



Paris 9th of May 2011

ITANCIA announces the opening of 2 new subsidiaries in Poland and Czech Republic (including Slovakian market)

ITANCIA strengthens its presence in Eastern Europe and its partnership with Siemens Enterprise Communication, opening 2 subsidiaries in Poland and Czech Republic.

After the acquisition of Partners In Europe AG in Germany and EGTEL in Switzerland in November 2010, the French Group ITANCIA, specialized in Distribution of Professional Communication Equipment and High Value Added Services, strengthens its position in the Eastern countries, opening one subsidiary in Warsaw for the Polish market and one in Prague for the Czech and Slovakian markets.

ITANCIA is becoming official distributor for Siemens enterprise communication in those 3 countries.

“The opening of those 2 subsidiaries allows us to strengthen our position as the first SIEMENS distributor in EMEA” adds Yann Pineau. President of ITANCIA group.



ITANCIA s.p zoo and ITANCIA s.r.o will also propose it systems integrator clients the largest European stock of second-hand, eco-recycled professional telephony equipment to allow them to benefit from low cost maintenance products to increase the lifespan of their installed equipment and preserve their margins, in today's difficult economic context.

ITANCIA s.p zoo and ITANCIA s.r.o will also be able to offer their systems integrator clients new workshop-based maintenance services via ITANCIA, which has Europe's biggest independent repair centre for telecom and network equipment.



About ITANCIA

ITANCIA is a leading value-added distributor, a pan-European and African specialist of professional communication solutions. With over 2500 channel partners (resellers, systems integrators, VARs, IT services companies and operators), the group's activity revolves around four strategic offers of complementary services:

- Distribution of multi-brand IT hardware, telecommunications and infrastructure networks
- The sale of "Eco recycled" (recovery, repair and resale)
- The Electronic repairs of industrial and IT equipment
- Logistics with customized solutions

ITANCIA is an eco-citizen company, certified ISO 9001 and 14001, which employs over 300 staff split between Paris (headquarter), 2 manufacturing and repair sites (49 and 38) and 8 subsidiaries in Germany, Switzerland, Poland, Republic Czech, Italy, Spain, Portugal and Tunisia.

For more information www.itancia.com

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