

Acensi

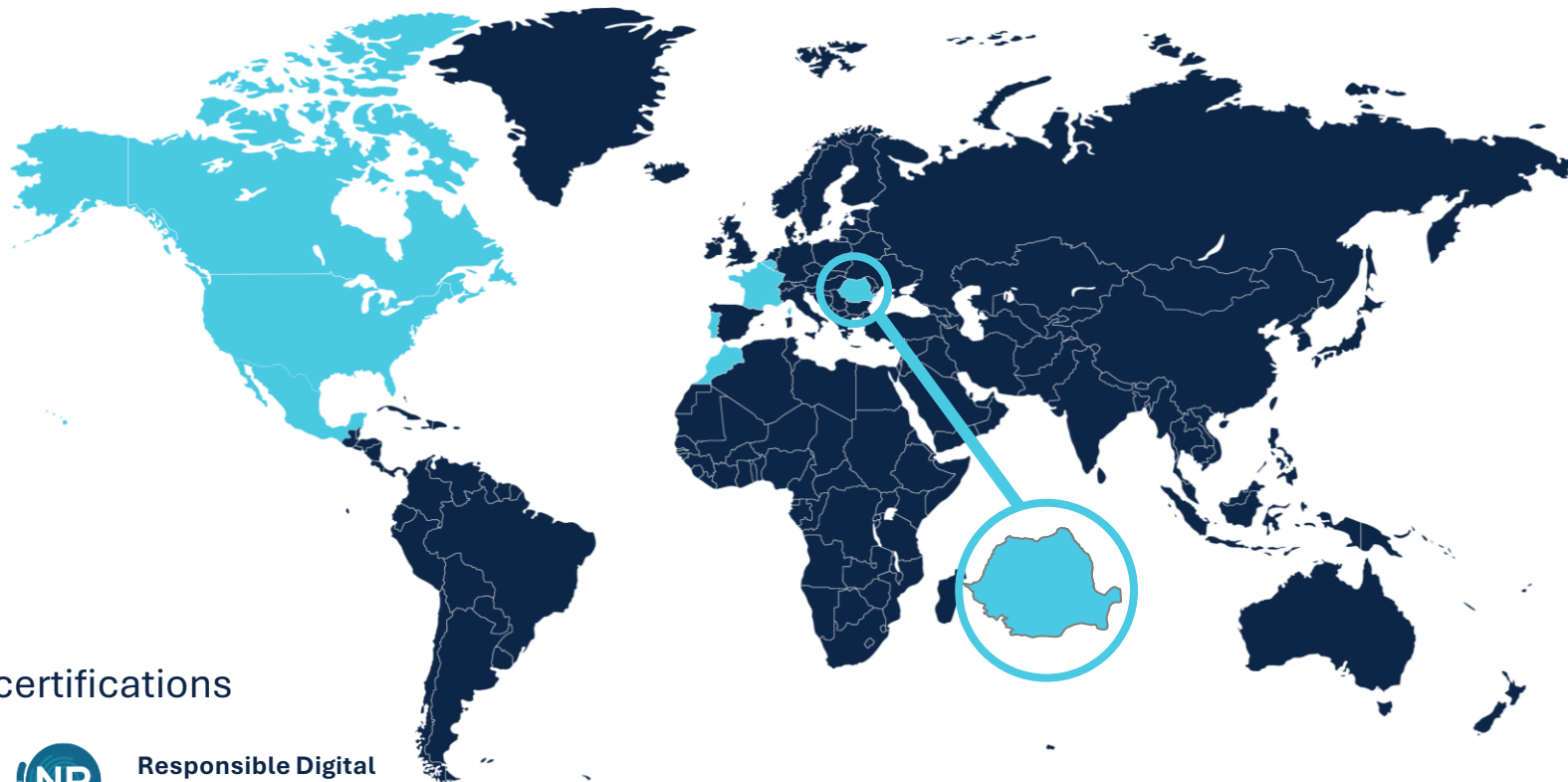
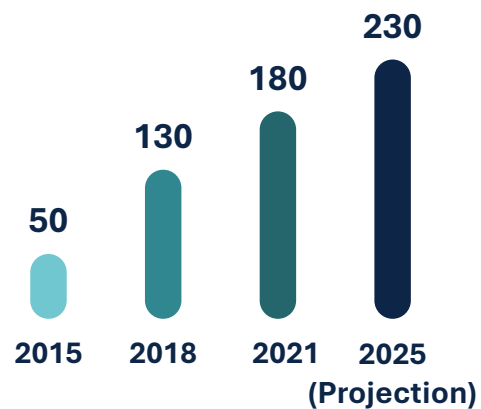
“ Presentation of the Acensi Group Romania

