

## Press Release

### **F5 and Pylones Hellas Champion Greece and Cyprus' Digital Transformation Future**

**Athens, 1st July 2021** – [Pylones Hellas](#), a provider of advanced IT solutions to medium and large enterprises, with presence for more than 23 years in Greece, Cyprus and the wider region of South-eastern Europe as IT systems & security Integrator, celebrates this year 20 years of successful partnership with [F5](#), a leader in multi -cloud application security & delivery.

In a special joint digital press conference, representatives of F5 and Pylones Hellas, referred to the basic principles and values on which this long-term cooperation was established and developed, while presenting the vision for future solutions that will enable businesses secure and deliver extraordinary digital experiences.

F5 stressed the importance of the digital leap that is taking place in Greece and Cyprus as the region continues to adapt to unprecedented changes. **Aran Erel, Country Manager of F5 in Greece, Cyprus and Israel** referred to the way the two companies have been promoting and simplifying customer digital challenges over the past 20 years, noting that, "The pandemic has greatly accelerated a global digital transformation that was already underway in Greece and Cyprus. The progress that would normally take a decade has come in just one year. However, only organizations with the right combination of insights and automation will be able to sort through overwhelming data, recognize looming availability and performance issues before they occur. And act quickly enough to prevent them. Until then, many won't be able to take full advantage of their progress in digital transformation or generate additional speed toward AI-enabled businesses." According to F5's annual [State of Application Strategy \(SOAS\)](#) report, Mr Erel emphasized the importance of organizations being able to adapt and benefit from new trends and pressures for innovation.

**Alexandros Diogenous, Chairman of Pylones Hellas**, opened the digital event stating, among other, that: "F5 has been our companion for the last 20 years and is synonymous with security. What makes this collaboration, so strong, enduring and constantly evolving over time, is that as partners we deliver to our customers, what we promised. And with F5 we have never failed! "

In the 20 years of cooperation of Pylones Hellas with F5 in the Greek and Cypriot market, there have been many successes and distinctions. As **Mr. Emmanuel Netos, CEO of Pylones Hellas**, emphasized, "Regardless of how our customers develop their applications, our goal has always been the same with minimal variations for 20 years: more flexible application development and management, without ever compromising safety or performance. Over the years, more than **150 companies** have trusted us with more than **500 projects** being executed on behalf of F5. More than **80% of banks, 90%**

**of Telcos** and **50% of insurance** companies trust the solutions of F5 and Pylones. The future looks even more exciting as the two companies are closer than ever in reaching each application, regardless of its location, with services that extend from the code to the delivery of the application. "

F5 executives analyzed digital transformation trends and F5's vision for "[Adaptive Applications](#)". According to the research, most organizations will continue to manage both traditional and modern applications and architectures. As anticipated, COVID-19 was the main factor in accelerating movement to the cloud and SaaS. Simultaneously, organizations are positioning themselves to address the architectural complexity resulting from adding SaaS and edge solutions, maintaining on-premises and multi-cloud environments, and modernizing applications SaaS-based security was identified as organizations' top overall strategic focus for the next two to five years. Edge computing is also set to attract plenty of attention in 2021 and beyond.

To help organizations across Greece and Cyprus take advantage of these shifting trends, F5 has significantly transformed its business in the past two years.

"At F5, our vision is for a world of truly adaptive applications," said **Motti Ben Shoshan, Head of Channel and Distribution for Greece and Cyprus at F5**. "This means apps that automate redundant processes for greater efficiencies. It means apps that expand, and contract based on performance needs. It also means apps that can protect themselves and mine telemetry to become smarter."

Since 2018, F5 has invested both organically and inorganically to bring this vision to life, including over \$2B on acquisitions:

- [NGINX](#) (2019) enables the simplification and modernization of applications at scale with high-performance application delivery spanning from monoliths to microservices.
- [Shape Security](#) (2020) is a leader in online fraud and abuse prevention. It adds protection from automated attacks, botnets, and targeted fraud to F5's portfolio of application services
- [Volterra](#) (2021) is the first universal edge-as-a-service platform. With the addition of Volterra's technology, F5 is creating an edge platform built for enterprises and service providers that will be security-first and app-driven with unlimited scale

Pylones Hellas is central to F5's plans of bringing adaptive apps to life in the region. Working as F5's Gold [Unity+](#) Partner for Greece & Cyprus, the multifaceted IT systems and security integrator has a track record of successfully supporting over 150 F5 customers in the past two decades. It has also delivered over 500 hours of F5 academy training to local clients.



To celebrate this occasion, an [anniversary web page](#) designed in which you can play our [special game](#) from 1/7/2021 until 17/12/2021 and win a PlayStation 5, after a prize draw.

<sup>1</sup>The SOAS report represents more than 1,500 respondents worldwide from a breadth of industries, organization sizes, and professional roles. The survey focused on IT decision-makers to best highlight the priorities, concerns, and expectations of those most responsible for meeting the toughest challenges of today's digital economy. Together, their responses form a compelling perspective of how organizations are evolving application strategies to better serve the current and anticipated needs of customers. This year's report has been retitled as the State of Application Strategy Report (previously, it was titled the State of Application Services Report). Download the full report here: [www.f5.com/state-of-application-strategy-report](http://www.f5.com/state-of-application-strategy-report)

## About Pylones Hellas

Pylones Hellas, member of the Cypriot group P.M.Tseriotis Ltd, is active for more than 23 years in the field of digital technologies and internet security. The company combines the services of both IT systems integrator and IT security integrator, consisting a pioneer IT provider for the Greek market. Based on three significant pillars Security, Optimization and High Availability, Pylones Hellas provides cutting-edge technology solutions, on any scale, in multiple demanding sectors such as Telecommunications, Hotels, Financial institutions and companies that base their business on the Internet, while continuing updating its customers' Information Technology Infrastructure, to provide, in turn, a high level of digital services to their customers.

Strategic partners of Pylones Hellas are F5, AWS, HPE, IBM and Microsoft offering numerous solutions in areas such as security, wired and wireless networks, storage, business critical systems, datacenters and cloud.

For more information please visit: [www.pylones.gr](http://www.pylones.gr) | [LinkedIn](#) | [Facebook Page](#) | [YouTube](#)

## About F5

F5 (NASDAQ: FFIV) is a multi-cloud application security and delivery company that enables our customers—which include the world's largest enterprises, financial institutions, service providers, and governments—to bring extraordinary digital experiences to life. For more information, go to [f5.com](http://f5.com). You can also follow [@F5](#) on Twitter or visit us on [LinkedIn](#) and [Facebook](#) for more information about F5, its partners, and technologies.

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