



Stay Ahead.

Abacus Group designs, integrates, and operates digital and AI infrastructure: in production, over time, under control.



About Abacus Group

Abacus Group is an ICT group that combines connectivity, managed services, and design capability to build and operate mission-critical technology systems over time.

We support public and private organizations in turning technology into operational reliability, service continuity, and sustainable innovation, so they can always stay ahead.





Purpose

We exist to help companies stay ahead, turning technology into a driver of measurable growth through innovation, reliability, and execution.





Mission

We turn technology complexity into continuity, control, and growth.

We combine consulting capability with disciplined execution to design, integrate, and operate secure, reliable, and scalable systems.





Organizations' Strategic Priorities

- Efficiency and cost control
- Shortage of specialized internal skillse
- Integration of data, systems, and processes to build resilience
- Data value creation and operational AI adoption
- Evolution and innovation of offering and commercial processes
- Security and compliance supporting resilience and innovation
- Simplified access to grants and funding





From Strategic Priorities to Technology Levers

→ Efficiency and cost control

Technology lever: Cloud, integration services and software middleware, AI, and RPA help make costs more flexible, modernize existing systems, and automate repetitive processes, reducing waste and operational inefficiencies.

→ Shortage of specialized internal skills

Technology lever: Managed services, consulting, and system integration provide access to specialized IT expertise that is not always available internally, especially in cloud, cybersecurity, and AI.

→ Integration of data, systems, and processes to build resilience

Technology lever: Software middleware and integration services help overcome information silos by connecting legacy systems, on-premises environments, cloud, and multi-cloud platforms.

→ Evolution and innovation of offering and commercial processes

Technology lever: Cloud, integration services, software middleware, marketing advisory, CRM, eCommerce, apps, chatbots, and analytics accelerate the launch of new digital services and improve integration between customer experience and internal processes.

→ Data value creation and operational AI adoption

Technology lever: Cloud, Big Data Management, Analytics, and system integration create the conditions to use AI in core processes, connecting data, models, and operational decisions.

→ Security and compliance supporting resilience and innovation

Technology lever: Technology lever: Cybersecurity, Managed Security Services, Threat Intelligence, OT Security, and cloud strengthen protection, regulatory compliance, operational continuity, and incident response.

→ Simplified access to grants and funding

Technology lever: Funding advisory, consulting, system integrators, and managed services are essential to access funding and meet deadlines, technical requirements, and project objectives.

From Complexity to Execution: What Companies Really Need Today

The friction point

- Increasingly complex technology ecosystems: legacy + cloud + data
- Growing pressure on resilience, cybersecurity, and compliance
- Innovation that is hard to scale without increasing risk and cost
- Inconsistent results caused by fragmented providers

What companies really need

- A clear and coherent roadmap
- An integrated approach combining infrastructure, security, and innovation
- A partner with end-to-end operational accountability
- Fast and scalable execution capability, without adding complexity





How Abacus Group Responds

Abacus Group is the partner that addresses these needs through an integrated model.

An ICT group operating through **3 integrated Lines of Business**, combining the capabilities of multiple specialized companies under one methodology.

Abacus is a unified ecosystem to design, integrate, and operate critical systems with reliability and discipline.

