

# DATA CENTERS IN LOMBARDY

attrACT



**INVEST IN  
LOMBARDY**

**POWERED BY**



## REGIONAL ICT & DIGITAL SECTORS AT A GLANCE

## MILAN'S ICT & DIGITAL SECTORS AT A GLANCE

Industry turnover in Italy, **25%** generated in Lombardy

**71 BLN**

**ICT-Digital Innovative start up** hosted in Lombardy

**2.400**

**Companies** in Lombardy in ITC (**23%** national total)

**25.000**

**People** working on the **ICT field**

**200 K**

**Digital enabler** YoY rate growth

**+ 16%**

**Smartest city in Italy** thanks to the **Digital Transformation Plan**

**1ST**

Of Milan's total population are **Digital Natives**

**18%**

**ICT Companies in Milan** (54% regional amount)

**13.500**

**People** employed in the **ICT sector**

**140K**

Lombardy's **ICT start up** are based **in Milan**

**70%**

# LOMBARDY

## Data Centers Environment

Lombardy is the most developed Italian region in the data center and ICT sector, both considering the production value and the number of employees. The whole industry has an impact on the national total, which is equal to the 37% of the production and 35% of value-added (**NACE J63**)

**1st**

Region in Italy  
per number of  
datacenters (36  
out of about 75)

**27.250**

# **employees**, out  
of 117.135 on a  
national level  
(23%, NACE J63.1)

with a value of production (NACE J63) of

**€ 3.5 BILLION**

and a value added (NACE J63.1) of

**€1.7 BILLION**



# National and International companies in the region

Lombardy is home to around **36 data centers**. The vast majority of data center companies are located in the **Milan** province, but other interested territories are the ones of **Bergamo, Brescia, Pavia and Varese**.



# Some key players



## ARUBA

- **REVENUE:** €3.000.000.000
- **EMPLOYEES:** 6.000
- **LOCATION:** Ponte San Pietro (BG)
- **MAIN ACTIVITIES:** IT services including data centers, web-hosting, email, PEC and domain registration



## GTT COMMUNICATIONS

- **REVENUE:** €1.491.000.000
- **EMPLOYEES:** 3.200
- **LOCATION:** Milan (MI)
- **MAIN ACTIVITIES:** cloud networking, security services, internet services, ethernet, IP transit



## DATA4 GROUP

- **REVENUE:** €75.000.000
- **EMPLOYEES:** 103
- **LOCATION:** Cornaredo (MI)
- **MAIN ACTIVITIES:** a European data centers operator with facilities in France, Luxembourg and Italy



## IBM

- **REVENUE:** €77.140.000.000
- **EMPLOYEES:** 350.600
- **LOCATION:** Milan (MI)
- **MAIN ACTIVITIES:** cloud mobile, security, research, analytics, consulting, commerce, IoT



## EQUINIX

- **REVENUE:** €5.500.000.000
- **EMPLOYEES:** 8.400
- **LOCATION:** Milan (MI)
- **MAIN ACTIVITIES:** digital infrastructure company, cloud services, data security and exchange



## IRIDEOS

- **REVENUE:** €190.000.000
- **EMPLOYEES:** 700
- **LOCATION:** Milan (MI)
- **MAIN ACTIVITIES:** ICT, datacenters, cloud, cybersecurity, optic fiber, IoT, connectivity

# Lombardy Competitive Advantages



1) CLUSTERS AND DISTRICTS



2) SKILLED WORKFORCE



3) COMPLETE SUB-INDUSTRIES



4) COMPETITIVE COSTS



5) EDUCATION & RESEARCH



6) DIGITAL CONNECTIVITY

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# Competitive Advantages of opening Data centers in Lombardy



## 1) CLUSTERS AND DISTRICTS

The cluster provides a system with a united, visible, and identifiable collective identity. The peculiar environment:

- **fosters innovation**
- **strengthens companies' position** in the global marketplace
- **guarantees higher competitive advantage** and stimulates the cluster companies' **growth**



