



**Safely guiding businesses into  
a hyperconnected future**

# Our **Mission**

We enable businesses to succeed in a hyperconnected world with heart and integrity.



# With locations across Europe, we are always close to you

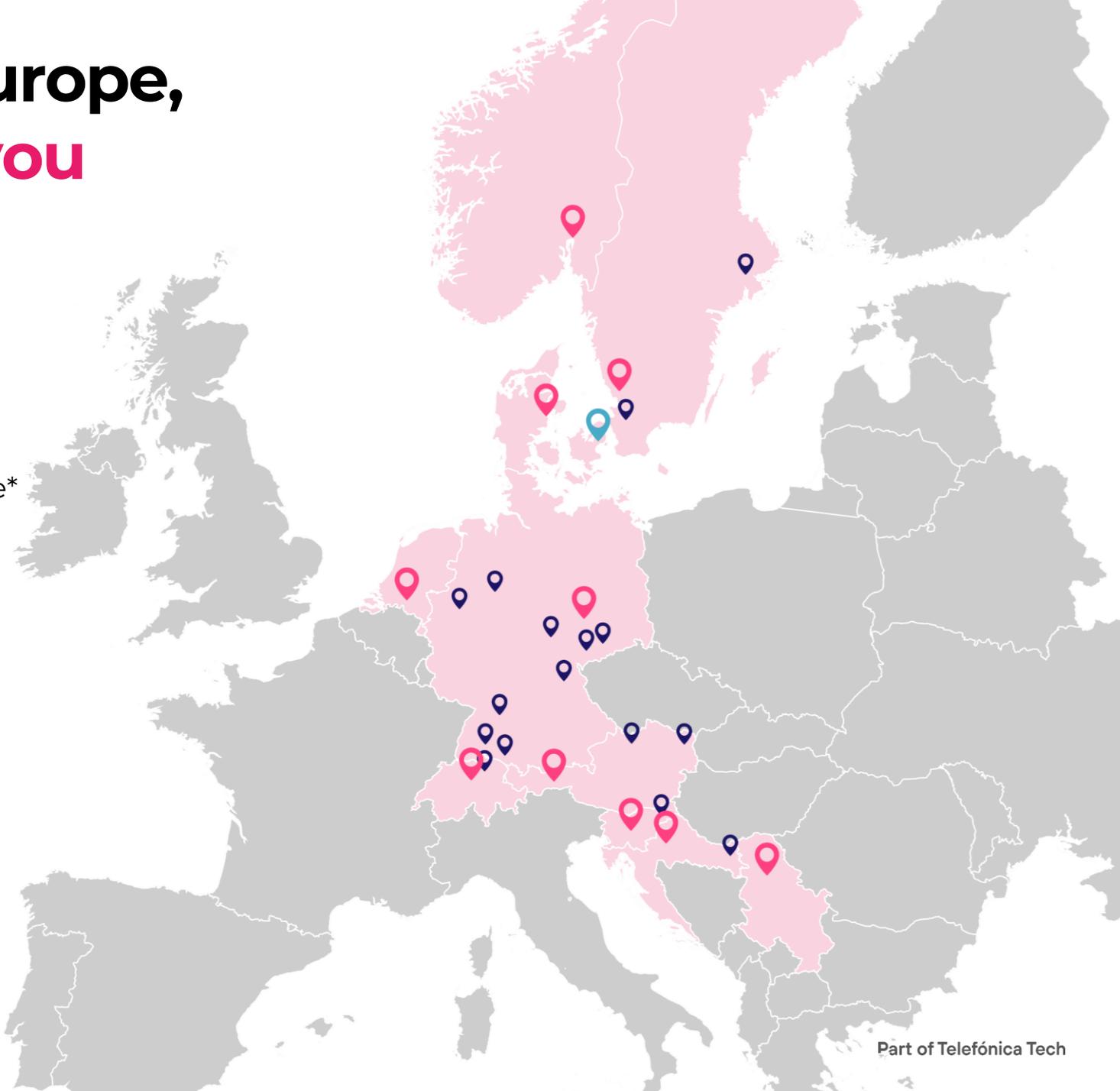
## Country Headquarters:

Innsbruck\*, Leipzig\*, Lucerne\*,  
Aarhus\*, [Hørsholm\\*](#), Halmstad\*, Oslo\*,  
Oosterhout, Ljubljana\*, Zagreb\*, Belgrade\*

## Subsidiaries:

Linz, Vienna, Überlingen\*, Sindelfingen\*,  
Nuremberg, Villingen-Schwenningen,  
Essen, Gütersloh, Auerbach, Chemnitz,  
Erfurt, Zurich, Stockholm, Helsingborg,  
Maribor, Osijek

\*) Legal entities



# With sustainable growth we are **the reliable partner** for your digital business transformation



**1,100**  
Employees

**2,100**  
Customers

**2,900**  
Successful Projects

**100+**  
Committed  
Partners

**105+**  
Countries

**4,500+**  
Dynamics Experts  
in our Partner  
Network



# We build on a strong partner network with global technology providers



## Microsoft

One of the leading global technology innovators and disruptors.



## Infor

A global software company for SMB and Enterprise software cloud products.



## Qlik

Leader in the Gartner Magic Quadrant for Analytics and BI platforms.



## UiPath

The leading provider for robotic process automation (RPA) software.

# We build on a **strong partner network** with global technology providers



# We are proud of our latest achievements and awards

2023/2024  
**INNERCIRCLE**  
for Microsoft Business Applications

 **Microsoft**  
Solutions Partner 



**Infor Partner  
of the Year 2022**



**Qlik Partner  
of the Year 2022**

# Our Microsoft Solutions Partner Designations



## Solutions Partner for Business Applications



Business Applications

- Specialist
- Small and Midsize Business Management
- Low Code Application Development
- Supply Chain
- Finance
- Service
- Sales



