PRESS RELEASE

WIIT and Cubbit announce Business Alliance Partnership to bring geo-distributed cloud to MSPs and resellers in DACH zone and in Italy

The partnership will allow WIIT to deploy Cubbit's technology in its 7 Secure Cloud Regions across Germany, Switzerland, and Italy to let its customers benefit from hyper-resilience and data sovereignty compliance

Milan / Bologna - 10th September 2024 — **WIIT S.p.A.**, one of the main European players in the market of Cloud Computing services for businesses, focused on the provision of continuous Hybrid and Hosted Private Cloud services for applications critics, and **Cubbit**, the first geo-distributed cloud storage enabler, today announced a new Business Alliance Partnership.

WIIT will leverage Cubbit's [DS3 Composer](#) to create and offer its own geo-distributed, hyper-resilient, sovereign, cost-effective, S3-compatible cloud storage. In the first stage of the project, stored data will be geo-fenced within WIIT's Regions in Germany, allowing WIIT's customers to enjoy compliance with country data sovereignty and other regulations. Additionally, WIIT will soon deploy Cubbit's solutions with geo-fenced localisation in Switzerland and in Italy, leveraging all seven regions managed by WIIT (four in Germany, two in Italy, and one in Switzerland).

The Business Alliance Partnership provides the opportunity to deploy Cubbit's DS3 Composer on partners' infrastructures, enabling them to offer their resellers and end-customers a geo-distributed solution in one - or more - specific countries. With this partnership, WIIT will be able to deliver a fully customisable and geo-fenced S3 cloud storage in minutes, fully hosted and managed by WIIT on its strategic assets. The Cubbit solution enriches the technology stack already provided by WIIT, becoming part of its Premium Cloud Company value proposition.

This alliance represents a crucial acceleration in the adoption of Cubbit's technology in Germany. Also, this partnership strengthens WIIT's position as a European forerunner in hybrid and private cloud provisioning, as, all WIIT's German resellers and MSPs will be equipped to deliver the first European geo-distributed cloud to customers in mere minutes. WIIT's customer base extends to a wide range of industries, including healthcare, manufacturing, telco, media & entertainment and financial services, for which it provides cloud & cybersecurity services for critical applications.

WIIT represents Cubbit's first Business Alliance Partner in Germany, as the latter is engaging only a few selected strategic partners in each country, ensuring the best service for its end-users. In order to guarantee the Business Alliance Partnership success, Cubbit will support WIIT through close collaboration, offering the best service to end-users in terms of SLAs, expertise, and service quality. WIIT will also be assisted by Cubbit in training, co-marketing activities and sales support.

WIIT has been offering its services for almost 30 years as a well-established cloud provider with a wealth of experience in object storage. The Premium Cloud Company had already implemented both hardware and software-based object storage solutions, but was experiencing limitations in terms of flexibility and compliance. WIIT selected Cubbit as its partner to overcome these challenges and leverage additional strengths, thereby providing its customers with an even more solid and modern offer.

"We are very excited to start this collaboration with Cubbit, with whom we feel a particular complementarity in terms of skills and values. Together, these two industry-leading companiesenable a highly innovative service with unparalleled security and resilience able to geo-distribute data storage according to customer needs," says Alessandro Cozzi, CEO of WIIT - Jointly, we are bringing cloud best-in-class solutions to the market, combining efficiency, innovation and data management intelligence. We decided to start in Germany because of its essential role in our Cloud4Europe strategy. Furthermore, there is a strong focus on digital sovereignty. WIIT's extensive experience as a European cloud provider, managing seven regions across Germany, Italy, and Switzerland, and specialising in business-critical applications, combined with Cubbit's cutting-edge technology, will allow us to further strengthen our position as a European leader in hybrid and private cloud services."

Alessandro Cillario, Co-CEO and Co-founder of Cubbit, said, "Signing WIIT to our Business Alliance Partnership is a significant step in our drive to increase the adoption of Cubbit DS3 Composer in Europe. From today, customers based in Germany will be able to geo-distribute their data securely, and according to local sovereignty requirements. Working together presents a considerable opportunity for growth and innovation for both companies. In the coming months we will be announcing new members of the Cubbit Business Alliance Partnership in Europe, so this is a very exciting time for us".

"This partnership will enable us to provide our customers with extremely powerful and resilient solutions that are compliant with local regulations in the shortest possible time", affirms Christoph Herrnkind, CEO of WIIT AG "This allows us to better serve the growing demand for secure and flexible cloud solutions in the DACH region while maintaining the highest level of data sovereignty. We look forward to the launch in Germany, as the offering is ideally suited to the country's data policies, which are at the forefront of responsible data use and sharing in Europe."

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About WIIT

WIIT S.p.A., a company listed on the Euronext Star Milan ("STAR") segment, is a leader in the Cloud Computing market. The company has a pan-European footprint and is present in key markets, such as Italy, Germany and Switzerland, positioning itself among the leading players in the provision of innovative Hosted Private and Hybrid Cloud technology solutions. WIIT operates through managed processes, specialised resources and technology assets including proprietary data centres spread across 7 regions: 4 in Germany, 1 in Switzerland and 2 in Italy, 2 of which are Premium Zone enabled, i.e. with Tier IV certified data centres by the Uptime Institute and the highest levels of security by design. WIIT has 6 SAP certifications at the highest level of specialisation. Its end-to-end approach enables the company to provide its partner companies with customised, high value-added services with the highest security and quality standards for the management of critical applications and business continuity, while guaranteeing maximum reliability in the management of the main international application platforms (SAP, Oracle and Microsoft). Since 2022, the WIIT Group has joined the UN Global Compact. (*www.wiit.cloud*)

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About Cubbit

Cubbit is the first geo-distributed cloud storage enabler. Its groundbreaking software allows service providers and enterprises to deploy their own geo-distributed cloud storage networks in minutes according to their infrastructure strategy and internal policies, so that they can keep full sovereignty over data, simplify workflows and reduce costs.
Today, Cubbit's hyper-resilient and cybersecure technology is adopted by 350+ European companies and partners, including Leonardo (world leader in defence and cybersecurity with $14B in revenues), and serviced by Exclusive Networks (global distributor, listed on the Paris Stock Exchange). Cubbit is also supported by international tech partners such as HPE and Equinix. For more information, visit: https://www.cubbit.io

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