

2026 Edition



BUSINESS UNIT

Telecommunications



seingim

ABOUT US

/ Being Seingim

Since 1997, Seingim has been generating value and making a significant contribution to the advancement of civil and industrial engineering, not only in Italy but also worldwide.

Collective well-being is at the core of our engineering philosophy. This is why we strive every day to transform our vision into valuable solutions and opportunities for both people and the environment.

Our clients and partners benefit from the expertise of **over 560 professionals**, a comprehensive suite of integrated services and a strong commitment to innovation and excellence.



/ Our Location

- Ceggia (Venice) - HQ
- Milan
- Rome-Prati
- Rome-Parco de' Medici
- Genoa
- Turin
- Padua
- Verona
- Bolzano
- Ispra
- Trieste
- Udine
- Ferrara
- Fano
- Cagliari
- Taranto
- Vibo Valentia
- Catania
- Almaty (KZ)
- Riyadh (SA)
- Basel (CH)
- Munich (DE)

Quality Standards & Certifications

- Quality: **ISO 9001:2015**
- Environment: **UNI EN ISO 14001:2015**
- Health & Safety: **UNI EN ISO 45001:2023**
- Energy: **UNI CEI EN ISO 50001:2018**
- BIM: **UNI/PdR 74:2019**
- Social Responsibility: **SA 8000:2014**
- Information Security: **UNI CEI EN ISO/IEC 27001:2024**
- Gender Equality: **UNI/PdR 125:2022**

/ Vision

Seingim aims to become a global leader in multidisciplinary engineering, delivering advanced and sustainable technological solutions for industry and infrastructure, ensuring efficiency, safety and innovation.

/ Mission

Seingim develops innovative and sustainable engineering solutions by integrating advanced technologies and multidisciplinary expertise to ensure efficiency, safety and high-quality standards in industry and infrastructure.

COMPANY

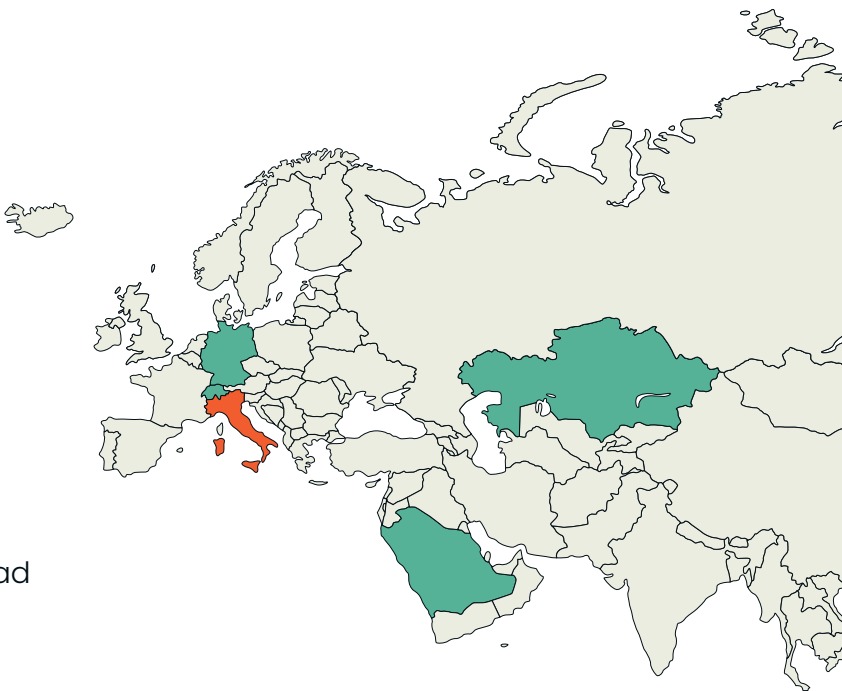
/ Key Data

560+
Resources at
Seingim

180+
New entries in
2025

1.1 Mln
Engineering
hours in 2026

22
Group offices:
18 in Italy and 4 abroad



WHAT WE DO

/ Always With Passion

We manage complex projects by leveraging multidisciplinary expertise, advanced methodologies and a highly skilled team

Our approach is defined by the adoption of BIM, a state-of-the-art tool that centralizes project information, enhances planning accuracy, minimizes errors and facilitates cross-disciplinary collaboration. This enables us to consistently deliver reliable and high-quality results. Continuous training and professional

development are fundamental to our success. We provide our team with opportunities for training to stay at the forefront of technological advancements, in order to develop new skills that ensure the delivery of high-quality solutions and maintain a high design standard, recognized by our clients..



