



# EPV Sales in Italy

EPV Technologies – XI Partners Day

September 25th, 2019

# Agenda

Start time	Presentation	Speakers
09:30	EPV update	Fabio & Mark
10:15	EPV sales in Italy	Danilo & Simone
10:45	coffee break	
11:00	EPV in Benelux and Israel	Benny
11:30	EPV in UK	Nathan
12:00	EPV in Spain	Pedro
12:30	lunch	
14:30	EPV in France	Jean Claude
15:00	EPV in DACH	Hartmut
15:30	Final discussion	All
16:30	end of meeting	

# Sales in Italy

# Likely sales in 2018

- ▶ UNIPOL – EPV Graph for z/OS, EPV for z/LINUX
- ▶ POSTE ITALIANE – EPV Graph for z/OS, EPV Graph for Db2
- ▶ BPER – EPV for z/OS
- ▶ CdP – EPV for z/OS + EPV Graph for z/OS
- ▶ CdP – EPV for VMware + EPV for Unix
- ▶ CREVAL – EPV for Db2

# In reality

- ▶ UNIPOL – EPV Graph for z/OS, EPV for z/LINUX (negotiation in progress)
- ▶ POSTE ITALIANE – EPV Graph for z/OS, EPV Graph for Db2 (negotiation in progress)
- ▶ BPER – EPV for z/OS
- ▶ CdP – Suite EPV (P.O.C. in progress)
- ▶ CREVAL – EPV for Db2 (no budget, project moved to 2020)

# Sales in 2019

- ▶ GROUPAMA – + 10 lic. EPV for VMware
- ▶ TELECOM – MyEPV (rental)
- ▶ UBISS – EPV for CICS, EPV for MQ, MyEPV Quick View (waiting for contract)
- ▶ UNIPOL – EPV Graph for z/OS, EPV for z/LINUX (waiting for contract)
- ▶ POSTE ITALIANE – EPV Graph for z/OS, EPV Graph for Db2 (waiting for contract)
- ▶ GROUPAMA – MyEPV Quick View (waiting for contract)



# Likely sales in 2019

▶ ?

# Hot prospects

- ▶ BPER – EPV for CICS
- ▶ CSE - EPV for MQ
- ▶ BCC – EPV for CICS
- ▶ TELECOM - MyEPV Quick View
- ▶ CREVAL – EPV for Db2
- ▶ Raiffeisen – EPV for CICS
- ▶ SIA – EPV for CICS
- ▶ CREDEM – TDS replacement