## Solutions Partner for Data & AI (Azure)



Data & AI  
Azure



## Solutions Partner for Digital & App Innovation (Azure)



Digital & App Innovation  
Azure



## Solutions Partner for Modern Work



Modern Work

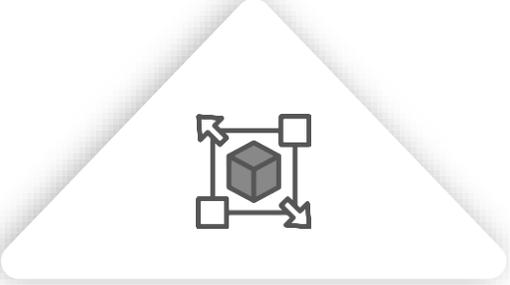


# We implement business solutions in a highly connected ecosystem



# We provide **industry specific solutions & products** based on our partners' platforms

Customized Solutions



BE-terna Industry Solution



Standard



# Our solution portfolio is specialized by industry

 **Manufacturing**

 **Retail**

 **Process Manufacturing**

 **Utility & Energy**

 **Services**

 **Financial Services**

**Discrete Manufacturing**

**Automotive Suppliers**

**Retail**

**Fashion & Apparel**

**Chemicals**

**Food**

**Pharma**

**Plastics**

**Energy Suppliers**

**Utilities & Infrastructure**

**Professional Services**

**Construction & Craft**

**Service & Rental**

**Banking**

**Insurances**

# We are proud of our **strong customer base** in our core industries

## Retail & Fashion


## Manufacturing


## Process Manufacturing


# We are proud of our **strong customer base** in our core industries

## Utility & Energy

## Services

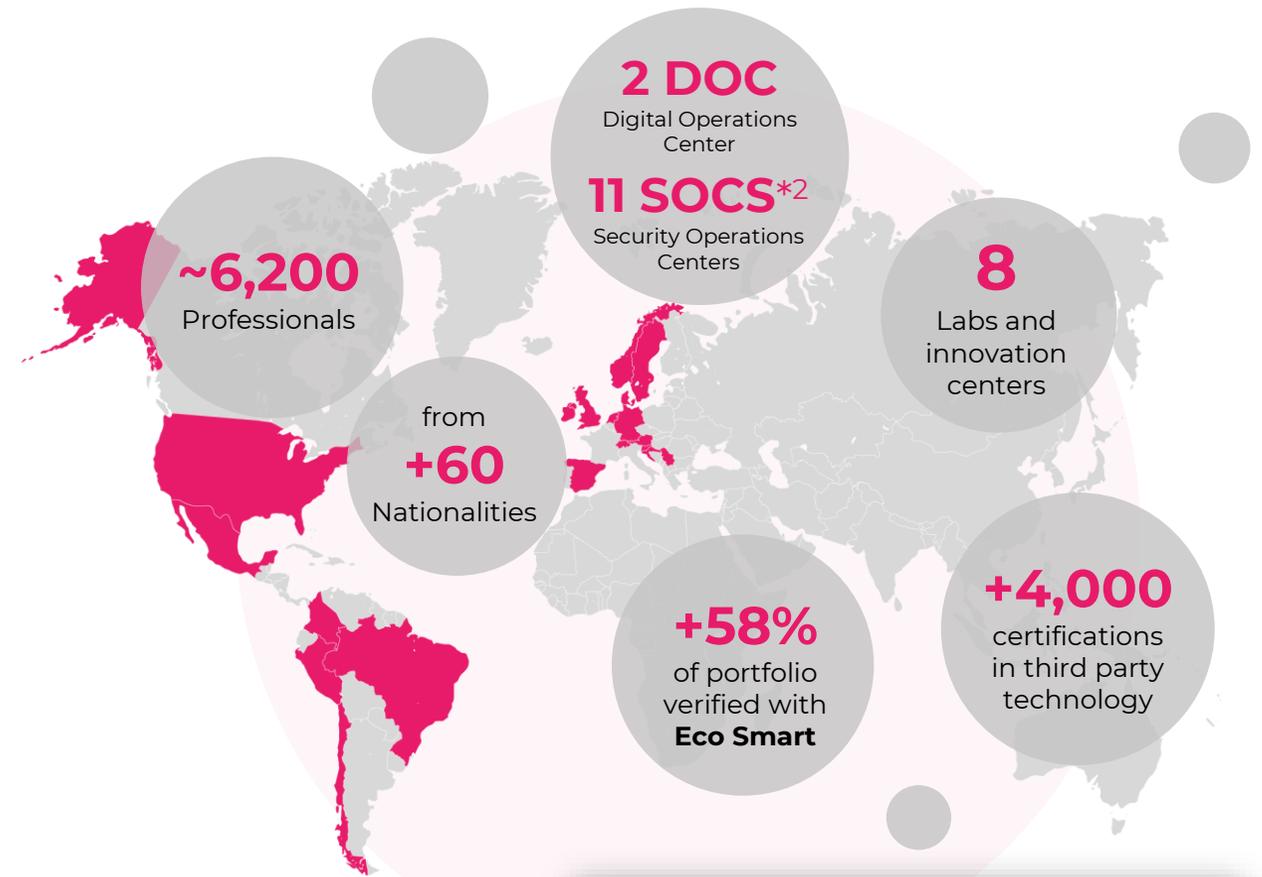
## Financial Services

# Telefónica Tech: a leading company in digital transformation

Telefónica Tech offers a complete portfolio of integrated technology services and solutions in

- **Cyber Security**
- **Cloud**
- **IoT**
- **Big Data**
- **Artificial Intelligence**
- **Blockchain**



## Analyst recognitions in Cyber Security & Cloud:

FORRESTER

**STRONG PERFORMANCE**  
The Forester Wave:  
European Managed  
Security Services Providers.  
(Q3 2022).

GlobalData.

