



**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

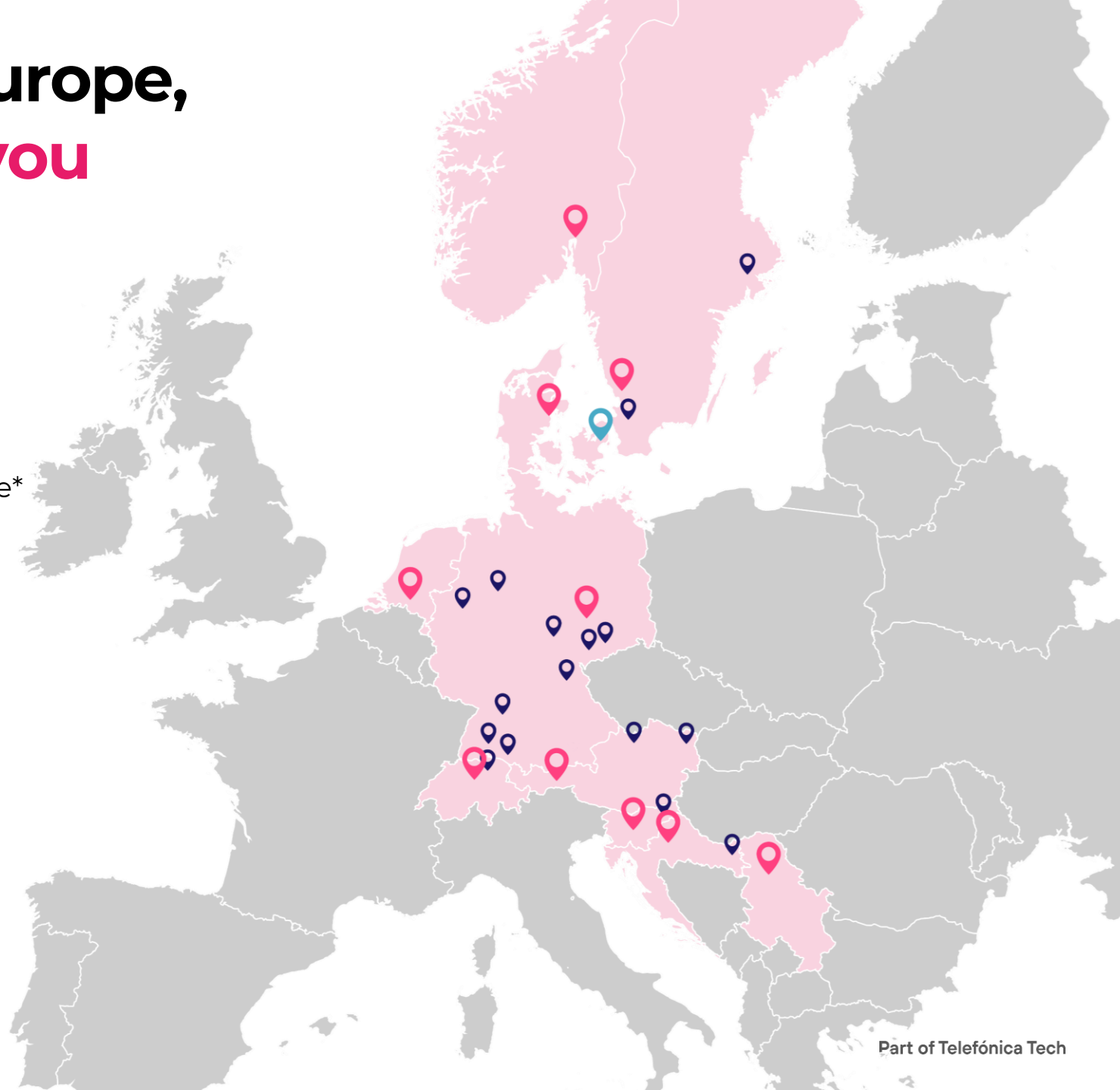
## Country Headquarters:

