ISG News

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The following news was originally announced in ISG's second-quarter 2025 results release today:

ISG to Acquire Martino & Partners, Expanding Business in Italy

Acquisition will add to ISG's client base, geographic footprint and capabilities to serve Italy's public and private sectors

STAMFORD, Conn., August 6, 2025 — Information Services Group (ISG) (Nasdaq: III), a global AI-centered technology research and advisory firm, today announced it has signed a definitive agreement to acquire Martino & Partners, a highly respected strategic advisory firm serving public and private sectors clients in Italy. The transaction is expected to close in early September.

The addition of Milan-based Martino & Partners will expand ISG's client base, geographic footprint and capabilities in Italy, including AI, in a market with emerging growth potential fueled by European Union-funded technology modernization programs and a focus on AI and cost optimization.

"This acquisition represents a further investment in our European business and expands our addressable market in Italy, where we see an emerging growth opportunity," said Michael P. Connors, chairman and CEO of ISG. "Martino & Partners brings more than 20 new clients to ISG Italy; expands our public sector reach beyond the central government to serve municipal entities, and gives us a strong presence in northern Italy, where many leading commercial enterprises are located."

The combined businesses, which will go to market as ISG Italy, will have nearly 40 professionals working out of multiple locations, including Milan and Rome.

"Martino and Partners is the perfect complement to our ISG Italy business," Connors said. "We have worked together previously on several client engagements, so we are very familiar with the firm, their leadership and their talented professionals. This is a win-win for both firms."

The acquisition comes at a time of emerging demand for advisory services in Italy, particularly in the public sector, which is seeking strategic advice and support to leverage programs such as the Next Generation EU and Digital Decade initiatives to modernize technology infrastructure and services. Overall interest in AI and cost optimization continues to be high as companies look to use technology to become more efficient and gain competitive advantage in a challenging macro environment.

“Since our founding 10 years ago, Martino & Partners has earned a reputation as one of the leading strategic advisory firms in Italy,” said Andrea Martino, the firm’s co-founder and CEO, who will serve as CEO of ISG Italy. “Our approach is to think big, speak plainly and challenge conventional wisdom. We are excited to be joining forces with ISG, whose global resources and strong domain expertise will make our combined businesses an even more powerful player with stronger growth potential in the Italian marketplace.”

In addition to Martino, ISG Italy’s senior management team will include Claudia De Roma, Martino & Partners co-founder, who will lead the ISG Italy public administration segment.

For more information, visit the ISG and Martino & Partners websites.

About ISG

ISG (Nasdaq: III) is a global AI-centered technology research and advisory firm. A trusted partner to more than 900 clients, including 75 of the world’s top 100 enterprises, ISG is a long-time leader in technology and business services that is now at the forefront of leveraging AI to help organizations achieve operational excellence and faster growth. The firm, founded in 2006, is known for its proprietary market data, in-depth knowledge of provider ecosystems, and the expertise of its 1,600 professionals worldwide working together to help clients maximize the value of their technology investments.

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