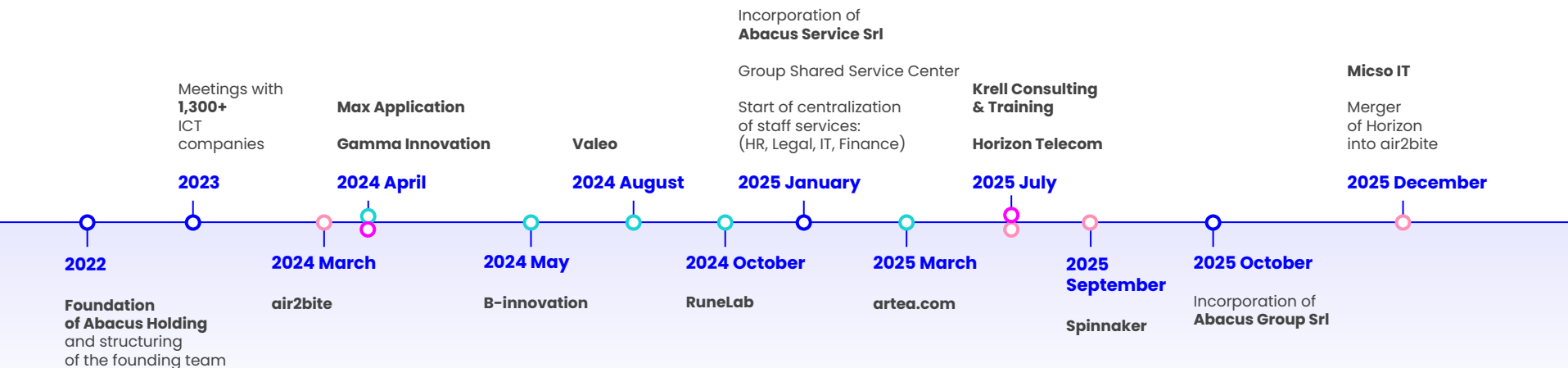




Key Milestones (2022-2025)

Founded in Italy in 2022, Abacus Group was created through the aggregation of [specialized ICT companies](#) in Managed Services and Ai & Digital.

It developed rapidly through targeted acquisitions, consolidating an integrated and scalable offer.





Key Milestones (2026)

Founded in Italy in 2022, Abacus Group was created through the aggregation of [specialized ICT companies](#) in Infrastructure & Managed Services and Digital & AI Transformation. It developed rapidly through targeted acquisitions, consolidating an integrated and scalable offer.



New integrations in the pipeline

In Central and Southern Italy, capabilities are primarily concentrated in Managed Services, while Northern Italy is where Ai & Digital capabilities are more strongly represented.

- Arezzo
 - Aosta
 - Bergamo
 - Biella
 - Carini
 - Catania
 - Elba
 - Firenze
 - Roma
 - L'Aquila
 - Milano (HQ)
 - Monopoli
 - Usmate Velate
 - Pescara
 - Torino
- Lugano
 - Madrid

550+

employees across more than
15 locations in Italy
and abroad

Geographic Footprint





Disciplined Growth Through Acquisitions

Abacus Group grows by integrating specialized companies that collaborate on a peer-to-peer basis: an ecosystem where local identity and leadership combine with Group-level capabilities and governance. As of December 2025, this model generated €45M in aggregate revenue and €11M in EBITDA*.

→ **An integrated enterprise model**

Acquired companies are progressively integrated into an ecosystem where identity and leadership remain central.

→ **Territory and entrepreneurship**

Companies retain local leadership and entrepreneurial capability, while sharing relationships and expertise.

