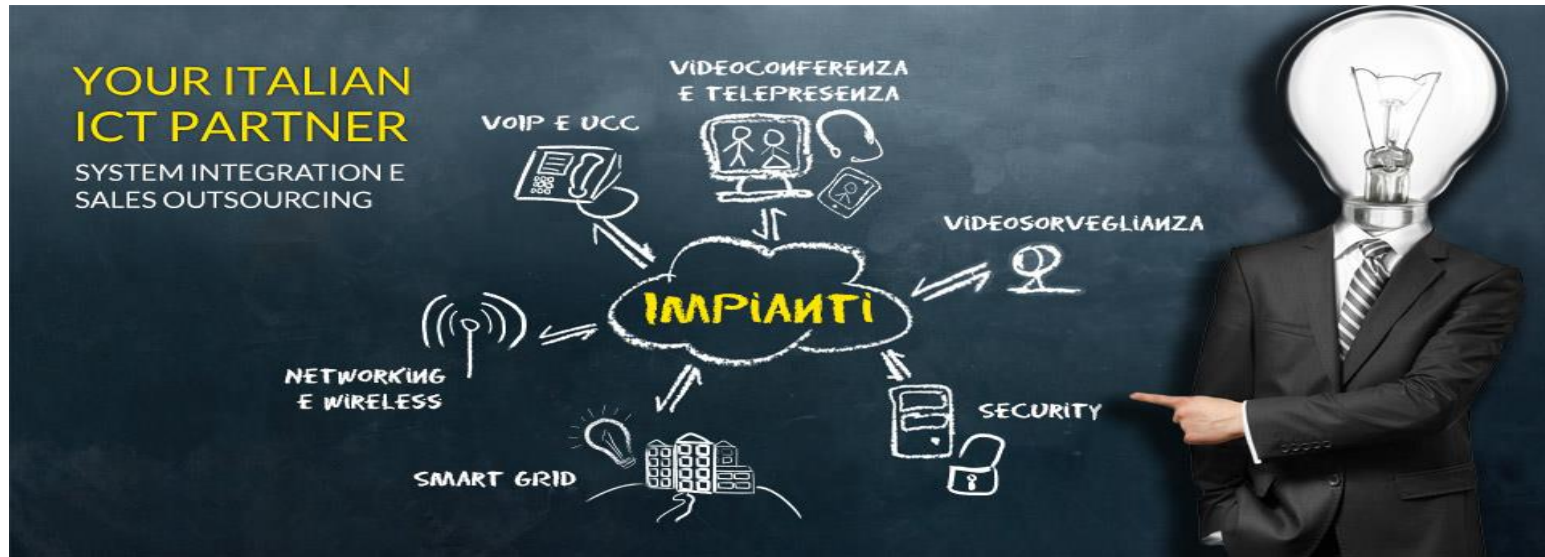




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## COMPANY PROFILE

# COMPANY PROFILE



At **Impianti SpA** is part of our core business to scout and supply cutting-edge voice, data and video solutions.

In the increasingly competitive European market, **Impianti SpA** distinguishes itself thanks to its highly distinctive and diverse portfolio of customizable solutions.

We are constantly up-to-date on the latest technologies and thanks to our highly skilled and specialized staff we are able to provide our clients with the most innovative solutions and impeccable expertise and professionalism.

# MISSION



Over the years **Impianti** developed an extensive knowledge of solutions and markets, and diversified its operations into two different business units:



**Sales Outsourcer** active in the development of brand awareness of Italian companies in international markets and for the development of exclusive reselling channels of international brands in the Italian market



**Managed Service Provider (MSP)** of video communication, Cloud solutions, wireless, security, VoIP and "SaaS" (Software As a Service) video surveillance.



**System Integrator** of complete solutions with value-added services.

# ABOUT



Unlike most of Sales Outsourcers, **Impianti** adds significant value to the vendor's technology, providing :



**Development** of channels or VARs



**Promotion** of excellent and innovative solutions



**Exclusive distribution** of cutting-edge technology



**Selection** and export of high-quality, revolutionary products and brands

# SYSTEM INTEGRATOR



Impianti is one of the first Italian **IP INTEGRATORS**.

