

## ITALTEL AND EQUINIX STRENGTHEN THEIR COLLABORATION TO ACCELERATE HYBRID MULTICLOUD ADOPTION IN ITALY

*The synergy between Italtel and Equinix delivers advanced solutions for a fast and secure transition to hybrid and multicloud infrastructures, addressing the growing needs for performance and scalability.*

Milan, March 5, 2025 - **Italtel**, a multinational leader specializing in solutions and services for digital transformation, announces that it has expanded its framework digital agreement with **Equinix**, the world's digital infrastructure company, to accelerate the digital transformation of Italian private and public businesses to hybrid, edge and multicloud operating paradigm.

The multi-cloud model, coupled with the increasing demand for computing resources, also due to emerging AI-related use cases, is driving companies to build infrastructures that ensure maximum availability and effective management of applications and data in hybrid environments, while reducing operational and connectivity costs.

Leveraging their complementary expertise, Italtel and Equinix provide advanced solutions that help organizations evolve their infrastructures and connectivity, addressing the need for improved performance, reduced costs, enhanced security, on-demand scalability, and faster time-to-market.

Equinix, with more than 260 data centers in 33 countries, is a major global digital infrastructure, data center and colocation provider for enterprise network and cloud computing. Italtel, an advanced system integrator with strong engineering know-how and software development skills, provides hybrid architecture design services as well as networking and cybersecurity Managed Services, through its Digital Operation Center.

*"We are excited to strengthen the strategic partnership with Equinix," said **Dario Giuseppe Lucatti, Chief Business Development Officer of Italtel**. "Our ability to provide complete solutions, from design to proactive management of network and cybersecurity systems, represents a distinctive value that allows us to support Equinix in meeting the needs of a market increasingly oriented to hybrid multicloud architectures and projected to outsource its workloads with a view to optimizing operating costs."*

*"Beyond the immediate benefits in terms of the digital offering, the agreement goes far beyond a mere commercial understanding: first, it strengthens the foundation for developing Italtel's expertise on Equinix through dedicated training programs. Secondly, it leads to a broad collaboration that will extend to joint go-to-market and innovation initiatives: new certification and upskilling initiatives targeted at Italtel professionals will further strengthen their expertise on Equinix, ensuring that the teams have the necessary capabilities to address increasingly complex technological challenges, thereby ensuring excellent end-service for clients.", commented **Claudia Vegni, Sales Director of Equinix Italy**.*

Italtel and Equinix have already completed a significant project for a major insurance industry group in Italy.

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**Italtel** is a multinational Information & Communication Technology company with a strong focus on innovation. Italtel offers digital transformation solutions including networks, data centers, digital workspaces, security, hybrid cloud and Internet of Things. Solutions consist of both proprietary and third-party software products, managed services, engineering and consulting services, analytics and automation. The target market consists of public and private companies, with a specific focus on vertical markets Telco, Media & Entertainment, Public Administration, Banking & Insurance, Utilities, Transportation, Healthcare, and Manufacturing. [www.italtel.com](http://www.italtel.com)  
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