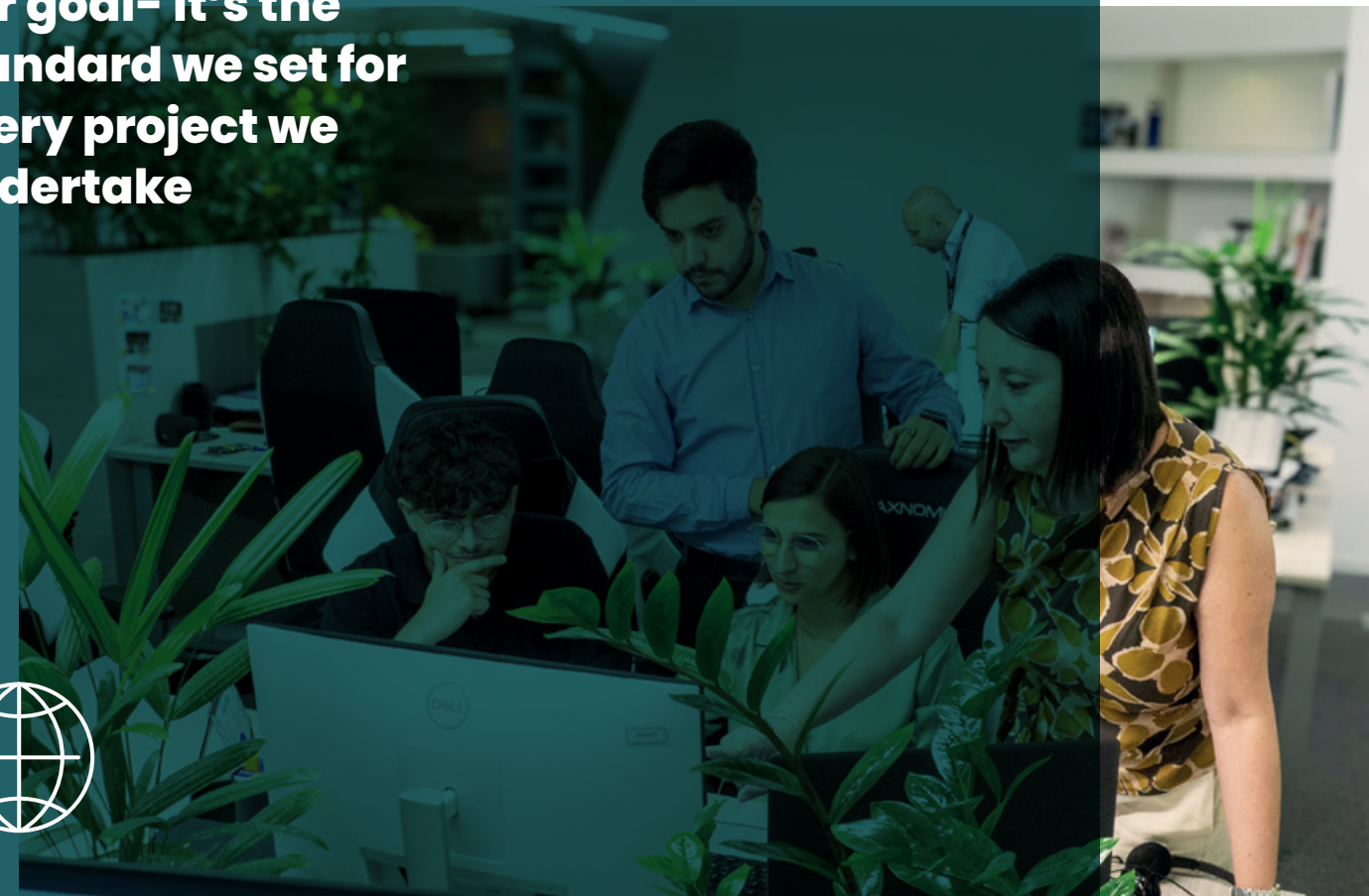
HOW WE DO IT

/ Our Process

At Seingim, we adopt a structured approach that integrates transparency, innovation, and multidisciplinary expertise. Our team operates synergistically with functional methodologies and combined skills, efficiently managing complex projects while ensuring quality and precision.

