

REPLY CORPORATE INTRODUCTION

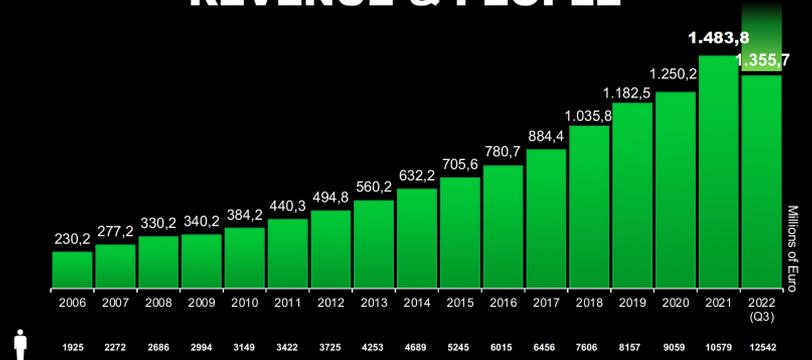
March 2023

REPLY AT A GLANCE

WHERE WE ARE



REVENUE & PEOPLE



REPLY SERVICES

MAIN AWARDS & ACHIEVEMENTS

| | | | | | |
|---------------------------|-------------------------|--------------------|---------------------------|---------------------|-----------------------------|
| INTERNET OF THINGS | AUTONOMOUS VEHICLES | INDUSTRY PLATFORMS | RETAIL & CPG | CUSTOMER EXPERIENCE | IMMERSIVE EXPERIENCE |
| | INDUSTRIAL SYSTEMS | | ENERGY | | DESIGN & UX |
| | CONNECTED PRODUCTS | | HEALTHCARE | | VIDEO |
| | ENERGY ECOSYSTEMS | | TELECOM & MEDIA | | SOCIAL MEDIA & STORYTELLING |
| | HEALTHCARE | | MANUFACTURING & LOGISTICS | | DIGITAL ECOSYSTEM |
| INTELLIGENT AUTOMATION | ARTIFICIAL INTELLIGENCE | | | MACHINE LEARNING | |
| DEVELOPMENT & OPERATIONS | CLOUD PLATFORMS | | | DATA | |
| SECURITY OPERATION CENTER | CYBERSECURITY | | | SECURITY CONSULTING | |

| | | | | | | |
|--|--|---|--|--|--|---|
| 2022 FRANZHOFER VALIDATION FOR MATERIAL FLOW AND LOGISTICS (ILM) LEA Reply | 2022 21 ORACLE SERVICE EXPERTISE CERTIFICATIONS Reply | 2022 GREAT PLACE TO WORK® INSTITUTE 2022 Valorem Reply | 2022 LEADER IN DIGITAL EXPERIENCE SERVICES Reply | 2022 PARTNER OF THE YEAR IN THE EMA REGION Spike Reply, Live Reply, Give Reply | 2022 WINNER OF THE AIRA CHALLENGE RoboVerse Reply | 2022 ITALY'S TOP JOB - BEST EMPLOYERS Reply |
| 2022 NIELSEN NORMAN INTRANET DESIGN ANNUAL AWARD 2022 Bitnami Reply | 2022 SAP'S PINNACLE AWARD IN THE CUSTOMER EXCELLENCE CATEGORY Reply | 2022 PREMIER PARTNER GOOGLE 2022 Reply | 2022 IBEXA NATIONAL PARTNER OF THE YEAR 2022 IN THE DACH REGION Conwip Reply | 2022 SAP RECOGNIZED EXPERTISE DESIGNATION FOR UTILITIES, CONSUMER PRODUCTS AND RETAIL Sysnexus Reply, Aerasys Reply, Power Reply, Fortaltech Reply | 2022 INNOVATOR IN THE AVASTAR RETAIL DIGITAL SERVICES 2022-2023 RADARVIEW™ Reply | 2022 VISIONARY IN MAGIC QUADRANT FOR WMS Reply |
| 2022 "BEST IN CLASS" PROVIDER IN PAC INNOVATION RADAR "SAP-RELATED SERVICES IN GERMANY 2022" Reply | 2022 PREMIERCLUD SOLUTION PARTNER Black Reply | 2022 SALESFORCE CONSULTING PARTNER AND EXPERT IN SALES & SERVICE CLOUD, AUTOMOTIVE & MANUFACTURING Artanis Reply | 2022 ADOBE PLATINUM SOLUTION PARTNER Reply | 2022 BVDW INTERNET AGENCY RANKING 1st PLACE Reply Digital Experience | 2022 GOOGLE CLOUD PARTNER ADVANTAGE SPECIALIZATIONS IN INFRASTRUCTURE, CLOUD MIGRATION AND MANAGED SERVICES PROVIDER GoReply | 2022 PLATINUM PARTNER Open Reply |
| 2021 AWS COMPETENCY IN SECURITY, FINANCIAL SERVICES, RETAIL, ENERGY Aerasys Reply, Data Reply, Retail Reply, Sense Reply, Spike Reply, Storm Reply | 2021 LEADER IN MAGIC QUADRANT FOR CRM AND CX IMPLEMENTATION SERVICES WORLDWIDE Reply | 2021 6 MICROSOFT ADVANCED SPECIALIZATIONS STATUS Cluser Reply, Solution Reply, Valorem Reply, WM Reply, Business Elements | 2021 BEST INTRANET, BEST DIGITAL EMPLOYEE COMMUNICATION WM Reply | 2021 ENGINEERING EXCELLENCE AWARD Go Reply | 2021 FINALIST OF THE EMPLOYEE EXPERIENCE 2021 MICROSOFT PARTNER OF THE YEAR AWARD WM Reply | 2021 NETSUITE FV21 TOP INNOVATION AWARD Air Reply |



