





FOUNDATION

1990's – 2000's

HITRAC is established in 1992 as a spin-off of Liebert-Hiross (today's Vertiv), a global leader in technologies for critical infrastructures, at that time part of Emerson Group

EARLY STAGES

2000's – 2010's

HITRAC, after a reorganization process ended in late 90's, become a well recognized player within its reference market completing important projects with "Tier I" customers both in Italy and abroad

GROWTH

2010's – 2020's

HITRAC's growth path reaches new heights, more than doubling the turnover from € 20 to € 45 millions. The increasing know-how and experience gained from working with large industrial groups allows the company to improve its skills of efficiency and flexibility

CONSOLIDATION & EXPANSION

2021-2025

HITRAC partners with B4 to lead the next phase of the company development through the consolidation of the leadership within the domestic market and the expansion into new geographies to become an international key player in the provision of services for the critical infrastructures



HITRAC - KEY NUMBERS (2/2)

SKILLED WORKFORCE



20

Engineering & Project
MGMT



90

Field Engineers



15

Account & Marketing



10

Administration & Finance



160

Contractors



~ 300

Human resources

HIGHLIGHTS 2021

In April 2021, the agreement between **B4 H II - EuVECA Fund**, Fabrizio Mainas, and some other top managers of the company was finalised.

The partnership is aimed at supporting HITRAC in achieving an important "step up" in its **growth and development**, in order to further consolidate its position within the domestic market and progressively increase its penetration of specific strategically important international markets

GIANNI
ORIGONI &


pwc

G&A
Giamitri & Associati
Consulenza fiscale e societaria organizzativa

 prometeia

BPER:
Banca

LEXACTA
Global Legal Advice

HIGHLIGHTS 2021

Significant outstanding contracts



NOOVLE - building of one of the largest and most advanced data center in Italy for Noovle (the Italian JV between Telecom Italia and Google)



Presidenza del Consiglio dei Ministri - maintenance for 3+3+3 years of the headquarters in Rome



National Cybersecurity Agency - headquarter of the National Cybersecurity Agency in Rome



consip

CONSIP - two relevant lots (covering the areas of Lombardy/Emilia Romagna and Campania/Apulia/Calabria/Sicily) by for the service and maintenance of some relevant public structures



