### plain concepts

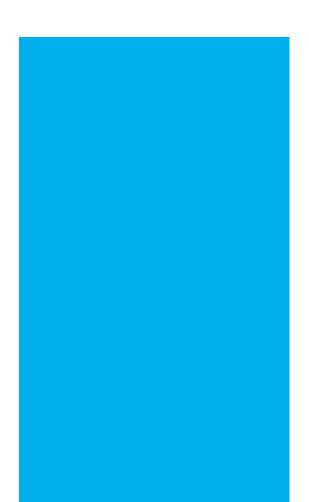
Corporate Report

2020\_

We have lived through a 2020 full of uncertainty, changes, "weird" moments, face masks, social distance, video calls, virtual hugs...

This situation made us realize that we need to be stronger than ever, that nothing can stop us and that we will continue to do what sets us apart and makes us unique: rediscovering the meaning of technology.

This year, we have faced and successfully overcome new challenges that brought us many joys, new colleagues, more challenging projects, moments of solidarity, great events, awards and results that we have compiled in this report and that we want to share with all of you.



About \_06 us Our \_14 solutions and products Our 28 customers New 38 milestones Social \_46 Impact 54 Results



### Pablo Peláez CEO, Plain Concepts

### Welcome letter

The past 2020 has been a particularly challenging year due to the pandemic and we had to face different sorts of lockdowns and restrictions. However, it has always been clear to us that the first and foremost priority is the safety of all our employees and families.

It has not been easy to adapt to these changes and restrictions that have forced us to do business in a very different way. While remote working has not been a barrier for us, we did have to reinvent the way we communicate with our customers and above all, the way we take care of our people remotely.

The effort of the whole team has been tremendous. Despite the pandemic we have managed to gain new clients in different countries and increase our online presence, which has made 2020 a great year in terms of results for the whole company. But, most importantly, our employees and their families have not been severely hit by the virus that is threatening us all.

We must not forget that we operate in the technology sector, which is a prosperous field and a stable market with promising prospects and therefore we were able to grow and incorporate new hires. **Our family continues to grow, even in these difficult times.**  We are well aware that much more needs to be done to keep up and improve on this success, but we have to recognize the fact that **we are a very fortunate company and for many reasons**: our outstanding technical expertise, the industries in which we operate and, most especially, **the enormous drive and dedication of our employees which has enabled us to overcome this difficult situation**.

That is why we start 2021 with great enthusiasm and joy.





## "Rediscover the meaning of technology"

We are not "just any" technology company and what defines us is our passion to keep moving forward, to keep growing, to keep revolutionising technology as we know it, and to achieve the technical excellence that sets us apart.

Our clients know this and decide to trust us because we are ahead of the curve, we are pioneers, non-conformist and innovative in everything we do.

You can deal with a thousand companies, but when you discover Plain Concepts, you rediscover the meaning of technology.



We deliver innovative 360 solutions that help companies adopt new technologies to enhance their productivity and processes.

We help them throughout the entire digital transformation process to ensure that they can achieve their goals, always incorporating state-of-the-art technologies into our innovative solutions.

### Our mission

Plain Concepts was founded in 2006 by 4 MVPS from Microsoft with the aim of developing and facilitating the adoption of new technologies by all types of companies in order to improve their productivity and processes.

Our mission is to offer customized, innovative and attractive solutions for all kinds of digital needs, incorporating the latest technology available.

### Values

#### Diversity

We believe that different experiences and backgrounds bring more expertise to the table and generate new ideas to help solve problems and drive innovation. Innovation We adapt to and embrace the latest technological changes supporting our clients through their innovation and transformation processes. Passion for technology We provide the highest level of detail, creativity and quality to our clients. Employee engagement Besides our technical excellence, what makes us unique are our employees. Transparency Communication and transparency are key pillars for achieving our goals in everything we do. Adaptability We are versatile and adapt to the changing technological environment to overcome challenges while caring for the environment.

## Talent support

We are always willing to go the extra mile and look for improvement at every turn, so training and talent support is crucial. Therefore, we provide opportunities for new talents concluding internship agreements with several study centres.



### **STEM Talent Girl**

Our passion for technology makes us want to break the gender stereotypes that exist in STEM fields (Science, Technology, Engineering and Mathematics) and close the gender gap. We have joined this initiative to foster our passion and vocation for Science and Technology in the new generations of girls and young women who want to be leaders in this sector. We have organized seminars and workshops to encourage young girls to discover what is behind our projects and the technological world.



### **Certifications and training**



### Pluralsight

We are committed to lifelong training and want that our employees are up to date on the latest technologies and have the right set of skills to deliver tailored solutions to our clients. That is why, in 2020, we chose Pluralsight, a leading technology workforce development company, to develop the team's skills in the world's leading technologies with its more than 7000 courses on Cloud, AI, Machine Learning, Big Data or cybersecurity.

