



ENABLING DIGITAL SUPPLY CHAIN ECOSYSTEMS

CORPORATE PRESENTATION

13 Maggio 2025

A cura di: **Gianmario Mollea – Product Manager**



How to use this presentation

Purpose

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WHO WE ARE





VISION

We believe **Digital Technology Enablement** is a **vital component** as companies **eliminate boundaries** and **build collaboration** among participants of their Supply Chain.

MISSION

We help companies **build digital supply chain ecosystems** empowering them to **orchestrate extended Platform** providing **Solutions** to **maximize performance**.

ABOUT US

TESISQUARE MAIN FIGURES

Private Company

30

years of experience

60 ~

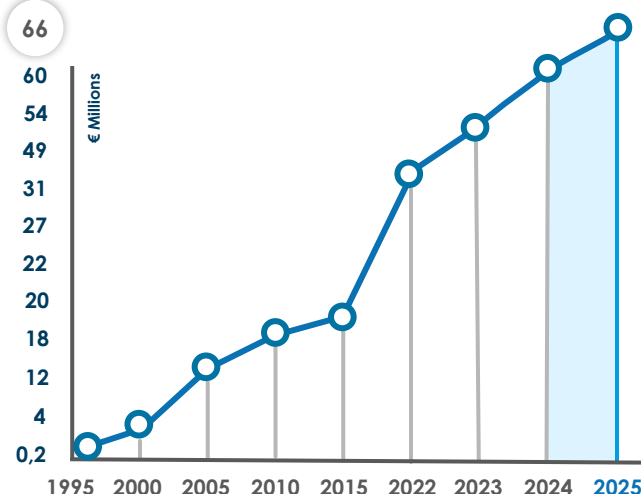
millions* revenues in 2024

12%

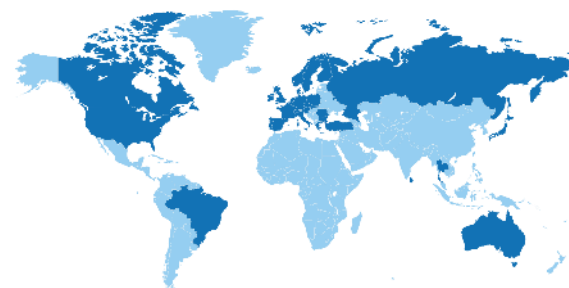
CAGR – CORE 2019/2024

*consolidated

COMPANY



GLOBAL NETWORK



+7 LEGAL ENTITIES

+1 SOFTWARE VENDOR & CHANNEL PROGRAM

+250 INTERNATIONAL CUSTOMERS

+40 COUNTRIES ACROSS 4 CONTINENTS

6,300 CLIENTS & BUSINESS PARTNERS SUPPORTED

FOCUS ON SUPPLY CHAIN

1

PLATFORM

supply chain coverage

60K

COMPANIES CONNECTED

huge network

400M

TRANSACTIONS PER YEAR

high volumes reliability

CLIENTS

99.3%
CUSTOMER RETENTION

8.8
CUSTOMER SATISFACTION

Major Industries SERVED

LUXURY&FASHION

RETAIL

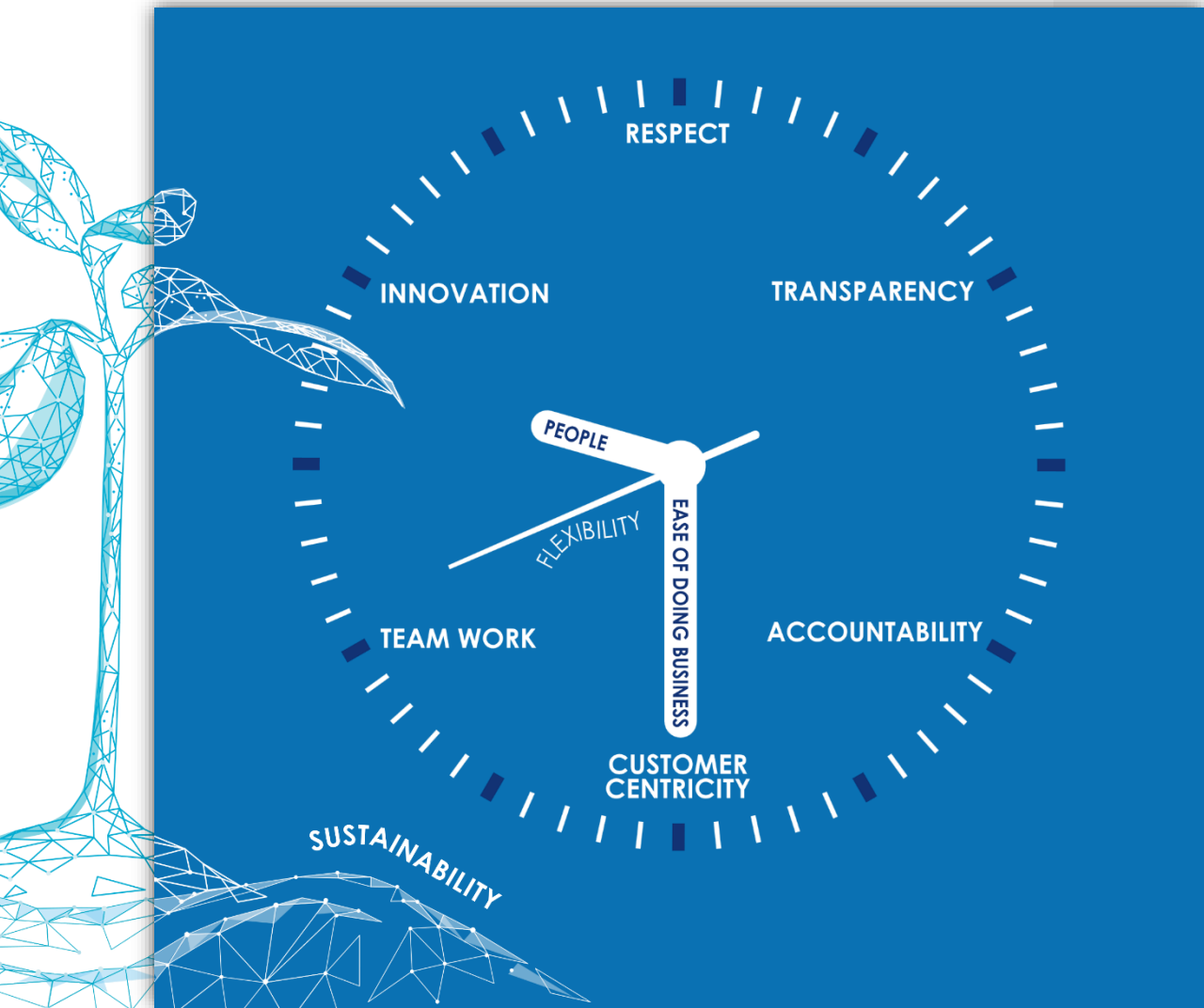
FOOD&BEVERAGE

ELECTRONICS

MANUFACTURING

CHEMICAL&PHARMA

OUR VALUES



PEOPLE FIRST

We make **our people matter** and put them first at the core of our strategy. We encourage them to innovate and come up with new ideas and solutions.