Siège social :Ethos House, Calea Floreasca, no. 240B, et. 3, Bucarest – www.acensi.group



ACENSI Group

Evolution of the revenue (in Million€)



Our certifications

- Certified ISO 27001
- Certified ISO 9001
- Certified ISO 14001
- Responsible Digital services Level 2
-
- 76/100 ecovadis
-
- 86/100

France- Belgium - Portugal -Canada - USA - Mexico - Mauritius - Romania – Italy - Singapore

Our expertise

Digital Factory

ACENSI's Digital Factory designs and develops innovative solutions in agile mode, integrating UX/UI, DevOps and industrialization to accelerate time to market of digital products

Business Consulting & Product Management

ACENSI supports its customers in the management of complex projects and digital product design, by combining agility and strategic management and operational excellence to ensure successful transformations

Infrastructure, Cloud & Support

ACENSI supports the modernization of IT infrastructures by taking into account your business expectations with hybrid Cloud solutions, secure and scalable, for performance and a balance between sovereignty, performance and costs

Data & IA

ACENSI supports you in your DATA & AI transformation, from the definition of your strategy to its industrialization, While guaranteeing appropriate governance, our experts enable you to structure your data base, manage your projects and unleash your potential AI and Generative AI

Cybersecurity

ACENSI's experts support you every step of the way :
Defining the strategy
to implementation by the way
by auditing and continuously optimizing your devices
cybersecurity

Green IT

Committed to responsible digital technology, we integrate the principles of Green IT in Our internal and customer projects to reduce the environmental footprint
Digital

Our expertise: Digital Factory

Proven expertise



~ 700 consultants dedicated to development

Architect, Lead Dev, Developer, DevSecOps, Automation Engineer, DBA, UX/UI Designer



Main areas of intervention

BackOffice : Hexagonal / Clean Architecture, CI/CD, API management, Microservices, Secure Data Flows, Monitoring, Orchestration, Roles, Administration, Reporting

FrontOffice : Web & Mobile Front-End, UX/UI, Responsive, Accessibility, Interaction Security, Performance



A mastery of good practices

Methodologies : Scrum, Kanban, SAFe, TDD, BDD, DDD, V, ...

*Code Lifecycle: CI/CD, Versioning, Git branches, Quality Control, Reviews
Tests: Unit, integration, regression, performance, security, accessibility, E2E*



In-depth knowledge of regulations and standards

Security (OWASP, OAuth2, OpenID Connect, SAML, SSL/TLS, RGPD, ANSII)

*Accessibility (RGAA, WCAG 2.1) - Digital Responsible / Green IT
Interoperability & API (REST, GraphQL) - GDPR - Law 25*

Our expertise

Consulting

ARCHITECTURE
SOLUTION

AGILE
DEVELOPMENT

WEB APPLICATION
& MOBILE

GREEN IT
DEVELOPMENT

Technical

BACKEND &
MICROSERVICES

FRONTEND & UX/UI

CI/CD, QUALITY &
PERFORMANCE

SECURITY &
DEVSECOPS

Our expertise : Data

Proven expertise



~ 200 assigned talents

Data Architect, Data Engineer, Data Analyst, Data Scientist, Data Quality Analyst, BI Engineer, Data Product Owner, Team lead Data



Main areas of intervention

Data collection, ETL/ELT, Data pipelines, Cleaning & transformation, Workflow orchestration, BI & reporting, Dashboards, Data visualization, Self-service BI, KPIs & monitoring, Data storytelling, Model industrialization, AI deployment (see AI expertise), Model performance monitoring, Versioning, Pipeline automation, Model security, Data platform performance



A broad scope of action

Data Mesh or Data Centric Approaches, Data Platform, Data Lake, Big Data, Cloud, On-Premise, Hybrid, Compliance (GDPR, AI Act), Business Intelligence, QoD



Governance Data Focus

Organizational: Definition of Data Policies, Data Owner, Data Steward, Data Catalog Technical: MDM, Data Lineage, Metadata Management, Data Quality Rules, Data Contracts, Data Security

Our expertise

Consulting

Technical

DATA STRATEGY

DATA ARCHITECTURE

DATA GOVERNANCE

DATA ENGINEERING

REGULATORY COMPLIANCE (GDPR, CSRD, etc.)