### Microsoft Certifications

We are proud to have a group of highly gualified professionals with a desire to evolve, thus the training of our employees with a technical profile is essential. We provide them with all the facilities they need to specialize in Microsoft certifications and further improve their skills and gualifications when it comes to performing their tasks. Moreover, being recognized as a Microsoft Gold Partner places us as one of its most exclusive partners and gives us access to specialized certifications: Applications and Infrastructures, Business Applications, Data and Artificial Intelligence and Security and Modern Workplace.



#### **Other courses**

At Plain Concepts we don't just focus on technology profiles, but want to bring out the best in all our employees, regardless of their position. Therefore, we invest in their training so that everyone either from the legal, marketing or back office department can improve their skills and become experts.

## Our solutions and products

## Our solutions

We are an international company and a leader in cutting-edge technology services, providing a wide range of solutions for strategy, consulting, digital, technology and operations.

### **Cloud Computing**

We are honoured to be a *Microsoft Gold Cloud Platform* provider, and have extensive experience driving the digital transformation of all types of businesses through ever-expanding cloud solutions. We increase productivity and scalability, as well as reduce costs and increase security for our clients.



### **Big Data**

Big Data platforms and Data Lake projects are driving the digital transformation processes. Plain Concepts combines Business Intelligent solutions with Machine Learning and Artificial Intelligence-based tools, giving you a competitive advantage.

### Web Applications

We create web applications designed to add value to your business and provide a great user experience, enhancing engagement and adoption. Furthermore, our vast experience allows us to develop customized web applications oriented to micro-services and progressive web apps.

### Augmented and Virtual Reality

We love to break down barriers and merge the physical and digital worlds. That's why our immersive technology allows us to superimpose digital elements on any real environment. This means that it allows you to visualize 3D models in their real size or add recreational or informative value. And we are also Microsoft Mixed Reality Partners in Europe and the USA.

### **Artificial Intelligence**

We reinvent the link between people and technology by creating new data relationships through the use of different information sources, which exponentially increase the productive capacities of both machines and human teams.



### IoT (Internet of Things)

Beyond smart devices, IoT is changing business models across industries by allowing companies to tap into the possibilities offered by the cloud and incorporate solutions adapted to their environment. We boost operational efficiency and discover new business models to add value to your products.

### Blockchain

We design the most reliable environments, where information remains secure, indelible and unmodifiable. In addition, we simplify the administration and governance of Blockchain networks, which translates into reduced costs and fraud risk.

### Business Applications

We develop business applications designed to help companies manage their legacy systems and empower them to incorporate new emerging technologies to make a business difference.

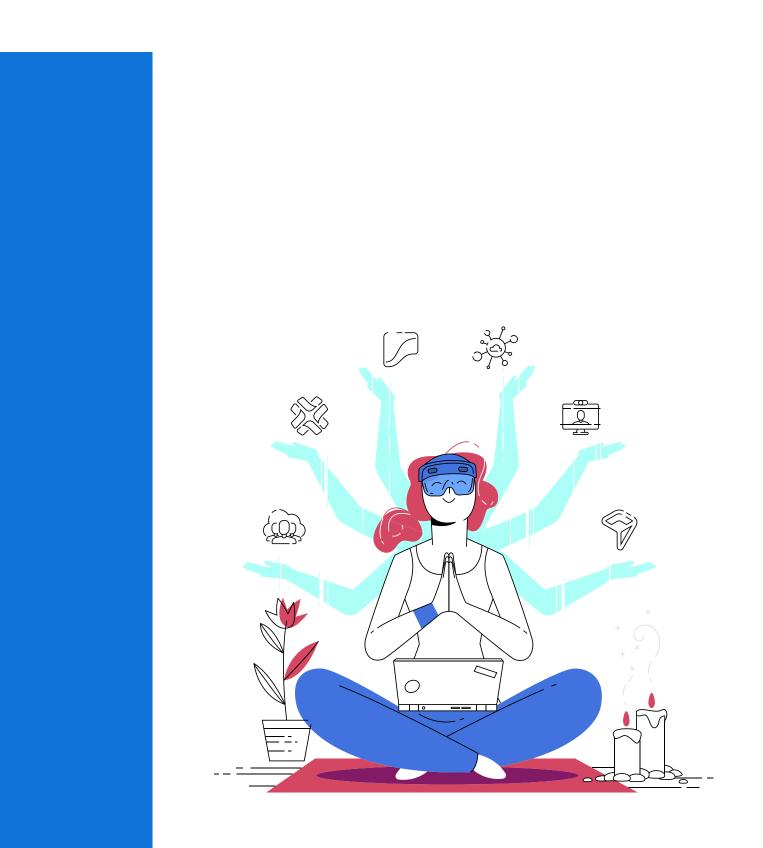


### Microsoft 365

If communicating with colleagues instantly was already a priority, 2020 has made it even more essential. We tailor Microsoft 365 to the needs of each client to provide a fast and secure service anywhere.