Respect and **teamwork** collaboration, Promote **transparency** in relationships.

EASE OF DOING BUSINESS

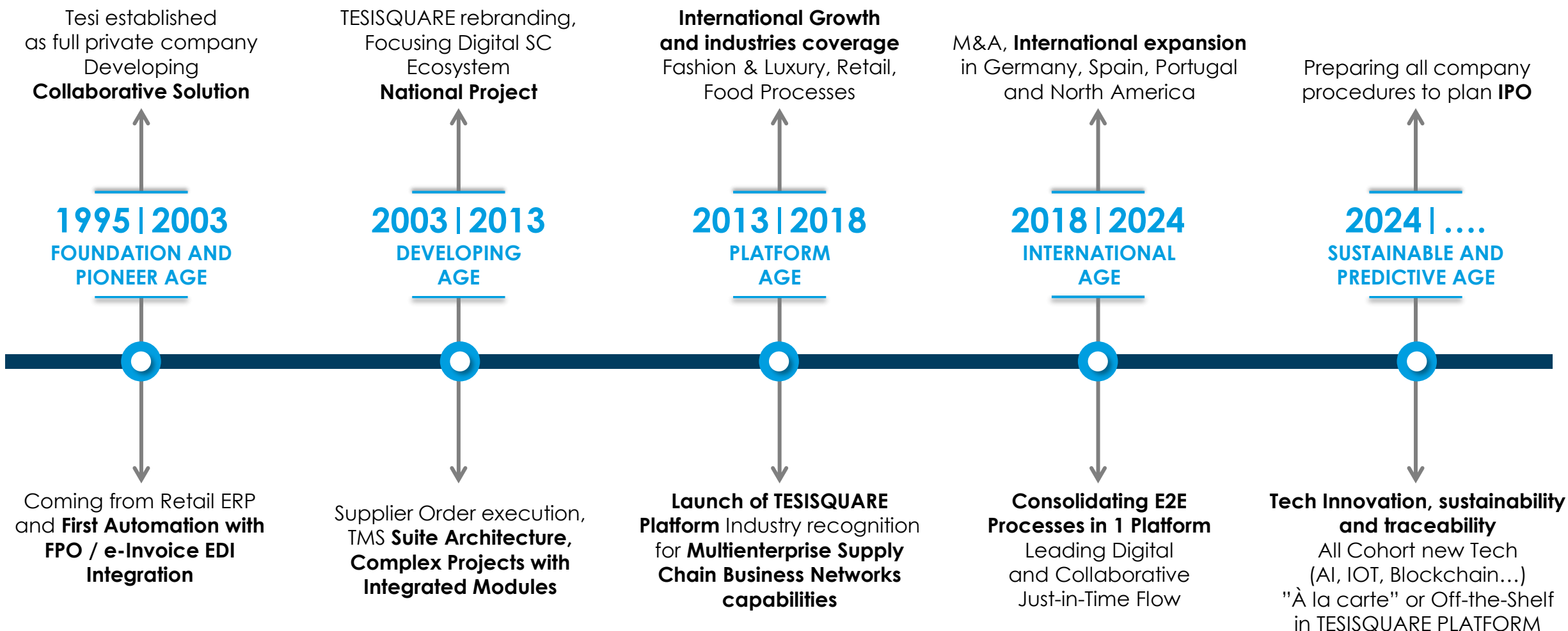
Long-Term relationships while maintaining high-quality standards all the time. Our **accountability** is a pragmatic approach **flexibility**, **ease of doing business**, **transparency** and **innovation** ensure **Customer Centricity** approach.

SUSTAINABILITY

We promote a **sustainable future** for both **people** and **business**. This means to build a responsible model that combines technological development with environmental impact. We encourage organization and employees to adopt **sustainable practices and behaviors**.

PIONEERS IN BUILDING DIGITAL SUPPLY CHAIN ECOSYSTEM

IN 1995, A VISION TURNED INTO A BUSINESS POTENTIAL, INSPIRED BY PEOPLE AND TECHNOLOGY



ANALYST RECOGNITION

TESISQUARE® named
in the 2025 **Gartner®**
Magic Quadrant
for Transportation
Management Systems^{1,*}

TESISQUARE® named
in the 2024 **Gartner®**
Market Guide
for Multienterprise
Collaboration Networks^{2,*}

TESISQUARE® recognized
as a Technology Leader in
QKS Group' SPARK Matrix™
for Multi-Enterprise Supply
Chain Business Networks
(MESCBN), 2024

TESISQUARE® recognized
as a Technology Leader in
QKS Group' SPARK Matrix™
for Transportation
Management
System (TMS), 2023

¹ Gartner "Magic Quadrant for Transportation Management Systems", Brock Johns, Oscar Sanchez Duran, Carly West, Manav Jain – 25 March 2025.

² Gartner "Market Guide for Multienterprise Collaboration Networks*", Christian Titze, Brock Johns, Nathan Lease - 10 December 2024.

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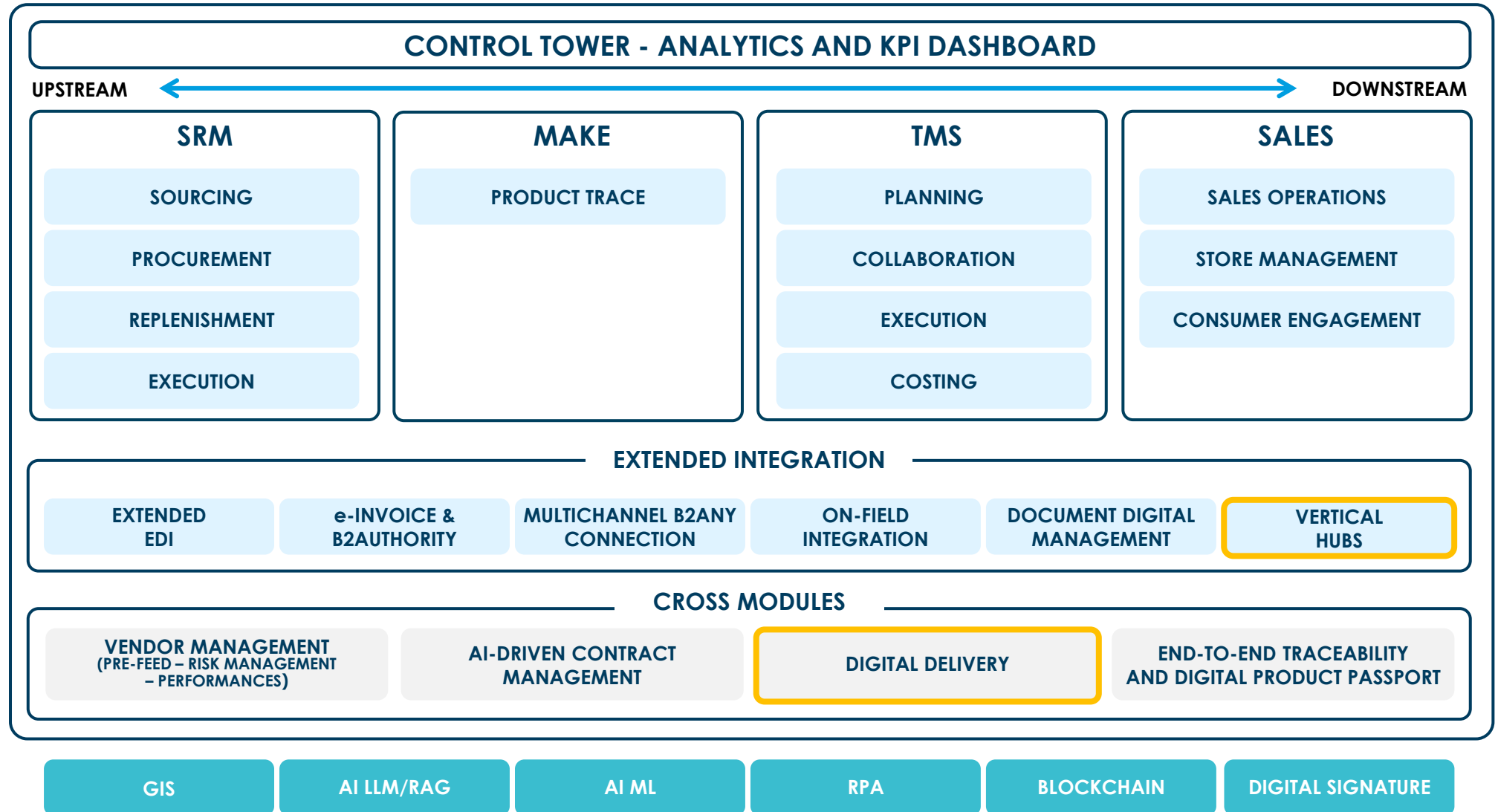
TESISQUARE® recognized
as a Technology Leader in
QKS Group' SPARK Matrix™
for Supplier
Relationship & Risk,
2025

