

CASE STUDY

PUBLIC ADMINISTRATION, ITALY:

JOINT CONTRIBUTION TO DIGITALISATION

A group of companies led by Vodafone Italia S.p.A. has been awarded the contract for LAN solutions for public administration in Italy. Datwyler IT Infra is the exclusive supplier of passive cabling systems.

Datwyler's framework agreement with Vodafone Italia S.p.A. has a term of 18 months and can be extended for a further six months. It is based on the public tender "Supply, maintenance and services for Local Area Networks, ed. 8" – also known as "Local Area Networks 8" – launched by the Italian central purchasing body Consip S.p.A. and carried out in December 2022.

Consip is a public institution based in Rome, founded in 1997. Its main task is to promote the evolution of the public purchasing processes, providing administrations with tools and services to manage their purchases, stimulating enterprises to compete, and rationalising and reducing public expenditure.

It is responsible for concluding comprehensive contracts for the purchase of goods and services on the most favourable terms possible.

For Datwyler this project involved a great deal of technical, financial and organisational effort. Adjustments to



fulfil the technical specifications of the tender were necessary and all documentation requirements had to be met. Extensive cost and risk assessments were also required during the bidding phase.

More than 200 items

The effort was worth it: Datwyler IT Infra's agreement with Vodafone Italia S.p.A. includes a list of more than 200 items, including cables, pre-assembled cable products and various components in copper and fibre optic technology for data centre cabling solutions in public buildings of all sizes and types. These include, among others, ministries, authorities, local authorities, hospitals, barracks, schools and universities.

During the contract period Datwyler can rely on the logistical, administrative and financial support of three of its long-standing local sales partners: the companies Esprinet (future Zeliotech), Coel Distribution and Sirius, who deliver the cabling products to the installation locations.



Investments in the billions

In the planned new cabling – thank to this framework agreement too – Italian public administration could benefit from the PNRR recovery and resilience plan, in which the Italian government and the European Union have set strategic investments worth billions for modernisation. Digitalisation is the first of six pillars.

After the contract was awarded Datwyler immediately made preparations to be able to produce and deliver

large quantities of material in a relatively short period of time. The first stocks have already been distributed – via a complex supply chain that has been adapted here and there to specific needs. Fortunately there are well-rehearsed teams available at the Datwyler IT Infra locations in Altdorf, Děčín and Taicang who work towards the common goal with competence and foresight.

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