



The BlackBirds logo was born at the beginning of the millennium (2001) with the distribution of IT services for Tata Consulting Services, an Indian company known as the largest Indian provider of IT services, which today employs around 500 thousand employees. Today we partner with several international and innovative companies with cutting-edge technologies.



Blackbirds are migratory birds that fly every year, from Asia to Europe, for miles in orderly flocks. We are inspired by the organization of these tireless migratory birds, and believe in organization, sustainability, safety and respect for all the people present in the organization of our customers, as well as our collaborators and employees.

Our mission is one: to create positive change for your company, in your processes and communication, while building a secure future with cutting-edge technologies to stay ahead of the times.

Our ambition is to serve our customers all over the world with international consultancy and software applications, guaranteeing consolidated partnership ties and proven success of our services.



OUR SERVICES



CRM/xRM

We implement specific software to support CRM/xRM processes, one above all is CAS genesisWorld. An experienced team will be able to advise you on the most suitable solution. We will help you and will accompany you in the implementation, offering you a specific training for key users that will allow to define the next specifications for a successful project.

We guide our customers in the custom installation of product configurators. We create and manage sets of rules for product variants, define rights, and specific integration interfaces of the ERP management environment. Among our products, we distribute the CAS Merlin configurator, adopted for the configuration of for example the trucks from Mercedes Benz.



Product Configurator



Lead Generation

We propose Lead Generation strategies to attract new potential customers and increase the loyalty of those existent. We orient our customers towards tangible and measurable results thanks to the partnerships with Evalanche. We provide Web agency services with graphic designers and programmers to define landing pages, email communications and necessary documentation to download for social marketing campaigns.

Together with our customers, we implement IT security risk management solutions to deal with targeted attacks that compromise data integrity and IT system performances, collaborating with G-Data for Antivirus e Stormshield for firewalls. With our services and our partnerships we want to guarantee cyber resilience, robustness, responsiveness and, moreover, compliance with the GDPR obligations to protect personal data of our customers.



Security



Industry 4.0 & IoT

We accompany our customers on their journey of digitization and evolution of its activities towards the 4.0 transition. Our solutions in the Industry 4.0 environment and IoT, like Alleantia gateways, are simple and affordable for all, with predefined plug-ins that allow the connection with the machinery and sensors of the most renowned industrial brands.

We provide services in the field of email marketing. The reliability and the compliance with deadlines is very important to us, for this reason we rely on the partnership with Inxmail, which is part of this sector for more than 20 years and can count more than 2000 customers in 20 countries of the world. We are always ready to carry out your promotional campaigns with attractive newsletters, compliant with the obligations of the GDPR regulation.



Direct E-mail Marketing

OUR PRODUCTS

CAS genesisWorld

ELO
Digital Office

CAS genesisWorld has about 30,000 customers and is the leading CRM software in the European market that allows you to manage and enhance relationships with your customers, supporting you optimally in their daily management. Powerful and flexible, fast and customizable, it adapts ideally to your company thanks to the multiplicity of functions and the possible customizations with different modules, interfaces and graphic editing dashboards available in web, app and desktop version with further possibility of use in offline or replication. All customer information is saved in a single central database and can be accessed wherever you are and securely by the user. This way you can guarantee customer satisfaction and a quality, fast, effective, safe and personalized service. It also ensures optimal processes, centralized data retention, motivated employees and enthralled customers. Thanks to CAS genesisWorld you will have the possibility to optimize your profitability and to optimize your processes. We implement the solution integrated into the CRM of Enterprise Corporate Management of the company ELO Digital Office.



CAS Merlin

A SmartCompany of CAS Software AG

Sell complex and customizable products easily. CAS Configurator Merlin is a powerful tool to support the entire process of product configuration. The modular structure of our solution allows you to offer a tailored product for your individual needs. Faithful to one of our "Customer Centricity" business principles, the goal is clear and defined, putting the customer at the center of our processes. CAS Merlin creates your business documents easily and quickly, any kind of document: offers, specifications, contracts. Offers easy setup on any browser, thanks to the interactive design of the product and a simple and intuitive interface. Allows integration with ERP management, production planning development processes. The CAS Merlin configurator also allows you to optimize production costs, material acquisition and improve the competitiveness on the market. CAS Merlin is integrated on CRM CAS genesisWorld.

