of multi-brand IT Solutions, supported in partnerships with the main manufacturers in the market, and in the Management of Corporate Software Licensing Contracts, based on new business models. Regarding the solutions provided, Bizdirect offers expertise and consultancy in digital infrastructure, modern workplace, customer intelligence and business process optimization.

#### Relevant case studies



Development of a solution, based on Microsoft Azure, focused on the IT infrastructure modernization, management, monitoring, and security



Upgrade of the Microsoft Dynamics CRM platform from the 2011 version to Dynamics 365 (online), as well as improvements implementation in their customer and commercial system

#### Points of contact

João Mira Santiago (Chief Executive Officer)  
Rita Herédia Cordovil (Business Development Director)  
Jorge Félix (Business Development & Strategic Partnership)

**e-mail** [contact@bizdirect.pt](mailto:contact@bizdirect.pt)

**Phone** +351 210 100 524

**Address** Lugar do Espido, Via Norte  
4470-177 Maia

#### Key data

 **Turnover** EUR 74 M

 **Employees** 87

 **Total Assets** EUR 23 M

Source: [www.bizdirect.pt](http://www.bizdirect.pt); D&B Hoovers; Data from December 2019

# Competition Assessment

## Assessment of Portuguese companies (11/15)

### Portuguese companies with a relevant role both in Public Administration and Health digitalization

#### claranet

Claranet is a multinational managed services provider, with presence in Portugal, offering fully managed hosting, network security and solutions services to help businesses reduce costs and risks. This group is one of only five vendors in the world that has all three audited MSP certifications from the hyperscalers: Microsoft Azure, AWS and Google Cloud Platform.

#### Relevant case studies



Private cloud infrastructure for Amnesty International



Increase the capacity of Unicef's digital infrastructure

#### Points of contact

António Miguel Ferreira (Managing Director)  
Renato Paço (Operations Executive Director)  
José Franco (Business Development Manager)

e-mail [suporte@claranet.pt](mailto:suporte@claranet.pt)

Phone +351 707 505 152

Address Av. D. João II, 1.07 - 2.1, 4º, 1998-014 Lisboa

#### Key data

Turnover **EUR 109 M**

Employees **425**

Total Assets **EUR 48 M**

Source: [www.claranet.pt](http://www.claranet.pt); D&B Hoovers – key data from December 2018

#### ALTRAN

Altran, currently a part of Capgemini Group, is a global leader in consulting and R&D, digital transformation, technology and engineering services. The Group is at the forefront of innovation, regarding cloud, digital and platforms thematic, directing its operation in key sectors such as aerospace, automotive, defense, energy, finance, life sciences, rail, and telecom, among others.

#### Relevant case studies



Partnership with Biovotion for the development of safe and discreet medical monitoring solutions, contributing to the adoption of healthier lifestyle habits



Partnership with Natixis in order to transfer its main IT services from Paris to Porto in a 3-year time horizon

#### Points of contact

Célia Reis (Chief Executive Officer)  
Hugo Oliveira (Financial Services & Government Director)

Francisco Almeida (Business Development Manager)

e-mail [info.pt@altran.com](mailto:info.pt@altran.com)

Phone +351 210 331 600

Address Av. D. João II, Lote 1.07.2.1 Piso 2, 1990-096 Lisboa

#### Key data

Turnover **EUR 91 M**

Employees **2.200**

Total Assets **EUR 57,9 M**

Source: [www.altran.com/pt/pt-pt/](http://www.altran.com/pt/pt-pt/); D&B Hoovers – key data from February 2019



# Competition Assessment

## Assessment of Portuguese companies (12/15)

### Portuguese companies with a relevant role both in Public Administration and Health digitalization



MEO, a company part of Altice Group and renown as a Websummit technology partner, is one of the biggest telecommunications and multimedia company in Portugal. Having Portugal Telecom as its genesis, this company had a deep contribution to the development of the telecommunications infrastructure in Portugal, currently playing a major role in IPTV, mobile, network and in the 5G establishment.