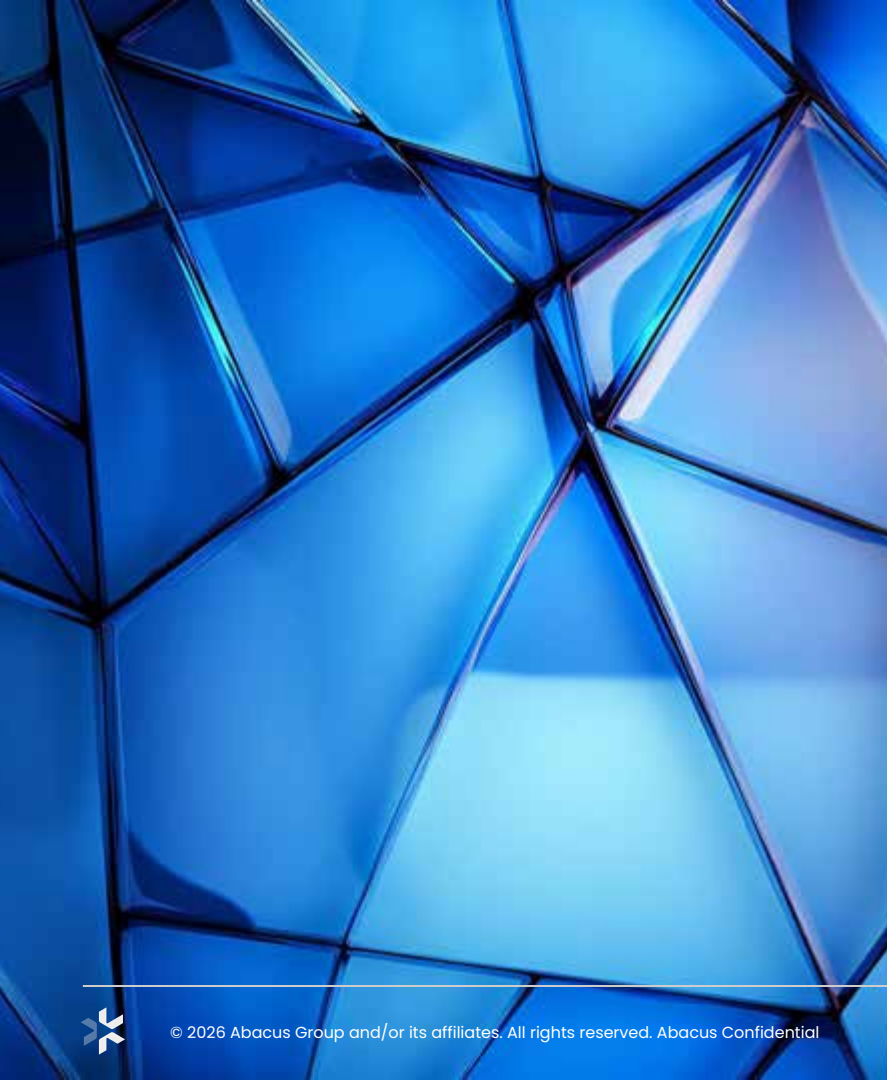
→ **Industrial complementarity**

The Group brings together companies specialized in high-value ICT domains, whose capabilities strengthen and complete the overall offer.

→ **Governance and scale**

Shared processes, platforms, and standards ensure operational integration, financial discipline, and scalable growth.

*estimated YTD including all recent acquisitions 2026 is €58M in aggregate revenue and €13M in EBITDA

An abstract background on the left side of the slide, featuring a complex, low-poly geometric pattern in various shades of blue. The pattern consists of numerous triangles and quadrilaterals of different sizes, creating a crystalline or architectural feel. The colors range from deep navy blue to lighter, almost white highlights, giving it a three-dimensional appearance.

Our Operating Model at a Glance

- **Measurable performance, data-driven decisions, and verifiable SLAs:** objectives and KPIs defined upfront, documented SLAs, periodic reviews, and operational reporting that guide priorities, investments, and continuous improvement.
- **Operational reliability, governance, and secure by design:** structured processes, continuous compliance, certified standards (ISO 9001, 27001, ACN), security integrated from the design phase, and documented roles and decision flows.
- **Technical seniority, incremental delivery, and full observability:** senior and certified teams (Qlik, Cisco, Huawei, AWS, MSFT, Google), 24x7 coverage, phased projects with milestones and risk control, and continuous monitoring of infrastructure, applications, and services.





Our Value Chain

01. Analyze & Advise

Analysis, KPIs, roadmap

03. Automate & Optimize

Security, AI, automation

02. Integrate & Implement

Infrastructure, data, applications

04. Operate & Evolve

24×7 managed services and
continuous improvement

Stay Ahead

A partner that combines the depth of a boutique for large enterprises with the scale of a one-stop shop for SMEs, simplifying complex technology ecosystems and integrating consulting, execution, and managed services to ensure operational continuity and measurable growth.

Our Positioning

- **Optimize operations** through reliable infrastructure and managed services
- **Enable innovation** with digital, data & AI transformation
- **Simplify technology** with a single integrated partner, avoiding the complexity of multi-provider models
- **Adapt every solution to the customer context**, with a tailored approach that responds to each organization's specific operating needs





Industries We Serve

We apply our integrated model in contexts with high operational and regulatory complexity, primarily:

Manufacturing

Banking and Insurance

Public Sector

Energy and Utilities





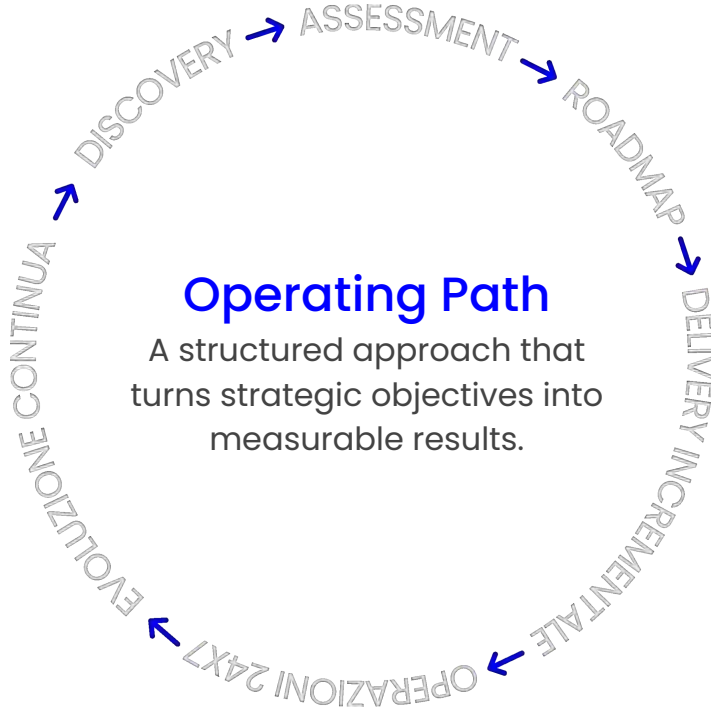
Our Operating Principles

Each principle is translated into formalized processes, shared metrics, and structured governance.

- **Secure by design**
Security is integrated from the earliest analysis and design phases.
- **Incremental delivery**
Projects progress through phased steps, with measurable milestones and risk control.
- **Transparency and accountability**
Roles, responsibilities, and decision flows are clearly defined and documented.
- **Full observability**
Infrastructure, applications, and services are continuously monitored through centralized systems.
- **Data-driven decisions**
Shared operational KPIs guide priorities, investments, and continuous improvement.
- **Clear and verifiable SLAs**
Service commitments are formalized, measured, and shared through operational reporting and governance moments.



How We Work



Collaboration Models

- Time & Material
- Fixed Price
- Managed Services
- Asset Services

We adapt the contractual model to the stage of the journey and the level of accountability required.



The Abacus Group portfolio

Our portfolio covers the
full ICT lifecycle

- Managed Services
- AI & Digital
- Workforce

Each cluster includes modular,
customizable, and scalable solutions.



The 3 Lines of Business

AI-Ready, Secure, Always-On Backbone



Our Organizational Model





Infrastructure & Managed Services

The operating backbone that ensures continuity and control

Connectivity infrastructure and managed services are the foundation for building reliable, secure systems that are ready to evolve over time.

Guaranteed operational continuity

Continuous monitoring, operational coverage, and proactive incident management ensure continuity across infrastructure, networks, and critical environments, reducing risk and downtime.

Clear SLAs and defined accountability

Formalized service agreements, with governance models, structured escalation, and reporting that make performance and accountability measurable.

Full control and visibility

Centralized observability tools with alerting and shared dashboards provide full visibility over infrastructure, applications, and services.

A solid foundation for growth

A model based on continuous services and industrialized expertise, with shared operating standards, creating stability and enabling projects, scalability, and innovation.





Core & Platform

Critical infrastructure and core services:

Connectivity (fiber, wireless, MPLS)

Data Center & Cloud Infrastructure

Business Continuity & Disaster Recovery

The technology foundation that supports business operations, with redundant infrastructure and guaranteed continuity.

Network & Workplace

Design and management of high-performance digital environments:

Network Operations Center (NOC)

Workplace & Unified Communications

With continuous monitoring, centralized management, and 24x7 operational coverage.

CyberSecurity

Continuous protection of systems, networks, and data through:

Prevention

Detection

Response

Recovery

Governance

A structured approach embedded into operations, with continuous monitoring and coordinated incident response.

Prosumer & SOHO

Connectivity and service solutions for:

FTTH, FTTC, FWA

VoIP Services

Professional and consumer customers

Reliable coverage for distributed environments, with telco-grade services and end-to-end management.



Digital & AI Transformation

The lever that turns technology into measurable growth

Data, AI, and digital solutions enable evolution, efficiency, and growth through structured projects, prioritized use cases, and scalable solutions.

From idea to production

From pilots to production, AI, analytics, and digital solutions are integrated into business processes and existing systems.

Scalable and secure architectures

Integration with existing infrastructure enables modular and scalable digital platforms that ensure security, governance, and continuity.

Innovation applied to business

Data, automation, and software engineering address concrete problems: operational efficiency, cost reduction, process optimization, and better customer experience.

Measurable impact

Every project is oriented to shared KPIs and results that can be verified over time.

IT Consultancy & Integration

Strategic and operational consulting for technology transformation:

Tech Advisory

Tech System Integration

IT Outsourcing

Project / Tech Consulting

To support customers from strategy to implementation, with defined roadmaps and milestones.

Advanced AI & Analytics

Systems designed to automate processes and support decisions:

Agentic AI platforms

Machine Learning & Predictive Analytics

RAG & Enterprise Chatbots

Data Platforms, Pipelines & Ingestion

AI Security

From experimentation to production deployment of AI and data-driven systems with measurable impact.

