

## COMPANY PROFILE

# openwork

openwork is the creator company of the homonym Business Process Management (BPM) suite, designed to represent and govern organization, data, documents and company processes.

It has been operating on the Italian market for over 10 years having the goal to respond to the requests of software solutions with Business Process logics, WorkFlow and Document Management that can offer an approach and tools which are closer to the demands of users who are not technology experts. The openwork suite was created basing itself on this premise. Now it has been considered, by authoritative sources, one of the few true Information Technology innovations of the past years.

### THE COMPANY

The three founders **Martin Arborea**, **Salvatore Latronico** and **Franco Campanale** respectively Sales Director, CEO and R&D Director were joined by **Francesco Battista**, Marketing Director defining the management framework that has allowed openwork to become, in less than a decade, a well-known company nationwide, having a **very high growth rate** and all the necessary requirements to introduce itself to the foreign markets. Attesting the international value of the openwork approach, there is also the active participation of the company as **a member of WfMC (Workflow Management Coalition)**, the global and non-profit organization of producers, users, developers, consultants, analysts and groups of university research that deal with Business Process Management (BPM).

The business of the company, that is located in both Milan and Bari, is developed mostly indirectly through a net of over **50 specialized partners**, Information Technology and organisational consultancy companies and Independent Software Vendors. This structure allows the company to concentrate on research and development, at the same time, offering its partners all the necessary support.

### THE PRODUCT

**The innovative intuition** at the base of the openwork suite success is its original *implementing-analysis* approach, thanks to which the final user is enabled to concretely participate in the construction of the software applications he/she may need.

Allowing organizations to represent, share and maintain company procedures and processes, it is possible to easily follow the business evolutions, reducing timing and costs also linked to the change management.

The openwork suite is able to govern **organizations, data, documents** and **processes**, using the daily work language. The graphic and intuitive approach, actually, allows to easily map and update the key-elements of any company organization immediately obtaining adjustment of software tools for the operative work management.

The openwork ambit of intervention today allows to cover demands of Authorization Management, Information Management, Document Management, Process Automation, Workflow Automation, Business Activity Monitoring and Corporate Governance.



## REFERENCES

The openwork brand is linked to important multinational companies with which important agreements have been signed such as the agreement with QlikView Italy, Italian distributor for the innovative Business Intelligence Swedish solution. Integrating QlikView technology with openwork has allowed the implementation of the openwork Business Console, the cockpit for analysis and monitoring of company data and processes.

openwork technology is used by clients in every sector and dimension, among which: Acam – La Spezia, Bosch, CESAB, Chamber of Commerce of Grosseto, the Municipalities of Bari, Lecce, Salerno, Spinea, Electrabel Suez Italia, Elsag, Flenco, Konica Minolta, Mart: contemporary and modern art museum, Military Tribunal of Bari, Natuzzi, Politecnico di Torino, Regione Basilicata, Sammontana, Tercas – savings bank of the province of Teramo, TNT Global Express, Zenit.

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