Our commitment to excellence is strengthened by a multidisciplinary team that combines technical expertise with continuous learning. We heavily invest in professional development, equipping our workforce with cutting-edge knowledge and tools to stay ahead in a rapidly evolving industry. This synergy of talent, technology and methodology allows us not only to meet expectations but to exceed them, fostering long-term partnerships with our clients.

Excellence isn't just our goal- it's the standard we set for every project we undertake



OUR EXPERTISE

/ Business Sectors

Our multidisciplinary expertise enables us to successfully operate across a broad range of industries, delivering tailored solutions that meet each client’s specific needs. By combining advanced technical capabilities with an innovative approach, we effectively tackle complex challenges, ensuring quality, sustainability and outstanding results.

- Telecommunications
- Buildings
- Infrastructure
- Smart Solutions
- Power Plants
- Transport & Water Infrastructure
- Renewable Energies
- Energy Efficiency
- Industrial Energy Transition
- Management & Consulting
- Chemical & Petrochemical
- Life Science
- Oil & Gas
- Environment & Sustainability

Every project starts with an idea and with us ideas become reality.



/ Our Organization



LIFELONG LEARNING
/ Professional Growth

We believe in continuous improvement. In the engineering sector, staying up to date is essential to meeting industry standards and driving innovation. That’s why we invest in development programs to ensure our team is always equipped to tackle new challenges and deliver cutting-edge solutions.



/ Our Technical Capabilities

- Instrumentation, Automation & Telecommunications Engineering
- Energy Engineering
- Technical Safety Engineering
- Process Engineering
- Piping & Layout Engineering
- Civil & Structural Engineering
- Electrical Engineering
- Static Equipment, Rotating Machines & Package Engineering
- HVAC Engineering
- Project Management & Consulting
- Environmental Permitting and site surveys

TELECOMMUNICATIONS

dedicated Site Managers and Permit Managers.

Over the years, Seingim has contributed to network development across multiple

regions in Italy, designing more than 270,000 housing units, coordinating multidisciplinary engineering activities, and operating in urban, suburban, and complex territorial contexts.

Key references

- **Open Fiber** – design of clusters A&B and C&D in Lombardy, Veneto, Piedmont, Sardinia, and Sicily
- **Telecom Italia S.p.A.** – design of approximately 2,000 network cabinets in Central and North-East Italy
- **Fibercop** – national FTTH engineering and design services via partner Beexact

Projects include PMO / Project Management, advanced Digital Twin surveys, Walk-in and Walk-out activities, POP site design, management of public and private permits, safety coordination (CSP/CSE), construction supervision, and integration with client systems through Citrix environments

running dedicated applications such as PNI and Geostruct. A structured approach that integrates technical, organizational, and operational expertise to support national telecommunications network development programs.



Seingim combines technical expertise, field experience, and a structured organizational approach, providing clients with high-quality FTTH network projects, managed in an integrated way and ready to support national infrastructure development strategies.

Since 2019, Seingim has been active in the Telecommunications sector as a partner of leading national operators, delivering complex FTTH projects at scale and supporting strategic infrastructure programs.