## 2) SKILLED WORKFORCE

The extraordinary geographic concentration of **high-specialized firms** allows the creation of **in-depth know-how**, which guarantees **high specialized employees** such as:

- **computer engineers**
- **cyber security experts**
- **big data analysts**



## 3) COMPLETE SUB-INDUSTRIES

The ICT sector in Lombardy includes companies working in all 4 sub-industries:

- ICT manufacturing
- Software and computer services
- Communication services
- ICT wholesaling

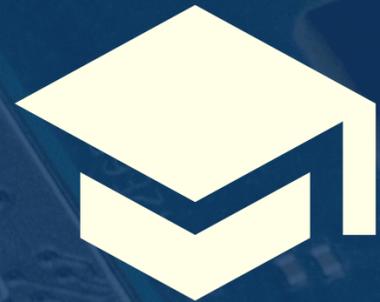
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# Competitive Advantages of opening Data centers in Lombardy



## 4) COMPETITIVE COSTS

Italy is the third most convenient country in Western Europe for manufacturing **labor costs**, with an **average of € 28,8 per hour, far below the Euro Area average (€ 30,6)**. As regards instead the energy costs, Italy settles in the average of the Western European countries (€/kwh 0,234). Finally, buying a house in Milan is around 4 times more convenient than London and 3 times more convenient than Paris.



## 5) EDUCATION & RESEARCH

**4 Universities and 2 Research centers** specialized in topics related to engineering, which form **roughly 40.000 students per year in Lombardy**



## 6) DIGITAL CONNECTIVITY

**Lombardy is the best Italian region** concerning the Digital Economy and Society Index in 2019 (DESI).

Almost **100% of Lombardy** gets ultra-fast broadband service. **Great Milan Area, Brescia** and 14 clusters will get 5G network

# WHAT CAN YOU DO IN LOMBARDY?

Lombardy is among the leading destinations in Europe for investments in the digital industry. It is the first region in Italy in terms of revenues generated (€ 3,5 bln out of €9,4 of the total turnover in 2018, equal to 37%).

There are countless benefits that come from investing in the region, as you will be able to:



## R&D

**Rely on outstanding talents with R&D skills and highly specialized know-how and worldwide renowned designers and creative thinkers**



## PRODUCTION

**Expand your subcontracting chain within an extraordinary business environment of 800.000 companies**



## MARKET

**Have access to more than 800 million european consumers and create a favourable commercial hub to the EMEA market, while consolidating marketing and sales strategies**

# SOME RECENT EXAMPLES OF FOREIGN FIRMS INVESTING IN LOMBARDY



Colt

In 2019 the company has inaugurated its new headquarters in via Lancetti in Milan. The company is also looking at Italy as the pioneer in 5G infrastructure development.



Data4

In 2019 Data4 Group, a leader French operator in the development of data centers, opened the first hub dedicated to digital exchanges between the Mediterranean Basin and Europe.



Equinix

In 2019 the company invested €8 million in order to renew the ML3 datacenter, in the south of Milan. Equinix is investing heavily in the city of Milan, considering it a strategic point for interconnection



GTT

In 2018 the US company concluded the acquisition of the Interoute Communications Holdings SA group, operating at a pan-European level in the telecommunications infrastructure sector.

## SOURCES:

<https://www.colt.net/it/what-we-do/>

<https://www.data4group.com/it/>

<https://www.equinix.it/>

<https://www.gtt.net/it-it>

# Recent Success Stories



APRIL 2020

## AMAZON WEB SERVICES

Amazon announced the inauguration of three data centers. They are all kept in secret locations for security reasons, but they are all located in Lombardy, far away enough to maintain a safety margin in the event of destabilizing events like earthquakes, but close enough for data transmission times to be minimized.