**VERY STRONG**  
Managed Hybrid Cloud  
Services.  
(December 2022).

IDC

**LEADER**  
IDC MarketScape  
European Managed  
Security Services 2022.  
(January 2022).

## STRATEGIC HUBS



## Inorganic acquisitions 2020-2022

Incremental  
Part of Telefónica Tech

GOVERTIS  
Part of Telefónica Tech

BEterna  
Part of Telefónica Tech

Altostratus  
Part of Telefónica Tech

acens  
Part of Telefónica Tech

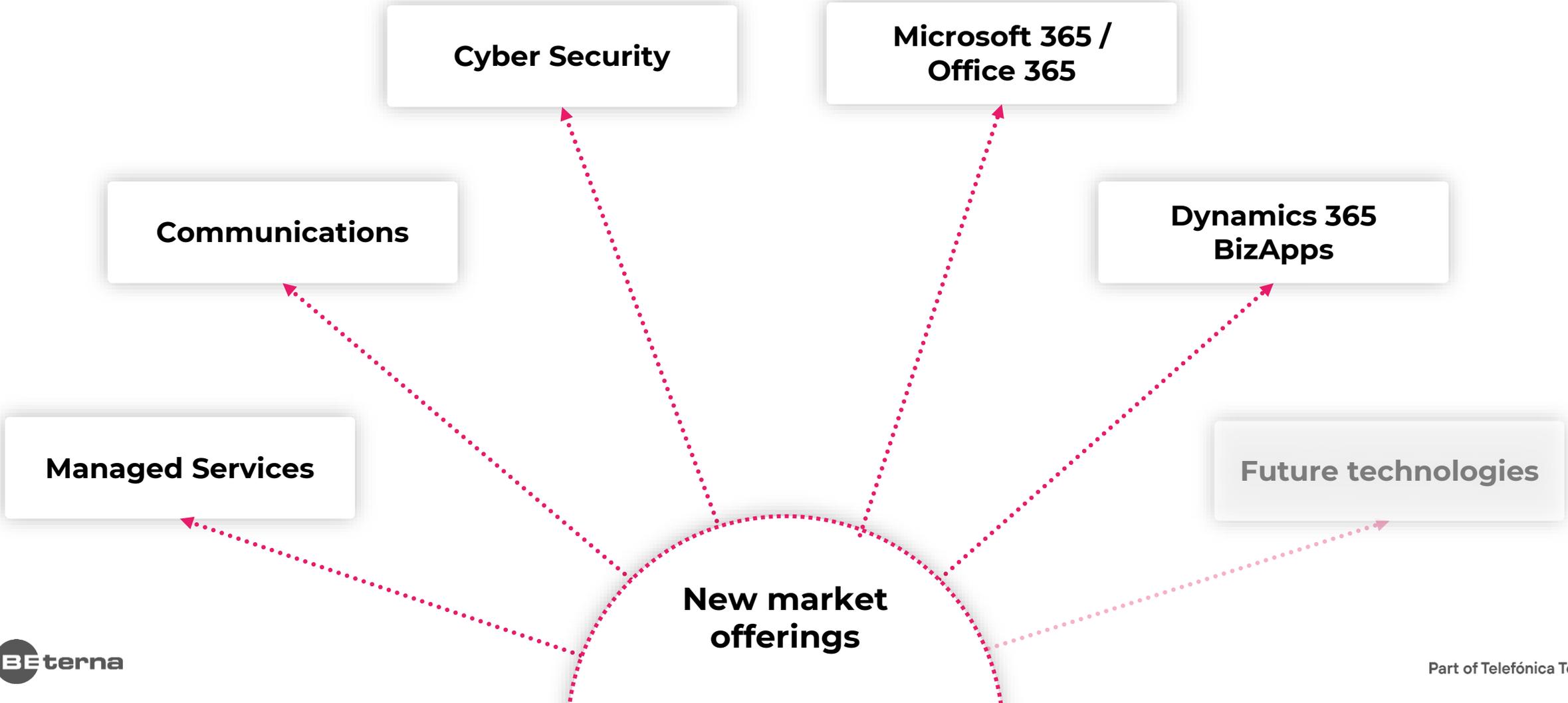
Geprom  
Part of Telefónica Tech

## Telefónica Tech UK&I\*1

\*1 Prior to the acquisition, CANCOM UK&I

\*2 This includes 2 Affiliate SOCs

# We drive added value by combining experience and expertise



# We are the **perfect match** to guide you into a hyperconnected world



Full Customer Digitalization  
Envisioning Consulting

Communication & Security Technology  
Integrated with Business Applications

Integration with Cloud Offerings

Comprehensive and Integrated Implementation Methodology

Global Footprint for Implementations and Rollouts