



## OCRE - Sparkle cloud offering for ACOnet

 **SPARKLE** | IP&DATA  
PLATFORM

 **SPARKLE** | CLOUD & DATA CENTER  
PLATFORM

 **SPARKLE** | CORPORATE  
PLATFORM

 **SPARKLE** | MOBILE  
PLATFORM

 **SPARKLE** | VOICE  
PLATFORM

 **SPARKLE**

# Telecom Italia: TI Group at a glance



The company is the leading TLC and ICT group in Italy

## Italy



### TIM

Best in class F-M convergent services on a high speed, high quality network

32 mln mobile lines, o/w 13 mln BB users  
10 mln fixed Retail lines, o/w 7.5 mln BB  
8 mln fixed Wholesale accesses

**Open Access** Fixed network access services, both to TIM and OLOs, through **National WHS**.

**INWIT** Our towerco for telecommunications and TV/radio signals broadcasting.

**Olivetti** Turnkey IT products and advanced digital solutions for SMEs and Large companies.

**TIM Open Labs** Shaping the future through ongoing research and development on emerging technologies.

57,901 employees, including 48k in Italy  
6.4 bln € industrial investments, incl. 5G licenses  
17,9 bln € Group revenues - 7,56 bln € EBITDA  
14,1 bln € from Domestic BU, o/w:  
➢ € 7.0 bln by the consumer market  
➢ € 4.1 bln by the business market  
➢ € 2,07 bln by national wholesale  
➢ € 947 mln by international wholesale (Sparkle)

### THE INFRASTRUCTURE

16 mln of km fiber deployed in Italy  
~99% of population cover with LTE  
~87% of households covered with FTTx  
8 Data Centers and 6 Service Centers  
41k km- fiber in the Europe  
47k km-fiber in America  
10,8k km of undersea cables in the Med'an Sea  
413k km di undersea cables across the world

Abroad it is one of the most important players on the Brazilian market

## Brazil



### Tim Participações

Leadership in 4G, quality and coverage  
3,272 cities with 4G, reaching 93% of population  
55.9 mln mobile customers, o/w 34.5 mln 4G  
24.4% market share

Ongoing expansion of UBB network  
1.1 mln HH in 11 cities with FTTH  
3.5 mln HH in 4 cities with FTTC

The Group is also active in Europe, Americas, Africa and Asia through **Sparkle**



\* Source: FY'19



# Sparkle Operations

Sparkle has a **global presence** based on its fully owned subsidiaries and offices in **34 countries**, with a headcount of over 700 in Italy and abroad

Operations in the US through a 214 Licence, for the offer of **international IP&Data, Mobile and Voice solutions**

High quality, value-added wholesale service **operations in the Americas** through a state-of-the-art **regional proprietary fiber optic backbone** fully integrated with Sparkle's global network

High quality, value-added wholesale service **operations in the Mediterranean basin** through a state-of-the-art **regional proprietary fiber optic backbone** fully integrated with Sparkle's global network

**Pan European Backbone**

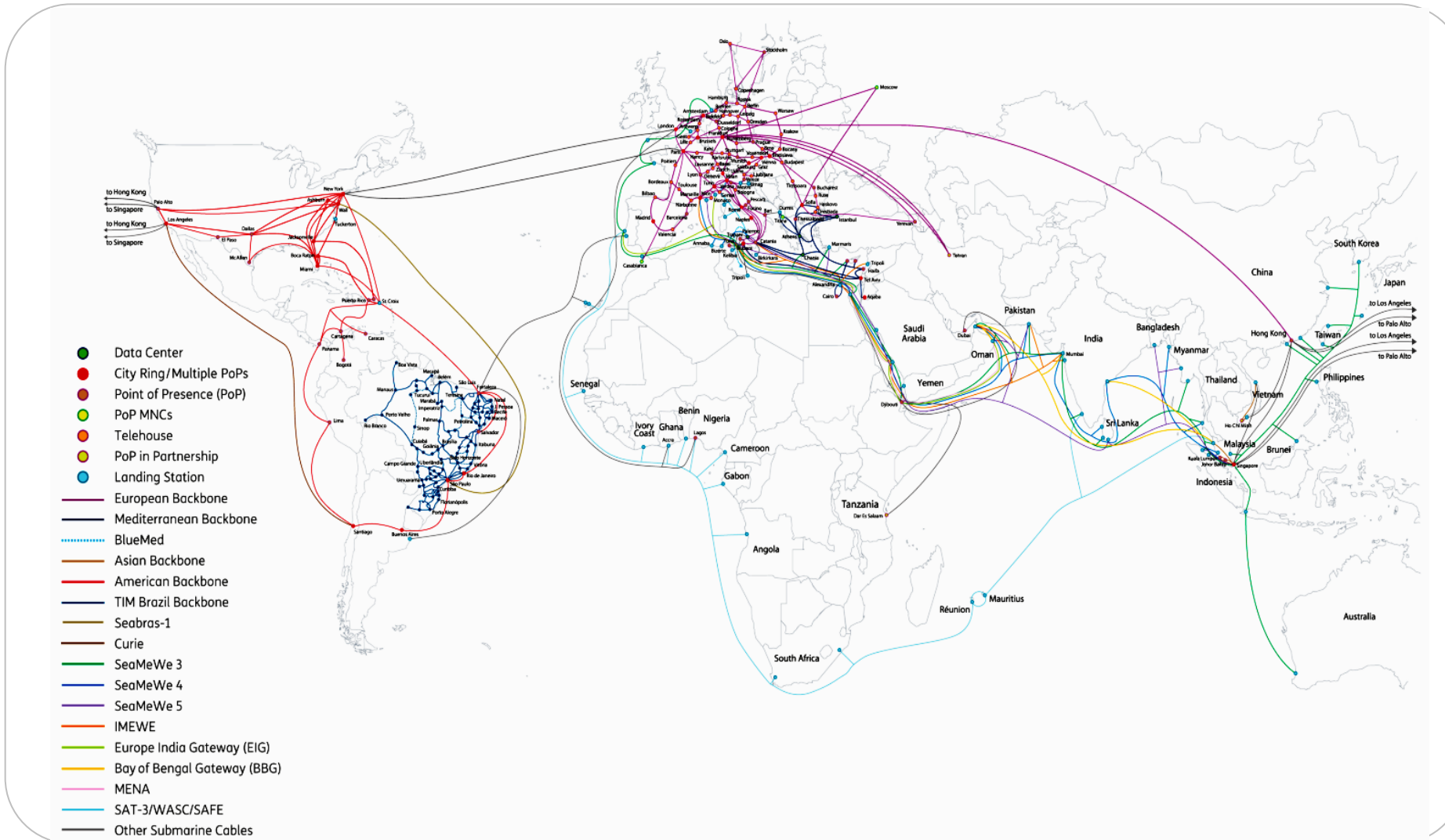
Operations in the **AsiaPac Region** through a FBO Licence, for the offer of **international IP&Data, Mobile and Voice solutions**