TESISQUARE® recognized
as a Technology Leader in
QKS Group' SPARK Matrix™
for Supply Chain
Control Tower (SSCT),
2024

OUR OFFERING

TESISQUARE PLATFORM

A COMPLETE OFFERING FOR YOUR DIGITAL & COLLABORATIVE SUPPLY CHAIN ECOSYSTEM



LEGEND

SUITE

VERTICAL SOLUTION

CROSS MODULE

TECH ADD-ON



TESISQUARE PLATFORM SUITES

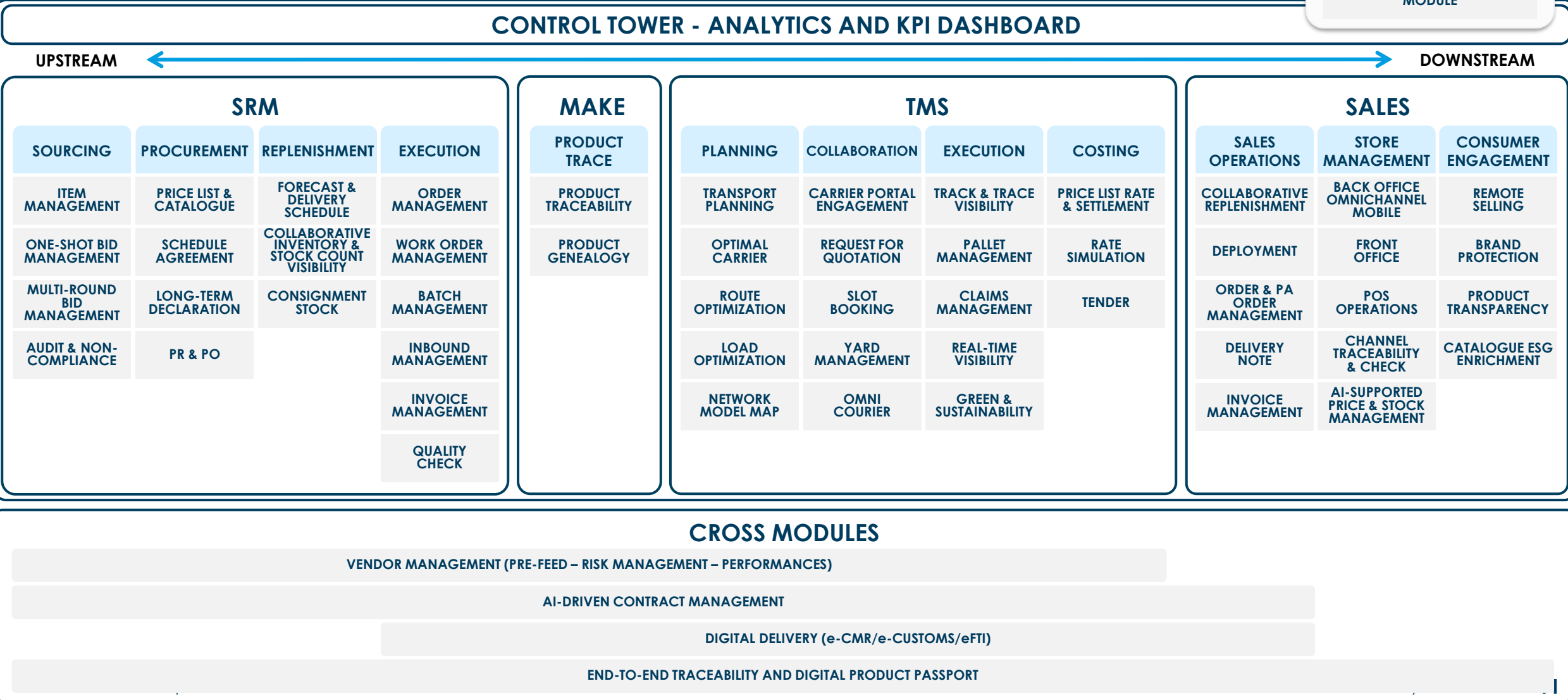
A COMPLETE OFFERING FOR YOUR DIGITAL & COLLABORATIVE SUPPLY CHAIN ECOSYSTEM

LEGEND

SUITE

VERTICAL SOLUTION

MODULE



TESISQUARE SUITE: EXTENDED INTEGRATION IPaaS

CLOUD BUSINESS Integration Platform as a Service (IPaaS)

LEGEND

VERTICAL SOLUTION

MODULE

TESI EXTENDED INTEGRATION

EXTENDED EDI	e-INVOICE & B2AUTHORITY	MULTICHANNEL B2ANY CONNECTION	ON-FIELD INTEGRATION	DOCUMENT DIGITAL MANAGEMENT	VERTICAL HUBS
eCATALOG & GDSN	e-INVOICING & TAX REPORTING	ERP INTEGRATION & SAP X-PLUG	IoT	INTELLIGENT DATA CAPTURING	SLOT BOOKING – TMS TC1
B2C MARKETPLACE INTERCONNECTION	e-FTI GATE INTEGRATION	PEPPOL ACCESS POINT	MOBILE APPS	DOCUMENT LIFECYCLE MANAGEMENT	CARRIER HUB
e-INVENTORY REPLENISHMENT	e-CUSTOMS INTEGRATION	API INTEGRATION	REAL-TIME TRANSPORTATION VISIBILITY	CONFIGURABLE WORKFLOWS	e-CMR
e-ORDERING		ANY PRIVATE & STANDARD INTEGRATION		DIGITAL ARCHIVING & PRESERVATION	
e-DELIVERING		DATA ENRICHMENT			



ROADMAP DRIVEN BY MARKET NEEDS



GLOBAL DIGITAL SUPPLY CHAIN

Creating multi-enterprise collaborative networks and ecosystems; streamlining operations through the digitalization of flows and processes, both logistics and administrative, to create resilient supply chains. Enabling an extended end-to-end and real-time visibility from tier-n supplier to the final customer.

