

COM.TEL AND INTERTOUCH ANNOUNCE STRATEGIC PARTNERSHIP

The synergies between the two companies present a unique opportunity to drive mutual growth in the hospitality sector in Italy and beyond

Milan, 19th April 2021: Com.tel, leading telecommunications infrastructure provider in Italy and interTouch, the leading provider of cloud-based Internet and guest-facing technologies to the global hospitality industry, have announced that they have entered into a strategic partnership with the aim to accelerate mutual growth in the hospitality sector across Italy.

Over the past 20 years, interTouch has been powering the world's best hotels to deliver superior digital guest experiences. With installations in over 60 countries representing more than 320,000 hotel rooms, interTouch has become one of the largest, most successful and trusted providers of integrated guest-facing technologies that enables hotel guests to connect and control their digital experience.

“Over the course of this year, the hospitality market was the most affected industry by the global health crisis. Com.tel is committed to helping this industry through the transition into what will become the “new normal”. In addition to the competencies and skills honed over years in the game, our partnership with interTouch, the leading brand in the market for hospitality technology, will be fundamental in leading the market through the process of renewal and innovation which will allow it to recover and come back stronger than ever,” said Mattia Conti, Enterprise Business Unit Director at Com.tel

Augusta Claudia Lizzani, added “The partnership with interTouch is not only strategic, but truly indispensable for the continuation of a process of growth and innovation in the hospitality market. By combining our resources and knowledge of the local market with the skillset of the leading brand in the global technology industry we are certain to be able to further elevate the standard of service we provide to each client, with the passion and dedication which characterises both of our companies.”

Headquartered in Milan with 20 offices across the country, Com.tel has been servicing the Italian hospitality sector for over 15 years. Today, its leading telecommunications infrastructure solutions are available in over 200 hotels in Italy, and as a strategic partner of interTouch, the company will now be able to offer all interTouch solutions to hotels across the country to help them further enhance their digital guest journey.

“We are very excited to partner with Com.tel to accelerate our growth in Italy by making our guest-facing technology solutions available locally through their expert team on the ground. Com.tel's unrivalled local footprint enables the team to be on site anywhere in the country within two hours to provide the customer support and bespoke innovative solutions our partner hotels have entrusted us with around the world,” said Michael Vargosko, Managing Director for Europe, the Middle East, Africa, India, Latin America and the Caribbean at interTouch.

Through the strategic partnership, all interTouch solutions will be provided locally by Com.tel including interTouch Cloud for guest internet connectivity, interTouch Passpoint for secure WIFI authentication, interTouch Telephony for hotel PBX Solutions, interTouch Cast for in-room casting, interTouch Entertainment for in-room entertainment and interTouch Assistant for in-room virtual assistants.

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About Com.tel

Com.tel is an ICT System Integrator company on the Italian market since early 2000s, providing design, implementation and operation of infrastructure, applications, ICT solutions and services to ensure customers a competitive edge.

Since 2005 Com.tel has been a leading provider of telecommunications infrastructure in the Italian hospitality market. In Com.tel, excellent technology is accompanied by a strong sense of work ethic and expertise acquired through years of collaboration with the major national ISPs. Partnerships with the leading players in the market, together with strong commitment to provide the highest standard of guest experience is what allows us to rise to the top and fulfil the expectations of even the most demanding guest.

With more than 200 employees and 50 associates, spread all over Italy, Com.tel is putting itself forward as one of the leading ICT System Integrator, a qualified and reliable supplier of ICT solutions and services for Enterprises, Telecommunications Operators and Public Administration.

For more information, visit www.comtelitalia.it

For media inquiries please contact:

Giorgio Marchini | Marketing and Media Manager

Office: +39 06 5691 1553

Mobile: +39 331 6689800

media@comtelitalia.it

About interTouch

interTouch is the leading provider of cloud-based Internet and guest-facing technologies to the global hospitality industry. The company enables hotel guests to connect and control their digital experience through high-speed Internet, entertainment, casting, virtual/voice assistant, Passpoint and telephony solutions.

The steadfast connectivity, entertainment and virtual assistant solutions can be tailored to a hotel's brand standards whilst the company's reliable, efficient and scalable networks allow its hotel partners to take full advantage of new technology whenever it becomes available.

With installations in 60+ countries representing more than 320,000 hotel rooms, interTouch has become one of the largest and most trusted providers of integrated guest-facing technologies in the hospitality sector.

Established in 1998 with more than 30 offices globally, interTouch is wholly owned by investment firm Gate Worldwide Holdings.

For more information, visit www.intertouch.com

For media inquiries please contact:

Anne Bleeker | Managing Director In2 Consulting

Office: +971 4 455 8499

Mobile: +971 56 603 0886

anne@in2consulting.com