● Office

Data as of December 2019

# Sparkle Global Network



## GLOBAL CAPABILITIES

- ▶ 86 cities in 44 countries
- ▶ 159 PoPs
- ▶ >1,000 PoPs through partners
- ▶ 41,000 km/fibre PEB Backbone
- ▶ 58,500 km Americas Backbone
- ▶ 11,000 km Mediterranean Backbone
- ▶ 18,000 km/fibre Italian network
- ▶ more than 433,000 km submarine cables\*
- ▶ ca. 53,000 km other fibre network\*

Data as of April 2020  
 (\*) Includes Lease



## Open Cloud for Research Environment (OCRE) project

Sparkle has been selected as unique reseller of Google Solutions in 27 Countries.

Albania	Germany	Netherlands
Armenia	Hungary	Poland
<b>Austria</b>	Ireland	Portugal
Belgium	Israel	Slovakia
Bulgaria	Italy	Slovenia
Croatia	Lithuania	Switzerland
Cyprus	Luxembourg	Turkey
France	Malta	Ukraine
Georgia	Montenegro	United Kingdom



# Added value from Group synergies: introducing

**Noovle Srl** is a strategic consulting and System Integration company specialized in the delivery of complex cloud projects.

Noovle supports Companies and Institutions in the path of Digital Transformation, in the identification of technological solutions highly innovative and more suitable to the needs of our customers

## Key facts



900 People

450 mln € of Revenues



Italian Golden Power (Government Strategic Asset) on Cloud Technologies

Only Italian and European based Cloud Enabler



19 Subsidiaries between Italy, Malta, Switzerland and Slovakia



### Services and Consulting

Constant support allows you to take full advantage of the potential of your IT infrastructure.



### Cloud Transformation

Agile and Efficient IT Ecosystems for Inventing New Business Models.



### Data Center and Colocation

A widespread and modern infrastructure built in full respect of the environment.

Our Mission: **Integrate innovative technologies, both cloud and on premise, from design to change management, from strategic consultancy to user experience**

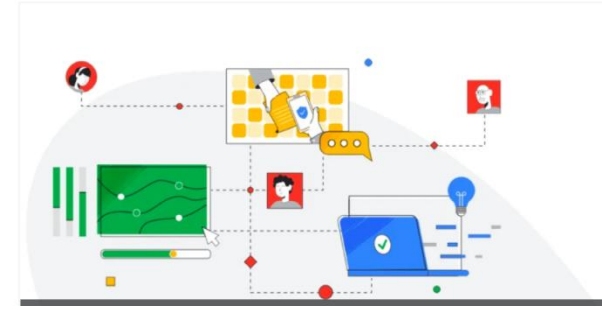
# Sparkle's references under 2017 Géant framework



Service provided by Sparkle based on Framework Tender awarding.



High-performance infrastructure for cloud computing, data analytics & machine learning. Secure, reliable and high performance cloud services.



Similar to G Suite, all Google Workspace plans provide a custom email for your business and includes collaboration tools like Gmail, Calendar, Meet, Chat, Drive, Docs, Sheets, Slides, Forms, Sites, and more.

## Professional Services

Opportunity to leverage on a large range of professional Services delivered by  or other Certified Local Service Providers to qualify the needs, implement your use case and facilitate the digital transition. **Free induction Workshop** available to coach and guide Customers in the framework and cloud solutions adoption.





## Focus on Sparkle Framework condition.

- **6% Flat Discount** on the Public Price List of the Google services.
- **Full Data Egress Waiver:** Sparkle applies **no charge** to traffic generated from Google resources (with no limit on the contract value).
- **Additional volume and term based discount**  
Sparkle offers a further discount based on volume and contract term as per the below scheme:

Volume and term based discount				
Volume discounts	Tiers/Term	1Y	2Y	3Y
Total contract value	> 350k€	1%	1,50%	2%
Total contract value	> 700K€	1,50%	2%	2,50%
Total contract value	> 850K€	2%	2,50%	3%

Following the completion of an year of contract and based on the above scheme, Sparkle will calculate the amount which can be discounted to Customer and such value is deducted from the next invoicing cycles.

- **Free induction Workshop:**  
to coach and guide Customers in the framework and cloud solutions adoption.

# Sparkle contact points

- **Sales Account Manager**

- Andrea Livatino

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- Paolo Perulli

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- **Sparkle Commercial Team**

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- **Website**

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- **Sparkle Technical Team**

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- **Sparkle Competence Center**

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Self-Care: eCRM (customer service portal)





Thank you

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