#### Relevant case studies



Portugal Telecom introduces its triple play service, named MEO, becoming a worldwide case-study (2008)



TMN launches the third mobile generation (3G) and became the third European operator to introduce mobile video calls (2004)

#### Points of contact

Alexandre Filipe Fonseca (Chief Executive Officer)  
Alexander Freese (Chief Operations Officer)  
Inês Nunes (Head of Strategy and Business Development)

Contact <https://www.telecom.pt/pt-pt/contactos>  
Address Avenida Fontes Pereira de Melo n.º 40,  
1069-300 Lisboa

#### Key data

	Turnover	EUR 1,9 B
	Employees	6.600
	Total Assets	EUR 6,9 B

Source: [www.meo.pt](http://www.meo.pt); D&B Hoovers –  
key data from December 2018



NOS Comunicações is one of the biggest telecommunications and multimedia company in Portugal. Beyond its mainstream supply of fixed and mobile communications, network, television and multimedia services, the company also provides a wide offering for business and institutional segment regarding ICT, IT managed services, cloud solutions, business continuity and information security services, supported by state-of-the-art Data Centers.

#### Relevant case studies



Microsoft and NOS signed a partnership in 2021, in order to accelerate the digital transformation of companies and foster innovation in the telecommunications sector, through 5G, Cloud and IoT



Supply the increase of network quality and bandwidth and the equipment park renovation, to enable the company growth abroad

#### Points of contact

Miguel Almeida (Chief Executive Officer)  
Jorge Graça (Chief Technology and Information Officer)  
Pedro Abrantes (Director of Strategy and Business Development)  
Phone +351 217 824 700  
Address Edifício Campo Grande  
Rua Actor António Silva, 9, 1600-404, Lisboa

#### Key data

	Turnover	EUR 1,3 B
	Employees	1.000
	Total Assets	EUR 3,3 B

Source: [www.nos.pt](http://www.nos.pt); D&B Hoovers –  
key data from December 2019

# Competition Assessment

## Assessment of Portuguese companies (13/15)

### Portuguese companies with a relevant role both in Public Administration and Health digitalization



Fujitsu is a global information and communication technology (ICT) company, offering a full range of technology products, solutions and services. Particularly in Portugal, its main client is the Public Administration, where the company assures 80% of the documental management.

This firm also position itself in healthcare, developing solutions to maximize productivity and efficiency in the relation healthcare professional-patient.

#### Relevant case studies



Digital transformation project of the General Secretariat of the Ministry of Internal Administration, updating the 112.pt global system and implementing a new Operational Center



Implementation of a Device-as-a-Service (DaaS) solution, based on a private cloud, in the Ministry of Education

#### Points of contact

Carlos Barros (Managing Director)

Luís Matias (Head of Sales)

e-mail [business.center@ts.fujitsu.com](mailto:business.center@ts.fujitsu.com)

Phone +351 217 244 444

Address Av. Colégio Militar nº37F -

3ºPiso 1500-180 Lisboa

#### Key data

 Turnover **EUR 65 M**

 Employees **1.500**

 Total Assets **EUR 34,5 M**

Source: [www.fujitsu.com/pt/](http://www.fujitsu.com/pt/); D&B Hoovers – key data from March 2016



Axians is the registered trademark of the Vinci Energies group dedicated to ICT and the challenge of Digital Transformation. The company presents a strong specialization in telecoms infrastructures, cloud and datacenters, enterprise networks, digital workspace, business applications and data analytics. Cybersecurity is also a priority in all of these areas.