The core of our business is to design, supply, install and maintain ad-hoc Voice/Data/Video services.

Constant updates supported by specific technical skills provide our clients with the most innovative, reliable and efficient technologies available in the market.



# MANAGED SERVICE PROVIDER



Impianti offers cloud solutions for video communication, wireless, security, VoIP and 'SaaS (Software As a Service) and video surveillance mode.



**Video Communication**



**Wireless**



**VoIP**



**TVCC**

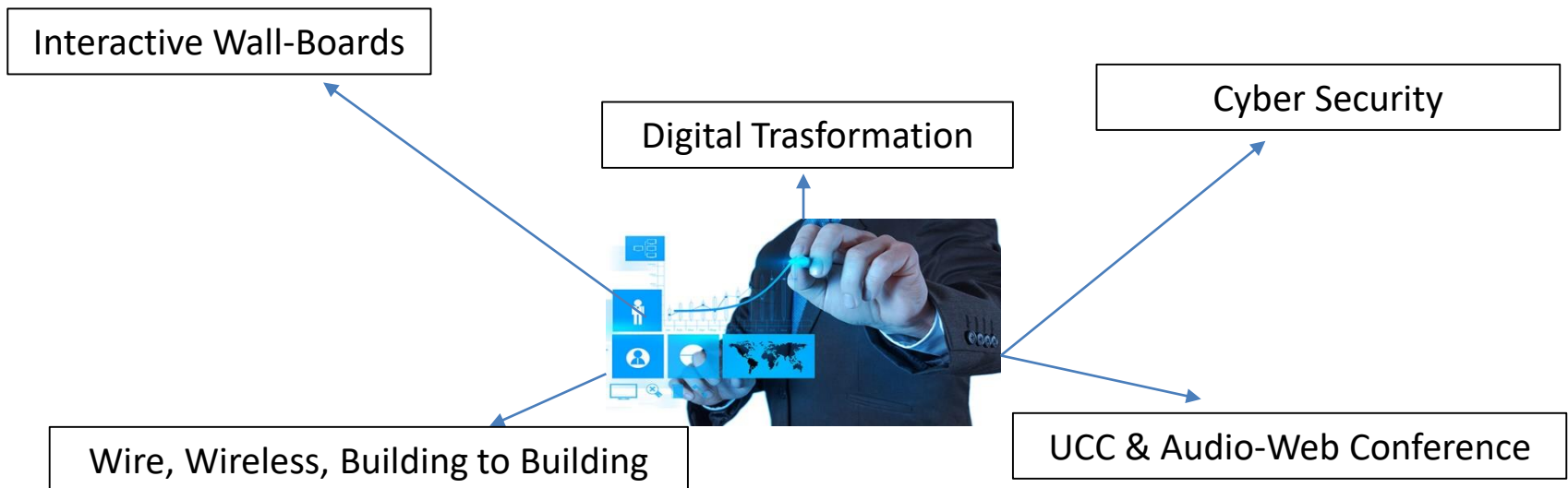
# SALES OUTSOURCER



As your Trusted ICT Partner, Impianti is in charge of:

- **Developing** a channel of Value Added Resellers
- **Selecting** the best and most innovative start ups in high- tech
- **Developing** an exclusive **reselling channel** for international brands in the Italian market

## Fields of Action





# TERRITORY



Impianti SpA operates on the whole Italian territory, with its HQ in the North in Carate Brianza, an office strategically located in Rome and an extensive network of partners spread throughout the whole country.

In the Italian market we have 14 points of presence (POP) to grant an effective, efficient and fast service throughout the territory.





# SOLUTIONS



## LAN

- Cabling
- Switching
- VoIP and UCC
- Wi-Fi & Hotspot
- Video Surveillance
- Video Conference
- Tele Presence

## WAN

- VPN Access Data
- Business Continuity
- Load Balancer
- MPLS Networks
- SDH Networks
- HYPERLAN
- Optical Networks

## SECURITY

- Firewall
- Intrusion Prevention
- Network Vulnerability Management
- Anti Spam & Anti Virus

## DATA CENTER

- Site Preparation
- Storage Area Network
- Disaster Recovery
- High Availability Network
- Design







# VIDEO SOLUTIONS & VIDEO COMMUNICATION

# VIDEO WALLS



The latest addition to our Portfolio is the Cascade Collaboration Video Walls and Displays (85", 85" Dual, 98", 117", 190").