Software Engineering

Development of applications and digital platforms integrated into processes:

Web & Mobile Apps

Intelligent Automation

DevOps infrastructure & Cloud

ERP/CRM integration

Platform Refactoring

Applications, platforms, and infrastructure designed to operate, integrate, and evolve over time.

Digital Marketing

Digital marketing strategies, campaigns, and technologies:

Digital Strategy & Analytics

Performance Marketing

SEO & GEO

Inbound Marketing & Content

Design & Web Development

CRM Marketing & Automation

A suite of capabilities designed to cover the entire digital acquisition and growth cycle.

Digital Products

Digital product engineering and development:

Zenithar

Mimir

SafetyDrugs

Max2Car, Max2Factory

Digital Frontline

Scalable solutions designed to integrate with existing infrastructure and support growth over time.



Workforce & Talent Solutions

The right skills, integrated into processes and operational from day one

Specialized expertise and qualified teams provide flexibility and execution speed, integrating into processes and supporting complex projects.

Operational scalability

Rapid activation of qualified teams supports complex projects, workload peaks, and organizational evolution through structured integration models.

Vertical and specialized expertise

Skills in AI, data, engineering, cybersecurity, digital, and system integration, aligned with Group operating standards.

Integration into customer operating models

Resources work within the customer's processes and governance, with clear accountability boundaries and operational continuity.

Flexibility without losing control

Contractual and organizational models that allow operating capacity to scale quickly while maintaining quality, oversight, and performance control.



Team Augmentation

On-demand expertise to strengthen internal teams:

Qualified professionals integrated into the customer team

Support for complex projects and workload peaks

Integration into existing processes and governance

To ensure operational flexibility and immediate scalability of technical skills.

Tech Talent Sourcing & Staffing

Search and acquisition of top technology talent:

Search and selection of specialized technology skills

Alignment between technical needs and

Rapid activation of targeted resources

To connect companies with the right professionals, reducing hiring time and skill gaps.

Workforce Management

Optimization and governance of workforce management processes:

Structured resource management

Scalable organizational operating models

Continuity, performance, and control

To turn human capital management into a measurable and sustainable competitive advantage.



Case study

Managed Services

Managed Infrastructure & Application Operations / Insurance

The challenge

One of Italy's leading insurance companies needed to ensure operational continuity and constant oversight of IT infrastructure and critical applications.

Our approach

We implemented a continuous Application Management and infrastructure operations service:

- Data administration and infrastructure support
- Application oversight and management
- Data center operations and scheduling
- Performance monitoring, testing, and audit
- Structured user support

The result

Greater operational stability and continuous improvement in IT service performance.

98%

compliance with contractual KPIs

-17%

cost saving from SLA improvement



Case study
AI & Digital

Equity Crowdfunding / Fintech

The challenge

An Italian equity crowdfunding platform aimed to grow on secure, compliant, and scalable foundations, connecting investors and startups in a reliable digital environment.

Our approach

We designed and developed the platform end to end, covering the main functional and infrastructure areas:

- Complete platform development
- Corporate website and restricted areas
- Investment management dashboard
- Payment integration and data protection
- Continuous monitoring and user support
- Cloud architecture: AWS

The result

A platform designed to support growth, security, and operational continuity in the fintech market.

35%

increase in average fundraising
per campaign

60

projects funded in 2024



Case study
Workforce

Team Augmentation / Insurance

The challenge

A large enterprise organization needed to accelerate technology initiatives while maintaining operational continuity, cost control, and team stability.

Our approach

We integrated a qualified team into the customer's operating model to ensure technical continuity and shared governance:

- Integration into existing processes
- Continuous technical coverage
- Support for evolutionary projects
- Shared governance

The result

Faster delivery and greater operational stability through a multidisciplinary team integrated into the customer's processes.

-40%

turnover reduction

-30%

operating cost reduction



Integrated Value Proposition

Enabling Backbone

Managed Services

Ensures continuity, security, and operational control.



Value Engine

Ai & Digital

Turns data, processes, and systems into measurable value.



Execution Capability

Workforce

Activates specialized skills to accelerate and scale.