ACEA - data center at the head office in Rome



GEOGRAPHIC PRESENCE

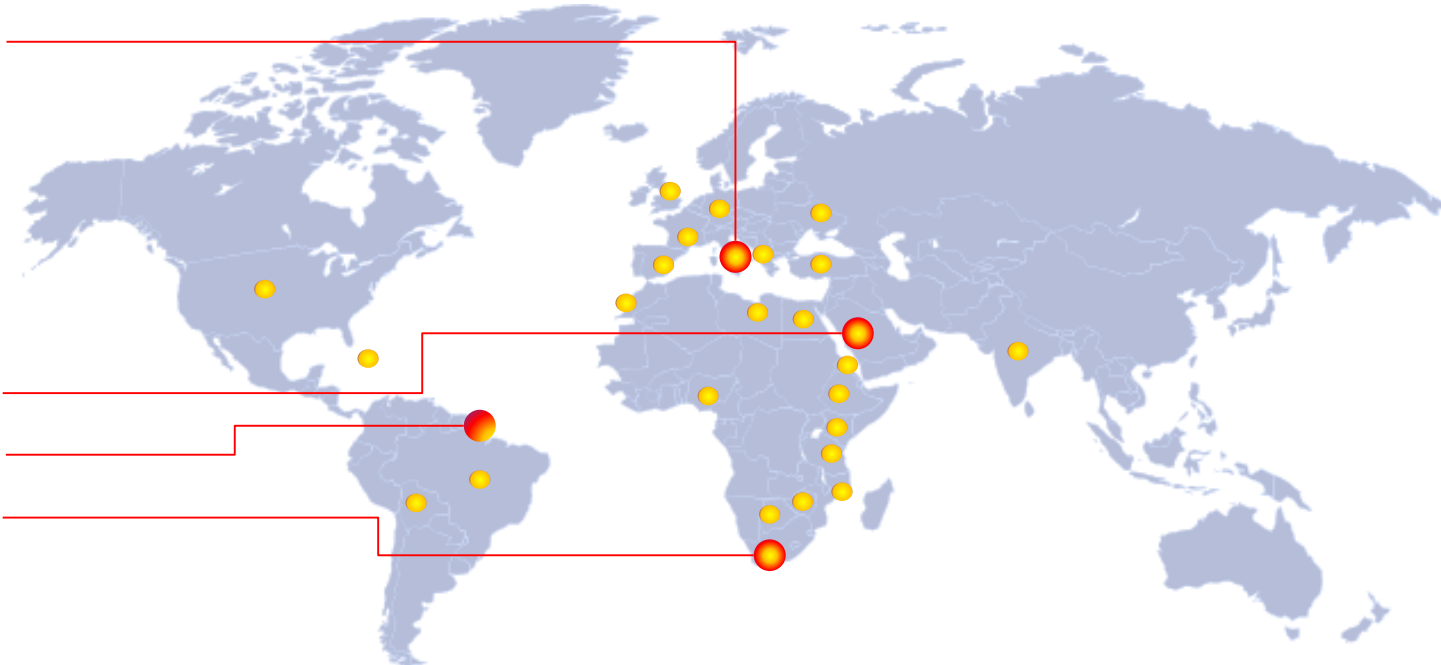
ITALY

- Rome HQ
- Milan
- Udine
- Florence
- Padua
- Bologna

SAUDI ARABIA

FRENCH GUIANA

SOUTH AFRICA



HITRAC has implemented complex projects in over 40 countries, including: *Brazil, Bolivia, Botswana, Croatia, Csi, Cuba, Egypt, Eritrea, Ethiopia, France, Germany, French Guiana, India, England, Kenya, Libya, Morocco, Mozambique, Nigeria, Netherlands, Spain, Tanzania, Turkey, Ukraine, U.S.A, Zimbabwe*

LOCAL PRESENCE

6

DIRECT BRANCHES

3000 SQM

WAREHOUSE IN THE TERRITORY

~ 300

PEOPLE

75% WORKFORCE

SPECIALIZED TECHNICIANS

65

VEHICLES EQUIPPED WITH MOBILE WORKSHOPS

HITRAC is currently present in all Italian regions with maintenance sites and garrisons



MAIN ACTIVITIES



COOLING

- Direct Expansion Systems
- Chilled Water Systems
- Precision Air Conditioning
- Comfort Climate
- Climate Chambers
- Aeraulic Systems



POWER

- Electrical Installations
- LV/MV Cabins
- Distribution Panels
- Continuity Groups
- Generator Groups



DATA CENTER

- Infrastructure
- Structured Cabling
- Active and Passive Parts
- Precision Conditioning
- Accessory Installations



TELECOMMUNICATIONS

- Switching Centers
- Radio Base Stations
- PABAX
- Access & Transport
- Structured Cabling LAN
- MAN, WAN
- Radio & Satellite Links
- UHF-VHF Radio Systems
- Public Address



CIVIL WORKS

- Floating Floors
- Countertops
- Soundproofing
- Tower Engineering
- Building Renovation



SECURITY

- CCTV
- Access Control
- Intrusion Detection Systems
- Fire Alarm Systems
- Antishiplifting Systems



RENEWABLE POWER

- Cogeneration Plants
- Tri-generation
- Photovoltaic
- Wind
- Hybrid Systems

PROJECT LIFECYCLE

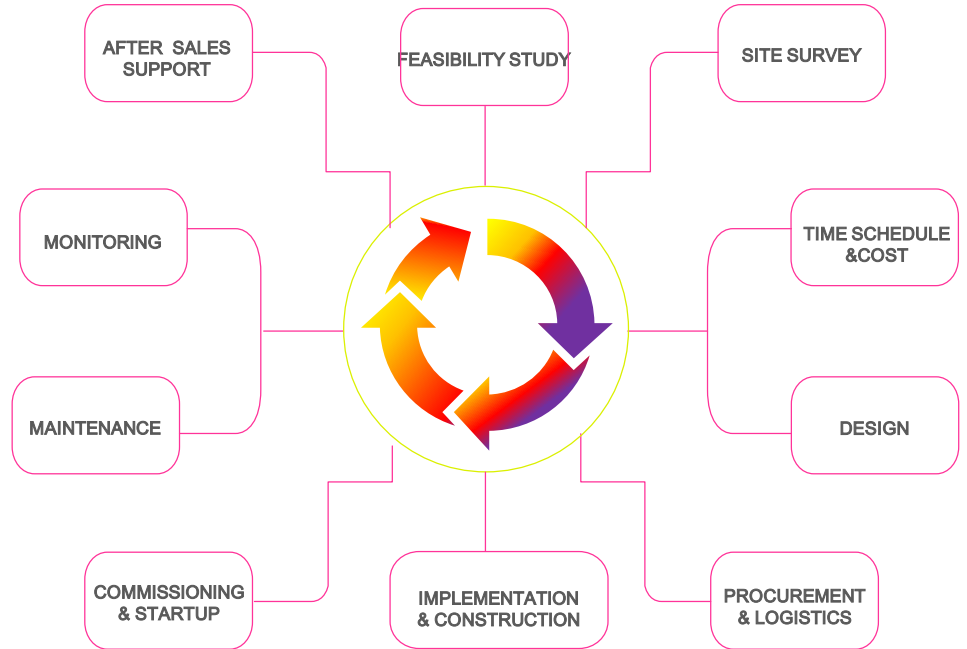
HITRAC bases its project development on four pillars:

PEOPLE - an interdisciplinary team that ensures the right mix of skills, vital to effective project execution

PROCESSES - from feasibility studies, to after-sales support, the company implements resilience strategies that ensure the smooth sailing of the project

ENGINEERING AND DESIGN - the design and execution of each job is done according to strict national and international quality standards (i.e. ISO 9001, ISO 14001, ISO 45001, SOA and SA8000)

TECHNOLOGY - the collaboration with advanced Italian scientific research institutes allows HITRAC to develop and continuously improve its know-how and to provide customers with technologically advanced solutions





RESILIENCE STRATEGY

To ensure the best results, HITRAC implements resilience strategies on complex projects. Over time, the company has developed the ability to **adapt and reorganize** to deal with any problems that may arise during the implementation phase of the project.

The resilience strategy consists of a risk assessment of the project and the identification of the critical phases in order to develop a **recovery plan for each critical phase**.

This is done in **4 steps**:

1. **Risk Assessment** - identify critical project points
2. **Reflection** - coordinate team roles and responsibilities
3. **Action Plan** - analyze and plan the necessary actions to be taken
4. **Roll Out Plan** - implement the Recovery plan to the Master Project



BUSINESS SEGMENTS

MILITARY & DEFENCE

AISE
DIS
Leonardo
MBDA
NATO
Aeronautica Militare



DATA CENTERS

Cineca
Aeroporti di Roma
Aci Informatica
Noovle
Lottomatica
CAV



TELECOMMUNICATIONS

Telecom Sparkle
Rai Way
Fastweb
WindTre
Telecom Italia



FACILITIES

FAO
CDP
Acea
Unicredit
Generali
Consp



SPECIAL PROJECTS

Telespazio
ESA
AVIO
Expo Milano
Cappella Sistina
CNR



REFERENCES EXPERIENCE

MILITARY & DEFENCE

- o LEONARDO Cyber security
- o LEONARDO Land&Battlefield
- o LEONARDO Helicopters
- o LEONARDO Electronics
- o LEONARDO Aircraft division
- o MBDA
- o AERONAUTICA MILITARE
- o NATO
- o AISE

FACILITY

- o F.A.O. U.N. Agency
- o Cassa Depositi e Prestiti
- o Presidenza Del Consiglio
- o Unicredit Bank
- o BNL BNP Paribas
- o ACI Informatica
- o ACEA
- o LOTTOMATICA
- o INFN
- o HONDA Motor Europe
- o ABI Bancaria Immobiliare
- o NOTARTEL
- o Officine Meccaniche DANIELI
- o ISPRA
- o CONSIP LOTTO 11 LAZIO

DATA CENTER

- o TELECOM ITALIA
- o TIM
- o BCC
- o BNL – BNP Paribas
- o THOMPSON-REUTERS
- o ALITALIA
- o ADR
- o BPER
- o WIND
- o LOTTOMATICA
- o UNICREDIT - BANK
- o NOTARTEL
- o TELECOM Sparkle
- o EUR - TEL
- o ACEA SPA
- o CINECA
- o SOGEI
- o ACEA
- o ABI
- o NOOVLE
- o ACEA RETI

SPECIAL PROJECTS

- o Tanzania Railways
- o Danieli Officine Meccaniche
- o Telespazio Matera
- o Auditorium Roma
- o INFN Roma
- o ESA French Guiana
- o LEONARDO
- o Wind Farm South Africa
- o BNL
- o EXPO Milano
- o CNR
- o UN General Services
- o Vaticano Cappella Sistina
- o Guinea Equatoriale DVB