MICROSOFT PARTNER

SKILLS | PROGRAMS | AWARDS

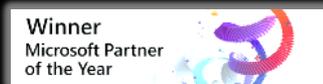
PARTNERSHIP

- Global Services Provider for Microsoft Corp and managed partner in 6 countries
- 2,000+ consultants on Microsoft technologies, 1500+ Microsoft certifications
- Partner programs: Azure Expert MSP (renewal pending), Azure IoT Elite, Mixed Reality, M365 Fast Track Ready, SLATE (Teams aaP), Solution Assessment, AAAP, Viva Jumpstart
- Cloud Solution Provider Direct in EMEA, LATAM, USA
- Premier Support for Partners global agreement

**20+ YEARS OF MICROSOFT
PARTNERSHIP**

AWARDS

- 2021** Best Azure Partner
- 2021** Best Corporate Partner
- 2020** Partner of the Year (IT)
- 2020** Best Azure Adoption Partner
- 2020** Best Corporate Partner
- 2019** Digital Transformation Champ Award
- 2019** Partner Award for Modern Workplace (US)
- 2018** Best Azure Solution Provider
- 2018** Worldwide Partner of the Year – Health (UK)
- 2013** Worldwide Partner of the Year – Cloud (UK)



**10+ MICROSOFT
AWARDS**



DESIGNATIONS

- Infrastructure
- Application Innovation
- Data & AI
- Security
- Modern Work
- Business Applications



6/6 Designations

SPECIALIZATIONS

- Analytics on Microsoft Azure
- Kubernetes on Microsoft Azure
- Microsoft Windows Virtual Desktop
- Modernization of Web App to Microsoft Azure
- Windows Server and SQL Server Migration to Microsoft Azure
- Low Code Application Development
- Cloud Security
- Id & Access Management
- Information Protection & Governance
- Threat Protection
- Adoption and Change Management
- Calling for Microsoft Teams
- Custom Solutions for Microsoft Teams





REPLY SECURITY

20+
YEARS OF EXPERIENCE

600+
EXPERTS IN ITALY, GERMANY, UK
AND USA

100 M €
NET REVENUE WITH SECURITY
SERVICES

24x7x365
CYBER SECURITY OPERATION
CENTER (CSOC)

200+
PROFESSIONAL CERTIFICATIONS

VARIETY
PARTNERSHIP WITH BEST OF
BREED VENDORS

REPLY CYBERSECURITY WORLDWIDE

A woman with glasses and a headset is shown in profile, working at a computer workstation in a data center. The background is filled with server racks and computer monitors, all illuminated with a green light. The overall scene conveys a professional and technical environment.