This experience allows the company to provide end-to-end services for FTTH network design and implementation, covering everything from field surveys and planning to project delivery, with direct management of on-site activities through



Areas of Competence



Management Activities

- Planning, coordination, and control of FTTH network design activities
- Operational management of projects and design teams
- Coordination of suppliers and subcontracting companies
- Technical and economic support for cost estimation
- Interface with clients, technology partners, and public/private authorities
- Preparation of progress reports and project monitoring (SAL)



Specialized Engineering Activities

- Territorial surveys and mapping using Digital Twin and GIS tools
- Walk-In inspections for premises census and network verification
- Walk-Out inspections for analysis and reuse of existing passive infrastructure (ducts, manholes, poles)
- Design of FTTH access networks (P2P and GPON), primary and secondary routes
- Design of passive network infrastructure and POP (Point of Presence) sites
- Technical and economic feasibility assessment of design solutions
- Coordination of safety during design and execution phases (CSP/CSE)
- Construction management and supervision of compliance with approved designs
- All activities are carried out in compliance with national, regional, and local regulations, AGCOM guidelines, and FiberCop/Infratel standards



IT Skills

- ArcGIS Field Maps, NIO
- AutoCAD Map 3D, GISFO, QGIS, ArcGIS
- PNI (Open Fiber) and Geostruct (FiberCop) on Citrix platforms
- Python, VBA, Microsoft Copilot, VS Code
- Microsoft Lists & Forms, Google Sheets, Qlik, P+



ENGINEERING CONNECTIVITY

/ Our Services



We operate with a vision focused on the digital evolution of the region, fostering synergy between the public and private sectors to create smart, secure, and sustainable networks.



Fiber optic and wireless networks

We design high-capacity communications infrastructures, including fiber optic networks for urban and suburban backbones, and wireless systems for metropolitan and rural areas. We guarantee stable and high-performance connectivity, even in complex environments with high data traffic density.



TLC solutions for industry and energy

We integrate advanced telecommunications systems into industrial and infrastructure environments, including power plants, distribution networks, and complex manufacturing environments. Our solutions enable remote monitoring, automation, and efficient asset management.



Telecommunications for Smart Cities and 5G

We support the development of smart cities through integrated urban connectivity solutions, contributing to the deployment of 5G networks, IoT, and public digital services. We work to improve the quality of life and efficiency of services thanks to scalable and secure digital infrastructures.



Our Expertise

- Technical and economic feasibility studies
- Preliminary, definitive and executive design
- Construction management and safety coordination
- Technical assistance and project management
- Technical verification and final tests

Expertise

MAIN EXPERIENCES

/ Projects Portfolio

PMO Novara Province – Open Fiber

Construction Management, design and permitting management for the implementation of the optical connection of approximately 35,000 real estate units.

PMO Sassari and Cagliari Provinces – Open Fiber

Construction Management, design and permitting management for the implementation of optical connections in the municipalities concerned.

FTTH Cluster A&B – Milan Hinterland

Detailed design of the primary and secondary FTTH network for the municipalities in the Province of Milan, for a total of 85,000 real estate units.

FTTH Cluster C&D – Mantua Province

FTTH design and permitting activities for the municipalities in Cluster C&D, for a total of 20,000 real estate units.

E2E Services for Private Clients – Open Fiber

Provision of professional services for private end-to-end interconnections, from design through to delivery.

Cabinet Areas, North-East Italy – Telecom Italia S.p.A.

Design and permitting of approximately 700 FTTH network street cabinets in the North-East area.

Cabinet Areas, Central Italy – Telecom Italia S.p.A.

Design and permitting of approximately 1,260 FTTH network street cabinets in the Central area.

FTTH Grey Areas, Sicily – Open Fiber

Design, permitting and Construction Management for Lot 4 Grey Areas, in the municipalities of the provinces of Enna, Siracusa, Caltanissetta, Catania and Ragusa, for a total of approximately 70,000 real estate units.

Fibercop Services, National Projects – Beexact

Secondary network HLD design, Quick HLD, LLD Export, PNRR shape import contractor activities, field walk-in surveys and project delivery support. Integrated management of activities through the use of Geostruct, ensuring design quality, compliance with Fibercop standards and full integration with client systems (IMS, TWICT).



**Seingim is strongly active
in the telecommunications
sector, supporting public
and private operators
in the development
of cutting-edge
infrastructure.**

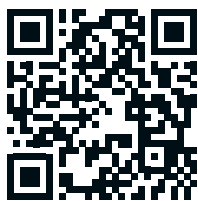


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our corporate documents

**DESIGNING
CHANGE,
BUILDING
THE FUTURE.**

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