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

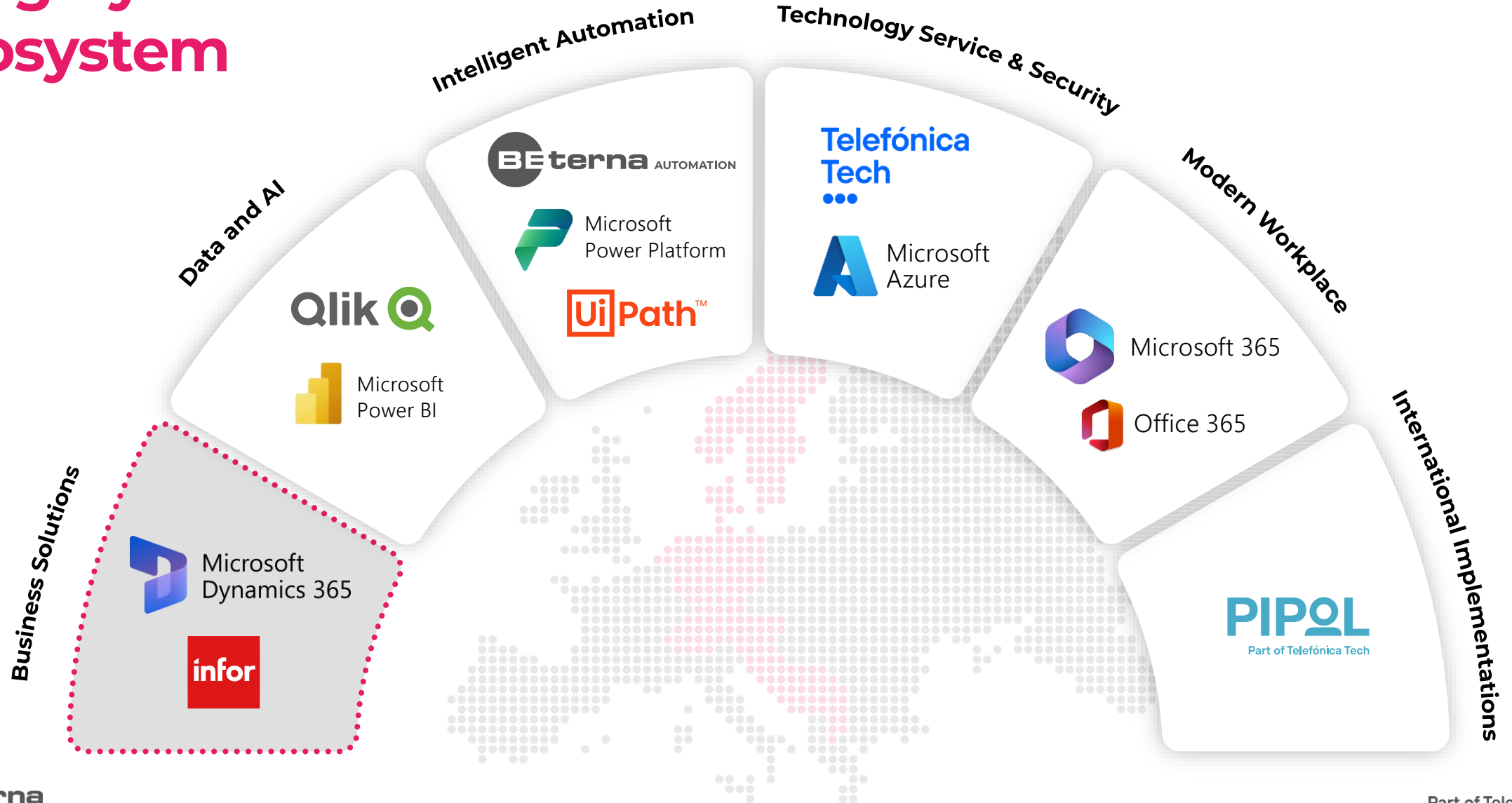


Modern Work



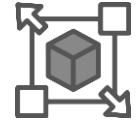


# We implement business solutions in a highly connected ecosystem



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

Customized Solutions



BE-terna Industry Solution



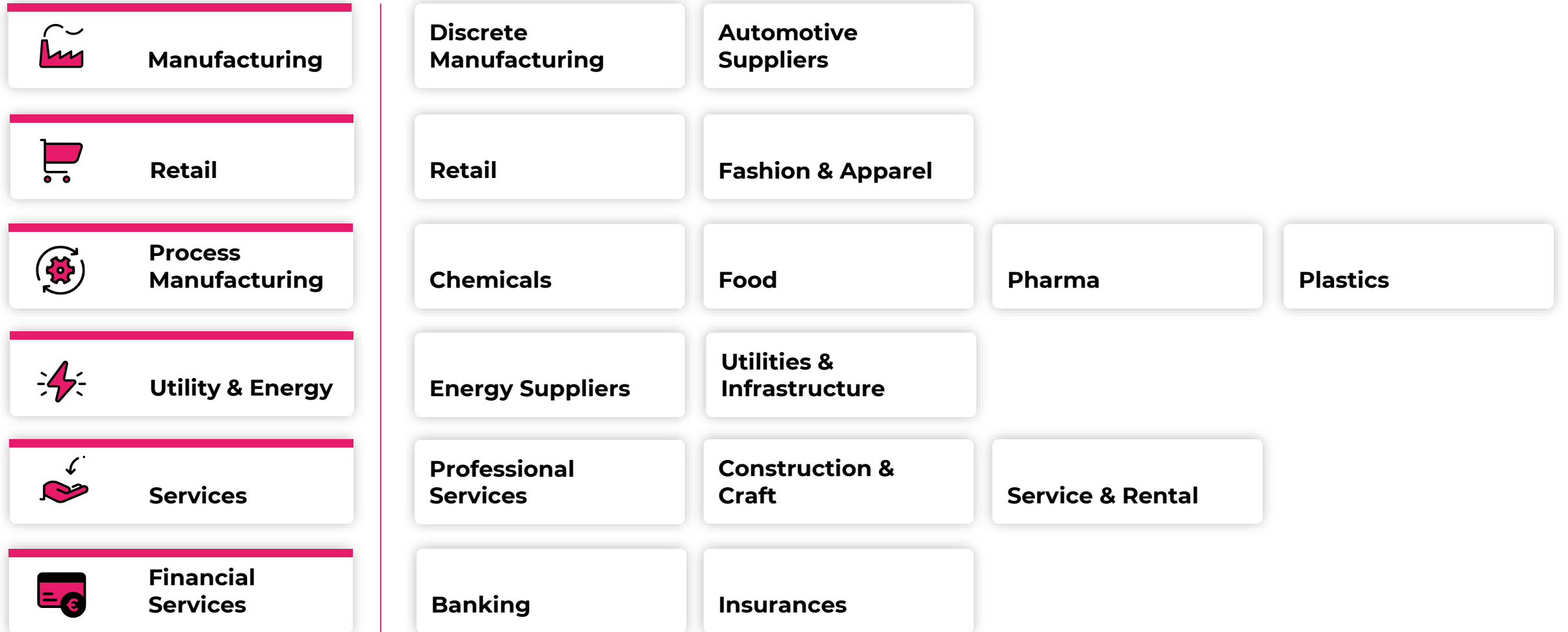
Standard



Microsoft  
Dynamics 365



# Our solution portfolio is specialized by industry



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

## Retail & Fashion

MANOR

POPKEN  
FASHIONGROUP

OLYMP

carhartt  
WORK IN PROGRESS

VAUDE

B breuninger

oberalp  
GROUP

CLINTON

Schöffel

JAKO

LUDWIG BECK

ROECKL  
MÜNCHEN 1859

IRIS v. ARNIM

BSTN

das macht  
SiNN

## Manufacturing

MASTERFLEX

SIGA 1966

ROFIX

UWT  
LEVEL CONTROL

HENNLICH

Wietersdorfer

RR  
RO-RA  
AVIATION SYSTEMS

TRELLEBORG

VAT  
PASSION. PRECISION. PURITY.