This amazing selection of collaborative solutions allows large enterprise customers to view, reposition, edit, annotate and share content in real time, improving workflow, productivity, and decision making.

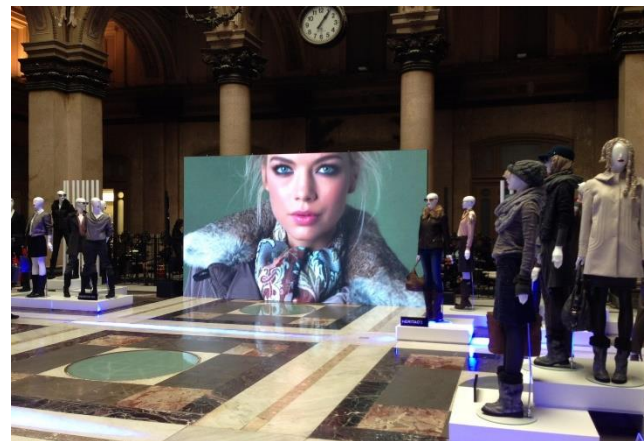
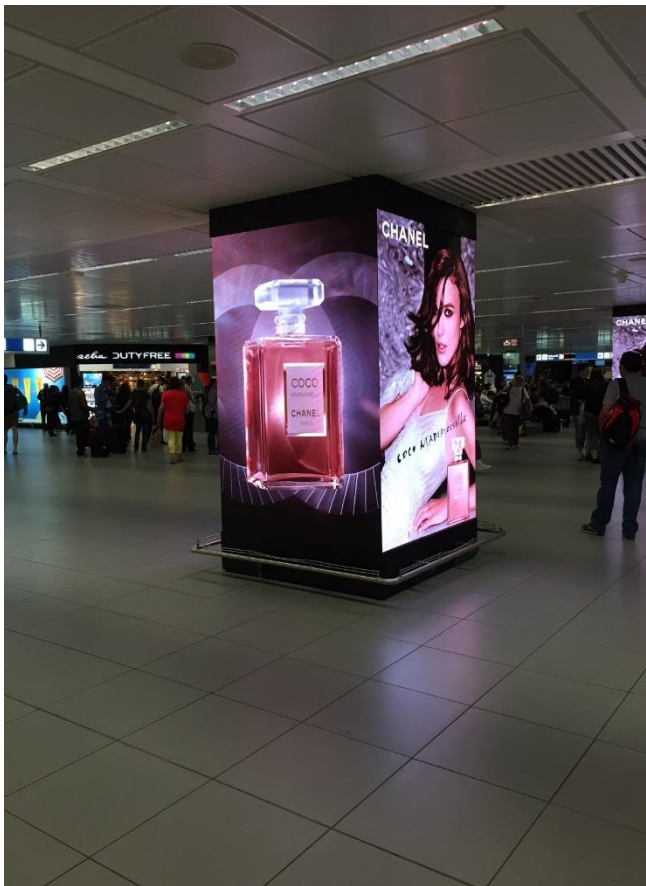
This innovative combination of hardware, software and services is revolutionizing the world of large video displays.





# CUSTOM LED WALL DISPLAYS

LED fixtures, combined with technological innovation and care for customers' needs lead to the realization of custom digital signage projects able to deliver high value in an environmentally sustainable way.



# VIDEOCOMMUNICATION

## ANYWHERE & ANYTIME



The Videoconferencing Software Platform allows your business to incorporate point-to-point and multi-point video, audio, content sharing and collaboration into its applications, workflows and custom web portals.

Video communication between Smartphones, Tablets, PCs or from room systems and telepresence systems is now possible.