DATA SCIENCE

DATA VALORISATION

DATA CORE CLOUD-PREMISE

Our expertise: **Cybersecurity and Sovereignty**

Proven expertise



~ 200 assigned consultants

GRC Consultant, SOC Analyst & Manager, IAM Expert, Security Engineer (Network, Cloud, Application, Operational), PMO, Cyber Program Director, CGP Accredited



Focus GRC

Maturity audit, Roadmap definition, Target Operating Model, Risk analysis, Solution benchmarking, Cyber crisis management, Operational resilience, Regulatory compliance, Anti-phishing campaigns



A mastery of key cybersecurity methodologies

Risk analysis (EBIOS, ISO 27005), Incident management (NIST, MITRE ATT&CK), Security frameworks (ISO 27001, NIST CSF) etc



In-depth knowledge of cybersecurity regulations, standards and frameworks

GDPR, NIS2, LPM, DORA, ANSSI Guides & Recommendations, ISO 27001, ISO 27002

Our expertise

Consulting

STRATEGY

GOVERNANCE

REGULATORY COMPLIANCE

CYBERSECURITY AWARENESS

Technical

CLOUD SECURITY

OPS/APPLICATION SECURITY

NETWORK/SYSTEM SECURITY

ACCESS MANAGEMENT (IAM/PAM)

Our expertise : Infrastructure, Cloud & Support

Proven Expertise



~ 400 assigned consultants

Systems Engineer, DevOps Engineer, Cloud Engineer, Network Engineer, Security Engineer, Production Engineer, DevSecOps Engineer, Incident Manager, Network/Cloud/Security Architect, Project Manager



Main areas of intervention

Architecture & design, Cloud migration, Automation & industrialization, Security & compliance, Operations & administration, Containerization & orchestration, Cost optimization (FinOps), Performance, Monitoring & supervision, Governance & compliance, Level 1/Level 2/Level 3 support



Mastery of good practices

Architecture (TOGAF, CAF), Automation & Deployment (IaC, CI/CD), Containers & Microservices (DevOps, GitOps, SRE), Design Security (DevSecOps), Governance (ITIL, FinOps)



A thorough knowledge of regulations, standards and frameworks

ITIL V4, GDPR, Cloud Act

Our expertise

IT Consulting

STRATEGY & GOVERNANCE

ARCHITECTURE

OPERATIONS & FINOPS

SECURITY BY DESIGN

Technical

DEVOPS / DEVSECOPS

CLOUD

DIGITAL WORKPLACE

SYSTEM & NETWORK

Our expertise: AI



Proven expertise

~ 100 assigned talents

AI Architect, AI Engineer, Data Analyst, Data Scientist, Data Quality Analyst, BI Engineer, ML Engineer, AI Product Owner, AI Project Manager, AI Developer



Main areas of intervention

Data enrichment and reliability, ML/DL, Business use case definition, Data protection and cybersecurity, Integration, MLOps, FinOps, Green IT, Ethics and compliance, Augmented development, Test automation, UI/UX, Agentic AI



Platform expertise

Industrialization of private, confidential, and secure AI platforms, integrating LLM, RAG, and Intelligent Automation, serving personalized, controlled, and scalable business uses, with advanced customization capabilities extending to fine-tuning of models..



Product expertise

Product definition: integration of GenAI into your solutions (ChatBots, Recommendations, Customer Service, etc.) and generation of business use cases (LLMaaS, RAGaaS, Agentic AI / Orchestration, Prompt & Policy Management, Observability & Quality, etc.)

Nos expertises

AI VALUE

TRAINING

CONSULTING

FINOPS & NR

AI DRIVEN

DATA

AI FORGE

DEVELOPPEMENT

CYBERSECURITY

TEST & QA

INTEGRATION

USER EXPERIENCE

Acensi Bucurest agency



Cristina PEDERSEN
Acensi Romania Director



Geographic proximity:

ACENSI offers flexible delivery models (on-site and off-site) tailored to client needs
 Prime location with excellent connectivity across major European destinations
 Positioned within a key European travel hub, enabling efficient client access



Cultural proximity: Strong alignment with European business culture.