Scalable and secure architectures

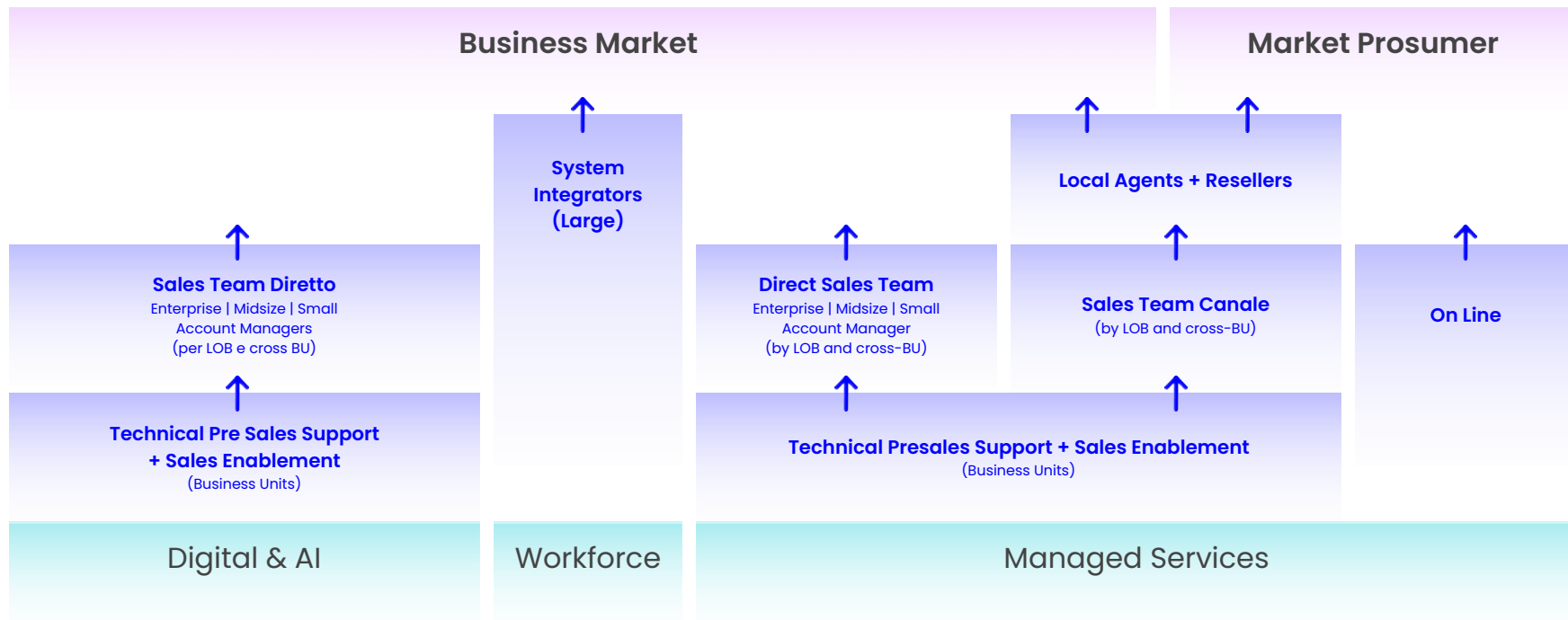
When infrastructure, innovation, and skills work together, the result is not the sum of the parts, but an integrated system able to:



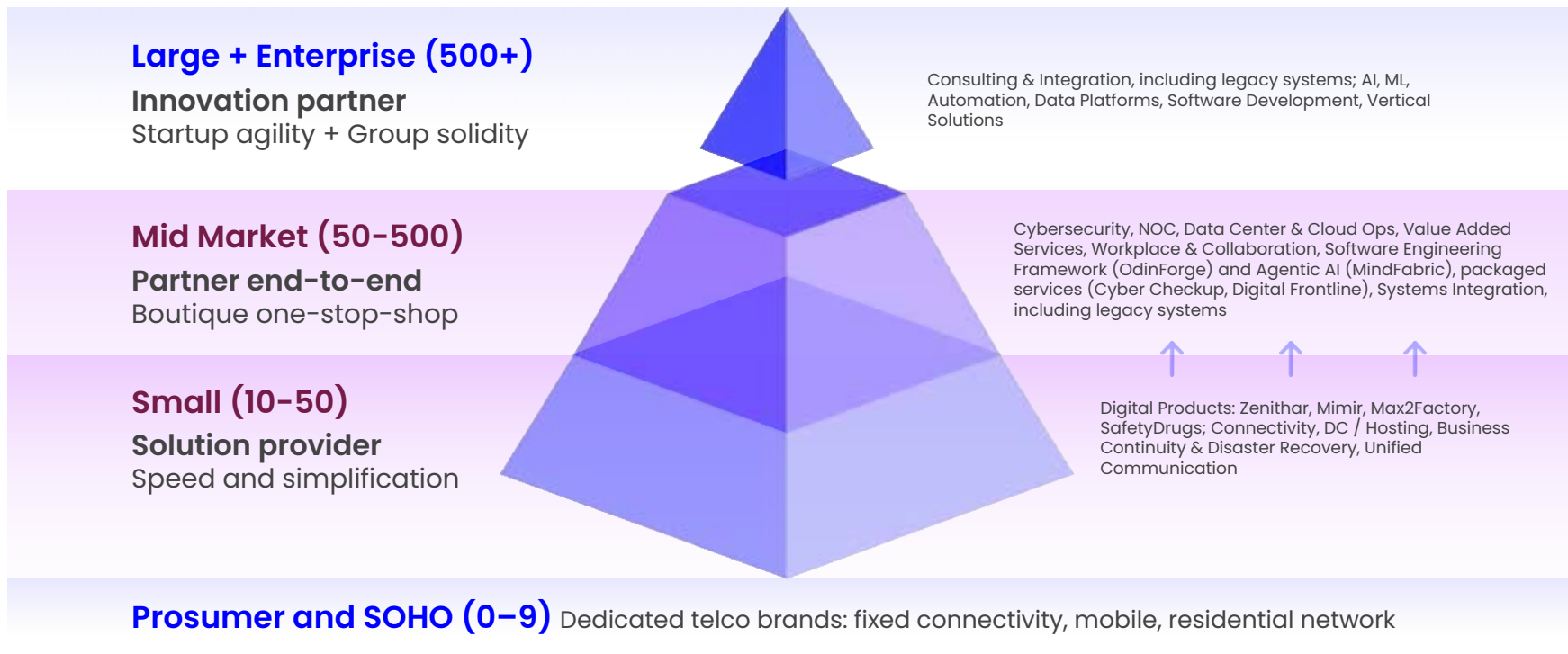
- Reduce complexity and fragmentation
- Accelerate time-to-value
- Ensure continuity while innovating
- Combine strategy, execution, and operational management



Our Go-to-Market Model



Our Offer by Segment





How Abacus Group Addresses Business Challenges and Technology Drivers

	AI & Automation	Cloud & Infrastructure	Data & Analytics	Cybersecurity
Efficiency and cost control	RPA, BPM, process mining, AI agents	Cloud cost optimization, IaC, license optimization	KPI dashboards, cost and margin monitoring	Breach risk reduction, MDR, downtime prevention
Shortage of specialized internal skills	AI Center of Excellence, delivery-as-a-service	Cloud managed services, AWS / Azure / GCP-certified teams	Outsourced data teams, BI and AI training	Under development through acquisitions
Integration of data, systems, and processes	Workflow automation, application integration	Hybrid cloud, API management, middleware	Data integration, ETL / ELT, data fabric and data lake	Identity governance, Zero Trust, SIEM / SOAR integration
Evolution and innovation of offering and commercial processes	Generative AI, sales copilots, conversational AI	PCloud-native platforms, on-demand scalability	Customer analytics, segmentation, next best action	Secure by design for new products and digital channels
Data value creation and operational AI adoption	MLOps, predictive models, AI in production	GPU cloud, scalable environments for training and inference	Data governance, AI-ready data platform, GenAI use cases	Data protection, AI security, access control for models





The Lines of Business

Covering Each Intersection

	AI & Automation	Cloud & Infrastructure	Data & Analytics	Cybersecurity
Efficiency and cost control	Digital & AI Transformation	Infrastructure & Managed Services Managed connectivity and network infrastructure	Digital & AI Transformation	Breach risk reduction, MDR, downtime prevention
Shortage of specialized internal skills				Infrastructure & Managed Services
Integration of data, systems, and processes		—		Perimeter and operational security, Compliance
Evolution and innovation of offering and commercial processes		Digital & AI Transformation Infrastructure and application cloud platforms		—
Data value creation and operational AI adoption				Digital & AI Transformation Application security, AI Security, Compliance



Technology Know-How and Market Certifications



Customers of Abacus Group Companies*

ABB

BOZZETTO
GROUP

belotti



FairConnect

d'adiutorio
COSTRUZIONI

fra.mar
L'INDUSTRIA DEL PULITO

Sordaland

opstart

accenture

SINORA
MORE THAN A SIGNAL

PROEL

UniCredit

Allianz

ACERBIS

CASIO

DeAgostini
COLLECTIBLES

Sisal

Stucchi

1890
GAVERINA
FORTE CENTRALE

TIM



unes
SUPERMERCATI

TOWA
PHARMA PRIVATE LIMITED

REALE
MUTUA

nexi

MOLTENI
FARMACEUTICI

salesforce

BANCO BPM

Deloitte.