### UX/UI Design

We build experiences that align our clients' mission with the needs of their consumers and take care of every detail of the user journey, generating unique and effective experiences.





# Sidra Data Platform

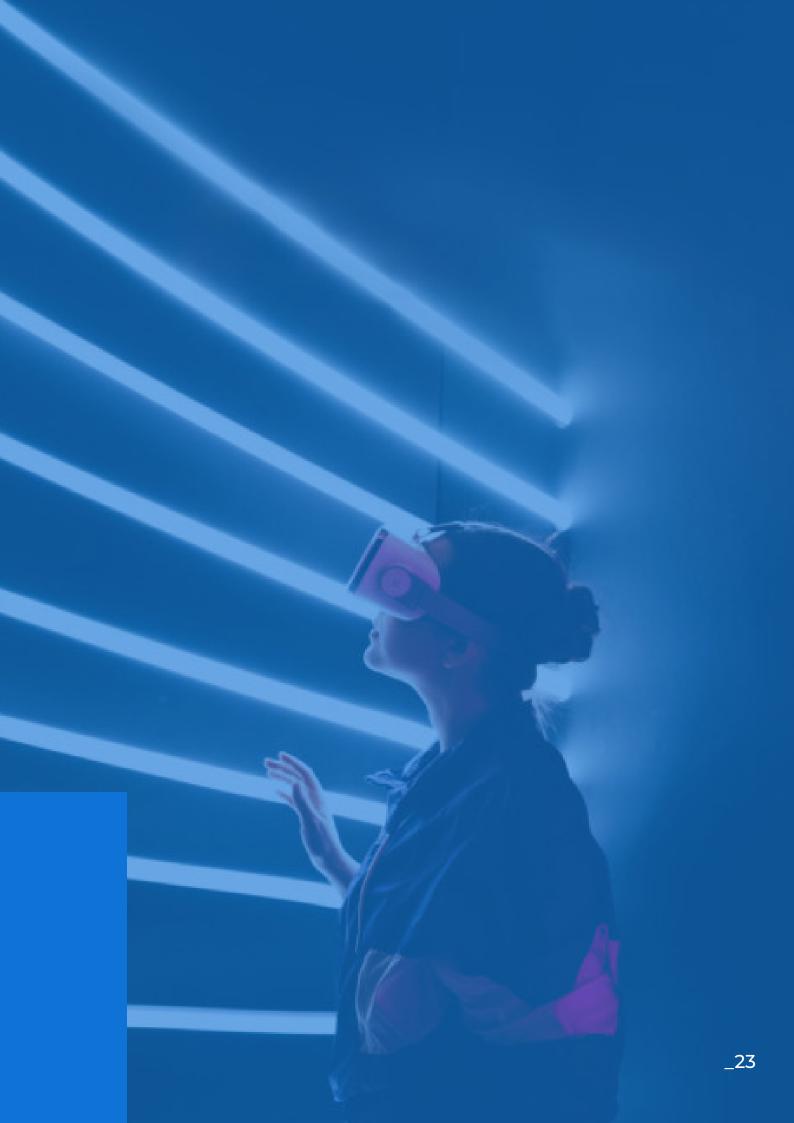
We have created Sidra Data Platform which is the corporate Data Lake solution developed for data intake, cataloguing, governance and management in Azure, focused on simplifying the development of a wide variety of business use cases, ranging from analytical applications to AI and Machine Learning scenarios. This year, we have released two new versions, adding a large number of new features, user interface and security upgrades, increased interoperability with the client application ecosystem, a new section on the web for Authorization management (Balea), deployment tools and much more.



# Wave Engine

We have developed a graphics engine designed to offer business solutions based on Augmented and Virtual Reality. This gives us greater flexibility and freedom to create unique visual experiences adapted to the needs and functionalities of all types of companies.





## Smart Concepts

We have created a cloud solution designed to connect all types of IoT devices quickly and securely. This solution can add value to your data with Artificial Intelligence and has an implementation time of less than 7 days. It allows you to get a real-time overview of all your data, regardless of its volume, while reducing the time and cost of maintenance.



# Smart Occupancy

It is an application designed to help all types of companies manage a safe return to the workplace, while protecting employees and customers, and ensuring compliance with new security regulations. A modular solution that allows you to book workspaces, detect violations through alarm systems and optimize the performance of common areas.



# Orein

We have created an Identity Provider based on OpenID Connect and OAuth2 that allows us to centralize logins into different corporate applications. This way you can unify the identity of your company's users, preventing each application from managing user access independently.