Roadmap keywords: Extended Visibility, Digital Delivery, Custom integration, International e-Invoicing and Tax Reporting, Multi-model & Multi-process Supplier collaboration, Transport Optimization.



ETHICAL & SUSTAINABLE SUPPLY CHAIN

Providing our customers with visibility, traceability and governance tools to manage risks and sustainable objectives, to enable them to produce goods that comply with human rights, the environment and regulations, balancing profit, service level and ESG kpis.

Roadmap keywords: Supplier Discovery, Item qualification, Multi-level Traceability, Digital Product Passport, Product Environmental Footprint, ESG Control Tower, CO₂e Calculation and Monitoring.



INTELLIGENT SUPPLY CHAIN

Leveraging AI and other state-of-the-art technologies for increased effectiveness and control and to enable data-driven decisions.

Roadmap keywords: AI for Document Recognition, AI for Data Extraction, AI for Service Level Calculation, AI for Supplier Intelligence, Predictive Command Center, Prescriptive Operations, Blockchain.

VALUE ADDED SERVICES



**CUSTOMER
EXCELLENCE**



**CUSTOMER SERVICE
AND SUPPORT
3rd PARTIES
ONBOARDING**

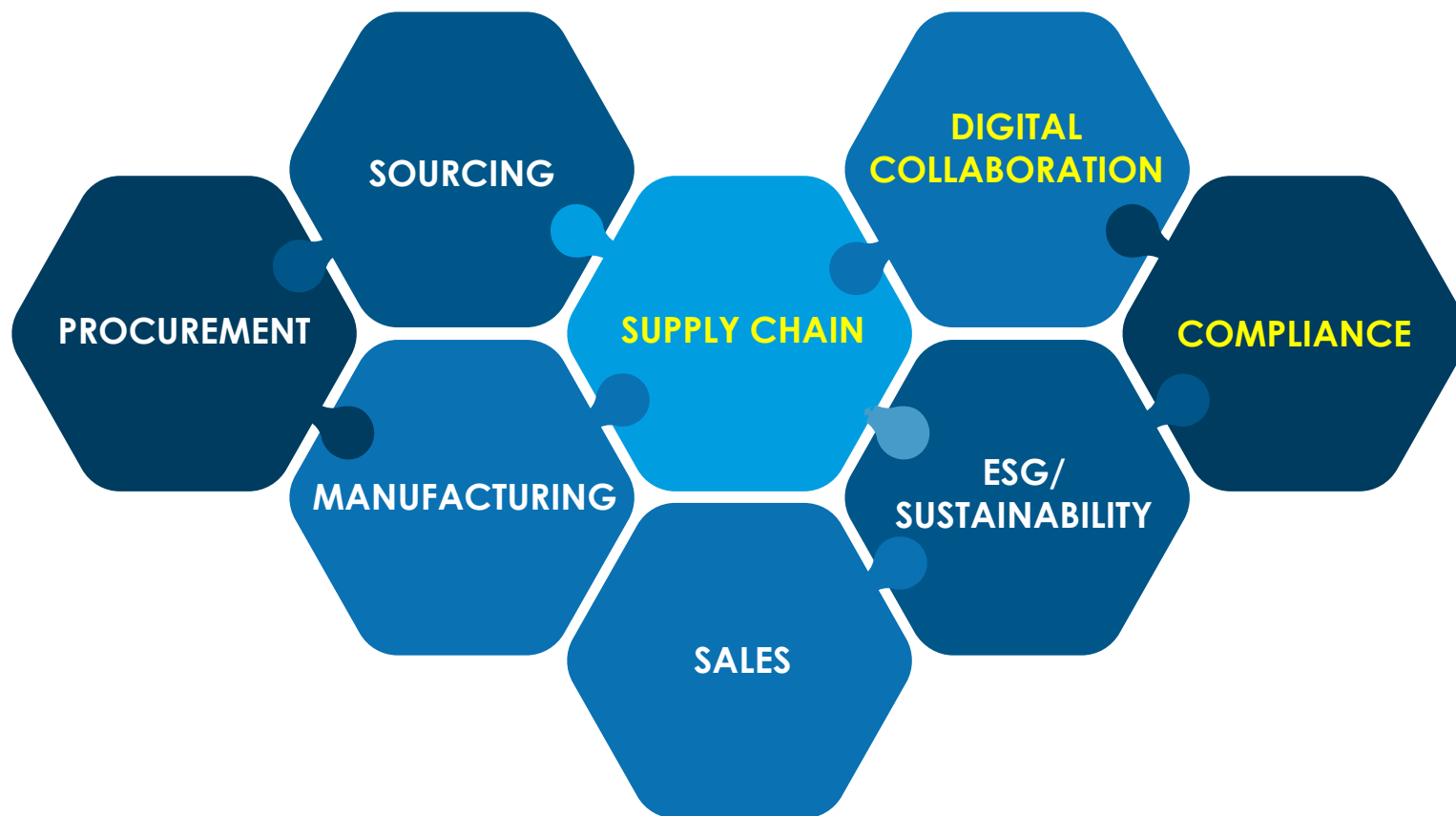


**INTEGRATION BY
OWN SERVICE**



**SUPPLY CHAIN
COMPLIANCE**

CUSTOMER EXCELLENCE COMPETENCE AREAS



OUR SUPPORT

Sustainability &
Traceability
model

Change
Management

Digital
Delivery

Ecosystem
Collaboration
model

Agile & Digital
Supply Chain
model

IOT business
impact & Industry
4.0 strategy

Supply Chain Risk
Management

Integration
Protocol

Supply Chain
Performance
Assessment

Benefits
tracking

Indirect
Procurement
& Cost Saving

Digital compliance
(e-Invoicing, Digital
preservation)

Sales & Operations
planning model

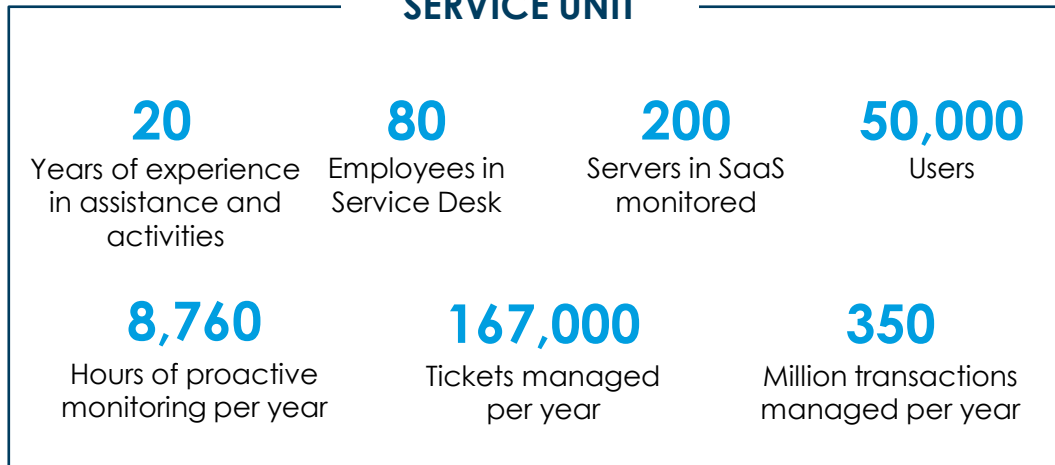
Digital Product
Passport & ESG
regulation's
assessment