MBDA
DIGITAL PARTNER

REPLY

BPER:
Banca

Vittoria
Assicurazioni

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Abacus Group Solutions

A selection of structured solutions created through the integration of our three LOBs and designed to activate value quickly.

They address four operating levers:

- Performance and operational efficiency
- Security, governance, and control
- Growth and digital transformation
- Automation and data value creation

Each solution is a concrete application of our integrated model: solid infrastructure, specialized expertise, and digital innovation.

Ready-to-Deploy Solutions for Measurable Results

Performance
and operational
efficiency

Zenithar

Security,
governance,
and control

Cyber Checkup

Growth and digital
transformation

Digital Frontline

Automation
and data value
creation

Mimir

MindFabric



Digital Products for Measurable Results

Zenithar

What it solves:

Identifies inefficiencies that slow operations, margins, and productivity.

What it provides:

An immediate diagnosis of operational losses and a clear intervention plan.

Return on investment:

Lower costs and shorter timelines, with improved operational continuity.

Who it is for:

Organizations with complex and distributed operating processes.

Cyber Checkup

What it solves:

Lack of visibility into the real security posture of the IT environment.

What it provides:

A professional checkup that measures risks, vulnerabilities, and priorities.

Return on investment:

Risk mitigation, compliance, and cyber resilience.

Who it is for:

Companies with hybrid infrastructure and stringent security requirements.

Digital Frontline

What it solves:

A digital presence that does not generate leads or measurable growth.

What it provides:

A structured path to turn the website into an acquisition engine.

Return on investment:

More qualified leads and a more stable, scalable pipeline.

Who it is for:

Service and commercial companies.

MindFabric

What it solves:

The gap between AI experimentation and real business adoption.

What it provides:

A framework to turn AI into real and measurable value.

Value for you:

Reduce time-to-value and make AI part of daily business.

Who it is for:

Organizations that want to scale AI with governance.

Mimir

What it solves:

Time lost searching for information distributed across systems and teams.

What it provides:

An intelligent engine that finds reliable answers in seconds.

Return on investment:

Faster decisions, internal efficiency, and lower operational friction.

Who it is for:

Knowledge-intensive companies.





Why Abacus Group

One-stop shop for the mid-market .01

Three integrated Lines of Business in a single operating model for companies with 50–499 employees.

A single point of accountability that reduces fragmentation and complexity.

Integration and proximity .02

M&A with equity exchange: local leadership and teams close to customers, enabled by central shared services.

Real knowledge of territories and SMEs, not standardized models.

Build & Run with guaranteed continuity .03

From design to continuous operations with SLAs: 98% SLA compliance, -17% operating costs.

Disciplined execution, not projects that remain on paper.

AI in production, data-first approach .04

Beyond pilots: healthcare RAG with 60,000 users/month, voice AI handling 1,000 calls/day at 92%.

Industrialized solutions, not experimentation.

Measurable results across key verticals .05

Banking, Industry, Healthcare, Utilities, Retail, Public Administration: documented uptime, MTTx, cost-to-serve, and time-to-value.

Technology measured by outcomes, not promises.



The Future of Abacus Group

- **Strategic acquisitions**
in MSP, Data & AI, and digital solutions.
- **Growth in Cybersecurity**
through targeted acquisitions to expand capabilities and market coverage.
- **AI and innovation vision**
integrating AI, automation, data & analytics, digital twin, and cloud to reduce time-to-value.
- **Industry verticalization**
with focus on financial services, industry and manufacturing, and public administration.
- **Geographic expansion**
consolidating in Italy and entering new European markets, starting with Switzerland and Spain.
- **Financial discipline and sustainability**
through efficient management and predictable cash flow.
- **Leadership and organizational development**
with an international team, unified culture, and shared services to integrate new companies.

Technology that works.
Continuity that protects.
Innovation that creates value.

Abacus. Stay Ahead.



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