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Impresoft (Clessidra Private Equity SGR) acquires QiNet from Metrika Tech, under direction from ABC Capital, and focuses on Cybersecurity: Corporate Resilience offering grows

The **Impresoft Group** - which is led by the Clessidra Capital Partners 4 fund, managed by Clessidra Private Equity SGR - announces the acquisition from the Metrika Tech fund - supported by its exclusive advisor **ABC Capital Partners** - of the **QiNet Group**, a leading provider of information security design and management for medium and large Italian companies, protecting customers' data and performance from the network level upwards.

With this acquisition, **Impresoft** enhances its offerings, adding new skills and services for the design and implementation of advanced solutions, integrating security and consulting systems and technologies. **QiNet** and **4wardPRO**, a company that already forms part of Impresoft's **Corporate Resilience Competence Center**, become two of the main assets in strengthening the Group's competitive position in the **Cloud and Cybersecurity** sector **with a focus on Managed Services**.

Alessandro Geraldi, Group CEO Impresoft: "Today, cybersecurity is among the strategic priorities of Italian companies. As a Group we are proud to welcome a beacon of excellence such as QiNet and improve our skills to ensure a comprehensive security offering."

Impresoft Group continues its growth as part of a strategy that positions it as one of Italy's **leading ICT Groups**, **capable** of providing the right solution to the needs of companies that see innovation as an opportunity to grow their business. "**QiNet** enables us to continue to expand our business, focusing on **customer needs** through services of the **highest quality**, working alongside and supporting them with an **integrated approach** in the most important areas of IT: **Data Analytics & AI Solutions, Cloud Infrastructure, Modern Work, Adoption Change Management, Cybersecurity and Managed Services**, with the objective of successfully addressing the challenge of Corporate Resilience," adds **Christian Parmigiani, CEO of 4wardPRO and Co-Founder of Impresoft**.

Chaired by **Dario Albarello** and managed by **Francesco Baroncelli** and **Riccardo Rolando (CEO)**, the QiNet Group is the result of the aggregation carried out by ABC Capital Partners between QiNet S.p.A., Upgrade S.r.l. and Upgrade SA. The Group reached a consolidated turnover of Euro 18 million in 2022. The QiNet Group focuses on the entire Cybersecurity lifecycle and on Security and Network Operations Center managed services in particular.

"We are very satisfied with the Fund's first exit, not just because of the significant result in terms of returns, but also - and particularly - because we believe QiNet is entering one of the most significant and fastest-rising Groups in Italian ICT. This successful transaction - carried out in just over two years - also attests to the investment strategy we pursue at ABC Capital, including through our industrial expertise. This is to bring together small, distinctive and complementary technological companies to create industrial Groups that can compete as leaders in their core sectors." - **Francesco Baroncelli, Co-Founder of ABC Capital Partners**.

The partnership enables the **Impresoft** Group to improve the effectiveness of the projects and solutions it offers, thanks in part to the use of modern **proprietary systems** for in-depth and proactive **monitoring and asset management**, in line with the best market standards.

"We are pleased to join the Impresoft Group and help address the most complex needs with a distinctive focus on cybersecurity," concludes **Riccardo Rolando, CEO of QiNet**. "We have invested in training and processes, which - added to our field experience and **distinctive certifications from leading vendors** - enables us to accelerate our Customers' Cybersecurity journeys using managed services of SOC surveillance and NOC and CLOC operational management. **Together with 4wardPRO, we are consolidating the Corporate Resilience Competence Center** and are able to guarantee a **stimulating and innovative environment for people and customers**."

Impresoft Group

*The Impresoft Group, which is led by Clessidra Private Equity SGR, represents a coming together of innovative and complementary companies organized into four competence centers: **Business Solutions** (ERP, CPM) with Formula, GN Techonomy and Hiteco; **Industry Solutions** (MES and Laboratory Information Management Solution) with Qualitas Informatica and Open-Co; **Corporate Resilience** (Data centers, cybersecurity, application modernization, artificial intelligence, business process digitalization, managed services and modern workplace) with 4wardPRO and Qinet; and **Customer Engagement** (CRM, Salesforce Automation, Marketing Automation) with Cloudnova, NextCRM, NextTech, OpenSymbol, Develon Digital and Kipcast. In 2022, the Impresoft Group reported consolidated sales of Euro 110 million, with more than 3,500 regular customers across Italy.*

Metrika Tech Fund

*Metrika Tech is a private equity fund managed by **Metrika SGR S.p.A.**, held by leading private investors connected to the world of Italian enterprise (particularly information technology and high finance), which specializes mainly in majority transactions in the Italian small and mid-market businesses, with a **focus on technology companies demonstrating excellence.***

ABC Capital Partners

*ABC Capital Partners is an advisory company which marries financial and industrial expertise and in particular for the “**Digital Enabler**” market. The main services it offers are: analysis of sectors of interest, identification of target companies for investment, monitoring of and value creation within company portfolios, and support in value-adding strategies. The company was founded in late 2020 by **Dario Albarello, Francesco Baroncelli and Alessandro Cozzi** and is the **exclusive advisory company of the Metrika Tech Fund.***