



It is Worth Investing In the Digital Future



/ September 2024

/ Univio

< since.1997 >



Digitalize all aspects of your business and gain the technological advantage cooperating with digital commerce transformation experts.





> The World is Changing . Companies Need to Respond

State of Digital Business Report, Progress revealed that 47% of companies haven't started their digital transformation yet - while 59% are worried that it might already be too late for them.

The same study found that 55% of businesses believe they have less than a year before they start to suffer financially and lose market share.

Furthermore, highly engaged customers buy 90% more frequently, spend 60% more per purchase, and have 3x the annual value (compared to the average customer).

Source: [SuperOffice](#)

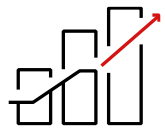


Commerce Transformation alters the entire business ecosystem, giving wise adopters a strong competitive advantage.



> Commerce Transformation . Strategic Leap Forward

The art of replacing outdated business models with smart digital solutions.



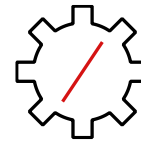
Maximize sales opportunities and open new channels, regardless of region, sector or industry.



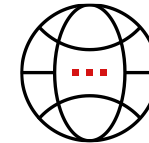
Offer appealing ways for your **customers to engage** with your business 24/7 and on any platform.



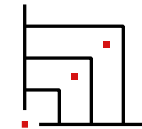
Leverage data to create a winning strategy with informed decisions based on hard facts.



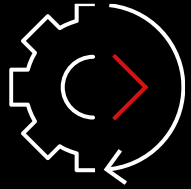
Continuously **optimize digital processes** to free up resources for more innovation.



Create new, **globally connected business models** enabled by API Economy.



Deploy **scalable infrastructure and agile practices** to keep up with today's pace of change.



Commerce Transformation . Since 1997

We've been enabling companies to improve and innovate their commercial operations since 1997. Our team is always on top of modern trends and technologies. It's how we've digitally transformed our clients' businesses time after time.





> Commerce Transformation . Credentials

>27

Years on the market

500+

Delivered projects

25%

Growth rate

100+

Active clients

500+

Experts in their fields

93%

Employees enjoys
atmosphere at work





> Commerce Transformation . 4 Foundations

Customer

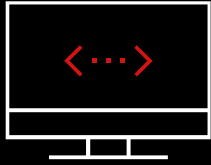


Operations

Data & AI



Core



Impactful Solutions . Enabled by Technology

First and foremost, we implement solutions that make a real impact. One you can noticeably feel and measure. Our extensive technology expertise ensure we choose the right solution for your needs. Your strategy and business goals are our priority.



> Customer . Improved Engagement & Experience

E-commerce B2C: Digital shops available everywhere, anytime and on any device.

E-commerce B2B: Take relations to the next level through digitally streamlined distribution

Composable Commerce: A modern and agile approach for building e-commerce and user experience.

Web Design and Development: Feature-rich web portals for customers to explore and interact with your business.



Solutions supported with best technologies:





> Operations . Digitized for Day-to-Day Business Efficiency

Product Information Management: Automated, correct and up to date information wherever and whenever it's needed.

Order Management: Managing the entire process from order to delivery.

Process Automation: Eliminate manual tasks and streamline essential operations for faster, more reliable results.

Custom Software Development: Competitive solutions tailored to your exact business' needs.



Solutions supported with best technologies:



> Data & AI . Fuel for Digital Business

Data Engineering: Take control of data across all your business applications. Benefit from unified, structured, high-quality data.

Data Analysis: Gain deeper insight into your operations to make better, fact-based decisions.

Machine Learning: See what cannot be seen – detect events, anomalies, correlations and causations with Machine Learning.

Business Intelligence: A simple way to make complex analyses – use modern systems to report and visualize your data.

Generative AI: Harness Generative Artificial Intelligence to build AI assistants that save time and costs. Large Language Models (LLM) and speech-to-text conversions will automate many routine tasks.



Solutions supported with best technologies:



> Core . Essential Services and IT Architecture

System Integration: Build future-proof business ecosystems by seamlessly connecting applications, services and data.

Cloud Infrastructure: A scalable, cost-effective platform for hosting complete business models.

Managed Services: Enhanced performance, availability and security of your systems and operations.