The shift from traditional face-to-face meetings to the digital world has made us look for a solution that could tailor the video and audio of your video calls with a just single click. With our app you can use different filters and effects, as well as noise removal or even include your business card with your company logo, name and job title.





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### **Our customers**



This 2020 has brought us new challenges, but also clients who have placed their trust in us. Here are some of our success stories:

### **Community of Madrid**

The lockdown led to a very complicated situation for the kids and their schools, which needed a solution to be able to teach during the pandemic. We put our minds to work to provide the schools of Madrid with the Microsoft Teams tool so they could bring together 35,000 teachers and 650,000 students. To do this, we created a PowerShell solution that automated all processes reducing the administrative burden and ensuring optimal response times.



#### **Microsoft & Virtual Stage**

Due to the lockdown situation caused by COVID-19, we had to find a solution so that events could continue to be held online, which led us to the idea of creating an AI-based virtual recording studio. Virtual Stage revolutionizes the way events are held and gives companies the possibility to organize and manage events in a fully professional manner.



### Seven Eights

The industry regulating compliance is changing at high speed, and here the company's ability to adapt is essential. Seven Eights manages tens of thousands of contracts and legal agreements for its clients, and has millions of pages of documentation. Most of these data are unstructured, so we built several machine learning models customized and automated for document ingestion, processing and tagging. This has enabled employees to search for and identify the right information more quickly, allowing them to cover more clients and scale their work.

#### Transmediterránea

Just like any global company, Trasmediterránea went through different mergers and acquisitions until it found itself with an overload of data sources and systems. The company wanted a 360 view of its customer profiles and the ability to access and analyse its data in real time, so we deployed our own data platform, Sidra Data Platform. This solution addresses the fundamental challenges related to data governance and stewardship, simplifies data management and serves as a foundation for future developments and strategies.

### Carreras Logistics Group (CGL)

In a desire to modernize and become a technology-driven company, CGL, a leading company in the logistics industry in Spain, relied on us to re-engineer its data strategy and put a strong emphasis on business intelligence. We decided to use our Sidra Data Platform to accelerate data collection from different sources within the company, address governance challenges and simplify data management. Once the data model was understood and the business requirements clear, an advanced analytics application was developed to provide diagrams and reports for the CGL team.

### **MyPublicInbox**

The high number of queries we receive through all available channels makes it impossible to manage communications efficiently. This application was born as a solution to the frequent misuse of digital communication channels (email, social networks, platforms, etc.) when trying to contact someone we don't know and who hasn't asked us to write to them. Based on React with Typescript, the tool allows us to communicate in a more respectful, simple and secure way.



## Awards and recognitions

### IAMCP

We started the year as the "Global Winner of the IAMCP's Diversity and Inclusion Challenge", a privilege that reflects the spirit of Plain Concepts. This award recognizes initiatives such as the creation of the Diversity and Inclusion Committee. So far our company has increased flexibility for work-life balance, integrated more talented women, prioritized knowledge and skills over degrees and moved towards the creation of a common language. In a nutshell, we believe that a diverse team fosters a diversity of thought that represents and reflects society. These different perspectives is what make us a more innovative company.



### Best Microsoft Acceleration Partner

We couldn't be prouder to have received this recognition, which we have achieved through hard work and the relentless effort of our employees who have been an example of leadership, innovation, quality and excellence in accelerating the execution of our customers' digitalisation processes. Microsoft has chosen us as the best among all its partners and it is a great honour.

### Gold Microsoft Partner

### **Digital Communication Awards**

Quadriga University has awarded us for our Virtual Stage solution in its 2020 edition. An award that we were given in the category "COVID-19: Events & Online Broadcasts". The Digital Communication Awards recognize and reward the best digital projects and campaigns each year and we really appreciate that our efforts paid off and got us this far.





### **Microsoft MVPs**

Every year, Microsoft awards those professionals who have proven to be experts in one or more of its technologies and who have shared high-value technical knowledge with the developer community through seminars, events and articles. Plain Concepts is really proud to be the Spanish and European partner with the highest number of MVPs (Most Valuable Professional), as well as the only company with 3 MVPs experts in Artificial Intelligence. We know that our team is ready to join this recognition, and we are determined to increase this number year after year.



### CEPYME500

The year could not have ended better since we found ourselves among the 500 leading companies in business growth in 2020. This initiative identifies, selects and promotes the 500 Spanish companies that are leaders in business growth, both for their performance and their capacity to generate added value, employment, innovation and international projection.

### Media appearances

We have established ourselves as a company with great impact among our customers and the technological world, but also among the media, which have echoed our news, events, products and milestones. We have appeared on more than 200 news In 2020!