Bilingual consultants in **English/Romanian** and knowledge of other languages (reading/writing)



Pool of talent: Developers, RPA & AI specialists, QA Engineer/Testers, DevOps, Business Analysts, Functional Analysts, Product Owners, Cybersecurity consultants, SAP consultants etc



Regulatory compliance: Romania is part of the EU and therefore complies with the GDPR requirements



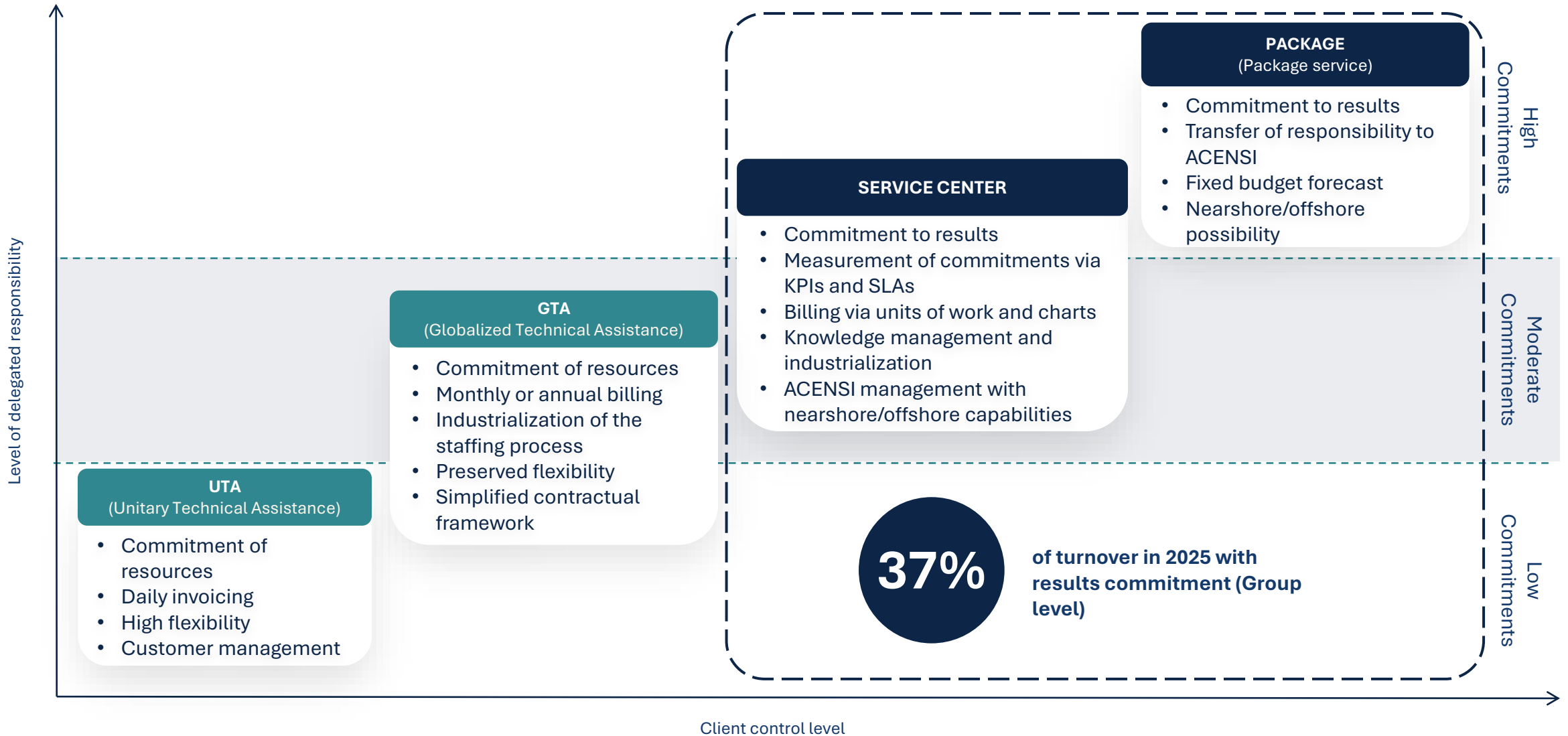
Significant growth opportunity:

Dense talent pool of **highly skilled IT professionals**
 Advanced language proficiency (**English + additional languages**)
 Established presence of leading global tech companies (Microsoft, Amazon, Oracle, UiPath, Bitdefender)



Cost optimization: depending on the contractualization with ACENSI

Our contractual formats



Your contacts



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