DevOps: Continued delivery and integration for fast releases, operational agility and robust solutions.

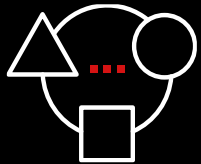


Solutions supported with best technologies:



> Solutions with Real Impact . Implemented by Leading Brands





All Results . One Agile Partner

We will help you digitalize all aspects of your business, end-to-end... and beyond.
Always your trusted partner that lives and breathes agile. Our approach ensures your
company reaches its full potential in minimum time and with maximum efficiency.



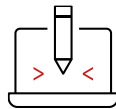


> End-to-End Approach . And Beyond ...



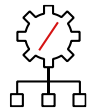
Consult

Diagnose challenges, identify opportunities and plan your digital commerce transformation



Design

Focus on key objectives and integrate market & user research to refine ideas



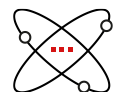
Implement

Agile delivery in close collaboration across business and IT



Support

Ensure seamless operation, manage updates and continuously optimize costs & performance



Evolve

Adapt to market needs, respond to changing priorities and pivot to greater success

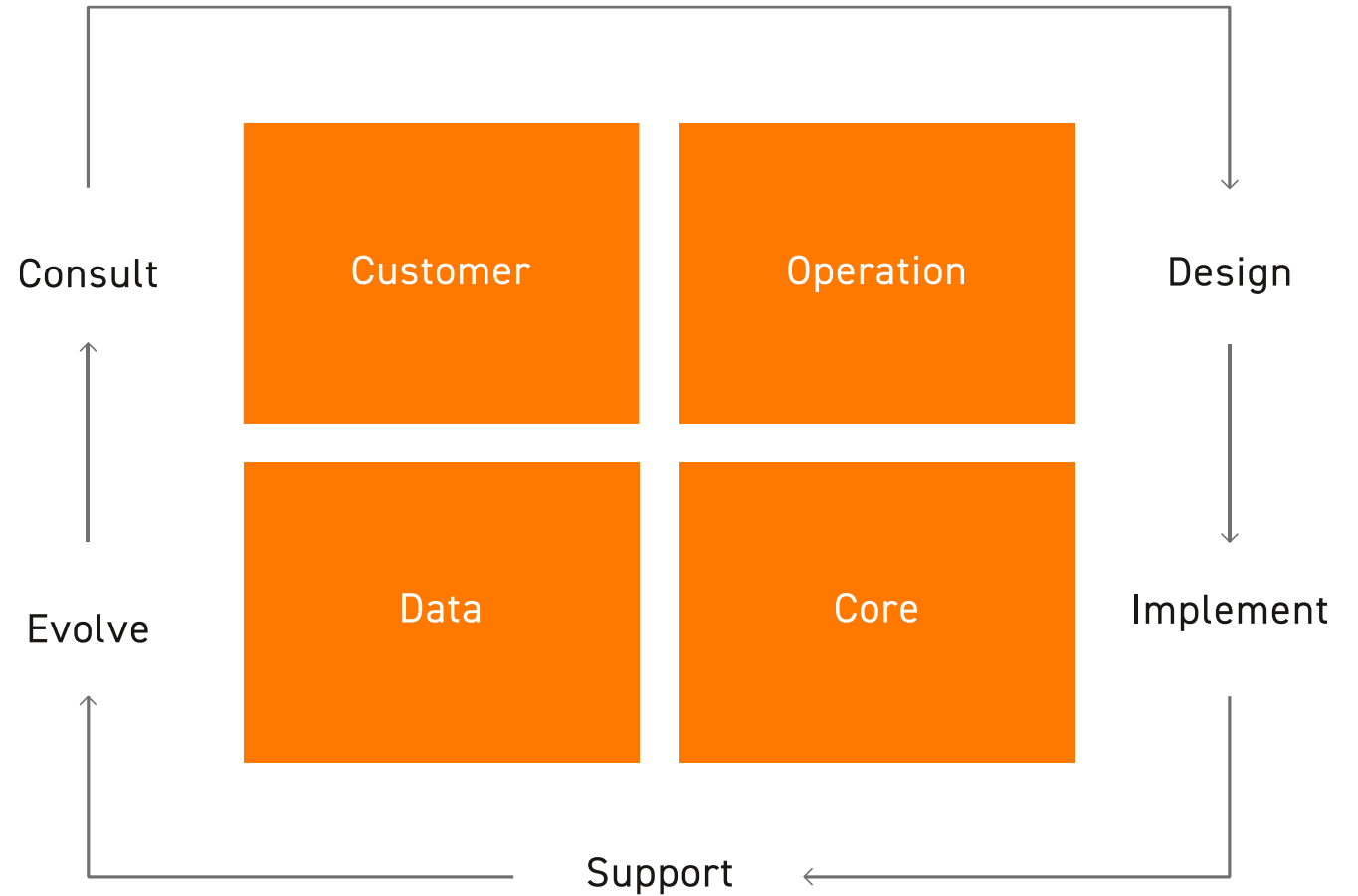


Tomasz Kaczmarek
PHP Architect



> Commerce Transformation

> This is our distilled process, perfected over 27 years helping companies digitalize





Worthy of Trust . Ask Our Clients

If you want to know us, talk to our clients. We'll happily put you in touch with companies around the world so you can see for yourself how we helped them succeed. Our reputation has been built for over 20 years. We look forward to having a long-lasting relationship with you as well.



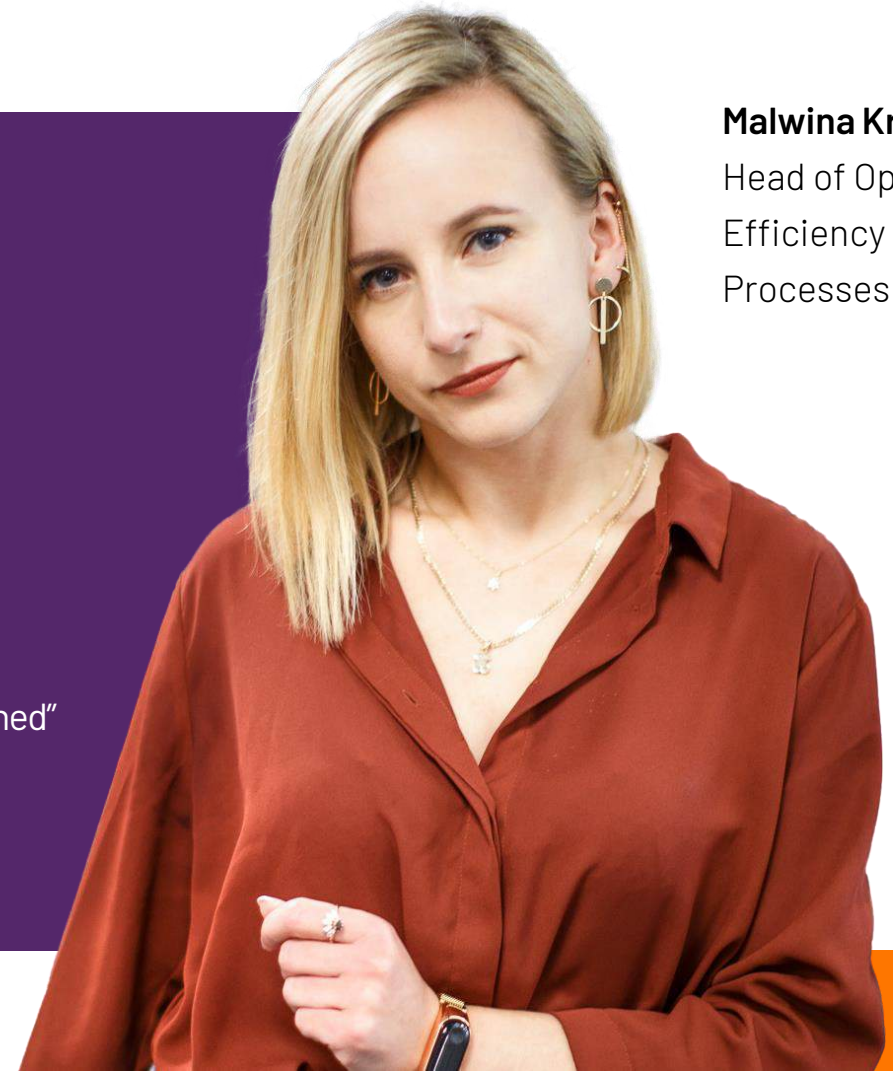


90% of companies would
recommend us to other
businesses

“Univio is in the top 7% of Boutique Tech Teams Digital Knights has screened”

Malwina Krupa

Head of Operational
Efficiency and
Processes





Success Stories / Onnibus / Omnichannel Commerce

Customized Digital Experience Platform for Faster Business Development

Bernard Golko

E-commerce / Digital
Director Europe
& Board Member
at OnniBus

Univio once again showed its professionalism by delivering the project on time (with a short deadline in mind) and approached it with the creativity and responsiveness of an F1 race car!



