



Press release 11.5.2020

It was spring 2015 when Libelium and SIDeA signed their first agreement to promote Libelium's IoT solutions in Italy. Since then the two companies worked together as real partners developing a tight relationship encompassing all aspects: technical, commercial and personal.

Always ready to exchange information and suggestions on the newly Libelium presented products on the market and in marketing development, SIDeA in 2018 was among the first three of companies to be awarded the role of ATS (Authorized Technical Service) provider so to allow Italian customer to get a faster response to any technical problem they could incur in using and deploying Libelium's solutions.

It was during the annual meeting in Zaragoza in 2019 when SIDeA proposed to Libelium to extend the training activity, until then held only in Libelium's headquarters, also to qualified partners so to allow prospect customers to receive such training in their local language and reducing traveling costs.

Due to our excellent relationship both with Libelium's management, commercial and technical divisions this proposal was well accepted and has gone through months of cooperation in refining details so to provide an effective service to customers.

Seldom, in the business world, the word "partnership" implies its actual meaning: Libelium and SIDeA always believed in it. And this is the power of our mutual relationship.

We are very proud of the outcome and of the trust that Libelium has proved in working with us at all levels in bringing our proposal to reality. SIDeA is Libelium's first ATT (Authorized Technical Trainer) and will issue its calendar of courses briefly.

A "local" ATT – based in a strategic locality, as Milano is for Italy - provides participants of the following main benefits:

- Easier and cheaper traveling costs
- Local language (Italian in our case) used during the courses (although English can be used if required by the customer)
- Ease of contact after the course to provide hints and/or solutions to specific problems

SIDeA will issue such courses both in its headquarters in Milano (whenever will be possible due to COVID 19 situation) and in an "on-line remote" way

A handwritten signature in blue ink, appearing to be "Fausto Distanti".

Fausto Distanti

CEO –SIDeA srl