

Ciò che si riporta è un estratto di una comunicazione mondiale per interni IBM che apprezza l'attività di DAISY-Net in termini di contratti con gli enti pubblici e la strategia di partnership.

**Italian Partner Builds Network for Cloud RDP Win:** Business Partner, **DSS**, executed a marketing approach to address differing sectors with a cloud solution. They established a relationship with **Daisy-Net**, a service provider with good relationships with public sector entities in southern Italy. Through this relationship DSS made inroads with **ICT-SUD**, a government funded consortium that manages networking services for public sector organizations such as universities and regional government offices.

ICT uncovered a **Università' di Foggia** opportunity for backup and retention of alumni and administrative material. DSS proposed IBM's Managed Backup Cloud Remote Data Protection (RDP) and closed a contract for monthly backup of 250 GBs of sensitive data. "This is only the first step," DSS says, "the goal for the university is to expand these services from alumni and secretarial services to other university departments."