#### Mi experiencia con las HoloLens 2: 'ahora sí lo veo claro'

He tenido la oportunidad de probar y vivir una experiencia virtual, real e inmersiva con la nueva versión de las HoloLens de Microsoft. Ahora sí que lo veo claro y útil, aunque el usuario de a pie no las catará.



My experience with HoloLens 2: 'now I can see it clearly' - Muy Interesante

#### Plain Concepts mantiene su hoja de ruta para 2020

Actualidad 19 AGO 2020



Plain Concepts maintains its roadmap for 2020 - IT User Tech & Business

Plain Concepts lanza una solución cloud que permite a la industria conectar dispositivos IoT

En 14 Oct, 2020





Plain Concepts, compañía de origen español y alcance internacional fundada en 2006 para desarrollar soluciones de software con tecnologías Microsoft, ha lanzado al mercado Smart Concepts, una solución *cloud* basada en Azure y diseñada para conectar todo tipo de dispositivos IoT de forma rápida y segura, potenciando a su vez el valor de los datos mediante IA y con un tiempo de implementación inferior a siete días.

Dirigida al sector industria, esta solución *cloud* permite conectar todos los dispositivos IoT de una empresa, obteniendo datos en tiempo real y visualizándolos de forma centralizada y segura. Esto permite identificar tendencias en base a interacciones de los datos históricos y en tiempo real, y tomar decisiones estratégicas en consecuencia. Los beneficios directamente derivados de esta solución incluyen su fácil implementación, la capacidad de desarrollar escenarios de IA, ser personalizable e integrable con otros sistemas, la posibilidad de implementar herramientas de visualización que permiten obtener insights inmediatos de un gran volumen de datos, la máxima seguridad en la comunicación de estos dispositivos IoT y la obtención de una base de información potente para la creación de un Gemelo Digital.

Plain Concepts launches cloud solution that enables industry to connect IoT devices - Cloud Computing Magazine

#### NOTICIAS > ANALYTICS

#### Plain Concepts apuesta por la IA para transformar la economía y la sociedad

Así lo pondrá de manifiesto en el Singularity Tech Day, una cita online y gratuita donde se reunirán empresas de referencia como Microsoft, Google, Sener, Nestlé, Cabify, Kiro o Grifols.

Plain Concepts is betting on AI to transform the economy and society - Computing España

#### Noticias

## Plain Concepts desarrolla una app móvil para la prevención de riesgos laborales en oficinas

El fin del estado de alarma provocado por el Covid-19 agiliza la reincorporación a los puestos de trabajo de modo seguro

22 Junio 2020 🔳 🔒 + A

Ante la reincorporación de personas a sus puestos de trabajo, superados los periodos de confinamiento provocados por el Covid-19, Plain Concepts ha desarrollado una aplicación móvil para el control PRL o de prevención de riesgos laborales que contribuye a agilizar y garantizar la seguridad de esa reincorporación

## Plain Concepts colabora con Microsoft para desarrollar Virtual Stage

Estos escenarios virtuales, utilizados en Microsoft Build 2020, se han diseñado con Speaker Recorder App, que permite grabar una conferencia usando uno o dos dispositivos Azure Kinect, y Background Matting, que elimina el fondo usando un modelo de IA y la información de los sensores.



Plain Concepts develops mobile app for office risk prevention – Itcio.es Plain Concepts collaborates with Microsoft to develop Virtual Stage - Digital AV Magazine



This year has been quite different from others. The pandemic has been a turning point in all areas of our lives, but in Plain Concepts we kept doing what we love the most.

# **Events**

Like most of us, we love in-person events, and everything that goes with them, but unfortunately, this year we were only able to enjoy them during the first two months of the year.

We were sponsors of the NetCoreConf in Barcelona, the Bilbostack in Bilbao, a technological event of reference in the north of Spain, where we had more than 8 speakers and more than 700 attendees. We organized a Katayuno at the University of Cantabria, where everyone was very pleased and eager to repeat.



NetCoreConf, Barcelona

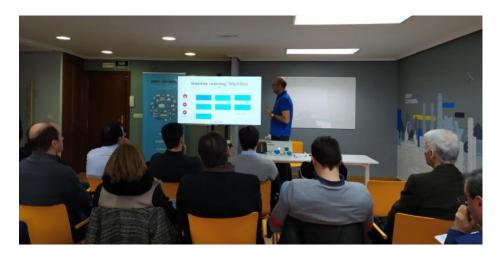


Katayuno, University of Cantabria



Bilbostack, 9th edition

We also organized "Industrial Intelligence", an industry event at our offices in Bilbao. It was a day of innovation and learning focused on discovering how artificial intelligence is helping to transform the industrial sector.