HERSTELLER  
EXCLUSIVER AUTOMOBILE

Internorm

NeoVac

Schindler

biohort  
Garten & Freizeit

Dallmeier

## Process Manufacturing

Stella  
Bernrain  
swisschocolate.ch

HUG  
FAMILIE

JTI

Eckert & Ziegler

HERMES  
PHARMA

VALEANT

MOGUNTIA FOOD GROUP  
Flavoursome solutions since 1903

DR. C. SOLDAN

UCC  
COFFEE

d'arbo  
Seit 1879

EURIM  
PHARM

borer  
advanced cleaning solutions

Bad Heilbrunner

# 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**

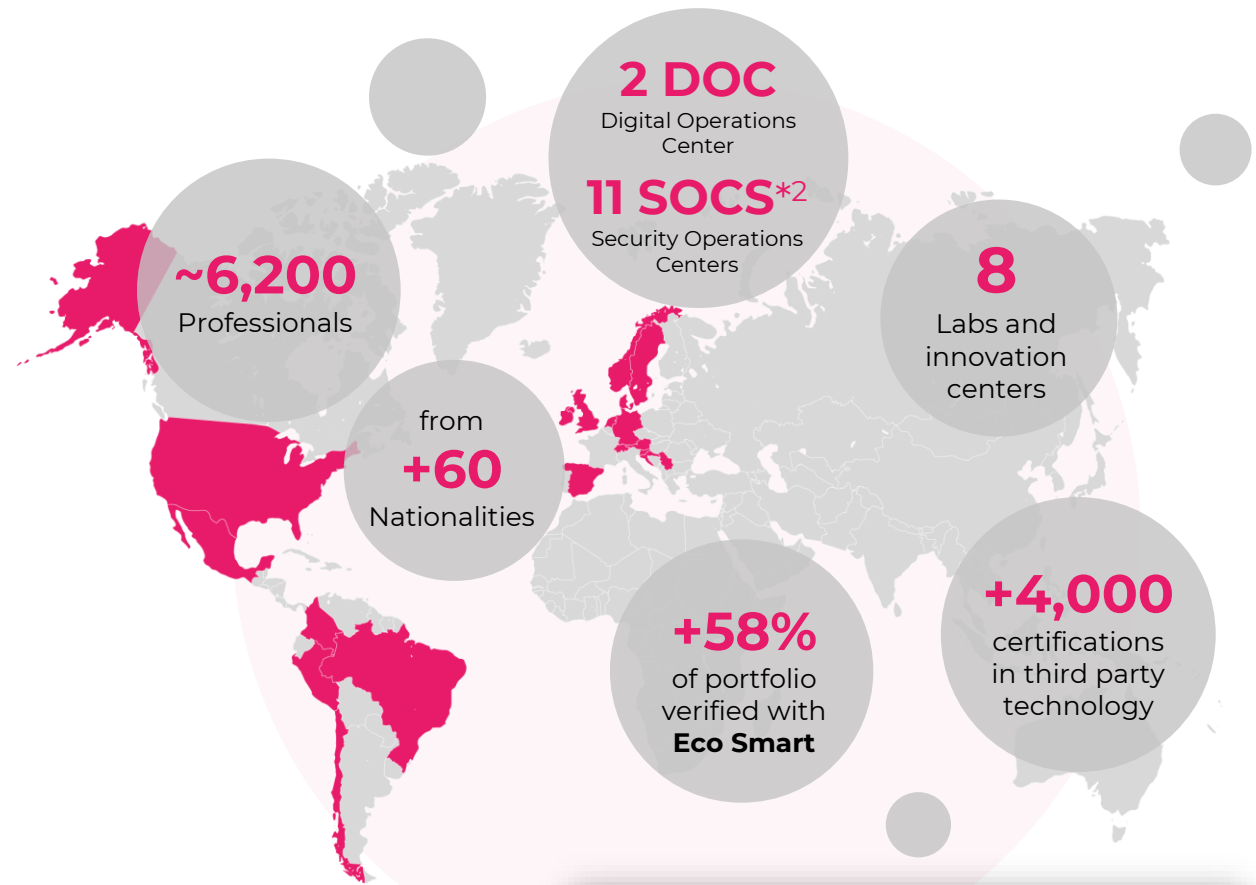
**STRONG PERFORMANCE**  
The Forester Wave:  
European Managed  
Security Services Providers.  
(Q3 2022).

