LittleBig Story

Digeto

The Global Impact Engine

LittleBig Connection | Part of Mantu

LittleBig Story × Digeto

The Global Impact Engine

How Digeto is accelerating international growth from Bangalore? With LittleBig Connection, Digeto strengthens its teams, accesses the right expertise and **simplifies the management of its external resources.**

THE COMPANY

Digeto, a partner for **international** commercial execution

Founded in 2022, Digeto helps startups and SMEs accelerate their international commercial development.

Its model combines artificial intelligence, sales prospecting and local sales teams. From its global hub in Bangalore, **Digeto supports its clients' commercial operations across Europe, APAC, MENA and the Americas.**

This organisation brings together technology, commercial expertise and local market knowledge.

Digeto at a glance

100+
startups and SMEs supported

25+
investments supported

$10M+
revenue generated for clients

2022
year founded

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A PARTNERSHIP BORN IN BANGALORE

A first meeting that became a **strategic** partnership

The partnership between Digeto and LittleBig Connection began within Bangalore's French business community. It gradually grew around a shared objective: **supporting Digeto's international development with the right expertise.**

The initial need

To structure Digeto's teams, access specialised resources and simplify the administrative management of external contributors.

The partnership today

A strategic relationship built on trust, knowledge of the French and Indian ecosystems and complementary expertise.

The partnership journey

1

A connection in Bangalore

The French business community creates the first link between Digeto and LittleBig Connection.

2

A shared event

Digeto is invited to a flagship LittleBig Connection event in Bangalore.

3

The first needs

Digeto looks for specialised resources to structure its team and support its growth.

4

A lasting partnership

The relationship expands to new needs and new international opportunities.

The human element is at the heart of what we do and believe in. LittleBig Connection understood that from the beginning.



Medini Mothay

Marketing Manager
Digeto Group

THE CHALLENGE

Growing without losing its identity

Digeto's international growth requires the ability to mobilise expertise quickly and adapt it to different business contexts.

At the same time, the company wants to preserve what makes it distinctive: **a culture built on proximity, customer understanding and the importance of human relationships.**

Finding skilled people was therefore not enough. The experts also needed to understand Digeto's environment, work effectively with its teams and fit into an international organisation.

Digeto's priorities

01

Expertise

Access specialised skills in management, marketing and communications.

02

Culture

Identify profiles aligned with Digeto's values and way of working.

03

Agility

Strengthen teams as projects and markets evolve.

> "For us, finding the right profiles means going beyond skills. People also need to understand our culture and the way we work."

Medini Mothay · Marketing Manager, Digeto Group

THE APPROACH

An approach built around **understanding the need**

LittleBig Connection took the time to understand **Digeto's organisation, culture and the profiles most likely to integrate successfully with its teams.**

1 Understand the context

Identify Digeto's priorities, organisation and international growth challenges.

2 Qualify the expertise

Look beyond the job title to determine the skills the project actually requires.

3 Recommend the right profiles

Put forward experts assessed on their experience, adaptability and cultural fit.

4 Simplify the collaboration

Support contracts, documentation and administrative steps so Digeto can focus on its priorities.

> "What we particularly valued was their ability to understand what we needed and then recommend the right combination of freelance expertise for us."

Medini Mothay · Marketing Manager, Digeto Group

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THE BENEFITS

Expertise mobilised to **support growth**

The partnership has enabled Digeto to access experts across several key functions.

Management | Marketing | Communications

Specialised expertise according to the company's needs

Through the partnership, **Digeto has been able to:**

- Strengthen its teams with specialised profiles.
- Access expertise across several business functions.
- Reduce the administrative burden on internal teams.
- Give greater weight to cultural fit when selecting experts.
- Simplify contract and documentation management.
- Support its growth from Bangalore.

> "The relationship has felt like a partnership rather than simply a sourcing exercise."

Medini Mothay · Marketing Manager, Digeto Group

A RELATIONSHIP BUILT OVER TIME

A partnership that goes **beyond sourcing**

Over time, the relationship between Digeto and LittleBig Connection has expanded beyond the initial requirements.

Digeto shares opportunities involving French companies looking to develop their activities in India. **LittleBig Connection can then support these organisations with their expertise needs and operational setup.**

This reciprocal relationship is built on a strong understanding of both the French and Indian ecosystems. It gives Digeto flexible access to specialised expertise while creating new opportunities with companies entering the Indian market.

> "This partnership gives us confidence in our ability to scale, knowing that we can connect with skilled experts across the world through a single conversation with a LittleBig Connection partner."

Medini Mothay · Marketing Manager, Digeto Group

Understanding

LittleBig Connection takes the time to understand Digeto's needs, culture and priorities.

Continuity

Support continues throughout the collaboration, beyond the introduction of a profile.

CONCLUSION

Continuing to grow with the **right** **expertise**

Digeto's international development relies on its ability to combine technology, commercial expertise and local presence.

To support this ambition, the company needs access to the right people without adding unnecessary complexity or losing sight of its culture.

With LittleBig Connection, Digeto has a partner that understands its needs, recommends the right expertise and takes care of part of the operational complexity involved in external collaborations.

LittleBig Connection

Would you like to strengthen your teams while preserving your company culture?

Talk to LittleBig Connection about the expertise that matches your growth priorities. With LittleBig Connection access the expertise that supports your growth.

littlebigconnection.com →

ABOUT LITTLEBIG CONNECTION

An international presence **supporting external expertise**

Since 2013, LittleBig Connection has helped large organisations access and manage external expertise worldwide. **With a global presence, local teams and human support, LittleBig Connection combines international coverage with operational proximity.**

Global offices and business activity



A strong focus on Asia

In Asia, LittleBig Connection has been active since 2013, with **six offices, more than 50 clients, 110,000 experts and 20 Account Managers** supporting clients.

ABOUT LITTLEBIG CONNECTION

LittleBig Connection at a glance

They trust us

Opella. · ABB · SYENSQO · EQUANS · PHILIPS · Air Liquide · ENGIE · ABInBev · NATIXIS · DECATHLON · SAINT-GOBAIN · BNP PARIBAS · EssilorLuxottica

10 communities of experts

- Cybersecurity
- Infrastructure & Network
- UX & UI Design
- Marketing & SEO
- Data Science & AI
- CSR & ESG
- Digital Transformation
- Cloud Engineering
- Software Engineering
- Transformation Manager

Our certifications

957/1000 MATURE · 2026 PLATINUM cybervadis · HQE · RGPD · GOLD | Top 5% ecovadis SEP 2024 · LRQA CERTIFIED ISO/IEC 27001 · LRQA CERTIFIED ISO 9001 · LRQA CERTIFIED ISO 14064 (V) · UKAS MANAGEMENT SYSTEMS 0001

Certified and recognized for our CSR commitment

EcoVadis Gold, SBTi, ISO 14064-1, and Cercle de Giverny 2023 ranking

Committed to equality

50% women on the executive committee, **45% in the company,** and signatories of the Women's Empowerment Principles

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