Industrial Intelligence 2020

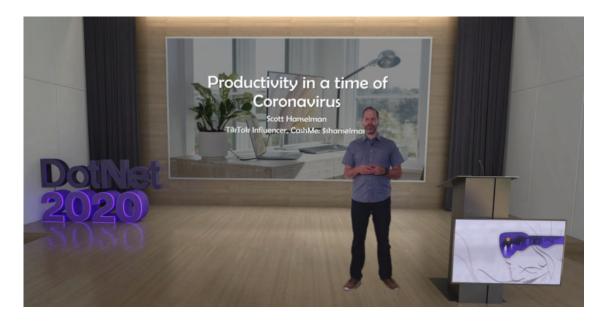
Then, March came along and we started working from home. It was then when we came up with the idea of holding a **#VirtualCoffee**: online sessions of about 30-60 minutes to help liven up the lockdown and keep learning and discussing topics, both in English and Spanish.

We also held "Webinars" for the same purpose, but with longer duration, and uploaded them to our website and to our YouTube Channel PlainTV so that all our followers can learn and enjoy them.





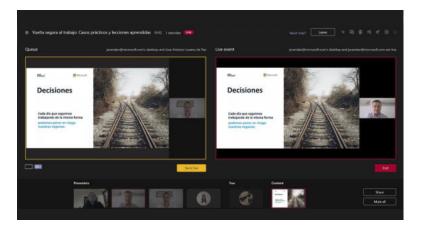
The third edition of the DotNet was scheduled for June, but, given the circumstances, we had to postpone it and hold it online on 22nd October. The second edition of Singularity was also held online on 2nd December. This year, tickets were free, but with the option to donate \$5, \$10 or \$15 to the NGO World Central Kitchen. All the money raised was donated to this association and, in addition, Plain Concepts donated an extra 50 % of the total amount raised.



Keynote by Scott Hanselman, DotNet2020

# **Event** production

Due to the current situation, face-to-face events have been replaced by online events what for us translated in an opportunity to gain our first clients for its production.



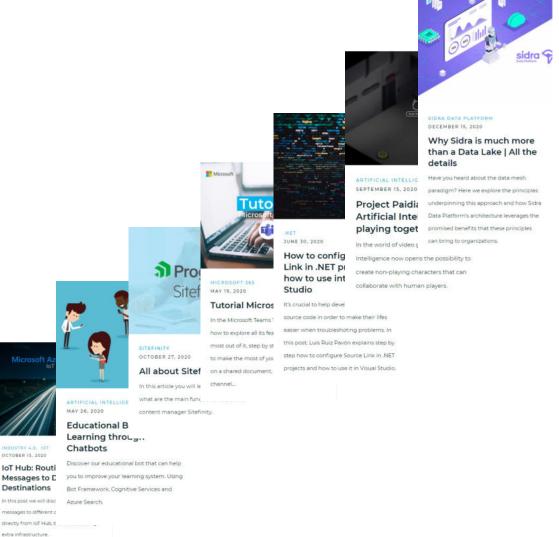
Some of our actions were: the production and registration management of the event "Emotional health and well-being: a global priority in today's world" and the support of the live event "National sales meeting", both with Aegon.

We were also entrusted with the production and registration management of the event GENDER EQUALITY IN R&D&I organized by the Network of Gender Equality Units for University Excellence (RUIGEU).



In our blog we share posts on a wide variety of topics, but we mainly focus our attention on technical articles about: .NET, Microsoft 365, Artificial Intelligence, Industry 4.0, IoT, Sidra, Smart Concepts (some of our products), etc.

There you will also find information on the most current topics and our upcoming events or activities, initiatives we have carried out and much more. We always encourage our colleagues to write and share this content on the web blog and have recently sent them a C4P so that anyone who is interested can sign up. We love to get everyone involved!





At Plain Concepts we believe that a better world is possible and we want to make our contribution through different charitable actions.

We are a socially committed company and we always strive to find new ways to help society, either through charity races, food drives for those who need it the most, computer equipment donations or events to raise funds and help the children.

We are also committed to preserving the environment and one of our core values is to be "Plain Green". We promote the prevention of pollution throughout our activities, as well as the protection of the environment to guarantee a better future for our employees and our society.

This 2020 was an eye-opener and we wanted to do our bit to promote solidarity. Therefore, in the past months, we have launched and participated in several initiatives aimed at overcoming this health crisis.

# For our employee

## Remote work for everyone

The pandemic caused by COVID-19 made us act quickly and think about the health and safety of our team. Since 15th March, the vast majority of us have been working from home, and this situation has continued until today. And they were able to do so because we provided all the necessary equipment for them to perform their duties in the best possible way.

## **Better medical care**

The Plain Concepts family has access to free medical insurance to cover all their needs. We believe that the well-being and health of our employees is the most important thing and we stand up for it.

# Adeslas

#### **Christmas hampers**

Christmas hampers are a tradition at Plain, but this year we wanted to deliver them directly to everyone's door. Since nougat, champagne and Spanish ham couldn't compromise the safety of our employees... ding a ding dong, Merry Christmas!