**GlobalData.**

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

**IDC**

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



## STRATEGIC HUBS



Spain UK Germany Brazil Hispam

## 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

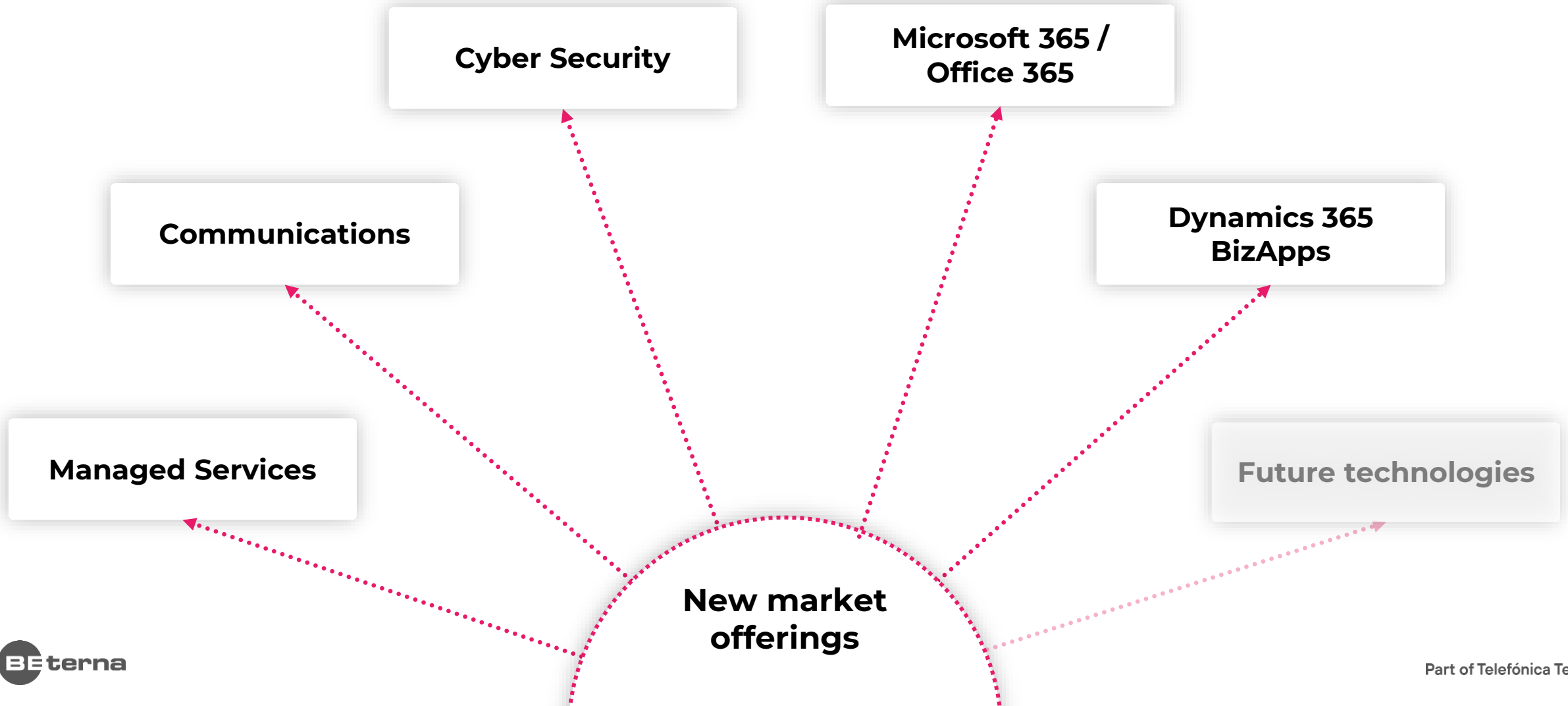
**Geprom**  
Part of Telefónica Tech

## 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

