

## Press release

Saint-Ouen, 21 september 2021

### **Inetum strengthens its position in the local cloud through its partnership with Sage in Côte d'Ivoire**

**Inetum (formerly Gfi), leader in digital services and solutions, announces the launch of the "Sage Partner Cloud" offer in Côte d'Ivoire. Following the acceleration of its partnership with Google Cloud as well as OVH, the launch of this new solution demonstrates the determination of the IT services group, present in 26 countries, to consolidate its activities on Sage solutions and in the Cloud sector to be as close as possible to its clients and their needs. Inetum teams up with the best players in the worldwide digital ecosystem to make the most of digital flow.**

#### **A local partnership that reveals Inetum's global ambition**

Present in 26 countries, Inetum has been in Africa – North, Central and West – for many years. Like in Europe, the challenge of a sovereign, local and trustworthy cloud is more topical than ever, while the risks of data leaks are multiplying with the strong progression of teleworking combined with the growing digital stakes of companies – all of these accentuated by the COVID-19 pandemic.

The partnership illustrates the accelerated deployment of the IT services company's digital value proposition in Africa, as a benchmark Sage integrator, and in a cloud market that is in full expansion. Inetum's goal is to speed up its clients' digitalization through an agile, industrial platform approach. This is based on the strategic "Move-to-Cloud" vision combined with "cloud-native" development. Inetum believes that the growth of the cloud in Africa will greatly depend on local cloud solutions. The IT services company has been integrating Sage X3 ERP in Côte d'Ivoire since 2014.

#### **Sage Partner Cloud – a flexible solution for local cloud challenges in Côte d'Ivoire**

To meet the challenges of a sovereign cloud, Inetum in Côte d'Ivoire is accelerating and strengthening its partnership with Sage. The two entities will now offer a "Sage Partner Cloud" solution to give companies access to Sage X3 which is hosted in a local cloud. For the first time in West Africa, Inetum and Sage is deploying this offer to address the unique needs of their clients.

This agile and secure solution easily adapts to the needs of companies and administrations, and guarantees the safety of their data. It will be hosted in a datacentre in Côte d'Ivoire selected by Cloud Temple West Africa, a subsidiary of the Neurones group and a partner of Inetum Côte d'Ivoire.

Says Hugues Ruffat, Head of Inetum's Global Area EEMEA: "The implementation of Sage Partner Cloud is excellent news and will give Inetum in Côte d'Ivoire a head start as the first IT services company to offer its clients such a solution via its partnership with Cloud Temple. There is no question that Positive digital flow happens through the development of sovereign local clouds in Europe and in Africa."

Philippe Cahez, DG Inetum Côte d'Ivoire, adds: "The moment the Sage Partner Cloud initiative was announced, we decided to implement it straightaway, as it matches a real need in Côte d'Ivoire. The partnership with Cloud Temple West Africa has enabled us to put it in place rapidly, giving us a head start

on our competitors. We have already signed our first contract and have just organized a first presentation event at the 'Club des DSI' ['CIO club'] in Côte d'Ivoire."

**About Inetum, Positive digital flow:**

*Inetum is an agile IT services company that provides digital services and solutions, and a global group that helps companies and institutions to get the most out of digital flow. In a context of perpetual movement, where needs and usages are constantly being reinvented, the Inetum group is committed towards all these players to innovate, continue to adapt, and stay ahead. With its multi-expert profile, Inetum offers its clients a unique combination of proximity, a sectorial organisation, and solutions of industrial quality. Operating in more than 26 countries, the Group has nearly 27,000 employees and in 2019 generated revenues of €2.3 billion (pro forma).*

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