AUGUST 2020

## EQUINIX SPA

Equinix announced the opening of a new data center in Milan (ML5), in the first quarter of 2021. It is Equinix's fourth data center in the Milan area and in Italy. It will offer state-of-the-art colocation, as well as a range of advanced interconnect services, including Equinix Cloud Exchange Fabric and Equinix Internet Exchange



MAY 2020

## MICROSOFT

It is called "Ambizione Italia #digitalRestart" and is the largest investment plan by Microsoft since it arrived in Italy. The value of the operation is 1.5 billion in five years and the plan includes opening a data center and a full calendar of initiatives to spread the use of technologies such as artificial intelligence and cloud computing

# NATIONAL INCENTIVES AND FISCAL BENEFITS



## Large Investments and Area of Industrial Crisis

### Development Contracts

Incentives for investment projects of at least € 20 mln in Manufacturing, Agriculture, Tourism and Environmental protection sectors (fast lane for foreign companies)



## R&D Investments

### • Innovation Agreements

Industrial research and development activities with eligible costs between € 5 mln and € 40 mln - 20% granted by National level, 3% granted by Lombardy Region)

### • Large Project R&D

Digital agenda Sustainable Industry: industrial research and development activities in the digital fields or innovation, costs between € 5 mln and € 40 mln - subsidized loan up to 70% of the eligible costs



## Fiscal Benefits

### New investments

- Fiscal Exemption on capital Investments
- Tax Credits Industry 4.0
- Tax Credits Machineries

### R&D

- Patent Box
- Tax Credits R&D
- Tax Credits Innovation

### Human resource Training

- Industry 4.0 Training
- Employment bonuses



#### SOURCES

[https://first.aster.it/\\_aster\\_/viewNews/45884/mise-bando-grandi-progetti-r-s-a-valere-sulle-risorse-del](https://first.aster.it/_aster_/viewNews/45884/mise-bando-grandi-progetti-r-s-a-valere-sulle-risorse-del)

<https://www.regione.lombardia.it/wps/portal/istituzionale/HP/DettaglioRedazionale/servizi-e-informazioni/impres/impres-manifatturiere-artigiane-e-di-servizi/serv-competitivita-progetti-mise-svec>

# REGIONAL INCENTIVES

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## «AL VIA» Corporate Investments

Long-term financing from €50.000 to €2,85 mln at favorable rates, with a duration from 3 to 6 years

Free financial guarantee to cover up to 70% of the financing the eligible projects must be related to one of these two categories: Company Development or Relaunch of Productive Areas



## European Regional Development Fund R&D

The incentive consists of a subsidized-interest-rate medium-long term loan (3-7 years long), starting from a minimum of 100.000 up to a maximum of €1.000.000

The combination of the incentives can cover 100% of the total eligible cost of the project



# INFRASTRUCTURES & CONNECTIONS



**1.869 km**

Railway  
Network



**1.460 km**

Highways



**11.000 km**

Provincial  
roads



**4**

International  
Airports



# 4 INTERNATIONAL AIRPORTS



Lombardy offers a great availability of direct flights, directed to the main European and global destinations, such as:

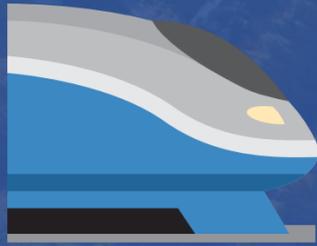
**Bergamo** - Orio al Serio

**Brescia** - Montichiari

**Milano** - Linate

**Milano** - Malpensa

- 1h to **Zurich**
- 1.30 h to **Paris**
- 1.40 h to **Berlin**
- 1.50 h to **London**
- 2h to **Madrid**
- 3.20 h to **Moscow**
- 5.45 h to **Doha**
- 6h to **Dubai**
- 8h to **New York**
- 10h to **Beijing**
- 11h to **Delhi**
- 12h to **Tokyo**
- 12h to **Taipei**
- 14h to **Hong Kong**



## OTHER MEANS OF TRANSPORT



- 400 **railway stations** in Lombardy, including the 23 located in Milan, that connect the city with the other major Italian and European destinations;
- 32 train rides to **Rome** daily;
- It is possible to get to Rome in 2h 45min with the **high speed train**;
- You can easily reach any area of the Italian peninsula through a well-maintained, privately managed **highway network**