**Network  
Optimization**

**Integration with Unified Communication products, IP  
Telephony and Session Border Controller**

**Work Flow  
Integration**

**Solutions for streaming and recording  
of audio / video / data**

**S4B  
Integration**

**Saving and End Point Optimization  
(BYOD)**

# VIDEOCOMMUNICATION

## BENEFITS



- **Network Optimization:** it allows to use video communication without having to replace or upgrade your existing networks.
- **Saving and Optimization of End Points:** the user can use any device deemed most useful and effective (also as BYOD).
- **Integration Workflow:** able to support web services and to administer users. It offers API to create custom clients on mobile and desktop.
- **Lync Integration:** the solution can be easily integrated with Microsoft Lync, providing important contributions in terms of experience, ease of use, performance and visualization.
- **Implementation and Flexibility:** the solution is capable of supporting individual meetings between multiple instances of the server without inefficiencies of bandwidth.
- **Recording and Streaming** of Audio / Video / Data.



# IMMERSIVE TELEPRESENCE

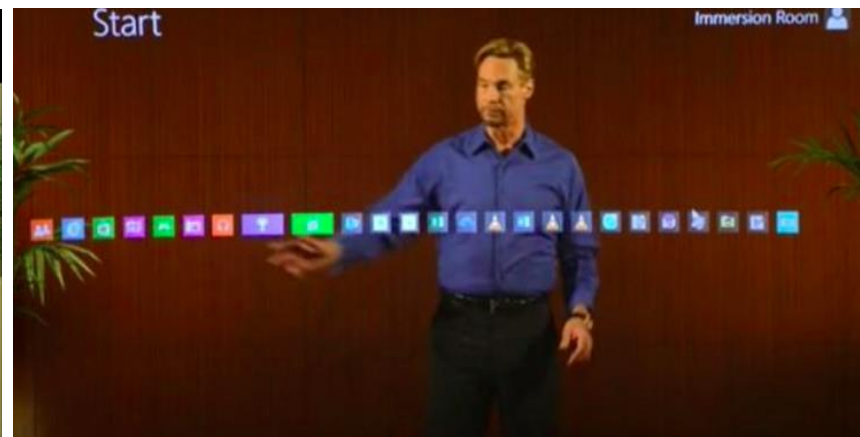


A new generation of telepresence that offers a real-time experience for conference rooms and desktop systems led by Microsoft Lync Desktop Client.

The Immersion Room is the first room of holographic presentation supported by Microsoft®.

People are able to interact with video objects suspended in the air.

Other applications, such as PowerPoint® and Skype for Business® are operating in 3D augmented reality visible without wearing 3D bulky glasses.



# IMMERSIVE TELEPRESENCE

## BENEFITS



People seem to be sitting at the conference table rather than in a different televised environment.

It works with any codec equipment from any vendor or any soft client device, or it can combine both in a single hybrid telepresence room that allows holographic presentations supported by Microsoft®.

Applications such as PowerPoint and Skype for Business® work in augmented reality with 3D objects, filling the whole room.





# WIRELESS & BUILDING TO BUILDING

# CONNECTED INTELLIGENCE



Company decentralization, telecommuting and home shoring are now facilitated by a system capable of ensuring access, safety and high quality performance, all at once.

**Hive Structure:** It is now possible to create a "hive" where to share network intelligence and settings, without involving any dedicated controller.

**Centralized Management:** Hives are managed by the system network management platform, that combines centralized management of different devices and a peripheral process of imposition criteria.

**Continuity of Network:** Continuity of network service is built in and cloud outages do not affect ongoing network operations because data is not sent to the cloud for control functions or policy enforcement.

**Operational Management:** Authentication, roaming or QoS are all managed in the peripheral structures through a cooperative control architecture.



Aerohive Controller-less Architecture

# BUILDING TO BUILDING



Outdoor and indoor wireless solutions for enterprise connectivity building-to-building and 4G / LTE point-to-point applications, with low latency at 60 GHz, V-Band wireless and 70/80 GHz point-to-point and E -band radio.