OUR PRODUCTS

CAS SmartWe

A software solution that optimally supports the centrality of the customer, provides a range of customizations and a history of interactions with your contacts. SmartWe is a cloud CRM platform for SME's that optimally supports your daily work, brings together the management of contacts and activities, the centralized document management, the history of customer interactions, team calendar, leads, opportunities and sales thanks to a cloud solution based on solid data centers in Germany. Its main features are the management of quick and easy contacts, personalization of documents and emails, the contact information search functionality with CAS SmartSearch, the presence of a radial menu, and the possibility of unlimited mobility thanks to apps that can be installed on all operating systems on smartphones and tablets, from iOS to Android, from BlackBerry to Windows.



Designed to meet the best standards in terms of data protection and security, Evalanche complies with all the requirements of the GDPR and is used by over 3,000 companies and 250 agencies around the world. This is also thanks to the possibility of affordable service rates with great advantages. Combine email marketing, marketing automation and lead management in one of the most advanced and specialized software solutions. It is therefore a versatile portal thanks to its numerous interfaces and integration with a CRM software, including the CRM genesisWorld. With a few simple actions it allows you to replace the cover image of your e-mail or newsletter, modify introductory text or change the order of your articles. The Profile Scoring, allows you to evaluate the quality of leads based on the properties of the profile and its interactions. With Activity and Content Scoring you can validate your leads' interests based on their behavior on clicks and information. The latest technologies from Evalanche also allow you to observe the results of customer behavior in real time, when sending emails. When done, get detailed analytical statistics that provide you with information on behavior and interest of your potential customers.

OUR PRODUCTS



Do you want to stay close to your customers? Request a powerful solution software that provides exceptional services for your email marketing. With InxMail you get personalized newsletters, campaigns automated and transactional emails. Maximize the reliability of the e-mail delivery and reassure your customers that their data will remain safe with us. Use the available interfaces to connect to a series specialized systems, including CRM, online shop and tool management of marketing campaigns. Simplify your processes and automatically import editorial content, customer data or product data for your mailings. For you, design options and easy to implement customization based on newsletter templates flexible and optimized for mobile devices; performance monitoring to optimize your KPIs; flexible and powerful connection; interfaces for CRM, ERP, CMS and online shop systems, as well as web analysis tools; high degree of deliverability thanks to years of experience and a state-of-the-art infrastructure. Inxmail is integrated with CRM genesisWorld.



Do you want to make a digital transformation for any sector through the simplest, most scalable and powerful. Industry 4.0 solution? Alleantia is the right product, in complete harmony with the rules of the GDPR regulation. Increase the support offered in the design, configure and implement the IoT architecture industrial customers. It allows you to offer intelligent devices your customers and ensure maximum time reduction. The plug & play technology allows you to connect any industrial machinery in a few seconds with on premise and / or cloud application solutions. Once the data has been acquired, Alleantia is able to manage them in the best possible way. Choose the destination of your data among IoT Apps compatible with our software and subsequently purchase the related plugins. With Alleantia the time and cost of integration between machines and applications is reduced by over 80%. Alleantia's technology is also fully part of the interior of the tax relief plan for 4.0 investments.

OUR PRODUCTS



Be well prepared to face cyber threats and confidently seize all the opportunities of the digital future with GData Antiviruses. Confidently manage individual customer installations on the corporate network, centralized management usable from a single console and protect your mail by recognizing threats even before they become real. Take safer measures for online shopping and banking activities. Enjoy excellent customer service and specific support. You can take advantage of USB Keyboard Guard to protect yourself from USB devices that simulate the keyboard. Monitoring of daily behavior, to protect you from unknown malware. G-DATA Antivirus allows you to quickly recognize any abnormal behavior. Anti Exploit Protection to protect your PC from criminals using existing security holes, for example in Office or PDF reader applications. Anti Ransomware to protect your data from criminal encryption. There is an optimized update management that allows you to decide when and where your PC can update.



STORMSHIELD

Guarantee Cyber-Tranquility to companies with critical and operational infrastructures, by choosing either. Stormshield's software and hardware firewalls, and take advantage of the support from a globally recognized partner, among which has clients like, the French Ministry of Defense. Stormshield has a full range of the latest UTM and industrial firewalls and is available in both physical or virtual version. Protect your data with a software solution that ensures end-to-end confidentiality of sensitive data, regardless of media or terminals on which this data is stored or shared. Benefit from autonomous protection dedicated to critical and unconnected environments, based on a unique behavioral approach. You can know the detailed information that allows you to understand which of your pages, products and services have shown greater interest. You can receive the information related to your antivirus Client installed on the network directly via email. Among all the visitors to your website, you can filter the main potential customers and automatically segment them for your sales processes.



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