ACCELERATE ADOPTION AND CONTROL WITH SERVICE SUPPORT

SUPPORT THE DAY-BY-DAY QUALITY, SERVICE AND PERFORMANCE

SERVICE UNIT MAIN FIGURES

SERVICE UNIT



INTERNATIONAL ASSISTANCE CENTER



CERTIFICATIONS



SERVICE MANAGER

Coordinates activities, defines priorities, organize the SAL with the Customer.



EVENT MANAGEMENT TEAM (H24X7)

Monitors proactive systems and applications.



APPLICATION MAINTENANCE SERVICE

Fixes bugs, manages small evolutionary and AM activities.



SERVICE DESK

Receives, classifies, resolves the assistance requests (Front-end with our Customer).

CLIENTS & BUSINESS PARTNERS

99.3%
CLIENTS
RETENTION

8.8
CLIENTS
SATISFACTION

6,300
CLIENTS & BUSINESS
PARTNERS



ENABLING DIGITAL SUPPLY CHAIN ECOSYSTEMS

Digital Delivery E-CMR

A cura di: **Roberto Marangoni – Business Unit Manager**

13/05/2025





Cos'è e-CMR?

- L'e-CMR è una lettera di vettura emessa tramite comunicazione elettronica dal vettore, dal mittente o da qualsiasi altra parte interessata all'esecuzione del contratto di trasporto, attraverso una trasmissione elettronica (**Articolo 1 dell'Additional Protocol del 2008**) ossia le informazioni generate, inviate, ricevute o archiviate con mezzi elettronici, digitali o ottici, compresi i file allegati o collegati.
- L'emissione dell'e-CMR, che consente alle parti di aderire alla **Convenzione relativa al contratto di trasporto internazionale di merci su strada** deve contenere le stesse informazioni di quello cartaceo, mentre le procedure utilizzate per l'emissione devono garantire l'integrità dei dati in esso contenuti dal momento della generazione alla forma finale.
- e-CMR è evoluzione di un protocollo CMR adottato da 58 paesi, **appartenenti non solo all'attuale unione europea**

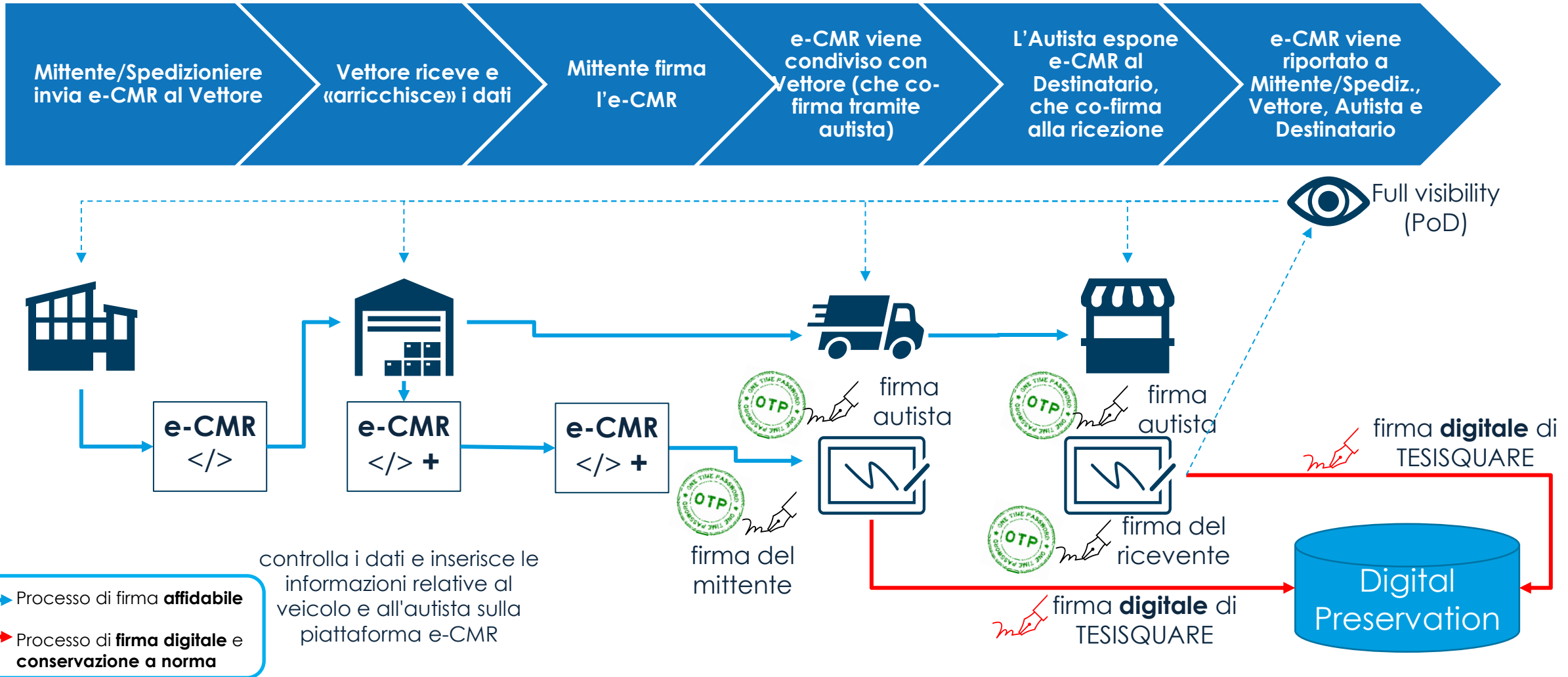


e-CMR GENERAL REQUIREMENTS

- L'e-CMR deve contenere le **stesse informazioni del CMR cartaceo**;
- **Garanzia di integrità:** la procedura utilizzata per l'emissione dell'e-CMR deve **garantire l'integrità dei dati in esso contenuti** dal momento della generazione fino alla sua forma finale.
- **Integrazioni e modifiche:** l'e-CMR può essere integrato o modificato e la procedura utilizzata deve consentire di **verificare la modifica di ogni singola integrazione** e di **conservare le informazioni originali**.