## Advantages:

- **Saving:** Ideal for building connectivity and to reduce the cost of cabling
- **Reliability** and **Security:** Allows to transmit data at high speed in a reliable and safe way. LightPointe emits extremely thin waves that are virtually impossible to intercept
- **Speed:** It is the ideal solution in case of emergencies such as natural disasters. In such cases, the wireless bridges offer the ability to quickly re-establish communications in areas with damaged wired and wireless infrastructure



# LI-FI SOLUTION



Light Fidelity (Li-Fi) is a new ground-breaking technology which provides ubiquitous wireless access, connecting people and devices in residential, business, factory, and other settings with highly secure, cost-effective communications.

Depending on the type of deployment, a benefit of LiFi is the capability of LED light bulbs to provide both illumination and network connectivity simultaneously and seamlessly.

LiFi is a form of **Visible Light** Communications (or 'Visual' Light Communications), and part of the broader field of Optical Wireless Communications (OWC). LiFi uses light emitting diodes (LEDs) to deliver networked, mobile-capable, high-speed communication.

LiFi, like WiFi, enables devices such as computers, smartphones, and printers, televisions, speakers, headphones, and a vast number of devices under the Internet of Things (IOT) umbrella, to communicate bi-directionally without the use of radio frequency waves and without interference.





# CABLING



## Datacenter Solutions & Services



## ConvergeIT: Intelligence Building Solutions



Copper Cabling Systems



Optical Fiber Transmission



Cable Management and Cabinet





# SECURITY SOLUTIONS

# ANTI-MALWARE



## A.I. Based Endpoint Threat Response

It is an endpoint protection system that works by deploying an agent on endpoints and servers. The installation process is painless and on big infrastructures it can be easily scheduled using Active Directory's Group Policy Objects. After policy's execution your computers will be immediately ready and protected.

Clients and servers connect directly to receive policies and dispatch security events that will be examined by security analysts. Roaming clients do not require internet connection, the protection is always on to protect the endpoints even while traveling. When an internet connection is made available all the previous security events will be dispatched automatically.



### NanoOS + Artificial Intelligence

The NanoOS coupled with a powerful A.I. engine leaves no room for malware to hide. A dynamic behavioural analysis system keeps your devices always safe.



### Secure Your Data

Protect your data from ransomware attacks with an adaptive engine capable of identifying known and previously unknown threats.



### Detect and Respond

Triage your security incidents within seconds from discovery with a highly automated A.I. assisted assessment and response workflow.



### More Power with Less

Gain complete visibility over your infrastructure with a platform that's sophisticated yet easy to use. No additional staff or skills are required.

# ORCHESTRATION



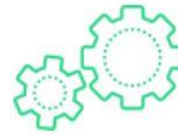
## Security Analytics, Orchestration and Insight Intent-driven, AI-powered

It's a security platform radically upends traditional approaches by integrating with your existing network infrastructure and breaking down your security tools to their individual components – what we call “security particles™.” This creates an abstracted new layer that sits above your existing security configuration, and turns what you have into what you need.

When it identifies an event, a new, targeted security apparatus is instantly reassembled and deployed for each individual attack, in real time. This means quicker and smarter responses, with better correlation and insight. And the innovation is equally applicable to all flavors of attack campaigns.



Provides **proactive real-time mitigation** of advanced attack campaigns.



**Automates** detection and root-cause investigation of advanced attack campaigns.



Offers **insight** into which tools are performing at the highest level, and which aren't doing their jobs.



Unlocks the untapped power of your existing security apparatus, while **saving** on SOC and security engineering headcount.

# ANTI-SPAM, ANTI-VIRUS



The best security solution for emails, certified by the Virus Bulletin as the best Anti-Spam Solution thanks to its ability to block 99.9% of spam and for the total absence of false positives.

**Email Security Virtual Appliance** integrates perfectly with every enterprise email server and messaging system and it differentiates itself from any other anti-spam engine thanks to its unbeatable performance and its effectiveness on virtual platforms.

It operates as a virtual machine and can be run with VMware, vSphere, Microsoft Hyper-V, Citrix Xen Server or through Cloud appliance on demand.

