



Acronis

PRESS RELEASE

ITWAY S.P.A. SIGN A STRATEGIC PARTNERSHIP WITH ACRONIS

REVENUES UP TO 1.5 MILLION OVER THE NEXT THREE YEARS

ACRONIS IS A GLOBAL LEADER IN CYBER SECURITY AND DATA PROTECTION

Ravenna, 29th October 2024 – **Itway S.p.A.**, listed on the Euronext Milan Market of Borsa Italiana and operating in the IT sector for the design, production, distribution of technologies and solution in the areas of cyber security, artificial intelligence, cloud computing and big data, continuing its plans for growth and expansion, has entered into a strategic partnership with Acronis, a company specialized in cyber security and data protection solutions (see IDC MarketScape report: Worldwide Cyber-Recovery 2023 Vendor Assessment).

This agreement is expecting a revenue growth for the **Itway Group** of 1.5 million over the next three years, from cyber recovery services and operating in the Service Provider, Public Administration, Healthcare, Banking and Insurance, Energy, Manufacturing, Retailing and Distribution industry.

Acronis, founded in 2003, has a worldwide presence, particularly in Europe. Initially positioned as a data protection vendor, it has been a precursor in spending attention to the issue of cyber recovery, engineering its platform and integrating “cyber clean recovery” capabilities from ransomware attacks, thanks to ad hoc analysis in its cloud. Acronis boasts a variety of on-premises, SaaS and Managed Service deployment models, and all modes are possible through a single Acronis agent.

“ Our partnership with **Acronis** is strategic because it offers **reliable cyber recovery solutions**, which are essential in an environment where cybcriminal threats and unexpected cyber disaster are on the rise. Also, the company supports and trains its partners to help them design and implement solutions effectively, natively enabling managed services, among other things,” says **President G. Andrea Farina**, who also adds, “**This partnership with Acronis allows us to expand the market by offering Managed Service of cyber recovery**, is a set of activities that customers are increasingly delegating to specialized companies. End last but not least being a partner of a recognized brand like Acronis will increase our credibility in the market”.

Acronis is a benchmark for ensuring an efficient and fast recovery after a cyber attack in the complex and dynamic reality of cyber resiliency. Acronis boasts an infrastrucrure of more than 50 data centers

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distributed worldwide, most of which are located in Europe (including Italy), ensuring that customer data can be stored where it is necessary and within compliance and connectivity requirements.

“Acronis competitive advantage lies in its ability to offer a holistic view of Cyber Recovery through to cyber resiliency. The company has understood that data protection is not limited to creating backup copies, but requires a broader approach that includes threat prevention, attack detection, and rapid recovery of cyber clean systems in the event of an incident,” says Francesco Faenzi (Director of BU Cyber Security & Resiliency Itway) who adds **”Acronis has also understood the importance of managed services partners:** recovery and resiliency are in fact not limited to contingent projects over time nor to commissioning solutions that , but are monitoring processes, with an attached capacity for rapid response and continuous improvement. As such, they must be continuously manned by a dedicated actor specialized in managed services. **In evaluating a cyber risk mitigation strategy, Acronis partnering with Itway's Cyber Recovery managed services are key.”**

Denis Valter Cassinerio, Senior Director & General Manager South EMEA at Acronis, says “Itway is an established player in the cybersecurity industry having always adopted an innovative as well as a highly strategic approach. We also share **a strong convergence on cyber resilience issues** with the Itway team and maintain a strong commitment to the development of technology and organizational capabilities essential to new deployments.” “This partnership will enable us to bring to companies, from SMBs to Enterprises, the benefits of an integrated approach to cyber protection needed in preparation of the coming into force of the NIS2 regulation,” Cassinerio concludes. Acronis solutions together with Itway's managed services will facilitate the raising of cybersecurity levels that are indispensable to the digital transformation of enterprises today.”

Itway - www.itway.com

Founded in Ravenna, Italy, on July 4, 1996 by G. Andrea Farina, and listed since 2001 on the Italian Stock Exchange on Euronext Milan (EXM), Itway S.p.A. heads a group that operates in the IT sector for the design, production, distribution of technologies and solutions in the cybersecurity, artificial intelligence (AI), cloud computing, big data and infrastructure sectors. Itway Group's mission is to offer its clients high quality standards by anticipating needs and acting as a specialized and innovative player for Digital Transformation. Itway Group is present in 5 countries Italy, Greece, Turkey, USA and UAE with 10 operating offices Ravenna, Milan, Trento, Rome, Naples, Athens, Istanbul, Ankara, Kansas City and Dubai-Hamiryah-Sharja.

Acronis www.acronis.com

Acronis, a global leader in cyber protection, provides solutions that natively integrate cybersecurity, data protection and endpoint management designed for managed service providers (MSPs), small and medium-sized businesses (SMBs) and enterprise IT teams. Acronis' solutions are highly efficient and designed to identify, prevent, detect, respond, remediate and restore systems to current cyber threats with minimal downtime, ensuring data integrity and business continuity. With its unique ability to meet the needs of today's heterogeneous and distributed IT environments, Acronis offers MSPs the most comprehensive security solution on the market.

A Swiss company founded in Singapore in 2003, Acronis has 15 offices worldwide and employees in more than 50 countries. The Acronis Cyber Protect solution is available in 26 languages and 150 countries, and is used by more than 20,000 service providers to protect more than 750,000 businesses.

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