#### **English lessons**

The pandemic changed everything, but we wanted that our employees could still enjoy their free English lessons so we made the shift to virtual teaching. nvestment Returns to Date

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## Our guide for dads-to-be

We didn't want to forget the little ones in the family, and truth is that this 2020 we have been blessed with 19 newborns! As becoming a parent is complicated enough, we wanted to simplify all the bureaucratic process for our employees providing them with an illustrated comic to advise them and help them to solve all the doubts that may arise during the childcare leave.



## Humanitarian actions



## Food Bank

Our food drive is one of the most promoted actions within Plain Concepts, and we are proud that our employees collaborate so much by donating food and basic necessities in our *#FoodDrive2020* campaign.



Cruz Roja Española

## **Red Cross**

We believe that it is very important that we all do our part in the fight against this virus, which is why we have collaborated with the Red Cross by making a donation to their **#RedCrossResponse** campaign.

## #StopCorona

We are partners of the **#StopCorona** movement to help promote and disseminate initiatives that contribute to win the health battle in which we are immersed through technology, data analysis and digital solutions.





## **Covid Makers**

We spread the word about the "Maker" movement among all our colleagues, and provided internal communication channels for them to share experiences, advice and support for the **#CoronavirusMaker.** 



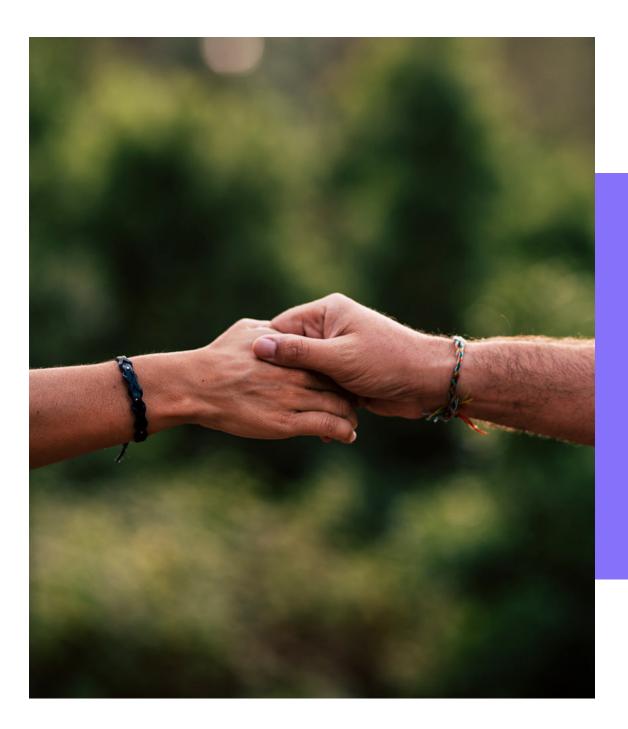
## UNICEF

At the end of the year, we wanted to give a very special gift to our employees. We donated 1,352 vaccines on their behalf to fight measles among children. We wanted to close the year with a very special initiative that will help thousands of children with a gesture as simple as giving the **#BlueGift**.

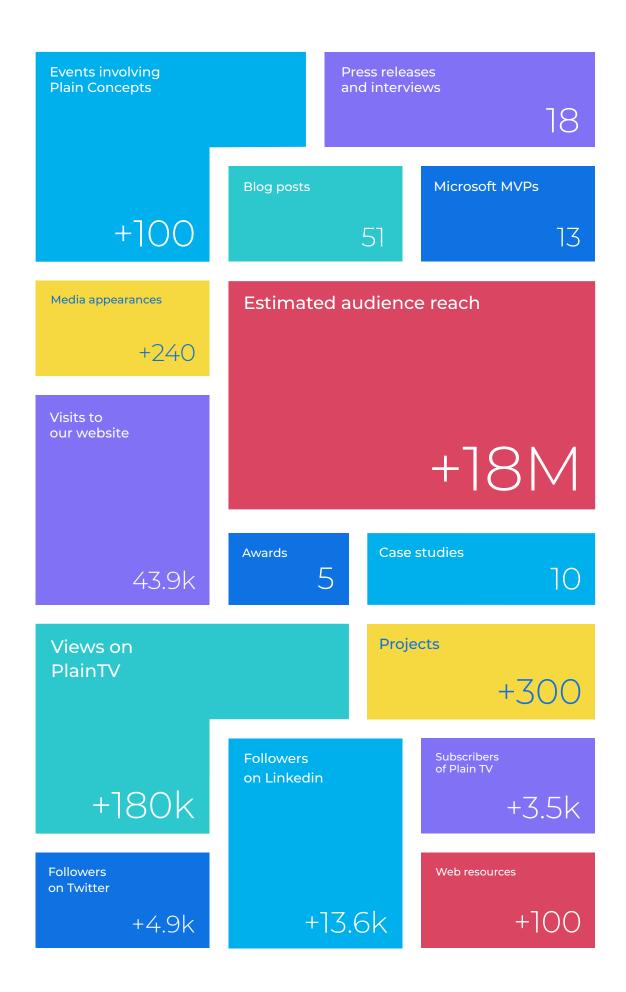
## Free events and World Central Kitchen