STRATEGIC

CYBER SECURITY OPERATING MODEL



Security Strategy & Management

- Security Strategy & GRC
- Security Architectures (ISMS)
- Compliance & Risk Management
- Security by Design

Identity & Access Management

- Key Management
- Identity & Access Management
- Privileged User Access Management
- Device Management

Apps, Data & Cloud Platforms

- Cloud Workload Security
- AppSec/DevSecOps
- API Management
- Data Protection
- Mobile Security
- IoT Apps
- (Multi-) Cloud Security
- Data Loss Prevention

Infrastructure & Network

- Infrastructure Security
- Network Security
- System Security
- Endpoint Security

Operation Technology

- IIoT Security
- OT Security
- IIoT-/OT-Management
- IIoT Systems

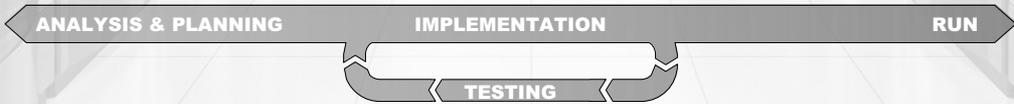
Penetration Testing

- Infrastructure Pentesting
- Network Pentesting
- App Pentesting
- Security Testing

Managed Security Services (MSS)

- Detection & Response
- Operations
- Security Posture Management
- SOC/SIEM

OPERATIONAL



CLOUD SECURITY

MANAGEMENT & ENGINEERING



SECURE CLOUD JOURNEY

- Cloud Security Strategy & Roadmap
- (Multi-)Cloud Reference Architectures
- SASE Architectures
- Data Security



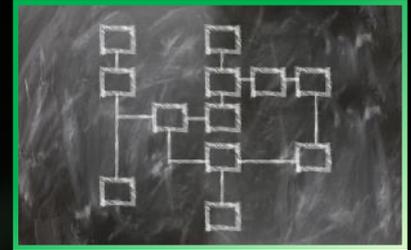
SECURE CLOUD ARCHITECTURE

- Hybrid & Multi-Cloud Network & Infrastructure
- Secure Cloud Native Applications
- Cloud Trust Services
- API Management



CLOUD SECURITY AUTOMATION

- Continuous Risk & Trust Assessment
- Automated Security Posture
- Secure Pipelines (App & IaC)
- Secure Container Orchestration



SECURE AGILE ORGANIZATION

- Secure Agile Transformation
- DevSecOps Organizational Advisory
- GRC – Agile Alignment



AZURE SECURITY

CLOUD SECURITY IS A JOURNEY AND A CONTINUOUS PROCESS

1 **Security** is a critical aspect of the Cloud.

2 It's **multi-faceted, over-arching** and affects all aspects of cloud deployment.

3 It's a journey and a **continuous process** regardless of cloud maturity level.

4 Azure offers variety of **features, controls and solutions** for security

Reply with its proven cloud experience can help in



Assessing security posture of your environments



Designing and implementing sound cloud networking



Achieving Azure security **governance**



Architecting secure Azure deployments



Securing native compute and storage services



Optimally **operating** and **monitoring** Azure deployments

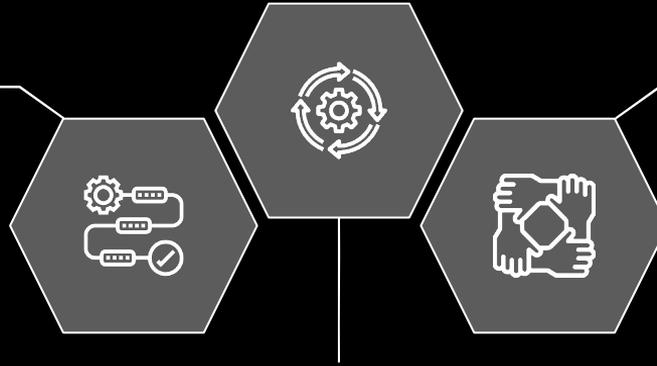


SECURE AGILE TRANSFORMATION

ADOPT AGILE METHODS WHILE ENSURING SECURITY AND COMPLIANCE

Processes and Practices

- Evaluate organizational processes and practices based on agility, security and compliance
- Create implementation roadmaps
- Adapt processes and practices to achieve security & agility



Culture

- Strengthen communication, engagement, collaboration and team alignment
- Establish an agile mindset
- Implement agile feedback culture
- Ensure continuous security, compliance & transparency

Technology and Systems

- Evaluate compliance and security on technical and organizational level
- Implement agile tools
- Implement automated security and compliance
- Implement measurements to monitor success

AGILE METHODS COACHING

IMPLEMENTATION ROADMAP

TOOLCHAIN ADVISORY

REQUIREMENT ANALYSIS

AGILE MINDSET COACHING

DEFINITION OF PROCESSES



