


SMI Open Day: from cybersecurity to data management

<https://taysay.com/smi-open-day-from-cybersecurity-to-data-management/>



The screenshot shows the TaySay website interface. At the top, there is a navigation bar with categories: ECONOMY, FINANCE, LIFE STYLE, MANAGEMENT, MARKETING, TECHNOLOGY, and a search icon. The main content area features the article title "SMI Open Day: from cybersecurity to data management" with a sub-headline "June 21, 2022 by taysay". The article text discusses computer security, data management, and storage in corporate infrastructures. A sidebar on the right contains a search box and a list of related links, including "what is it and what are the commercial benefits Marketing for professionals: how to manage your online presence", "Interview with Eleonora Mezzaro, BRINKE Bicycles Marketing Manager", and "Takumi Minamino at AS Monaco, a boon for the club and Ligue 1".

Computer security, data management and storage and implementation of software in corporate infrastructures in times of smart working and decentralization of work. These are the main topics discussed by companies and big names in ICT on the occasion of the Open Doors Day that took place on June 10, organized and promoted by SMI Technologies and Consulting and hosted by the new SMI headquarters in Rome in Via della Sierra Nevada. This important event, whose fil rouge was the Integration of Services, is just the first of a series of meetings with partners and customers dedicated to deepening technological solutions, which will be organized in the coming months: perfect opportunities to meet again, compare and take advantage of all the power of networking to generate new opportunities.

The leading brands were **Cisco, Datacore, Delinea, Dynatrace, Irion, Lenovo, Nutanix, Oracle, SAS and WatchGuard**; Moderator of the day, Marco Maria Lorusso, better known as Sergeant Lorusso, journalist and ICT blogger.

TO KNOW AGAIN: A VALUE FOR COMPANIES – During the morning it was possible to discuss the various problems that CIOs face every day, from job management to cloud platforms, through software development, to extremely topical issues related to Informatic security. Above all, it was possible to offer clear and concrete answers to these needs, in a One2One formula that had the opportunity to meet face to face after two years of digital meetings and remote connections.

How did the idea of the Open Doors Day come about? These are the words of **Cesare Pizzuto, CEO of SMI**, to answer this question: “Our goal was to find a relationship moment. Our new headquarters is a very big place because we believe that relationships can grow and feed on space. As is the case in our company, in the same way today we try to contribute our value, our

competence, in a sharing with the brands that have participated, which is the best in the ICT market and with our clients. Questions, answers, insights, reports: this was the either Open Day, a food opportunity for all“.

The formula was highly appreciated by the brands that participated in the Open Doors Day: for example **outlines**, represented by **Nicola D’Ottavio, Partner Alliance Manager – Italy and Med**: “The SMI Open Day turned out to be a very interesting event because it offers the opportunity to look positively at the development of information technologies in this country, but above all it gives the client the opportunity to better understand how to use these tools. . A partner that manages to combine technology with the merger between the various providers and that manages to express to end customers everything that could be a use of technologies to strengthen their security system, is very valuable.“.

Or as **irion** represented by **Antongiulio Donà, sales executive of the EDM platform** who underlined how “an event of this type is not usual neither for the Italian partners nor, in general, for our market: it is something quite unique that SMI has organized, which comes at a time when Irion has redefined the market strategy, and the ‘has centered on partners. And the first partner we decided to collaborate with was SMI“.

Satisfied too **Gioacchino D’Amore, Channel Account Manager – South Italy WatchGuard Technologies Italy**: “Today SMI has offered the possibility of sharing to a network of real people who came together for the same purpose, which is to work together. For two years we hardly saw each other, but today there have been handshakes between people who have the same goals.“.

DIGITAL AS A PARADIGM AND NOT (ONLY) AS A SERVICE – The topics addressed are those that have been at the center of the debate in the last two years, since the pandemic has changed the way companies work and digitization has also become a priority for small and medium-sized companies. Starting from the integration of services, in a perspective that sees digital as a paradigm to work and innovate and not as a simple service.

“Right now we are talking about many topics such as sustainability, flexibility, innovation, but also the integration of services. We want to delve into the concepts behind the words.“- has explained **Stefano Tiburzi, CIO of SMI** – “Our goal is to offer high-quality customer service, and we do this by taking responsibility for how the process is carried out. From the beginning our intention was to internalize the skills, then hire people with a valid Preparation. The key example for us in the last two years has been the service desk, which from scratch has grown to have more than 40 people working within SMI.“

An important concept that starts from listening and leads to important results: “When we elect a person, we also take responsibility for their well-being within our organization. happens **stefano tiburzi** – Thanks to listening we can make important decisions such as, for example, the corporate welfare plan, training and therefore personal and professional growth, as well as the academy, which serves to incorporate new young resources into development teams. Listening triggers a chain that leads people to work better, thus increasing the quality of work and the client realizes“.