

## Esprinet and Dectar strengthen Italy's digital Sovereignty through a strategic alliance focused on AI, cybersecurity and protection of critical infrastructure

**Cosenza, June 23, 2026** - Esprinet, an Italian multinational group leader in Southern Europe in the distribution of high-tech products and the provision of applications and services for digital transformation and the green transition, **is strengthening its commitment to cybersecurity through a strategic alliance with Dectar**, an Italian company specialized in cybersecurity with the aim of promoting sovereign technologies, protecting data and critical infrastructures and contributing to the creation of a more resilient, competitive and autonomous digital ecosystem.

The agreement also grants the Esprinet Group the exclusive distribution rights of Dectar solutions within the Public Administration sector. This strategically significant decision forms part of a broader effort to strengthen Digital Sovereignty, a key priority for both companies, which are committed to promoting secure, reliable technologies developed within a national and European technological ecosystem, capable of ensuring greater control over data and critical infrastructures.

Digital sovereignty, artificial intelligence and cybersecurity were the central themes of the speech delivered by **Giovanni Testa, Chief Executive Officer and General Manager of Esprinet**, at the event **"The challenge of European digital sovereignty between Artificial Intelligence and cybersecurity: a strategic turning point for the South"**, organized by Dectar in collaboration with the University of Calabria and hosted at the University of Cosenza.

Among the solutions at the core of the partnership is **ACSIA SOS**, which has demonstrated high effectiveness in preventing and managing cyber threats, enabling the proactive blocking or interception of **98% of malicious events and intrusion attempts**. Over the past **30 days**, the solution has detected **540,550 events classified as threats**, with a **false positive rate of zero**. At the same time, **99% of complex remediation procedures** were successfully initiated and completed thanks to the combined efforts of the Security Operations Center and the platform's automation mechanisms, reducing the average response time to just a few minutes and ensuring business continuity.

The scenario underscores the urgency of the issue. According to ENISA data covering the period from July 1, 2024, and June 30, 2025, approximately **4,875 significant cyber**

**incidents affecting European organizations were analyzed.** In Italy too the situation remains particularly critical: according to the Clusit Report, the Country accounts for approximately 10% of global cyberattacks – one of the highest rates in the world – with a significant increase in serious incidents compared with the previous year. **Public Administration, industry, transportation, and media** are among the sectors most exposed to cyber threats.

*“Esprinet is evolving from distribution leader into a key player in professional services, cybersecurity, artificial intelligence, and systems integration. In this journey, the strategic partnership with Dectar represents a crucial milestone: we aim to promote cybersecurity technologies developed in Italy, strengthen control over data and critical infrastructures and contribute to building a more resilient, competitive, and autonomous digital ecosystem. We believe that the future is built by investing in skills and young talent, which is why we are pleased to have discussed these topics at the University of Calabria, in a region that can make a significant contribution to the Country’s digital sovereignty”* declared **Giovanni Testa, Chief Executive Officer and General Manager of Esprinet.**

Cybercrime is now one of the world’s most significant economic threats, with an estimated annual impact exceeding **10.5 trillion dollars**. When compared to the world’s leading economies, cybercrime would rank behind only the United States and China, effectively making it the world’s **third-largest economy**. This highlights how cyber risk is no longer merely a technological issue, but a critical economic, industrial, and strategic challenge.

In this context, Esprinet is evolving toward a model increasingly focused on high-value-added services. In 2025, the Group reported **revenue of 4.3 billion euros**, employed over **1,800 people**, distributed **850 brands**, and served **34,000 active customers**. In the cybersecurity sector, the Group achieved € 221 million in revenue in 2025, **up from € 199.4 million in 2024, with a market share of 21%.**

*“This partnership with Esprinet represents a strategic step toward accelerating the adoption of cybersecurity technologies developed entirely in our Country. We are convinced that digital security cannot be separated from technological sovereignty: having local expertise, research, and intellectual property means ensuring greater control, transparency, and resilience for organizations. Thanks to our distribution partner’s extensive reach and experience, we will be able to bring our innovation to an ever-growing number of companies and institutions, helping to build a more secure, autonomous, and competitive digital ecosystem,”* said **Stefan Umit Uygur, Chief Executive Officer of Dectar.**

The Group evolution goes hand in hand with the expansion of the Services Division and the creation of Innovexya, a cross-company and cross-country Market Area focused on **AI, cloud, cybersecurity, and systems integration**. In this perspective, the strategic alliance with Dectar represents a key step toward promoting cybersecurity solutions developed in Italy, strengthening data control, and contributing to the protection of critical infrastructure.

**Esprinet Group**, a leader in Southern Europe in the distribution of high-tech products and the provision of applications and services for digital transformation and green transition, is a group of companies acting under the direction of the holding company Esprinet S.p.A. With 1,800 employees and €4.3 billion in revenue in 2025, the Group's companies operate through three main brands: Esprinet, V-Valley, and Zeliotech. Since 2025 it has also been present in Benelux and Ireland, as well as in Italy, Spain, Portugal and Morocco. The parent company (PRT:IM – ISIN IT0003850929) is listed on the Italian Stock Exchange in the Euronext STAR Milan segment and participates in the UN Global Compact, adhering to its approach based on the principles of responsible business.

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