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Oggetto : STRATEGIC AGREEMENT FOR
DISTRIBUTION OF PLANETEL.CLOUD
SOLUTIONS TO CIPS INFORMATICA
CUSTOMERS IS SIGNED

Testo del comunicato

Vedi allegato.

PRESS RELEASE

STRATEGIC AGREEMENT FOR DISTRIBUTION OF PLANETEL.CLOUD SOLUTIONS TO CIPS INFORMATICA CUSTOMERS IS SIGNED

Treviolo (Bergamo), 28 February 2022 – Planetel S.p.A., (the “**Company**” or “**Planetel**”), parent company of the group of the same name operating nationwide in the telecommunications sector, listed on the Euronext Growth Milan (“EGM”), multilateral trading system organised and run by Borsa Italiana S.p.A., has announced the signing of a strategic agreement with CIPS Informatica S.r.l. - Value Added Distributor (VAD) for the IT market - for the distribution of **Planetel.Cloud** solutions and services to Italian retailers.

Under the agreement, CIPS Informatica is to develop the in-house know-how necessary for the optimal distribution of the cloud* solutions and services to its Customers** through training to be supplied by Planetel, which will also cover process phases from before-sales to after-sales.

This will enable CIPS Informatica to reinforce its distribution channel for Cloud services - Hybrid Cloud, Cybersecurity and Virtual PBX - with the aid of a very short time-to-market and outstanding flexibility, innovating and extending its offer thanks to the expertise and support of Planetel.

*“I’m delighted to be working again with CIPS Informatica, a long-standing acquaintance of mine,” stated **Giuseppe Coppola, Cloud and ASP Division Sales Manager at Planetel S.p.A.** “With its network of partners, comprising more than 400 retailers working on the Italian market, CIPS has become a major player on the national IT infrastructure and security scene. We’re sure that this partnership will generate new challenges and fresh satisfactions for both companies during 2022”.*

Mario Menichetti, CEO of CIPS Informatica, comments: *“Today, given the trend towards delocalisation and wider use of smart working, the potentials for interaction and use of corporate IT systems have grown, generating a constant rise in demand. The partnership with Planetel is an additional strategic factor which will benefit CIPS customers. With its network of consultants, engineers and professionals, Planetel offers added value to our Customer portfolio by reducing fulfilment times for requests for Cloud, Hybrid Cloud, Cybersecurity and Virtual PBX services”.*

(*) Solutions: IaaS – SaaS – PaaS Cloud, Hybrid Cloud and Cybersecurity, Virtual PBX

(**) Dealers, VAR and System Integrators

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CIPS informatica srl is an Italian company established in 1991. Its main business is the constant development of services and technologies for the management of IT infrastructures, and especially for process and data security management.

It chooses the solutions to be offered to the market through merit-based assessments embracing functions, response to real needs, regulatory compliance, the presence of a go-to-market model compatible with the Italian market, and the level and percentage of innovation.

By functions and real needs, it means the capability to create high-value management and control services which simplify processes and operator interactions to effectively enhance the security and efficiency paradigm.

It has two main focuses, on the process's efficiency and security.

Holding company of a group that offers telecommunication services at national level, **Planetel S.p.A.** has developed a proprietary fibre optic network for the ultra-broadband connectivity of about 150 municipalities and provides TLC/IT services to over 26,000 customers in Lombardy, Veneto and Campania, through a multi-channel approach. Among the first Italian Internet Service Providers (ISP and WISP) to gradually develop its position in the telecommunication and system integration market, the company has been able to stand out on the territory as a single player offering integrated digital solutions, ASP / Cloud services and other IT solutions. Planetel, formerly a national phone operator, can now provide Business, Wholesale and Residential customers with fibre optic network connections, with the most advanced ultra-broadband connectivity and integrated communication solutions with FTTH-FTTP (Fibre to the Home – Fibre to the Premises) network architectures; its offer covers the entire value chain of ICT services that allows companies to accelerate their digitization process and time-to-market. Planetel's primary assets include a fibre optic network of approximately 1,760 Km. – CLOUD infrastructure in 3 Datacentres – 110 Planetel Points in 63 Municipalities – 950 Cabinets on the ground, etc.

Planetel's main goal is the strategic development of a high-speed proprietary backbone – up to 1.4Tb/s – which will allow more stable, faster and more secure connections with a guarantee of greater continuity of service for its customers.

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