



SPAFID  
CONNECT

Informazione Regolamentata n. 20162-94-2020	Data/Ora Ricezione 28 Dicembre 2020 08:56:35	AIM -Italia/Mercato Alternativo del Capitale
---	--	---

Societa' : Relatech S.p.A.  
Identificativo : 140784  
Informazione  
Regolamentata  
Nome utilizzatore : RELATECHN02 - -  
Tipologia : REGEM  
Data/Ora Ricezione : 28 Dicembre 2020 08:56:35  
Data/Ora Inizio : 28 Dicembre 2020 08:56:36  
Diffusione presunta  
Oggetto : RELATECH: INCREASE OF RECURRING  
REVENUES WITH CLOUD AND  
CYBERSECURITY

*Testo del comunicato*

Vedi allegato.



PRESS RELEASE

**RELATECH: INCREASE OF RECURRING REVENUES WITH CLOUD  
AND CYBERSECURITY**

**SIGNED AGREEMENT FOR A DURATION OF 5 YEARS WITH THE  
MULTINATIONAL COMPANY METRA S.P.A. FOR THE SUPPLY OF  
INNOVATIVE DIGITAL SOLUTIONS IN CLOUD WITH ITS OWN DATA  
CENTER**

**THROUGH BLOCKCHAIN AND CYBERSECURITY TECHNOLOGY,  
THE PROTECTION OF DATA FROM ANY CYBER ATTACK AND  
DISASTER RECOVERY WILL BE GUARANTEED**

Milan, 28<sup>th</sup> December 2020

**Relatech S.p.A.**, *Digital Enabler Solution Knowledge (D.E.S.K.) Company* and innovative SME listed on AIM Italia market (Ticker: RLT), announces that, its subsidiary **Mediatech S.r.l.** has signed a five-year agreement for the supply of **Cloud Nutanix** solutions and the management of the **data center** of **Metra S.p.A.**, a multinational company with worldwide offices, specializing in aluminum processing with advanced engineering solutions for industry and architecture.

**STRATEGY: M&A AND RECURRING REVENUES**

**Silvio Cosoleto, Chief Operating Officer of Relatech**, comments: "*Cloud and data protection represent for Relatech two of the pillars of **RePlatform**, the proprietary platform on which it is based our offer which has been further strengthened thanks to the inclusion of Mediatech in the perimeter of the Group which with the "platinum" partnership of a big vendor like Nutanix consolidate Relatech's technology ecosystem. The signed five-year contract will also allow the Relatech Group to benefit from a significant portion of recurring revenues.*"



## TECHNOLOGY

The proposed solution, as described by **Giuseppe Dominoni, CEO of Mediatech**, a company of the **Relatech Group**, will allow the Metra Group to strengthen its IT infrastructure which also provides for the management of some value services in Cloud. The solution proposed by Mediatech, totally scalable, will allow to no longer have any constraints linked to the dimensional growth of Metra, thanks to a centralized multi-cloud management, also optimizing costs and reducing IT risk. The services provided by Mediatech use of Nutanix's hyperconverged cloud solutions, in particular, the solution identified for Metra will include the management (i) of services related to virtual desktops (VDI) for highly flexible smart working that will allow resources to work in anywhere in the world in an agile and secure manner through the highest standards for data protection; (ii) corporate business continuity with disaster recovery services (in this specific case two datacenters plus a third site are provided) and (iii) corporate security at 360° with the use of micro-segmentation which allows for total capillarity in the protection against cyberattacks.

Metra will also benefit from some advanced features in terms of *artificial intelligence* for the orchestration and automation of the entire infrastructure through technologies capable of guaranteeing the highest level of protection.

## REFERENCES

The Relatech group, specialized in **Digital Enabler Technologies**, which includes the **Cloud** in all its forms, will guarantee Metra total *availability* and *continuity* of services and business both on site and remotely. Furthermore, through **blockchain** technology and **cybersecurity**, the protection of the data from possible *cyber-attacks* and *disaster recovery* is guaranteed.

**Flavio Almerares**, IT Manager of **Metra** expresses great satisfaction for the solutions outlined, which crown a relationship of trust and collaboration that has lasted for many years. "*After several months of contacts, tests and in-depth analyzes of this technology we have decided to adopt it in all our datacenters. I believe that it has now matured by offering solutions that surpass the market solutions adopted by Metra so far in terms of simplicity, scalability, hyperconvergence, performance and flexibility.*"

"*This agreement is the confirmation of the relationship that is increasingly consolidated between **Mediatech** and **Nutanix**, and of the fact that Nutanix systems are now an important point of reference for companies wishing to innovate their IT "heart"*", commented **Alberto Filisetti, Country Manager of Nutanix Italy**. "*We are also pleased to collaborate with*



*Relatech and to be able to provide them with our hyperconverged and multicloud management solutions, which will enhance their customer infrastructure to make it even more secure, always available, resilient and able to respond promptly to business needs.”*

This press release is online at [www.relatech.com](http://www.relatech.com) (Investor Relations/Press Release section) [www.emarketstorage.com](http://www.emarketstorage.com).

\*\*\*

*Relatech (ticker RLT ISIN IT0005371874), Digital Enabler Solution Knowledge (D.E.S.K.) Company, listed on AIM Italia since June 2019, is present on the market with innovative solutions dedicated to the digital transformation of companies. Relatech is an innovative SME focused on customers looking for the most innovative solutions, becoming a strategic partner for digitization and ICT services. Relatech constantly invests in Open innovation with an extensive R&D activity carried out internally and numerous partnerships with the main Italian Universities and research centers. Thanks to its digital platform and cloud based RePlatform, it provides services and develops innovative digital solutions in frontier technologies of Digital Enabler, such as Cloud, Cybersecurity, Blockchain, Big Data, Machine Learning, Artificial Intelligence, Internet of Things.*

\*\*\*

*Metra S.r.l. - Since 1962 we have been overseeing markets all over the world with custom-made solutions, produced in compliance with the strictest standards. Our strength is the knowledge accumulated by the companies that make up the group, each with a key specialization in production processes or geographic markets. Diversity that represent a great wealth: a wealth of experience in the management of large, as well as small orders, national and EU regulations, standards belonging to distant sectors. Diversities that find in us a fertile incubator of ideas, with a common denominator: aluminum.*

## **Contacts**

ISSUER

### **Relatech S.p.A. - Investor Relations**

Veronica Carullo | [investor@relatech.com](mailto:investor@relatech.com) | T: +39 02 2404909 | Via Ercole Marelli, 165 - 20099 Sesto San Giovanni (MI)

NOMAD & SPECIALIST

**BPER Banca S.p.A.** | [relatech@bper.it](mailto:relatech@bper.it) | T: +39 02 7274 9229 | Via Gaetano Negri, 10 - 20123 Milan

INVESTOR & MEDIA RELATIONS ADVISOR

**IR Top Consulting** | [ir@irtop.com](mailto:ir@irtop.com) | T: + 39 02 4547 3883/4 | Via Bigli, 19 - 20121 Milano

Fine Comunicato n.20162-94

Numero di Pagine: 5