TELECOMUNICAZIONI

- o TELECOM Italia
- o TIM
- o WIND 3
- o TIM Sparkle
- o RAI WAY
- o FASTWEB

DATA CENTER EXPERIENCE

DATA CENTER - Maintenance

- F.A.O. U.N. Agency
- Cassa Depositi e Prestiti
- AISI - Presidenza Del Consiglio
- BNL BNP – Paribas DATA CENTER
- ACI Informatica
- ACEA DATA CENTER
- LOTTOMATICA
- INFN
- HONDA Motor Europe
- ABI Bancaria Immobiliare
- NOTARTEL
- Officine Meccaniche DANIELI
- ISPRA
- CINECA RM – MI – BO – NA
- LIDL ITALIA

DATA CENTER - New Implementations

- TELECOM ITALIA
- TIM
- TELECOM Sparkle
- BCC
- BNL – BNP Paribas
- THOMSON-REUTERS
- ALITALIA
- ADR
- WIND
- LOTTOMATICA
- UNICREDIT - BANK
- NOTARTEL
- ABI
- SINCOTRONE Trieste
- LEONARDO Land & Battlefied
- LEONARDO Helicopters
- LEONARDO Electronics
- LEONARDO Aircraft division
- AERONAUTICA MILITARE
- NATO
- AISE
- EUR - TEL
- ACEA SPA
- CINECA Cons. UNIVERSITA'
- SOGEI
- ACEA
- INFN - Roma
- ESA - European Space Agency

DATA CENTER - On Going Projects

- MBDA
- BPER Banca
- Cassa Depositi e Prestiti
- Presidenza del Consiglio dei Ministri
- CINECA Bologna
- CINECA ROMA - NETFLIX
- ACI INFORMATICA
- CAV - Autostrade Venete
- LEONARDO Cyber security
- ECMWF
- ACEA Reti
- NOOVLE
- Telecom Sparkle London
- Digital Panama Gateway Corazal



QUALITY CONTROL COLD MIND

GLOBAL FAST PROJECT

HITRAC is able to:

- Provide rapid response to all clients' necessities
- Ensure the prompt availability of highly qualified and skilled technicians all over the world
- Complete construction works in fastly



RESEARCH & DEVELOPMENT

WE SUCCESSFULLY COOPERATE WITH TWO OF THE MOST RECOGNISED ITALIAN ORGANIZATION

IN THE FIELD OF SCIENTIFIC RESEARCH:

- “La Sapienza” University of Rome
- INFN, National Institute of Nuclear Physics

We are in pursuit to continuously develop and improve our know how to provide constantly evolving better technological and more efficient solutions for our clients



SAPIENZA
UNIVERSITÀ DI ROMA



STANDARD & QUALITY CERTIFICATIONS

We design and develop projects according to international standards:

- Quality management system
- Environmental management system
- Management system for the health and safety of workers



ISO 9001:2015

Certificate n° 10278889 issued by LRQ Assurance Italy Srl



ISO 14001:2015

Certificate n. 10278887 issued by LRQ Assurance Italy Srl



ISO 45001:2018

Certificate n. 10278885 issued by LRQ Assurance Italy Srl



SA 8000:2014

Certificate N. IT288672 issued by Bureau Veritas Certification Holding SAS



0142



The above-mentioned management system applies to the following activities:

“Design, installation, running, maintenance and servicing of technological fittings, namely electric power, air conditioning and treatment, telecommunications and data transmission, anti-intrusion, video surveillance and firefighting system. Design and construction of related civil works. Operation and Maintenance of heating systems”.

SOA CERTIFICATIONS

- OG11** **UNLIMITED**
Technological systems
- OG1** **VII**
Civil Works
- OG10** **III - BIS**
Plants for the transformation of high/medium voltage and the distribution of alternating and direct current electricity and public lighting systems
- OS19** **III- BIS**
Telecommunications and transmission network and processing installations



A silhouette of a person standing on a rocky cliff, looking out over the ocean at sunset. The sun is low on the horizon, creating a warm, golden glow. The person is wearing a hoodie and shorts. The background shows a vast expanse of water and a clear sky.

OUR MISSION

Optimising projects, delivering fully operational structures, aiming to the highest quality.

With the solid experience and skill of our professionals as a base we can always provide better solutions and services in terms of quality, price and performance.



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