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TUBADZIN

Success Stories / Tubądzin / E-commerce B2B

Comprehensive B2B System, from Wholesaler to Retail Outlet

Univio.Commerce implementation streamlined and simplified the sales process –as a result the majority of orders are now executed online.



Success Stories / McDonald's / E-commerce B2B

Optimized B2B Platform for Ordering Marketing Materials

Paulina Strumińska

POP Administrator,
DDB Warsaw

When choosing the company to which we wanted to entrust the project, we were guided mainly by the criterion of trust and experience, confirmed by references in the implementation of large IT projects

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Symfony



Magento 2





VOLKSWAGEN

GROUP POLSKA

Success Stories / Volkswagen / System Integration

API-based, highly available integration of over 30 systems

Krzysztof Jeger

Head of IT Systems
Integration and
Maintenance
Team, Volkswagen
Group Polska

The Anypoint Platform solution and Mule Enterprise Service Bus, both maintained and developed by Univio, are a crucial part of our IT architecture. Our long and fruitful cooperation with the company makes us recommend Univio as a responsible and competent partner.



Success Stories / GATX / Process Automation

Digitalization of Critical Business Processes

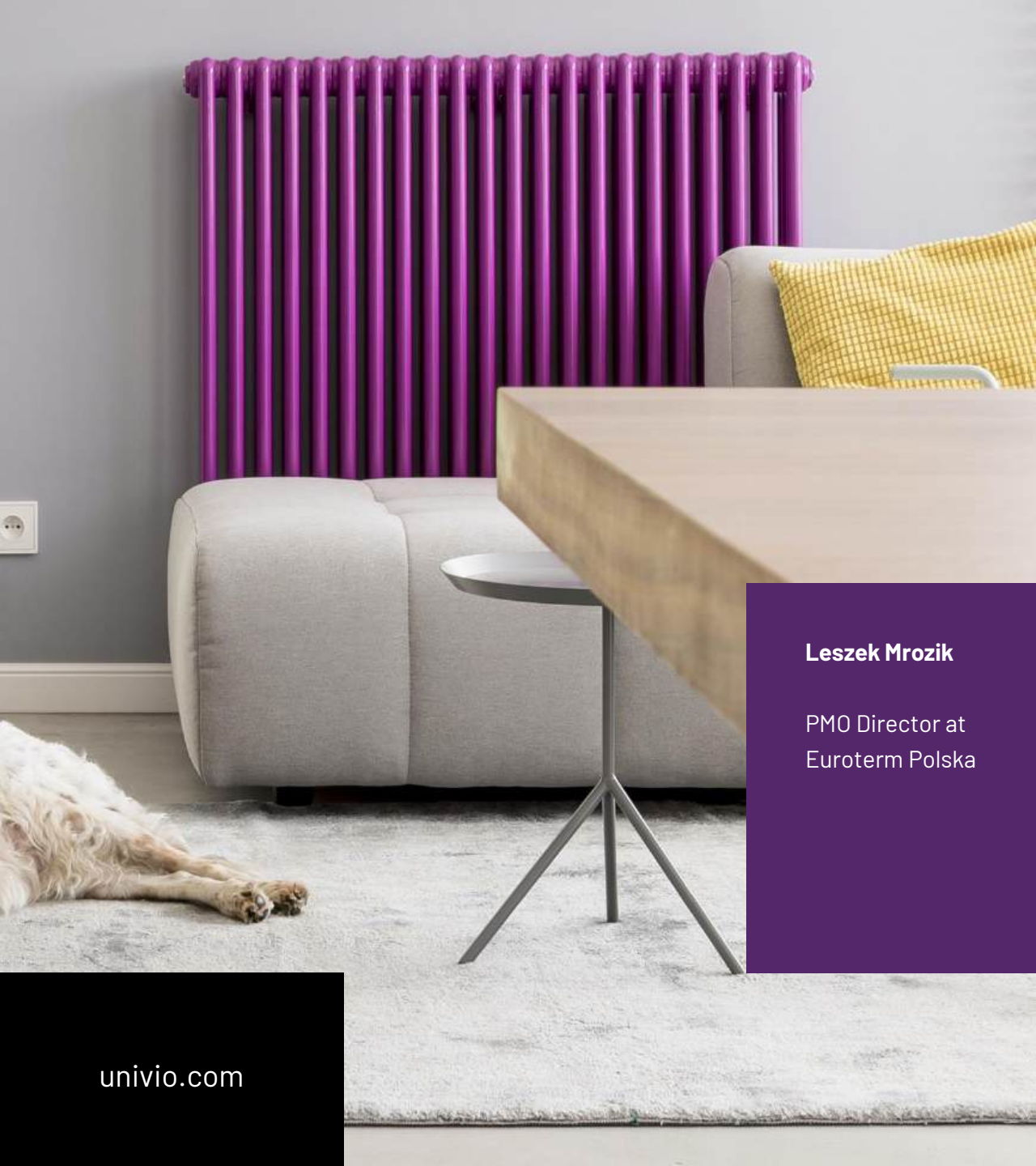
Hubert Gołębiowski

Dyrektor ds.
projektów IT, GATX
Rail Europe

Time and again, Univio has proven to be an effective partner. Internal stakeholders are impressed with the timeliness and quality of their delivery, as well as with the team's professionalism, reliability, and trustworthiness. Customers can expect an impactful engagement.

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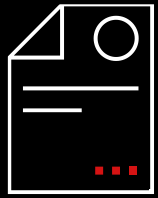
Success Stories / Euroterm / System integration / E-commerce B2B

Integrated e-commerce system: ERP, PIM, WMS, B2B platform ONE

Leszek Mrozik

PMO Director at
Euroterm Polska

Univio is a business partner of technological solutions that perfectly navigates design issues. They created the right solution for us, adapted the work methodology and implemented the activities, ensuring the highest quality standards. This combination of professionalism, commitment and timeliness gives enormous comfort of cooperation, and the effect, in our case, exceeded expectations



