

Digital Value

BRINGING THE FUTURE CLOSER

2023
Company Profile

About

Digital Value is a holding group with Italian capital born with the objective to **create an aggregating pole of excellence in the ICT field** at the service of the most important **public and private customers**.

Founded in 2018 and listed on the **EURONEXT MILAN market and part of EURONEXT TECH LEADERS**, Digital Value is born from the union of entrepreneurial companies that share the idea of a technological and sustainable innovation as a driver of development of the Country's enterprises.



Bringing the future closer

VISION

Being an aggregating platform of excellence to strengthen value creation in the ICT Infrastructure segment through an integrated approach with the customer and with the vendor ecosystem.

MISSION

Being a trusted player and intermediary able to interpret the customer needs and to contribute to the design and supply of the best technological solutions.

The Group



Solutions and services for the Digital Transformation



System integration end-to-end



Networking solutions for public and private



Innovative solutions to improve efficiency



Governance and operational management for efficient services



Insurance services

Our structure

Roma

General and Administrative Management
Central-South Sales Management
Technical Presidium
SPOC

Bologna Modena

Sales Presidium
Technical Presidium
NOC

Napoli

Sales Presidium
Technical Presidium

Milano

North Sales Direction

Prato

Sales Presidium
Technical Presidium

Avellino

Soft fab

Ancona

Sales Presidium
Technical Presidium



Certificazioni



Our numbers

Digital Value promotes a path careful to transparency, inclusion and a dynamic evolution that allows you to innovate making your competitive advantages sustainable in the long term.

Certifications

+600

Complementarity of skills, professionalism, experience.

Technological alliances

+50

The strength of an ecosystem committed to value.



*Proforma to include 12 months of TT Tecnosistemi

Revenues 2022

M€ 708.5

Growth YoY*

18.6%



Index

Description	2021*	2022
Revenues	597,5 ML€	708,5 ML€
EBITDA	61,2 ML€	73,6 ML€
EBITDA Margin	10,3	10,4

*Proforma to include 12 months of TT Tecnosistemi

Competencies

Smart Workplace Transformation

Work stations solutions (personal computers, printers, mobile devices, management software).

Next Gen Data Center

Solutions for the realization and evolution of data processing systems (computational hardware, storage, virtualization and management software).

Networking & Security

Solutions for data networks including physical and virtual equipment for routing, switching, load balancing, SW-WAN, firewalling, testing visibility and monitoring.

Cyber Security

Solutions for Cybersecurity, Monitoring Systems (SIEM, SOAR), end point protection, SOC, IOT and OT environment protection.

Cloud & Digital Business Transf.

Solutions for hybrid cloud (IAAS, PAAS, SAAS and on premise), Big Data, Analytics, Data Exploitation.

Unified Communications

Solutions for Digital Signage, VOIP, Video Collaboration.

Customer Operations Services

Solutions for managing and maintaining customer assets, data protection and business continuity solutions and services.



Market Focus

Digital Value combines market knowledge and expertise specific to the main segments served. The customer base is well diversified and includes many of the best Italian Large Players.



Government & Defence



Telco & Media



Bank & Insurance



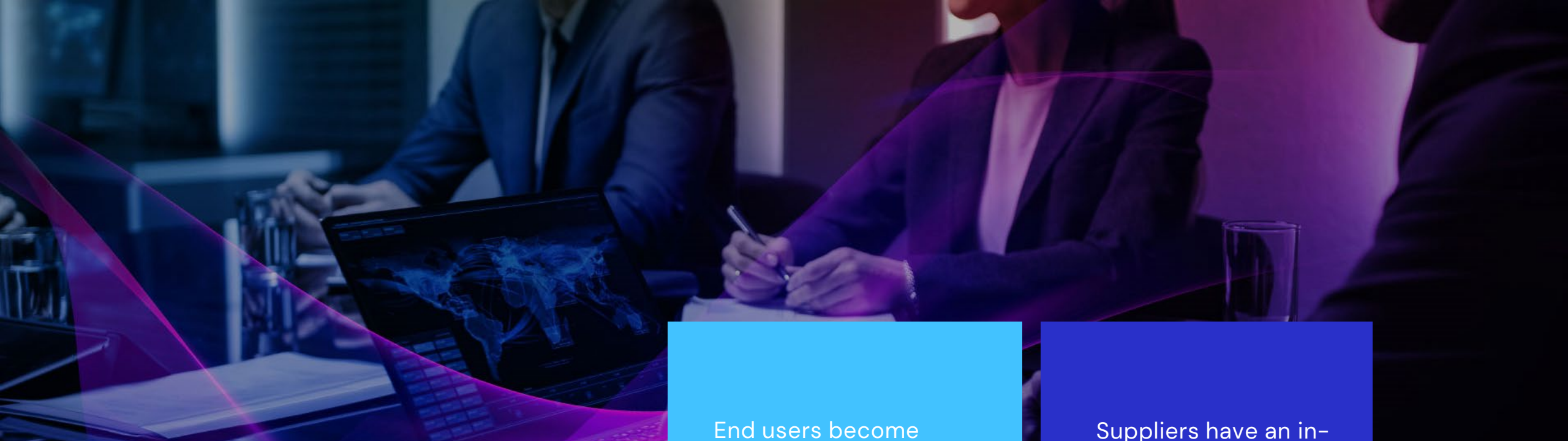
Manufacturing



Energy & Utilities



Transportation



Hyper-VAR Model

Digital Value is Italy's largest one-stop-shop player with a distinctive multi-vendor cloud and security offering. Digital Value covers the entire end-to-end value chain, from suppliers to end customers, offering significant benefits to both parties.

