

# The Italy Bridge for a European Data-Centre Contractor

An Irish electrical & M&E engineering contractor (€20–25M revenue) that builds data centres across Europe, deploying teams of 50–80 electricians per site. They won a major hyperscale build in Italy and needed a full local back-office from scratch.

About to lose a multi-million-euro Italian project

→

Fully compliant Italian operation,  
80 electricians on payroll  
In months, not years

**THE PROBLEM**

A top-tier provider charging ~€500/hr just for payroll, still underdelivering. Zero 2025 accounts Italian books did not exist. Non-compliant on Italian labour law and the end-customer's contractor requirements. End-customer about to remove them from site. 80 electricians to hire & onboard under deadline. No Ireland ↔ Italy bridge.

**WHAT TMG DID**

Built the Italian accounting ecosystem from zero, cleared all 2025 accounts, set up 2026 monthly bookkeeping. Ran full payroll lifecycle: Italian contracts, monthly payslips, quarterly tax filings. Hired & onboarded 80 electricians (tax-code registration, INPS enrolment, CCNL sector compliance). Delivered full Italian labour-law, posted-worker & end-customer compliance. Sat in the hard end-customer conversations.

**THE OUTCOME**

From "at risk of removal" to fully compliant. In months, not years. TMG is now their entire Italian back-office partner: accounting, payroll, compliance, and customer communications across every site.

THE TRANSFORMATION

| BEFORE TMG                                               | AFTER TMG                                                                  |
|----------------------------------------------------------|----------------------------------------------------------------------------|
| ✗ ~€500/hr payroll from a top-tier firm, underdelivering | ✓ Full-service payroll, accounting & compliance at a fraction of the cost  |
| ✗ Zero 2025 accounts, non-compliant                      | ✓ 2025 accounts complete, 2026 bookkeeping live                            |
| ✗ End-customer threatening site removal                  | ✓ Fully compliant, contractor status secured                               |
| ✗ No local hiring capability                             | ✓ 80 electricians hired, contracted, onboarded under deadline              |
| ✗ Founder managing Italian admin solo                    | ✓ TMG as the Italy bridge: accounting, payroll, compliance, customer comms |

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ELECTRICIANS  
ONBOARDED

Months  
NOT YEARS

2025  
ACCOUNTS  
FROM ZERO

€500/hr  
TO A FRACTION  
OF THE COST

TMG is the Italy bridge for European contractors. Accounting, payroll, hiring, tax & compliance, so you can focus on building. One flat monthly fee.



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