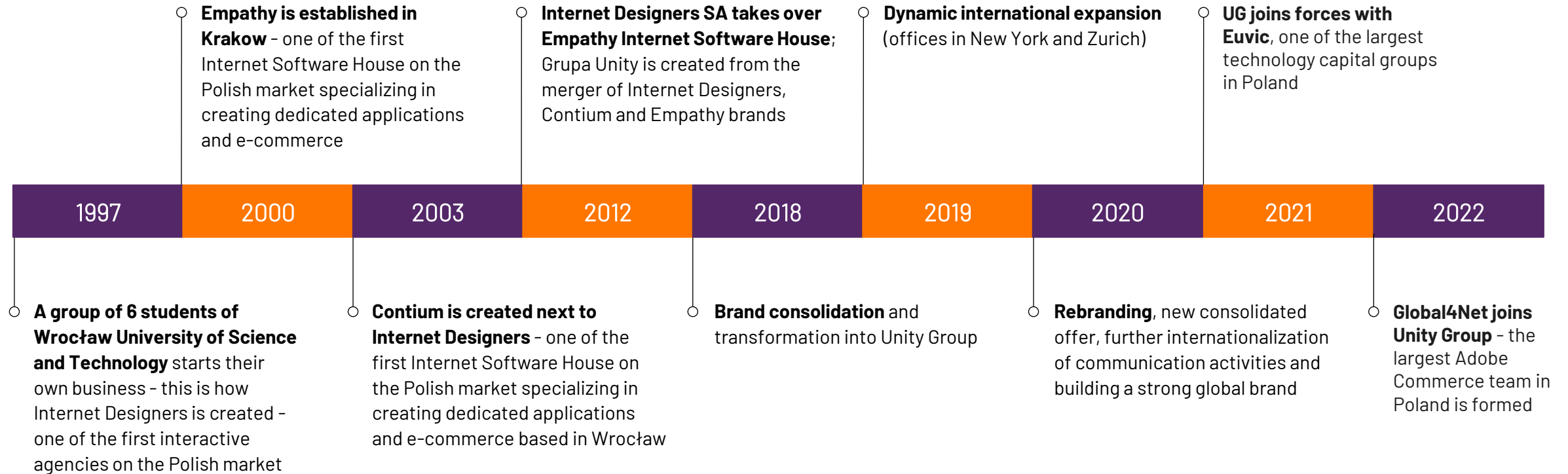
Total Honesty . Committed Delivery

We say it as it is - no project is without risks. We are always honest about the possible challenges upfront. Through experience, we know how to adapt on the spot and resolve them. When we commit to a project we never back down. And we deliver - fully.





> Company History





> 27+ Years on the Market . 500+ Delivered Projects

Our history speaks for itself



<...>



> Strategic Focus Areas

Our people – the foundation

- Unique organizational culture giving us an unparalleled competitive advantage
- Friendly work environment supporting the development of the employees and the whole company
- Competent and collaborative teams focused on delivering tangible value for our clients

Digital Commerce Transformation

- Deliver innovative E2E commerce solutions for retail, wholesale and related industries (automotive, transport, finance)