L'esempio del e-CMR (Convention des Marchandises par Route)

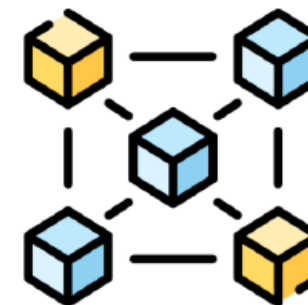
e-CMR: secondo il Regolamento eFTI, il tool con cui fare la «bolla digitale» per il trasporto su gomma





eCMR

- ❑ Il CMR è valido per tutte le **spedizioni su strada in ambito internazionale**
- ❑ **Dal 2008** è possibile produrre una sua **versione digitale** equivalente al cartaceo
- ❑ È **completamente operativo** anche in **Italia** dal **26 settembre 2024**



eFTI

- ❑ **Regolamento Europeo** volto a sostituire i documenti cartacei con **scambi di dati digitali** per il trasporto di merci nell'Unione
- ❑ Benefici per operatori economici e autorità stimato in oltre **1 miliardo di euro all'anno**

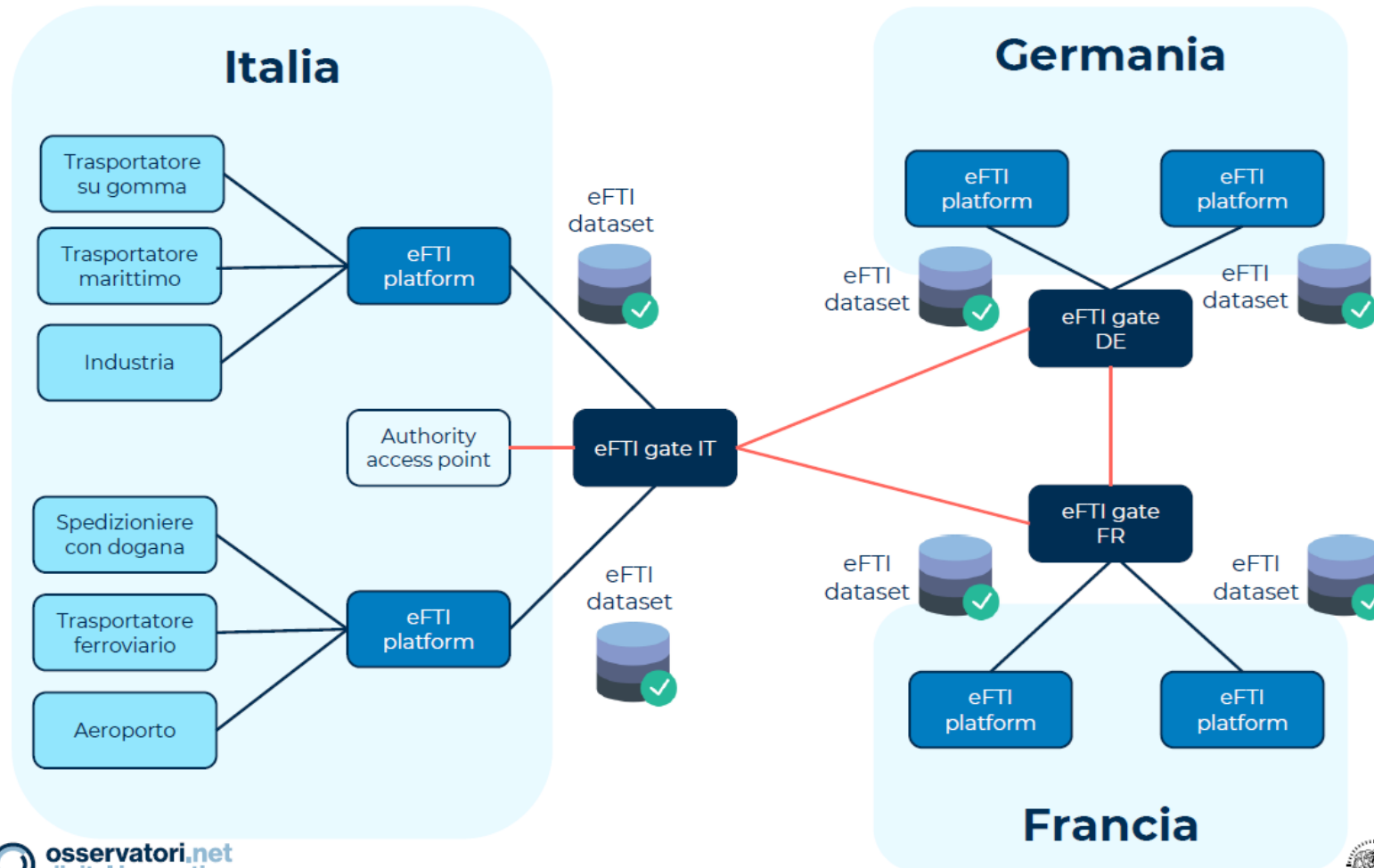
L'AVANZAMENTO DELL'e-CMR

Focus sul portale eFTI

L'ambiente di funzionamento di eFTI

Osservatorio Digital B2b