- Limited cost
- Efficiency
- Support and Post-Sales Maintenance
- Immediate Integration
- Simple to use and intuitive
- Exhaustive Reports
- SPAM Management for user
- Daily Updates
- Backup e System Update Included
- Multi Dominion
- Multi Layer Antispam Engine
- Content filtering
- Message Content Protection
- White List e Black List
- Multiple Antivirus Engines





# MOBILE SOLUTIONS

# BALANCER & TRAFFIC AGGREGATION



It is now possible to be constantly connected with remote offices, branches, warehouses, external surveillance systems and means of transportation, through "Bandwidth Aggregation Via SIM".

## VPN technology

- Bandwidth aggregation from remote sites and mobile units via SIM
- Secure connection ensured through AES 256bit encryption
- Key negotiation of the VPN tunnel using pre-shared key or certificate

## Troubleshooting

- Centralized control of the entire infrastructure through InControl 2 Business
- Continuity: Redundancy and failover of the lines for the remote peer
- WiFi signal guaranteed by Mobile Router or Access Point



# RUGGED NOTEBOOKS & TABLETS



Instruments designed to grant maximum efficiency, in the most extreme working conditions:

- Resistant to water, heat, explosives, etc.
- They have thinner batteries with longer duration, with a 65% reduction in weight and size
- Easy to manage in the transition from the office to the means of transportation
- Their ergonomic design is perfect for those who have to work for extended periods in the cars/ trucks/ vans
- Fully integrated with video conferencing solutions and document sharing





# DEVICE PROTECTION



Protection systems of the highest quality that protect the device from water, dirt, shock and snow.

These products present nice design, compact size and a vast range of accessories.

## Certifications:

- IP-68 certified protection (resistance to dust and immersion for half an hour up to two meters deep).
- Protection Military Standard 810F-516 (which ensures the safety of the device in case it drops from two meters in height).





**OTHER SOLUTIONS** |

# QUEUE VIRTUALIZATION APP



This app is a queue virtualization system that will allow you to get things done without wasting time in line.



With this app customers can:

- Book their turn in a queue without being physically present at the store
- Receive real-time information about the number of people already in line in the store. This will prevent customers from wasting useful time in line and will allow them to show up right before their number is called, improving brand loyalty and satisfaction

# QUEUE VIRTUALIZATION APP



## BENEFITS



Great Customer Service



Better Internal Management



Greater satisfaction of the end user



Higher Brand- Loyalty



Optimization of Human Resources



More manageable customer flow



Optimization of public space

# VIDEO SURVEILLANCE



We offer a broad portfolio of products for professional video surveillance. Security cameras, video encoders, accessories and products for access control are based on open industry standards.




The products integrate easily with video management software's creating an extensive security solution.

The cameras offer different features, such as HDTV resolution, wide dynamic range technology, infrared and Lightfinder, ensuring clear high quality videos even in difficult lighting conditions.

All cameras are also equipped with advanced video analysis functions such as motion detection, sound detection and tampering alarm.



# MATRIX VENDOR

Vendor	Partnership	Esclusiva	Acquisto	Post Sales Support
	Premier		Diretto	Yes
	Premier	Yes	Diretto	Yes
	Gold		Yes	Yes
	Premier		Diretto	Yes
	Gold		Diretto	Yes
	Gold	Yes	Yes	Yes
	Elite		Yes	Yes
	VAD		Diretto	Yes
	VAD	Yes	Diretto	Yes
	Gold	Yes	Diretto	Yes
	Gold	Yes	Diretto	Yes
	Gold		Yes	Yes
	Qualified		Yes	Yes

# MATRIX VENDOR

Vendor	Partnership	Esclusiva	Acquisto	Post Sales Support
	Silver		Yes	Yes
	Gold		Yes	Yes
	Gold		Yes	Yes
	Silver		Yes	Yes
	Authorized		Yes	Yes
	Gold		Yes	Yes
	Platinum		Yes	Yes
	Gold		Yes	Yes
	Gold		Yes	Yes
	Gold		Yes	Yes
	Gold		Yes	Yes
	Gold	Yes	Yes	Yes
	Gold	Yes	Yes	Yes



# CUSTOMERS



## PUBLIC ADMINISTRATION



## HEALTHCARE



## LOGISTICS AND SERVICES



## MANUFACTURING & FINANCE



## CONTACTS



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