

# Case study approach

This slide covers the case study approach which shows client objectives such as acquisition of high-quality customers. It also shows solutions offering the client and their outcome such as improved ROI, increased conversions, etc.

## Client

Swiggy: leading online food delivery platform



### Objective

- Drive company growth via acquisition of high-quality new customers with high propensity of food ordering



### Solution we offer

- Consumer platform solutions and approach
  - Audience intelligence & predictive modeling to reach high potential customers
  - Creative optimization to create personalized ads
  - Geolocation based targeting to increase conversions
  - Add text here



### Outcome

- 177% increase in shopping conversions from new customers
- 3.2 times scale in post install orders
- Improved ROI through higher conversions
- Add text here

# Information Technology Solutions For Business Case Studies From Esprit

**Jicheng Xie**



## Information Technology Solutions For Business Case Studies From Esprit:

Information Technology, 1996      *Information Technology* European Commission. Directorate-General for Industry, 1996

**Research, Quality, Competitiveness** Attilio Stajano, 2006-06-26 Scholars have long been fascinated by the flexibility and attention to design and quality that are hallmarks of Italy's small firms. Yet as the nature of the global economy shifts and the role of technological innovation becomes ever more important for the advanced industrial economies, the ability of Italian industry to compete will depend far more than in the past on its ability to make use of the resources and networks provided by the European Union. An enlarged Union now provides more opportunities for Italian firms but also increased competition for access to those EU programs that can help firms and governments provide the foundations for future economic growth and international competitiveness. The European Union has become and will remain a critical actor for all those in any member state concerned with the competitiveness of firms and the creation of wealth within the framework of sustainable development in an increasingly competitive global economy. The European Union is of special importance however for Italy. As this volume explains so well, Italy's challenge is a particularly difficult one. Policymakers, academics, and businesspeople all will need to participate in EU programs in new ways in order to maximize the opportunities that the EU provides. Italy's future is inextricably tied to that of the European Union and its leaders in all sectors of life must grasp the opportunities provided by the EU in order to meet their own home-grown challenges.      Information Technology European Commission. Directorate-General for Industry (DGIII), 1996

Publications 1998 Office for Official Publications of the European Communities, 1998      **Euro Abstracts**, 1996      Information Society News European Commission. Information Society Project Office, 1996      Foilseacháin Rialtais Catalóg Ireland. Stationery Office, 1997      *Publications* Office for Official Publications of the European Communities, 1994      **European Access**, 1997      International Journal of Networking and Virtual Organisations, 2002      **IBM** James W. Cortada, 2023-08-01 A history of one of the most influential American

companies of the last century. For decades IBM shaped the way the world did business. IBM products were in every large organization and IBM corporate culture established a management style that was imitated by companies around the globe. It was Big Blue, an icon. And yet over the years IBM has gone through both failure and success, surviving flatlining revenue and forced reinvention. The company almost went out of business in the early 1990s, then came back strong with new business strategies and an emphasis on artificial intelligence. In this authoritative, monumental history, James Cortada tells the story of one of the most influential American companies of the last century. Cortada, a historian who worked at IBM for many years, describes IBM's technology breakthroughs, including the development of the punch card used for automatic tabulation in the 1890 census, the calculation and printing of the first Social Security checks in the 1930s, the introduction of the PC to a mass audience in the 1980s, and the company's shift in focus from hardware to software. He discusses IBM's business culture and its orientation toward employees and customers, its global expansion, regulatory and legal issues, including antitrust litigation.

and the track records of its CEOs The secret to IBM's unequalled longevity in the information technology market Cortada shows is its capacity to adapt to changing circumstances and technologies

### **Advances in Information Technologies**

Jean-Yves Roger, B. Stanford-Smith, Paul T. Kidd, 1998 Created through a student tested faculty approved review process with input from more than 250 students and faculty GOVT is an engaging and accessible solution to accommodate the diverse learning styles of today's learners at a value based price Focusing on the current and historical conflicts and controversies that define America as a nation GOVT is a streamlined and extremely current text for the American Government course Its motivating debate theme and appealing modern format speak directly to today's student A full suite of learning tools correlated to the text chapter by chapter are available through CourseMate and include an eBook Chapter In Review cards videos simulations podcasts and quizzes that allow students to learn and study wherever they are and whenever they have time

Innovation and Technology Transfer, 1998

*Information & management* International Federation for Information

Processing, 2001

The Information Superhighway and Private Households Walter Brenner, Lutz Kolbe, 2012-12-06

Wolfgang Glatthaar International Business Machines IBM Gennany The rapid developments in information technology IT will continue through the coming years New application areas will be added Whereas the use of information technology in the past decade has been concentrated primarily on business and public administration in future the suppliers of information technology will develop an increasing number of applications for the private household see fig 1 Traditional perspective New perspective IT solutions for the IT solutions for the company private household Fig 1 New perspective on information technology This development has already generated considerable market dynamics Latest forecasts for the USA suggest that by 1996 at the latest the private household will present greater sales potential for home computers than business and public administration VI Preface Up to now the use of information technology in the private household has not been regarded as highly significant by either business or science even though PCs have become widespread in the private sphere In the ESPRIT framework there have been individual projects dealing with home networks and in a number of Asian and European countries as well as America experiments with interactive television are taking place Internet and commercial online services are experiencing rapid growth This application area for information technology in the private household which is generating increasing business attention must also be the subject of appropriate research activities

*General catalogue of*

*publications* 2001 European Commission, 2001

**Changing the Ways We Work** Nils Mårtensson, Ronald Mackay, S.

Björgvinsson, 1998 This book highlights the effects of an increasing use of information technology IT in manufacturing Mainly focus is on the changes in organisation in working procedures and in the demands on the capabilities of the personnel both on the shop floor and the engineering and management levels It disseminates information from the research and development carried out under ESPRIT's Integration in Manufacturing domain as well as from other activities in similar domains in industry and academia A particular focus is on giving an overview and resume of work undertaken in the Third

and Fourth Research Framework Programmes of ESPRIT      *Challenges of Information Technology Management in the 21st Century* Information Resources Management Association. International Conference, 2000 As the 21st century begins we are faced with opportunities and challenges of available technology as well as pressured to create strategic and tactical plans for future technology Worldwide IT professionals are sharing and trading concepts and ideas for effective IT management and this co operation is what leads to solid IT management practices This volume is a collection of papers that present IT management perspectives from professionals around the world The papers seek to offer new ideas refine old ones and pose interesting scenarios to help the reader develop company sensitive management strategies      **The Stationery Office**  
**Agency Catalogue** Stationery Office (Great Britain), 1997

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