27.03.2025 | III WS



Le principali «Forzanti Normative» che insistono sulla Digital Delivery

Normative ESG



Protocollo e-CMR e-CMR



DIGITAL DELIVERY

Digitalizzazione delle Dogane e-Customs

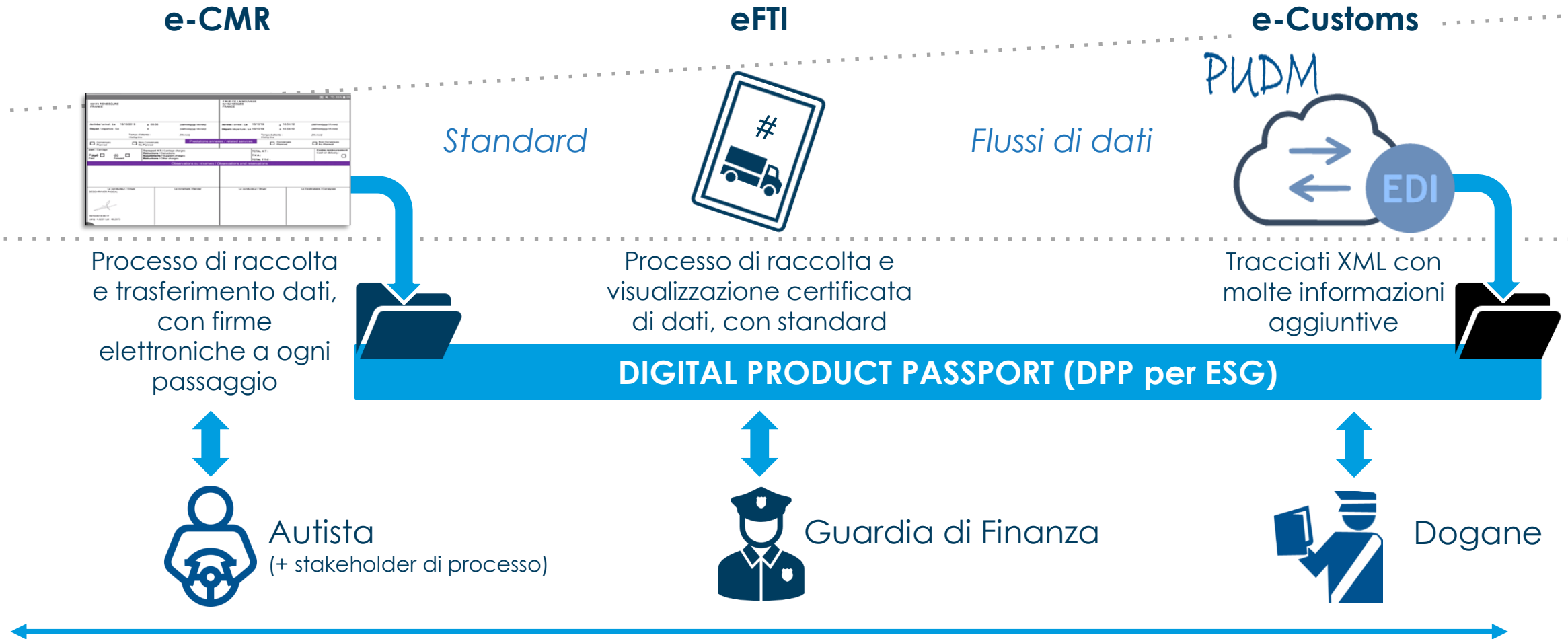


«eFTI» - Regolamento EU 2020/1056

eFTI



Molteplici cambiamenti, fortemente correlati in un'unica «visione»



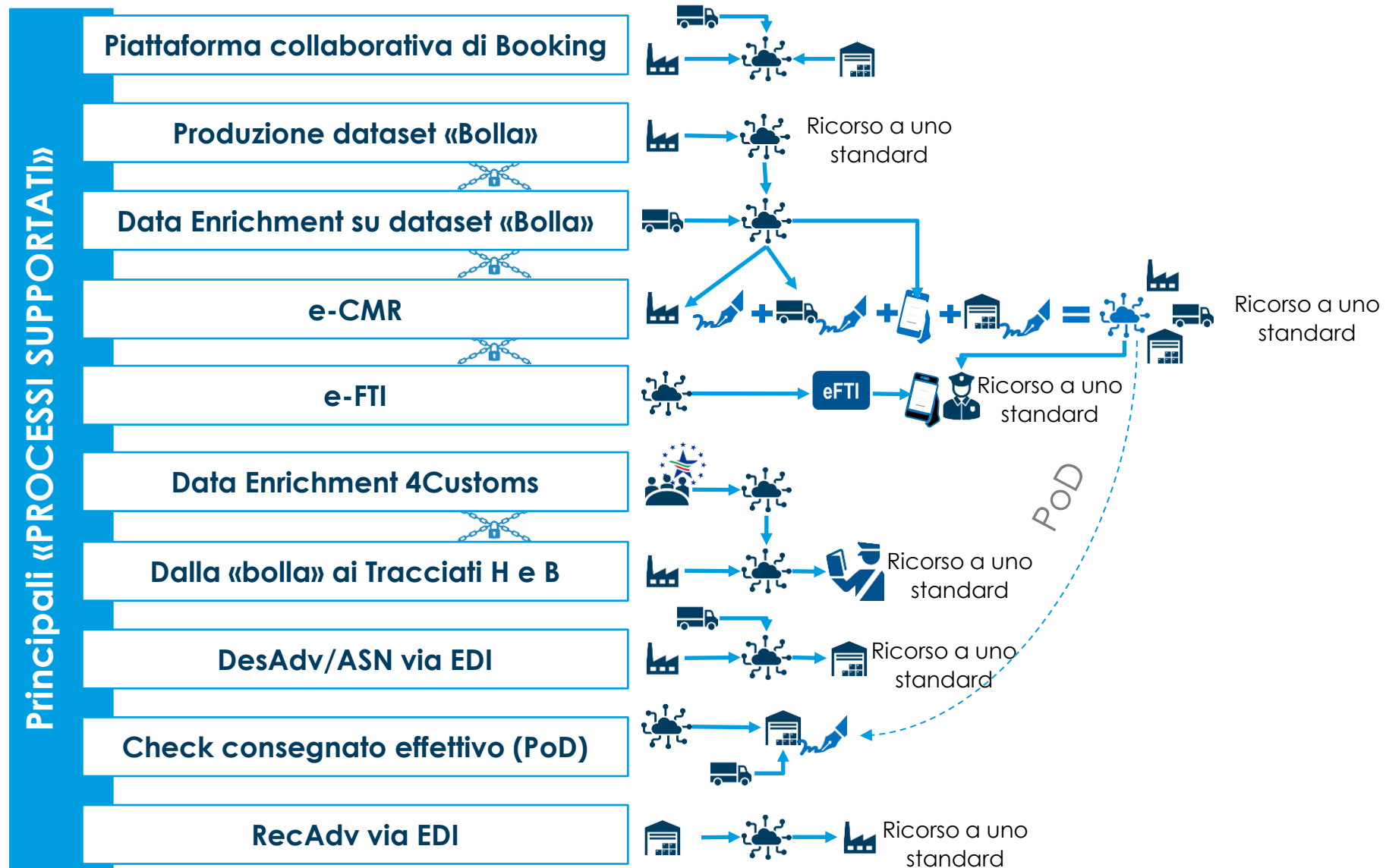
Il dataset alla base dei diversi passaggi è essenzialmente quello della bolla, al netto dell'arricchimento con qualche informazione aggiuntiva inserita «ad hoc»

An aerial photograph of a city, likely Paris, with a network of glowing yellow nodes and arcs overlaid. The nodes are positioned at various points across the city, and the arcs connect them, forming a complex web. The background is a dense urban landscape with many buildings and a distant skyline.

