

Press release

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Inetum makes Microsoft business solutions and Azure cloud a strategic focus of its development.

2021 marks the twentieth year of partnership between Inetum, the European leader in digital services and solutions, and Microsoft, the leader in productivity platforms and services. Their combined expertise and experience enable them to offer more services that are personalized and tailored to companies to help them make the most of their digital flow*. Inetum continues to launch initiatives to pursue its growth and reinforce its expertise in Microsoft solutions by bringing more and more added value to organizations.

A solid partnership and resources to match the stakes

With almost exponential growth in Azure cloud-based services, Inetum has become a major partner of Microsoft in supporting companies and public administrations in their digitalization process. As a global partner for Microsoft's 4 main business lines – infrastructure and application modernization, workplace and security, business solutions, and data and artificial intelligence – Inetum continues to reinforce its capacity to support businesses in these areas.

Inetum has therefore designed sector-specific offers and accelerators based on Microsoft and Azure cloud solutions to speed up the transformation of organizations at a time when they must rethink their models and plan for the period after COVID. Inetum teams' in-depth knowledge of the challenges and specificities of each sector plus their end-to-end service offer that combines business and technological consulting for instance take shape in the support they offer to public players in the digitalization of their user relationship, workplace modernization, the improvement of user knowledge and commitment in financial sectors, the implementation of flex offices, and the use of artificial intelligence to address new health and environmental challenges.

Within the Inetum group, more than 2,500 employees specialize in Microsoft technologies with a large-scale ongoing training programme in which hundreds of people were certified in 2020, and 7 advanced certifications recognized by independent Microsoft-accredited firms.

Pursuing its goal of continuous training, Inetum in March 2021 also launched the first learning academy for its employees that is 100% dedicated to Microsoft technologies. This event of an unprecedented scale in 2 days drew over 1,000 people from the Group's 26 countries, with 40 talks and 35 international speakers including 6 Microsoft experts. With initiatives of this kind, Inetum affirms its intention to continue cultivating a certain level of excellence in the implementation of this partnership.

"Microsoft is a strategic global partner for Inetum. This is why we continue to launch initiatives to stay a step ahead in our offers, and to ensure a service of excellence for our clients in terms of Microsoft

solutions," says Gonzalo Gómez Lardies, Group Marketing Director at Inetum. "We have built a strategic plan called UPSCALE 23 to develop our activities with strong added value between now and 2023. Our partnership with Microsoft is a pivotal asset and a relationship that contributes greatly to the rollout of this strategy worldwide.»

Acceleration in the cloud

The technological partnership with Microsoft is one of the pillars in the development of Inetum's activities and in its growth. The IT services and solutions company's goals are to verticalize its offers, converge Microsoft solutions, support teams, and improve operational processes. Inetum intends further to accelerate and pursue its investments in the main areas where the IT services and solutions provider already stands out:

- **Azure cloud:** with a comprehensive cloud offer to facilitate the rollout of innovation and support organizations from the definition of their go-to-cloud strategy to the management of their platforms.
- **Smart Dev & Low Code:** to accelerate the digitalization of administrations and companies through an agile approach that enables them to drastically cut costs, improve operational security, and reduce their technical debt.
- **Inetum software products:** with unique business and support solutions, like Chronotime or BDOC, available in PaaS/SaaS mode.
- **Intelligent Workplace:** to help organizations with their devices (like Microsoft Surface), physical and virtual workstations, on-site and teleworking experience with Microsoft 365, cybersecurity and zero trust.
- **Business solutions (CRM/ERP):** to support organizations with a sector and business approach that is fully adapted to accelerate their implementation of Microsoft solutions and facilitate user adoption.

"We are thrilled to be strengthening our partnership with Inetum and to use our Azure cloud platform and AI technologies to further digital transformation in a variety of fields, including in the public sector," says Agnès Van de Walle, Head of Partnerships and Startups at Microsoft France. "With their recognized expertise in business and technological consulting, Inetum is a key partner in supporting our clients in their innovation projects and addressing the new health and environmental challenges that they are facing." »

*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 2020 generated revenues of €1.966 billion.

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