

## SMA Technologies and Ntico Operation Announce Strategic Partnership.

March 25, 2024 – SMA Technologies (“SMA”), a leading provider of automation solutions, today announced a strategic partnership with the Ntico Operation **to accelerate its growth in the region and improve service to its clients.** Under the agreement, SMA will transfer its SMA France operations to Ntico Operation, **which will become SMA’s exclusive reseller and territory partner in France for Cloud and Managed Automation Services.** Financial terms were not disclosed.

Since its founding by automation experts in 1980, SMA Technologies has built its reputation as one of the most trusted automation providers for financial services and other transactional businesses. Dedicated to simplifying IT complexity, the company’s workload automation platform, OpCon, eliminates manual tasks, reducing human error and freeing up resources for strategic initiatives.

**Ntico Operation has been a key partner of SMA in France for the past 10 years.**

“We are excited to partner with Ntico Operation to support our sustained growth in France and **provide an improved level of service to our French clients** by having an agile, local partner with deep Cloud and Automation expertise,” said Todd Dauchy, CEO of SMA Technologies. “With 150 employees and an automation service center with several dozen consultants, Ntico will be able to offer **a full catalog of services** for all sizes and types of customers across all industries.”

**With this strategic collaboration, Ntico Operation confirms its commitment to operational excellence and technological innovation.**

"It is with great pleasure and pride that we strengthen our partnership, becoming the exclusive reseller in France and French-speaking countries of SMA Technologies," says Stéphane DELOS, CEO of Ntico.

"We are enthusiastic about bringing greater added value and new services to our joint customers. This alliance reinforces our position as a trusted partner to support companies in automating their processes by offering **tailor-made solutions and cutting-edge expertise**, for fully managed and automated operations."

### About SMA Technologies

SMA Technologies is the maker of OpCon, the leading workload automation and orchestration platform for banks, retailers, distribution, government agencies, credit unions, insurance companies and other service businesses. The platform delivers power and scalability to the enterprise without complexity. OpCon makes it easy to automate manual tasks and seamlessly orchestrate IT processes in mission-critical operations. This saves time and cuts costs by eliminating human error. More than 1,000 customers rely on SMA for their mission-critical operations. Please visit [www.smatechnologies.com](http://www.smatechnologies.com) to learn more.

### About Ntico

The Ntico Group, Digital Services Company, was created in March 2010 from the desire to create a company on a human scale, bringing dual business and technical skills to its customers, in a spirit of win/win collaboration. It is a community of 150 talents, based in Lille, Orléans and Montpellier, involved in a variety of missions thanks to its three entities: Ntico Services, Ntico Operation and Ntico Logistics. With its ability to intervene across the entire value chain of an Information System, Ntico offers you a personalized approach. Thanks to the expertise of its Opcon-certified team, Ntico Operation is able to respond to all your automation and production projects. For more information, visit [www.ntico.com](http://www.ntico.com).

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