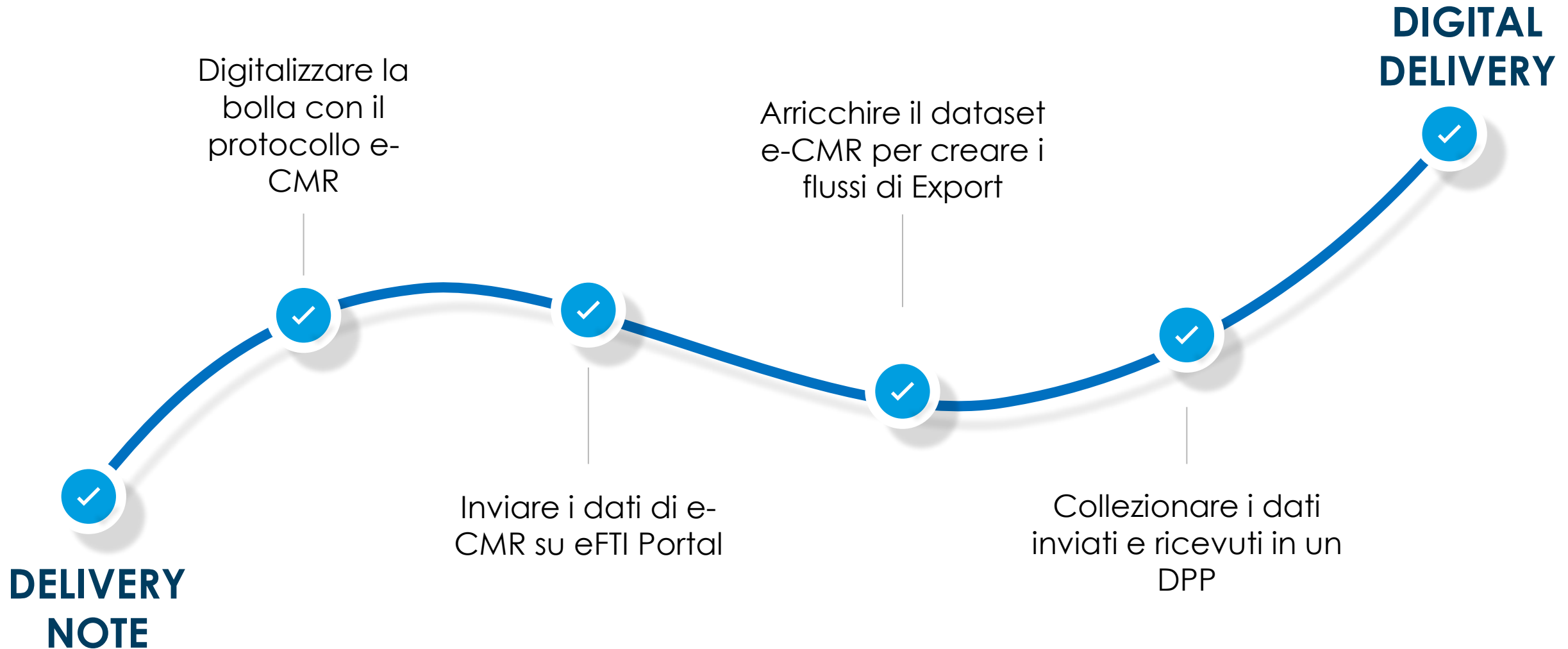
e-CMR and TESISQUARE PLATFORM

Digital Delivery

L'OFFERTA VERTICALE DI TESISQUARE



Il percorso verso la Digital Delivery





e-CMR

BENEFICI 1/2

Il processo di digitalizzazione permette di:

- Ridurre i **costi operativi** della gestione della carta
- Aumentare la **reattività** (informazioni in tempo reale)
- **Migliorare la qualità** dei dati riducendo gli errori
- **Migliorare i processi di tracciamento e di contabilità** grazie alla tempistica e alla qualità delle informazioni.



e-CMR

BENEFICI

FOCUS ON	FONTE	SAVING ESTIMATION
e-CMR	Ricerca condotta presso l'Università di Hasselt con 72 aziende di trasporto del Benelux che lavorano con e-CMR (Benelux e-CMR Pilot Project, 2019)	- 13,11 €/ 'bolla'
Paperless CMR	Operatore OLANDESE Cargoledger (2023)	- 5,33 €/ 'trasporto'
Digital CMR	Operatore ESTONE A-ES Logistics (2022)	- 4,5 €/ 'bolla'
Policy Options Impacts*	Elaborazione su IMPACT ASSESSMENT Proposal for a Regulation of the European Parliament and of the Council on electronic freight transport information, EU 2018 Commission	Risparmi 2025 – 2030 Opzione 1: 0% - 4,2% Opzione 2: 21,6% - 31,2% Opzione 3: 35,7% - 44,9%

* L'e-CMR può essere implementato con adesione volontaria (PO1) con un risparmio dello contenuto fino al 4,2%; con obbligo di accettazione e armonizzazione minima (PO2) riducendo i costi del 21,6-31,2%; oppure, con obbligo di accettazione e maggiore armonizzazione (PO3) che garantisce il massimo beneficio con un risparmio del 35,7-44,9%. *Strictly Reserved*

LE FONTI DI BENEFICIO DELLA DIGITAL DELIVERY

... per chi «emette» la bolla digitale

- **Efficienza operativa:** l'automazione dei processi consente una gestione più rapida ed efficiente delle operazioni di spedizione e consegna cioè una riduzione dei tempi di lavorazione, l'accelerazione dei flussi di lavoro e il miglioramento della produttività
- **Meno errori e costi di correzione:** l'utilizzo di bolle digitali riduce il rischio di errori di trascrizione e smarrimento dei documenti, contribuendo a minimizzare i costi associati alla correzione degli errori e alla gestione delle contestazioni
- **Riduzione costi di stampa e conservazione:** l'eliminazione di stampe e archivi porta risparmi su carta, inchiostro, stampanti, spazi e gestione di stock fisici
- **Migliore tracciabilità e visibilità:** le bolle digitali consentono una tracciabilità più accurata delle spedizioni e delle consegne, per monitorare e gestire in tempo reale lo stato delle operazioni, migliorando il servizio ai clienti



... per chi «riceve» la bolla digitale

- Migliore allestimento del **Magazzino** (preparazione team, sgombero baie, allocazione spazi)
- Controllo del **funnel** «Ordinato», «Confermato», «Promesso» e «Consegnato/ricevuto» (automatismi di verifica, monitoraggio prestazionale, check discrepanze effettive)
- Produzione agevolata e rapida della «**BEM**» (supporto Mobile agevolato, check list precompilata, tempestività nel feedback)
- Utilizzo delle «BEM» generata per **riconciliare** le successive «Fatture» (impatto sui processi amministrativi, successivi alla Consegna)
- Gestione del «**Ordinato non Consegnato**» (quick check dell'eventuale mancante, automazione dei riordini sul mancante)



TESI EXTENDED INTEGRATION

LA NOSTRA RETE ESTESA

3.600.000

le aziende che, all'anno, scambiano
«documenti» nel nostro Network

130.000

le aziende che lavorano
quotidianamente
nella nostra Business Community

5.300

aziende partner EDI

180.000.000 Flussi EDI scambiati/anno
380.000.000 Transazioni commerciali/anno

TUTTI I CONTINENTI
100 PAESI



TESISQUARE® è uno dei principali
B2B Integration Provider in Europa
nei settori FMCG e Consumer Electronics

CERTIFICATIONS, MEMBERSHIPS AND COLLABORATIONS AS A SERVICE: TRUST THE SERVICE

CERTIFICATIONS



Bronze
Solution
Partner



Solution
Partner



AECOC



Qualification 2020
Facture électronique EDI



Solution Partner
TESI s.p.a



ISO 9001:2015
(50 100 2615 - REV.015)



ISO/IEC 27001:2013
(Certification no. 350/15)



Approved



Peppol
Access Point
CERTIFIED PROVIDER



Agenzia per
l'Italia digitale

Conservatore accreditato
Registro Ufficiale AGID
n. 0018125 del 11/7/2016
per tutta la durata
dell'accREDITAMENTO



MEMBERSHIPS AND COLLABORATIONS



Global Exchange Network Association



Verband elektronische Rechnung



The future is open

SAP® Partner
Open Ecosystem



POLITECNICO
MILANO 1863
SCHOOL OF MANAGEMENT



osservatori.net
digital innovation



Fondazione
DIG421





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Tirana

TESISQUARE S.p.A.

Headquarters

Via Savigliano, 48
12062 Roreto di Cherasco (Cuneo)

Branches

Milan, Rome, Turin, Padua, Genoa,
Bologna, Naples, Como



+39 02 89202682
tesisquare.com
marketing@tesisquare.com

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