

## Press release

# Deloitte Consulting to acquire Unisys Italy's SAP practice; Unisys core business in Italy unaffected by agreement

**Milan, Italy, October 21, 2016** – Deloitte Consulting today announced a definitive agreement to acquire Unisys Italy's practice specialising in SAP. Unisys' core business in Italy, which provides client services for organisations in government, the commercial industries and financial services, is unaffected by the agreement.

Unisys' local SAP practice, including its 68 employees and clients, will transfer to Deloitte in Italy under the terms of the agreement, financial terms of which will not be disclosed. The transaction is expected to close in December 2016, pending customary closing conditions.

The acquisition of Unisys Italy's SAP practice will see new employees and clients join Deloitte's existing practice of over 16,000 Global SAP specialists, of which 3,600 are in EMEA.

"It's important to invest in innovative solutions and keep pace with the market in order to make the Deloitte offering stronger," said **Pierluigi Brienza, Deloitte Consulting Leader for Italy**. "I'm therefore confident that the decision to acquire Unisys' SAP practice in Italy, a well-recognized group of skilled professionals from an innovative company, takes us forward."

"Deloitte's proposed acquisition of Unisys Italy's SAP practice can deliver new value and it will contribute to accelerate our growth strategy aimed at doubling our SAP market presence in EMEA over the next three years," said **Luca Pirovano, Deloitte EMEA SAP Leader**.

**Tom Higgins, Vice President and General Manager, Unisys EMEA**, said: "Unisys' core business in Italy is unaffected by the sale of the SAP practice, and we remain committed to serving our existing clients and growing the business in country in alignment with the rest of our EMEA operations. We plan to do so consistent with



Unisys' global strategic focus on vertical industries, including financial services, government and commercial, where we provide high-value and integrated solutions that combine domain knowledge with leverageable capabilities."

Unisys associates in Italy, located in Milan and Rome, will continue to focus on end user services and support, applications services, cloud and infrastructure projects and security, in alignment with the company's global service lines. Of Unisys' four regions, EMEA represented approximately 30 percent of global revenues in 2015 and employs more than 3,700 associates.

Deloitte Consulting in Italy totals about 2,000 professionals and delivers services from strategy to execution. Deloitte is the second largest SAP provider in the world and has earned multiple honours from SAP, including being the recipient of the prestigious 2016 S/4 Hana SAP Pinnacle Awards.

### **About Deloitte**

Deloitte is one of the largest professional services network in Italy. Deloitte's professional services are rendered by various separate and independent firms, specialised in the single professional areas, which are all part of the Deloitte network. Today, the Italian network employs over 4,600 professionals who help their clients excel thanks to the confidence in the high level of service, in our multidisciplinary offering and our widespread geographical coverage. With a globally connected network of member firms in more than 150 countries and territories, Deloitte brings world-class capabilities and high-quality service to clients, delivering the insights they need to address their most complex business challenges. Deloitte's more than 244,000 professionals are committed to becoming the standard of excellence.

[www.deloitte.com](http://www.deloitte.com)

### **About Unisys**

Unisys is a global information technology company that works with many of the world's largest companies and government organizations to solve their most pressing IT and business challenges. Unisys specializes in providing integrated, leading-edge solutions to clients in the government, financial services and commercial markets. With more than 20,000 employees serving clients around the world, Unisys offerings include cloud and infrastructure services, application services, security solutions, and high-end server technology. For more information, visit [www.unisys.com](http://www.unisys.com).

Follow Unisys on [Twitter](#) and [LinkedIn](#).

### **Contacts**



---

Michela Migliora  
Press relations Deloitte  
Tel: +39 02 83326028  
Email: [mimigliora@deloitte.it](mailto:mimigliora@deloitte.it)

Nicola Comelli  
Barabino & Partners  
Tel: +39 02 72023535  
Mob: +39 392 1755488  
Email: [n.comelli@barabino.it](mailto:n.comelli@barabino.it)

Rossana Garavaglia  
Barabino & Partners  
Tel: +39 02 72023535  
Mob: +39 333 6309139  
Email: [r.garavaglia@barabino.it](mailto:r.garavaglia@barabino.it)

---

Nick Miles  
Communications Director, Unisys EMEA  
Tel: +44(0)7808 391543  
Email: [nick.miles@unisys.com](mailto:nick.miles@unisys.com)

---