#### Relevant case studies



Creation of a Big Data environment, using IBM technologies, at UMCG (Groningen) for improved patient diagnostics



Implementation of a new network infrastructure at Universitätsklinikum Freiburg (3<sup>rd</sup> largest hospital in Germany), connecting four new data centers and the campus of the University

#### Points of contact

Pedro Faustino (Managing Director)

Carmo Palma (Managing Director – Digital Enabling)

Nelson Lancha (Head of Alliances & Strategic Partnerships)

e-mail [portugal.info@axians.com](mailto:portugal.info@axians.com)

Phone +351 214 258 000

Address Edifício Atlantis, Av. Dom João II, 44 C, Piso 5,

1900-095 Lisboa

#### Key data

 Turnover **EUR 70 M**

 Employees **499**

 Total Assets **EUR 54,5 M**

Source: [www.axians.pt/pt/](http://www.axians.pt/pt/); D&B Hoovers – key data from December 2019

# Competition Assessment

## Assessment of Portuguese companies (14/15)

### Portuguese companies with a relevant role both in Public Administration and Health digitalization



OutSystems is a company that offers a modern AI-powered application platform, enabling organizations of all sizes to develop, deploy and manage omnichannel enterprise applications. This high-potential solution runs in mobile and web enterprise applications, in cloud, on-premises or in hybrid environments, being an outstanding support tool for application modernization, workplace innovation and business process automation.

#### Relevant case studies



Installation of a new intranet for 14.000 employees in 23 hospitals and support business expansion with a dedicated portal that boosted referral volumes from independent physicians



Development of FocusOn™, a remote monitoring and triaging platform for cardiac conditions that ensures better outcomes for patients

#### Points of contact

Paulo Rosado (Chief Executive Officer)  
Rui Pereira (Vice-President of Digital Transformation)  
Gonçalo Gaiolas (Vice-President of Product)

Contact <https://www.outsystems.com/contacts/>  
Phone +351 214 153 730  
Address R. Central Park 2 2ªA, 2795-242 Linda-a-Velha

#### Key data

	Turnover	EUR 125 M
	Employees	535
	Total Assets	EUR 143,8 M

Source: [www.outsystems.com](http://www.outsystems.com); D&B Hoovers – key data from December 2019



With a presence in Portugal since 1938, IBM has been at the technological forefront in several areas of information and innovation technologies, standing out today as a world leader in business artificial intelligence, hybrid cloud, business security, blockchain, and quantum. The company has been combining technology and knowledge effectively, in order to create innovative solutions to the problems that systematically affect society in general, business and citizens quality of life.

#### Relevant case studies



Launch 16 virtual assistants to improve customer satisfaction and employee productivity in Healthcare with Watson Assistant



Build an integrated platform for energy innovation, in a partnership between IBM and SAP

#### Points of contact

José Manuel Paraíso (Chief Executive Officer)  
Beatriz Remón Barreiro (Chief Digital Officer Spain, Greece, Portugal and Israel)  
Rui Santos (Portugal Sales Leader)  
Contact <https://www.ibm.com/contact/pt/pt/>  
Phone +351 218 927 000  
Address Rua Do Mar Da China, 3  
Lisboa, 1990-138

#### Key data

	Turnover	EUR 169 M
	Employees	434
	Total Assets	EUR 183,2 M

Source: [www.ibm.com/pt-en](http://www.ibm.com/pt-en); D&B Hoovers – key data from December 2019

# Competition Assessment

## Assessment of Portuguese companies (15/15)

### Portuguese companies with a relevant role both in Public Administration and Health digitalization

#### timestamp

Timestamp Group integrates several companies with Portuguese capitals, investing in technological leadership, which is based on quality, certification and continuous training, and also in the development and provision of innovative services. Concretely, Timestamp company is specialized in information systems consulting, maintenance and support, Oracle infrastructure, and ERP, CRM and HCM implementation.

#### Relevant case studies



Implementation of organizational changes at *Centro Hospitalar de Lisboa Ocidental* to assure the compliance with GDPR

**PARFOIS** Implementation of Oracle Enterprise Planning and Budgeting Cloud at Parfois

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#### Key data

	Turnover	<b>EUR 31 M</b>
	Employees	<b>240</b>
	Total Assets	<b>EUR 20,8 M</b>

Source: [www.timestampgroup.com/](http://www.timestampgroup.com/); D&B Hoovers – key data from December 2019

#### NORMÁTICA

Normática offers solutions for software licensing and support, open source, consulting, hardware and biometric services, being a reference in the sector in Portugal. The company as a particular specialization regarding the Public Sector, particularly the Central and Local Public Administration, Health and Education, with technological contributions regarding Business Intelligence solutions, infrastructures and network, as well as biometry.