- Become a trusted digital transformation advisor and strategic IT solution & service provider for companies across the globe

Leader in Poland

- Become the “top-of-mind” commerce transformation expert
- A thought leader through our R&D activities, publications, and industry events
- Build E2E commerce transformation capabilities with “best-of-breed” technology and business partnerships

Global expansion

- Increase revenue streams from international clients to diversify the business
- Extend international presence, starting with the Nordics, UK, US and DACH
- Pursue targeted acquisitions in CEE (delivery) and EU & US (sales and consulting)



> Segmentation

Core industries

- Retail
- Wholesale
- Automotive
- Transport
- Finance

Target markets

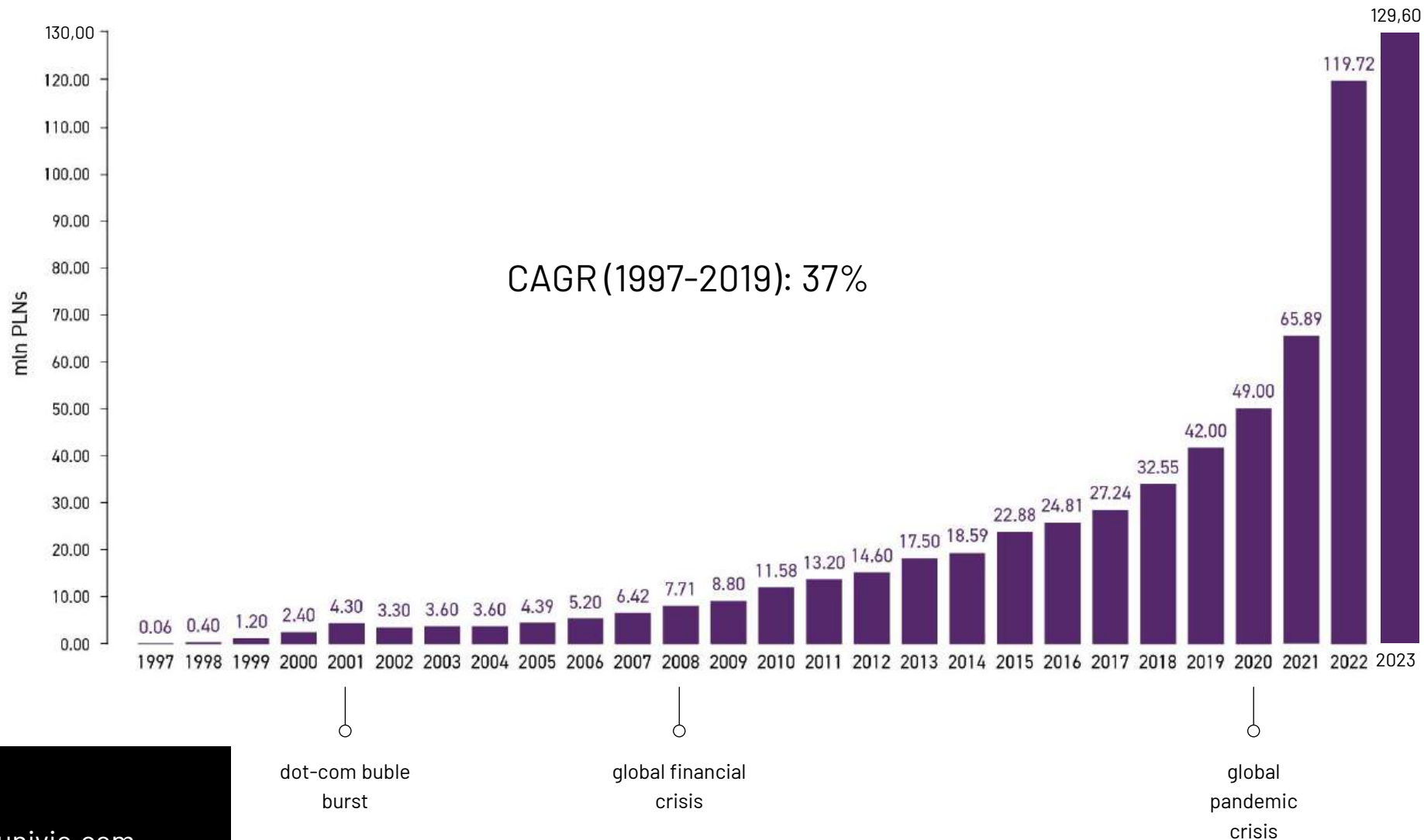
- Poland
- Nordics:
 - Finland
 - Sweden
 - Norway
- UK
- DACH
 - Germany
 - Switzerland
- North America
 - US
 - Canada

