



SEA To Use IBM Cloud and Services to Usher in More Resilient IT Infrastructure

IBM will support SEA in its transformation strategy by creating the path to a new, security-rich and resilient IT infrastructure integrated with the IBM Cloud

Milan, 24 July 2017 - SEA, a leading Italian airports operator and IBM (NYSE: [IBM](#)) announce a seven-year service agreement to consolidate and manage SEA's IT infrastructure on a hybrid IT environment that integrates the IBM Cloud.

As the travel and transportation industry re-draws, new niches as well as new competitors emerge. In order to remain competitive airport operators need to be more agile and responsive by better utilizing information technology services. The agreement that covers data center and hosting services, systems and storage managed services, help desk and security management, is expected to generate significant savings for SEA in the next seven years.

Through the deal, SEA that manages Northern Italy's main airports Milan Linate and Malpensa, will use a resilient IT infrastructure that supports new technologies to help improve service levels and operate with more flexibility.

"SEA has distinguished itself in recent years for its ability to offer innovative services and its own increasingly reliable partners and customers." - Luciano Carbone, Chief Corporate Officer of SEA said – "We are aware, however, that the evolution of technology requires continuous commitment and focus in order to maintain the highest quality standards. By working with IBM, we feel strongly that we will not only meet our strategic initiatives, but exceed them".

The airport operator will rely on the hybrid cloud infrastructure for several SAP workloads, such as SAP Hybris and will use Cloud VDI to support its workplace management and internal classroom training programme. The data center services will be delivered by the Italian IBM Data Center Campus, that includes also the IBM cloud data center in Milan, part of IBM's global network of nearly 60 data centers in 19 countries.

IBM's enterprise-grade cloud data centers follow a standardized set of core controls to help secure client data and interests. IBM also is one of the first global cloud companies to adopt the [EU's Data Protection Code of Conduct for Cloud Service Providers](#), demonstrating a firm commitment to data privacy and security in its cloud infrastructure services.

"The increase in customer expectations for greater speed, efficiency and innovation - said Stefano Rebattoni, general manager for Global Technology Services of IBM Italia. "Today requires whole sectors to review their operational structure. The global and local network of the IBM data centers will allow SEA to optimize innovating its computing environments, preparing for the integration of new IT models, like the cloud, to better respond to the demands of the rapidly changing market".

About SEA

SEA (Società Esercizi Aeroportuali) is the Group that manages the Italian airports of Milan Malpensa and Milan Linate. It is ranked among the first ten airport systems in Europe for volume of traffic, in both the passenger and cargo segments. It is the second in Italy by number of passengers and the first for cargo transported.

Located in one of the most developed catchment areas in Europe, a geographical area that encloses urban areas with the highest concentrations in the world for population, industrialization and income generation. SEA aims to qualify among the highest international airport operators with the most efficient and advanced service and cargo levels for passengers and cargo traffic.

For more information on SEA, visit: www.seamilano.eu

About IBM Global Technology Services

IBM Global Technology Services offers end-to-end IT consulting and business services supported by an unparalleled global delivery network that is transforming its business to lead in an era of Cognitive and Cloud. As a cloud services integrator, GTS is managing the services and underlying infrastructure in an integrated and unified way. It is modernizing clients' IT environments to help them meet the increasingly complex customer demands. GTS provides clients with innovative technology solutions that help them to improve their business processes and in turn, profitability.

For more information on IBM Global Technology Services, visit: <http://ibm.com/services>

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