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#### Key data

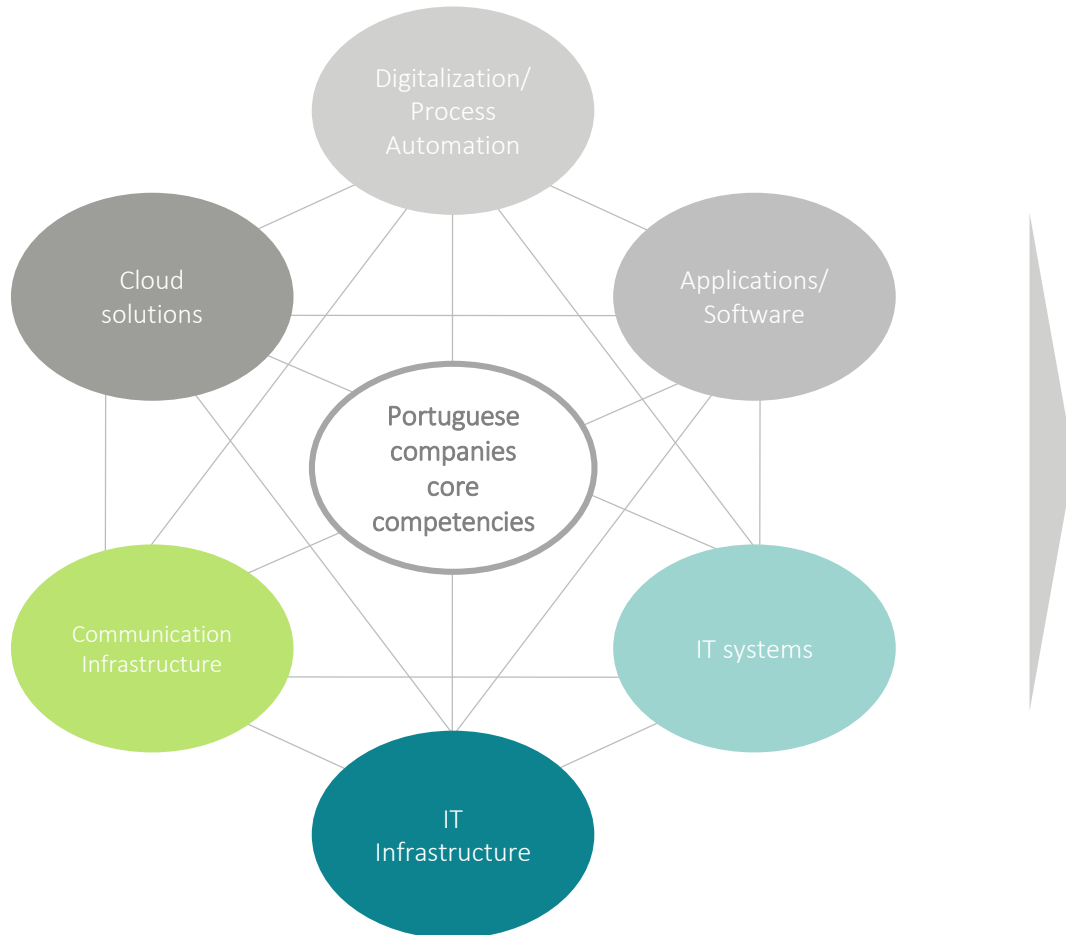
	Turnover	<b>EUR 11 M</b>
	Employees	<b>19</b>
	Total Assets	<b>EUR 13,7 M</b>

Source: [www.normatica.pt](http://www.normatica.pt); D&B Hoovers; Data from December 2019

# Competition Assessment

## Portuguese companies' potential and relevant gaps

Portuguese companies core competencies and the gap to be bridged



Prominent areas where Danish companies may bridge the gap

- Robotics and Automation
- Artificial Intelligence
- Big data
- Logistics Infrastructure

Final Thoughts



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