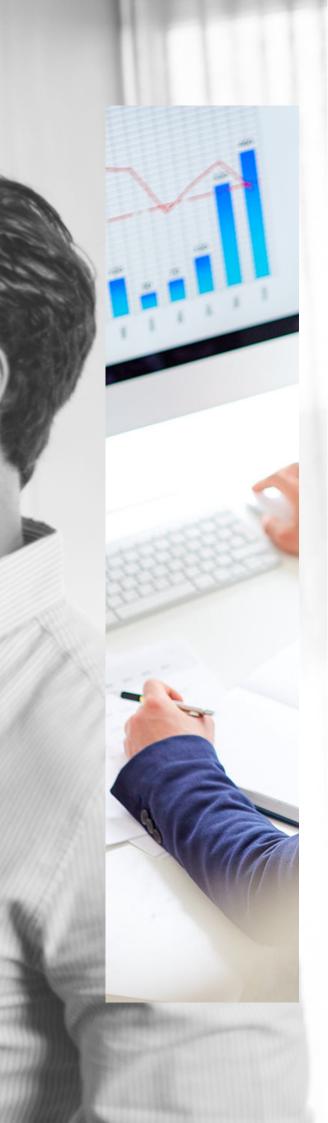
This "weird" year has prevented us from holding two of our big events (DotNet and Singularity Tech Day), but we did not give up and decided to turn the situation around. The 2020 edition of these events was held online and free of charge so that anyone could access them from home. But things didn't stop there. We also wanted to emphasize the charitable nature by giving attendees the chance to donate to chef José Andrés' NGO World Central Kitchen, and making our own donation to his programme **#ChefsForSpain**.











Despite a very difficult year for all of us, we can be proud to have achieved 97% of the goals set at the beginning of the year. This was only possible thanks to the tireless support and hard work of the great family that is part of Plain Concepts.







+10 Microsoft Most Valuable Professionals







Despite all the challenges we had to face this year, we have continued to grow and our team has incorporated 60 new hires who step up their game every day to help the company succeed. We have strived to achieve new certifications and can now boast about being certified with ISO 9001:2015 for Quality, ISO 14001:2015 for Environment and ISO 27001:2013 for Information Security. Plain Concepts has now a fully certified Integrated Management System.



All the areas involved have collaborated and made it possible, together with the help of our Global Administrator and ISO Controller who have been more involved on a daily basis as well as our LEASBA consultants, and our entire IT team with its Team Lead at the forefront, because without them the ISO 27001:2013 would have cost a lot more.



With these certifications, Plain Concepts S.L. clearly supports the establishment of a Management System in each and every one of the phases and areas affected when designing and developing software.

In addition, the information security certification is a guarantee for our stakeholders, as it demonstrates our zeal in preserving the confidentiality, privacy and security of their data in our environments and locations.



On the environmental side, our greatest achievement is the ISO 14001:2015 Certification. We got this certification thanks to our support for and the increase of online events during this year 2020, as well as the promotion of flexible remuneration and the increase of Infrastructure projects (Cloud Migrations), as this type of projects end up saving trips and thus reducing CO2 emissions.

But the purchase of sustainable material for event attendees and our company's recycling culture have also helped us get there.



We didn't want to stop here, so since a website is a reflection of a company, this 2020 we decided to give it a new look and launched our new website in March: much fresher and full of new features. This only confirms that we are a great company, not only because of our projects, but also because of the great human capital that integrates **Plain Concepts**.

# Next steps

We are a forward-looking company and our next goal is a very clear one: to become a global one!

We are going to take the leap to what we call Plain 2.0. going one step further to find excellence in the most international framework possible. Our plans for 2021 also include a great surprise: we are expanding to the Indian Ocean, where we are determined to open a new office in Australia.

We want to unify all our offices as one single Plain, keep growing together, improving our capabilities, multiplying our performance and bringing together the best talent. As for the Environment, Plain Concepts intends to further its involvement in environmental projects, particularly in the renewable energy field by 2021. For all these reasons and as stated in our integrated system policy our company is PLAIN GREEN.

A new global era is much closer, with new teams, new structures, new offices, new countries and much more.

Plain Concepts 2.0 has only just begun and is here to stay!



## Spain

## USA

## United Kingdom

## UAE

Germany

Netherlands

www.plainconcepts.com