

A global vision in the heartland of Europe

Fincons' Swiss heritage

Fincons Group, a leading IT business consulting company with an international presence, drives innovation with a heart across the globe from its Swiss HQ and international locations.

Fincons Group, a key player on the IT consultancy landscape globally, drives innovation across multiple sectors through system integration, proprietary solution development and IT services in Smart Shore. On the year of its 40th anniversary, the Group is celebrating in style and focusing on the key values to which it owes its longevity. With the footprint of a large multinational, Fincons remains firmly anchored to its roots as a family company, never losing sight of the importance of people, passion and partnerships. "Fincons Group is a family company with a vision for the future imbued in its DNA," declares Michele Moretti CEO and Founder of Fincons. "Our history is that of transformation into an international company with a solid personal approach - that we like to call customer intimacy - and that our clients have been choosing and trusting for 40 years."

"After ten years of experience in Italy, where in just a few years we had acquired significant clients and good positioning, in 1994 we decided to open our first Swiss office to bring our competences to the territory and respond to client demand for our cost effective, innovative services. This first office was opened in Lugano, then we expanded to Bern and Zurich as our services became increasingly well-known."

"A few years later, in 2008, our Smart-Shore business model - delivered in a combination of on-site and remote support from the Delivery Center in Bari (South Italy) - was added to our offering, quickly becoming a trademark service in Switzerland as well, where several clients decided to rely on us", continues Moretti. Smart Shoring has in fact been an ongoing success and in 15 years the Delivery Center has grown to include 1000 professionals, housed in modern facilities - Fincons Future Gateway - close to Bari airport. In addition to delivering Smart Shoring services from Italy, Fincons offers Swiss clients access also to its Swiss-Shore IT service, delivering from Lugano cost-effective quality support while keeping data and operations within national borders. A short commute from Zurich and Bern, the Ticino office is perfectly positioned to offer a tailored, hands-on service, with proven expertise across multiple technologies and platforms. International expansion has therefore been an important driver for Fincons right from the onset, but in the last decade or so, with Francesco Moretti, Group Deputy CEO and CEO International, the company has established a truly global footprint. With offices in the UK, the US, France, Germany and Belgium, in addition to Italy

Michele Moretti

CEO Fincons Group



Michele Moretti is Fincons Group's founder and CEO. His beliefs are innovative and traditional at the same time: the importance of roots, of family and of being passionate about what you do, combined with having a long-term vision and the ability to think "beyond", anticipating the future. As a result, under his leadership, Fincons Group has today become an established and recognized multinational in the field of IT.

Francesco Moretti

Group Deputy CEO and CEO International



Francesco joined the company in 2007 to support his father Michele Moretti in the growth and expansion of the Group. After covering various roles over the years, in 2013 he was appointed Deputy CEO, personally overseeing the opening of the Group's international offices and coordinating business development. Today Francesco is Group Deputy CEO and CEO International.

and Switzerland, the Group is in a strong position to serve its Swiss clients.

A significant two-year investment has, for example, led to the development of a sophisticated platform for the management of cross-media television rights which won the NAB 2023 Product of the Year Award. “This native cloud solution that leverages AI algorithms was created in collaboration with Mediaset / Publitalia '80 and is just one of the many examples of the flourishing of Fincons from sole system integrator to an all-round solution provider. Our expertise, which comes from decades of established relationships with key customers globally, combined with knowledge and vision, means we can develop our own solutions, or integrate those of our best-in-class partners to support customers in their core processes.” Another example of this is Fincons' Machine Learning and AI powered tool for the Energy & Utilities sector, which is already revolutionizing billing processes within major international utilities providers.

“We have more than quadrupled turnover in the last ten years,” notes Francesco Moretti, “and this solidity greatly affects our international strategy, that has so far been rigorously focused on organic growth. In the United States, where we have a direct presence, we have already allocated the necessary capital to acquire external companies. We have identified a Los Angeles based business that offers excellent opportunities for deeper penetration of our solutions in the broadcast sector.”

This new acquisition, set to take place by the end of the year 2023, would expand existing US staff which are currently based in New York, Los Angeles and Austin even further. In Europe, the company has most recently opened offices in Brussels, Belgium to better support international institutions such as the European Union bodies. Switzerland is also a key springboard for entry into Mitteleuropean markets such as Germany and Austria, in fact, in addition to serving key Swiss businesses across multiple sectors such as Financial Services and Media, the Swiss branch also supports companies in Austria and in Germany and provides a key touchpoint for EU institutions.

“Quality, proximity and highly qualified personnel: these are the cornerstones of the flexible, scalable reliable ICT service model that we provide our clients,” explains Marco Ravelli, DACH General Manager. Our experiences in Switzerland across different sectors and technologies such as the delivery of compliant and secure cloud-based services in the FSI sector, or our growing footprint in manufacturing where Machine Learning and Augmented Reality technologies are helping us deliver visionary products, are also proving very appealing to the wider DACH market. When it comes to banking, for example, our Swiss experiences have shown that we are able to respond not only to current needs but also to look forward to the future by providing digital touchpoints to modern customers as well as more efficient processes.”

Marco Ravelli

DACH General Manager



Marco joined Fincons in 1998 at the Lugano office. Over the years, his knowledge of the territory and the companies' business led him to take on roles of increasing responsibility, becoming in 2004 Swiss Territory Manager and member of the Board. Today, as DACH General Manager, he manages and develops the business and resources of Switzerland, Austria and Germany, strengthening the Group's positioning.

This approach has also led Fincons to establish lasting relationships with important customers also in the transportation sector in Switzerland, as well as in the Energy and Utilities sector, where the Group's newest proprietary solutions are increasingly appreciated. These are specifically the platform for the management of metering, billing and credit processes for the sale and distribution of electricity, gas, water -Fincons Meter to Cash-; the Ampper solution where Fincons invested in the measuring and management of business partners, both in term of sales and of operations, and finally the Fincons Virtual Clerk which enables the automation of repetitive administrative and low value-added tasks, improving business process efficiency.

“In addition to providing our customers with the sustainable development solutions they increasingly demand, we are highly invested in developing our own ESG and CSR initiatives to provide an inclusive environment for our now 2700 personnel, that fosters diversity and worker well-being as well as consistently reduce the carbon footprint,” concludes Michele Moretti.

A story that spans decades and countries but remains firmly rooted in the place and values that have helped it flourish, Fincons Group perfectly balances the traits of a close-knit family company with the strength and spread of a multinational, combining local know-how with cosmopolitan flair and innovation. ●



For further information: www.finconsgroup.com