End users become highly effective in improving operational efficiency, reducing ICT infrastructure costs and improving all levels of technical service in the company.

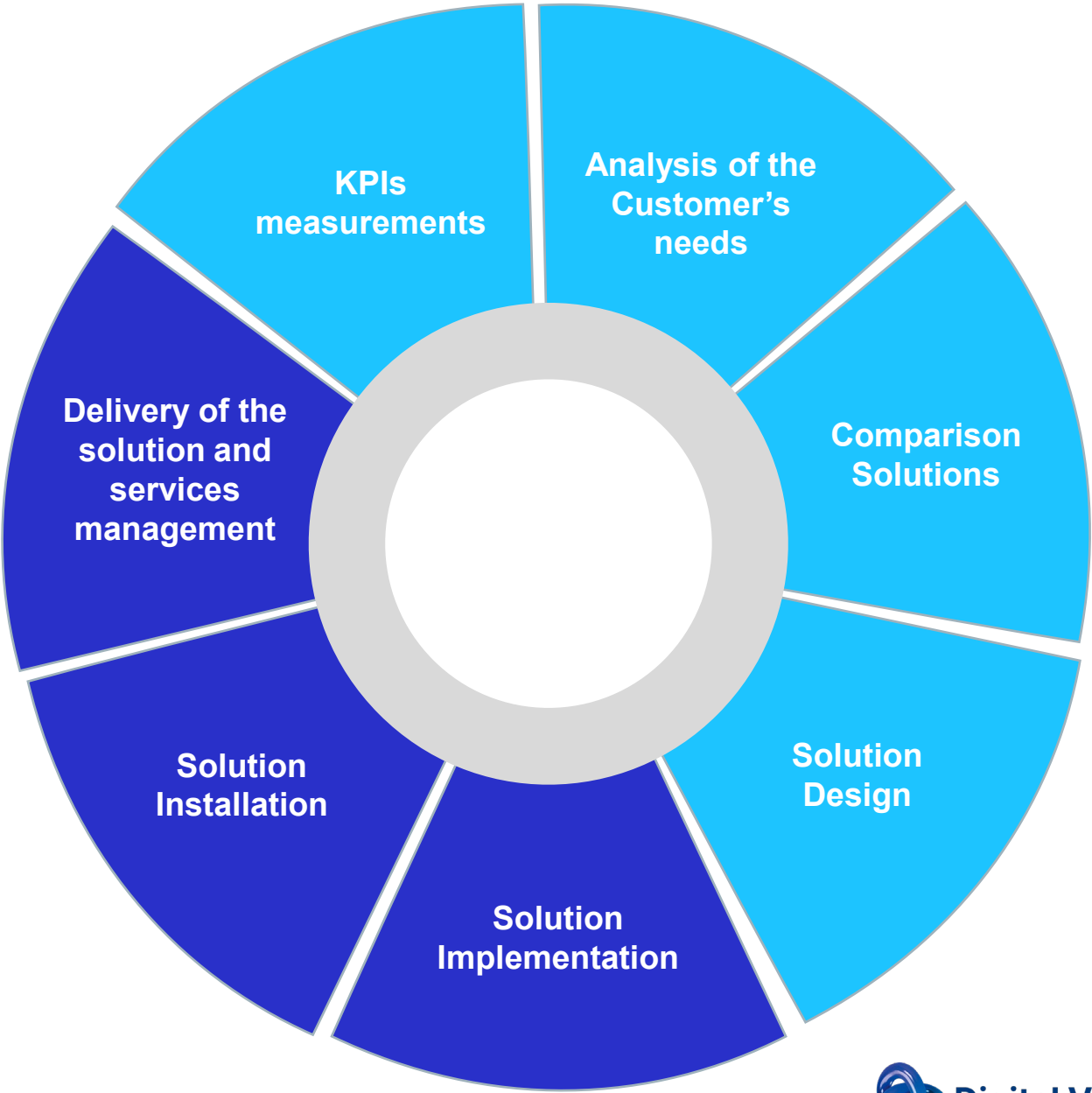
Suppliers have an in-depth view of customer needs.

Support to the needs of ICT infrastructure with a 360° approach




























The ability to be an end-to-end player, allows DV to cover all the needs of Infra ICT customers.

The 360° approach allows DV to grow in new business areas with greater profitability.



Top Tech Players













Partnership TIER:  Basic partnership  Top TIER partnership

									
Tier I Partner	Gold Partner	Titanium Partner	Platinum Partner	Expert Partner	Platinum Partner	Platinum Partner	Elite Partner	Platinum Partner	Platinum Partner
									
									

Top TIER Strategic Partnership





































Top Tech Players

Partnership TIER:  Basic partnership  Top TIER partnership

 Microsoft	NUTANIX	ORACLE	SAMSUNG	SAP	salesforce	vmware
Gold Partner	Cloud Champion	Open Member	Platinum	Platinum	Reseller	Principal
						
						

Top TIER Strategic Partnership

Some of the main customers

LARGE PUBLIC ADMIN Major Institutional Players	TELCO & MEDIA Public and private telecommunications and media companies	INDUSTRY Private companies in the manufacturing sector	ENERGY, UTILITIES & SERVICES Public and private companies in the energy, utilities and services sectors	FINANCE & INSURANCE Public and private financial sector companies
     	     	       	        	      



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