Client types

- Large international enterprises
- Large CEE players
- Strong mid-size regional companies
- Innovative startups



> Revenues / 1997 - 2023



- We have always believed in internet technology. This belief has led us over the years to the company we are today.
- Although we have encountered some crises in our history, only once did we see a y / y decline in revenues, right after the dot-com bubble burst at the beginning of the 21st century.
- A picture is worth more than 1000 words > Unity Group's revenues over the years (left).



People . Making a Difference

Your team, your customers, you. We know that a people-first mentality brings the best results and that's why working with us is really cool. Our biggest strength is people! We care for them and we empower them. We work with you as one team and that's what truly makes a difference.





> Management Board

Grzegorz Kuczyński
CEO



Grzegorz Rudno-Rudziński
MANAGING PARTNER



Piotr Wrzalik
MANAGING PARTNER



Marek Lose
MANAGING PARTNER

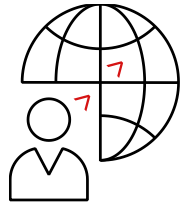


> What We Do . Our Mission

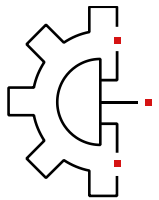
We understand the world
of new technologies and
we guide our clients there



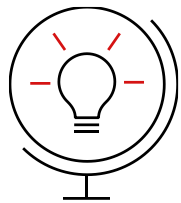
> Where We're Going . Our Vision



We are enabling our clients to realize the full digital potential of their business.



We will create products, services and systems in the newest technologies.



Hundreds of millions of people around the world will use our products and solutions.





> We support communities . IT Corner

- nationwide association of technology companies
- communication platform for exchange of experience and cooperation
- participates in and supports local technology communities
- cooperates with representatives of cities, universities, organizations and likeminded clusters
- co-creates and supports local IT ecosystems and takes part in building hubs of innovation



UNIVIO

is an active member of

IT CORNER

Grzegorz Rudno-Rudziński

Managing Partner Univio



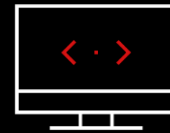
Our Values . Your Investment



Commerce Transformation .
Since 1997



All Results .
One Agile Partner



Impactful Solutions .
Enabled by Technology



Total Honesty .
Committed Delivery



Worthy of Trust .
Ask Our Clients



People .
Making a Difference



> Contact Us . The Digital Future Awaits

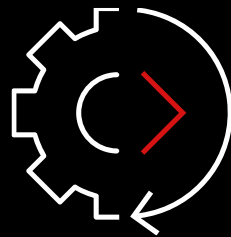


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In the Digital Future