



PRESS RELEASE

## RELATECH:

### **Foreign sales growth continues: an international customer of primary standing in the Telco sector for the functional expansion of Oracle e-Business Suite Solutions**

Milan, May 7<sup>th</sup> 2020

**Relatech S.p.A.**, *Digital Enabler Solution Company (D.E.S.C.)* and innovative SME listed on AIM Italia market (Ticker: RLT), expands its partnership with a leading international customer in the telecommunications sector for the management of Business Processes on **Oracle e-Business Suites** and for the architectural analysis of the Group's solutions.

Relatech, specialized in innovation, design and delivery of Digital Services and Solutions, collaborates in the evolution of customer services in a complex **international context**, covering all the phases envisaged by the life cycle thanks to the transversal skills that range from the collection of requirements, impact analysis on AS IS processes, ending with **architectural and technical design** and **development** of the final solution.

Relying on an appropriate and in-depth knowledge of the **Oracle Business Suites** and the **process development tools** that characterize the Telco world, Relatech is able to create solutions resulting from an Open Innovation process led by an international team, capable of putting available to the customer important functional enhancements available in the cloud that represent innovative tools thanks to which they can take on new challenges from the business.

*"Despite the objective limitations imposed by the context in which we currently live, Relatech has been able to guarantee full operation and maximum productivity, thanks to the use of collaboration technologies - already well-established for some time - which have strengthened the team's synergy international where both Relatech and the Customer have brought together their technical and functional skills, assisting in a daily collaboration put in place by a single and great team",* says **Giulia Gerosa, Sales Manager Relatech.**



**Silvio Cosoleto, Vice President of Sales Relatech**, comments *"The Partnership was born from a ten-year collaboration on Italian projects which, since last year, has seen an expansion on an international level. The key to this success lies in the ability to bring innovative ideas to create new services that drive business growth. Thanks to this proactive and positive approach, where many companies have seen their growth margins reduced, we together with our customer have instead expanded them. Precisely for this reason we are proud to be part of the ecosystem of such a significant Group, always guaranteeing maximum commitment and feeling their challenges and business projects as ours. We can say that we have developed a strong partnership, which allows us to work in complete synergy on multiple initiatives and aim for great results together "*

This press release is online at [www.relatech.com](http://www.relatech.com) (Investor Relations/Press Release section).

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*Relatech (ticker RLT ISIN IT0005371874), Digital Solution Company listed on AIM Italia since June 2019, is present on the market with innovative solutions dedicated to the digital transformation of companies. Relatech is an innovative SME focused on customers looking for the most innovative solutions, becoming a strategic partner for digitization and ICT services. Relatech constantly invests in innovation with an extensive R&D activity carried out internally and numerous partnerships with the main Italian universities and research bodies. Thanks to its digital platform cloud-based RePlatform, it develops solutions in the four high-growth technological areas: digital customer experience and marketing automation, artificial intelligence and big data analytics, cybersecurity and blockchain, internet of things and industry 4.0.*

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