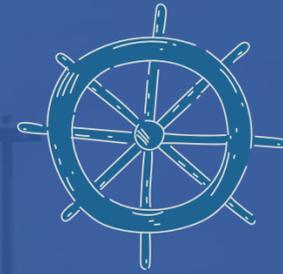
**Railways:** 1.869 km  
**Highways:** 1.460 km  
**Provincial roads:** 11.000 km

### TRAIN TRAVEL TIMES

- 3h 45 min to **Zurich**
- 7h 15 min to **Paris**
- 10h to **Wien**
- 12h to **London**
- 12h to **Berlin**
- 24h to **Madrid**



# PORTS AND NAVAL CONNECTIONS



Italy, being a peninsula, is surrounded by the sea. Consequently, many cities have a **port of strategic importance**, both from a **commercial** and a **touristic** points of view. They include:

## DISTANCES FROM MILAN:

- 2h to **Genoa**
- 3h to **Venice**
- 3.30 h to **Livorno**
- 4.30 h to **Trieste**
- 8 h to **Naples**
- 12h to **Gioia Tauro (RC)**



# SETTLEMENT OPPORTUNITIES

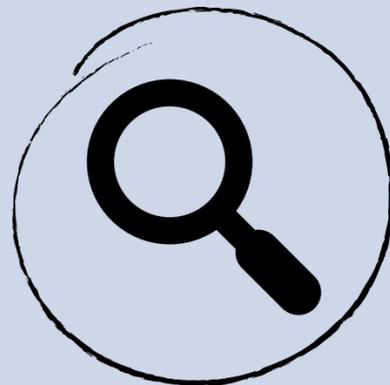
The Region offers a variety of locational opportunities (**greenfield** and **brownfield**) mapped out also through the AttrACT programme. Besides the relevant examples highlighted on the map, the dedicated team provided by Lombardy Region can seek for further available areas matching investors' demand



for further locations visit the website: [www.attractlombardy.it](http://www.attractlombardy.it)

# Educational and Research System

Lombardy's educational system guarantees **excellent specialization and extraordinary expertise** in several lifescience's fields.



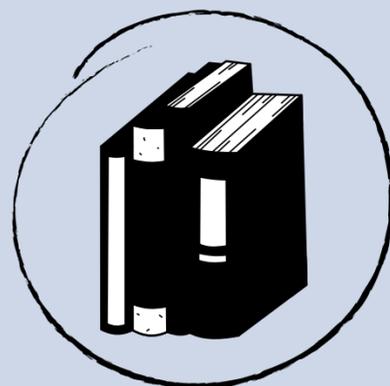
## Partner Research Centers of the AFIL Cluster

- Consiglio Nazionale delle Ricerche (STIIMA)
- Consiglio interuniversitario nazionale per la scienza e la tecnologia dei materiali
- Bergamo Sviluppo
- CSMT - Centro Servizi Multisetoriale e Tecnologico



## Universities with dedicated courses:

- **Milan Politecnico**
- Università Commerciale Luigi Bocconi
- Università degli Studi dell'Insubria
- Università degli Studi di Bergamo
- Università degli Studi di Brescia
- Università degli Studi di Milano
- Università degli Studi di Pavia
- Università degli Studi Milano - Bicocca



## Technical High School Education:

- ITS (Istituti Tecnici Superiori)
- IFTS (Istituti di Formazione Tecnica Superiore)

## Specialized Research Centers of Milano Politecnico:

- Datacloud
- IoT Lab
- LAFOS
- ARCSLAB
- BONSAI
- Data Science e bioinformatica
- WEMSY

# Innovation System

Lombardy's territory is full of **innovation centers** which guarantee the **coordination of the lifescience networks**, and carry out relevant **researches and development projects**



## Digital Innovation Hub

The goal of the hub is to strengthen the digital knowledge and awareness of companies, in the context of the National Industry 4.0 Plan and the European Strategy for the Digitization of Industry.



