

Fastweb signs agreement with Amazon Web Services to accelerate the digital transformation of Italian companies and Public Administration

The partnership is an important step in supporting Italy's 'cloud-first' digitization strategy of the National Recovery and Resilience Plan

Milan, 4th November 2021 - Fastweb and Amazon Web Services (AWS) signed a strategic cooperation agreement to accelerate digital innovation and technological development of enterprises, small and medium-sized businesses (SMBs) and Public Administration through the joint development of advanced solutions in the field of cloud and edge computing.

Fastweb one of the most reliable telecommunication operators in Italy offers integrated solutions, from ultra-broadband connectivity to advanced information and communications technology (ICT) services, such as cloud computing and computer security. This collaboration with AWS, the first of its kind in the Italian telco sector today, opens new development opportunities, based on the skills and technology of the two companies.

Thanks to this collaboration, Fastweb's Cloud service is enriched to offer Italian companies a solution that runs in AWS Cloud. This will provide maximum scalability, according to a hybrid model that delivers performance and security. The combination of Fastweb and AWS will also offer customers flexibility and availability of a wide range of value-added services. These services include Migrations and Managed Services, Security, Analytics and Edge computing. In addition, Fastweb will set up a dedicated AWS practice and train and certify over 350 commercial and technical staff.

Customers will then be able to rely on Fastweb as the sole point of contact for their digital transformation processes. As a result, customers will experience end-to-end management of AWS application migration, development and management solutions. In addition to performance monitoring, backup and recovery, accelerated innovation cycles, reduced risk, and increased business efficiency.

The joint initiative will strengthen Fastweb's strategy in the Cloud. The opening of a new Fastweb Data Center in Rome aims to double the proximity of infrastructure for data processing services and computational capacity, allowing Fastweb customers to access to hybrid cloud capabilities, such as AWS Outposts. Fastweb also acquired Cutaway in June 2020 - a company specializing in ICT projects - to strengthen its own AWS skillsets and increase the portfolio of solutions and services dedicated to businesses and public administrations.

"In a constantly evolving market environment, the ability to access advanced solutions Cloud and Edge Computing becomes a powerful ally for businesses and Public Administration in achieving flexibility goals and agility" said Augusto Di Genova, Chief Enterprise Officer of Fastweb. "Collaborating with AWS is a key element of our strategy: providing customers with a turnkey service that will allow them to quickly seize business opportunities and improve operational efficiency. In addition, with AWS, we will make the



wealth of skills, experience and training available to the initiatives promoted by the National Recovery and Resilience Plan to achieve some of the goals defined by the Government at this stage of relaunch."

"We are delighted to deepen our collaboration with Fastweb to accelerate the digitalisation of Italian companies and public administration," said Fabio Cerone, Director for Telco for Europe, Middle East, and Africa (EMEA) at AWS. "Thanks to this agreement, Italian customers will be able to leverage AWS services to help solve business problems faster, address operational challenges, improve security and accelerate growth through digital transformation."

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