



Company Overview 2013

- **Company mission:**
To be the "Partner of reference" for our customers in implementing "tailored" solutions that can be integrated with existing infrastructures, to best meet their business challenges and protect their investment.

- **Established in:** 1986

- **Employees:** 230+

- **Customers:** 500+

- **Principal Markets:**
Primeur has a strong presence in the following markets:

[Financial Services](#)

The leading Italian banking and insurance institutions and other major European financial institutions

[Industry and Services](#)

The main companies operating in the automotive, aerospace, manufacturing and defence sectors

[Telecommunications](#)

The principal Italian telephone operators and other important European operators

[Public Administration](#)

Public Utility Companies/Agencies, Social Security Agencies, Central and Local Administration

Company Profile

Primeur is a multinational company and one of the main producers of middleware solutions for heterogeneous IT systems. Primeur is specialized in the management of companies' static data and data that is transferred both within the organization and to the outside world. It is a leader in solutions for End-to-End Governance of data flows, Managed File Transfer (MFT), End-to-End Security and File Control and Traceability technologies. Primeur provides software and services for SOA (Service Oriented Architecture), communication middleware, legacy application integration and data security. With more than 500 customers world wide - including large companies operating across all sectors - it has branches and distributors in Europe, the US, South America and Asia Pacific.

Primeur's Solutions

For more than twenty years, Primeur has been developing solutions, under the Spazio brand, capable of supporting multiple heterogeneous platforms and communication protocols that can be integrated with products from the leading international software vendors.

- **Spazio Enterprise File Services:** a set of solutions that offers services for the management of files throughout their life cycle and increases the operational efficiency and optimization of IT systems. The suite offers a range of functionality:

- **Secure Managed File Transfer:**

addresses all the problems associated with non-managed file transfer through a line of solutions and Add-Ons.

- **File Governance:**

provides end-to-end management and control of file flows.

- **Spazio e-M.A.I.L.:**

a solution for the occasional transfer of large files and for the management of e-mail attachments.

- **Security & Compliance:**

offers encryption, authentication and authorization functionality for files and messages, fully compliant with international standards and certifications.

- **Add-On products for Third Party software:** these make it possible to extend the native functionality of third party software.

Primeur has developed its offerings in three technological areas:

- Integration
- Security
- Asset & Service Management

Through a combination of solutions, services and project-related activities provided by qualified Competence Centers, Primeur can meet the needs of all types of companies.

Integration

Primeur offers solutions, project, skills and services in the following areas:

- **Managed File Transfer** - the Company's main market segment, in which it has developed a set of solutions for the managed control and end-to-end visibility of file transfer and the occasional sending of large files.
- **Application Lifecycle Management** In addition to its consultancy activity, Primeur has developed a series of Add-Ons to IBM Rational tools that extend their functionality and make them easier to use.
- **Business Integration & SOA** - for integration of Primeur solutions with the technologies of other vendors, in particular with IBM (for the WebSphere, Rational, Tivoli, Information Management and System Z brands).
- **Open Source** - Analysis and evaluation of free Open Source software to be integrated with the Primeur solutions.

Security

The Primeur Security offerings consist of the following lines of business:

- **Data Security:** provides solutions, competence and services for data security.
- **IAM:** provides consultancy and services in the area of Identity Management, Access Control, Strong Authentication and ESSO (Enterprise Single Sign-On).
- **Network Security:** offers expertise and services in the area of perimeter defense, such as Vulnerability Assessment for both applications and infrastructures, and protection of end points using NAC (Network Access Control) technologies.

Asset & Service Management

Primeur Asset & Service Management offers skills for the analysis and implementation of projects, solutions and components according to specific customer requirements. Particular attention is focused on the analysis and control of business processes for the management of both industrial and IT Assets.

Primeur also offers solutions and services for Spazio solutions and for IBM Tivoli, IBM WebSphere and Open Source products.

Laboratories and Competence Centers

Primeur spends more than 25% of its turnover on research and development. Through its Laboratories in Italy and abroad, Primeur develops middleware software for its own solutions, undertakes specialized activity to support its Customers - also on niche technologies, systems and applications - and invests in the training of expert technicians with qualified skills.

In addition, in order to respond to customer needs, Primeur has created dedicated Competence Centers associated with its technological reference areas (Integration and Security). The Competence Centers are highly specialized structures that undertake project activities using innovative market products and technologies.

Strategic Partnerships

Primeur is a Premier IBM Business Partner. Since 2007 it has presided over Guide Share Europe for the Italy-Greece region. In addition it is also a member of the WebSphere and IBM Rational Ensemble-Jazz Community.

Primeur has entered into numerous partnerships with leading companies at an international level. These includes: CosmoCom, Data Vantage, CSL, DataKinetics, Direct Computer Resources, Green Hat, GT Software, Horizont, Novell, SafeNet, Sophos, Tel Alert, Thales.

Company Structure

The Primeur Group is made up of various operating units in Italy and abroad, and is represented by partners/distributors in other countries. As well as Primeur subsidiaries in Spain, UK, Ireland, and Switzerland which have existed for many years, Primeur subsidiaries have recently been opened in France and North America.

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