## Como Next

It is a Digital Innovation Hub and a startup innovator. It houses 125 businesses, (of which 1/3 is a startup), more than 650 workers on a space of over 21.000 sqm



## Parco Scientifico e Tecnologico Kilometro Rosso

It is a scientific park, that brings together companies, universities and research centers, in order to foster innovation in the manufacturing industry. In detail, it houses: 60 companies, 28 laboratories, 23 R&D already financed projects, and 1.700 employees. In June 2020, within the park, a new research and robotics laboratory, the **JOiINT LAB** was established as the result of the partnership between the Italian Technological Institute, the Intellimech Consortium, Confindustria Bergamo and the Bergamo Università degli Studi.



## POINT Polo Innovazione Tecnologica Provincia di Bergamo

It is a technological park, where are located companies and research projects. Particularly, it includes 26 companies and with around 300 employees on a space of over 40.000 sqm



## Limited Liability Company

### Società a Responsabilità Limitata - SRL

Only 5 steps-**2/3 days:**

1. Registration of directors and shareholders with Italian Tax Authorities
2. Execution of the articles of association with a public notary
3. Issuance of the company VAT number
4. Issuance of the certificate of incorporation
5. Open a bank account for the company

## Branch\*

The establishment of a branch enables the company to operate in Italy with a more cost-effective structure

The establishment of a branch in Italy requires - **2/3 days:**

- Registration of the branch with the Italian Registrar of Companies
- To appoint a representative of the branch whose name will be shown in the Italian Registrar of Companies
- To have an address in Italy
- To obtain an Italian VAT number

## Representative Office\*

A representative office is a fixed place of business of a foreign company in Italy engaged only in marketing and promotional activities, or scientific (not commercial activities).

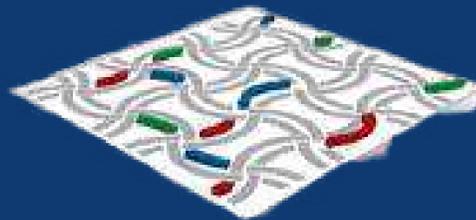
The establishment of a RO in Italy requires - **2 days:**

- Registration of the RO with the Italian Registrar of Companies
- To appoint a representative of the RO
- To have an address in Italy
- The company and the representative of the RO shall obtain a tax identification number

\*The establishment of a branch or a representative office shall be authorized by a special resolution of the company's corporate body that is competent pursuant to the law of the place of incorporation.

# Services offered by Lombardy's Assistance team

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**INVEST IN  
LOMBARDY**

**attrACT**

01

## Investment evaluation

- Business Plan
- Market Analysis

02

## Starting the business

- Advice on the most suitable corporate form
- Support with bureaucratic procedures

03

## Sites selection

- Search for suitable work spaces for the business
- Assistance in the evaluation phase

04

## Personnel recruitment

Assistance in choosing the best channels for staff selection

05

## Access to funding resources

- Search for the best incentives for the business
- Connection with the main credit institutions and other financial subjects

06

## Access & Research

- Support to market researches
- Facilitation in dealing with local partners

07

## Managerial Training

Customized courses for companies and managers

# THE INSTITUTIONS INVOLVED



The Lombardy Region Economic Development Department promotes the attraction of investments in Lombardy



Unioncamere Lombardia is identified within the Agreement for the economic development and competitiveness of the Lombardy's system as the implementing entity of AttrACT initiative



## OTHER INSTITUTIONS

Various institutional collaborations exist with regional and local administrations involved in the settlement processes (ARPA, Lombardy's prefects, ATS, other authorities)



Promos Italia - the Agency for International activities of the Italian Chambers of Commerce - is the acting technical partner in FDI attraction through the "Invest in Lombardy" project. The AttrACT program has consolidated this collaboration

# CONTACT US

FOR QUESTIONS, COMMENTS  
AND SUPPORT

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## WEBSITE

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