

CASE STUDY

How TMG became the Italy bridge for a European data-centre construction contractor

THE CLIENT

An electrical & M&E engineering contractor in the €20–25M revenue range, headquartered in Ireland, that builds data centres across Europe. They deploy project teams of 50–80 skilled electricians to construction sites in multiple countries. Their Italian operation — a major hyperscale data-centre build — generates roughly €2M/year and required a full local back-office from scratch.

THE SITUATION BEFORE TMG

- **Overpriced, underdelivering:** their previous top-tier firm charged ~€500/hour just for payroll — and still wasn't delivering.
- **No 2025 accounts:** the Italian branch had zero accounting done. The books didn't just lag — they didn't exist.
- **Non-compliant, under pressure:** the end-customer (a major data-centre owner) was on the verge of removing them from site.
- **Rapid hiring under deadline:** up to 80 electricians to hire and onboard — contracts, payslips, tax, social security for each.
- **No cultural bridge:** an Irish company needing a partner who spoke their language and could navigate Italian bureaucracy.

WHAT TMG DID

- **Accounting & bookkeeping (2025–2026+):** built the ecosystem from zero, cleared all outstanding 2025 accounts, ongoing monthly reporting.
- **Payroll, end to end:** Italian labour-law contracts, monthly payslips for the whole workforce, quarterly tax filings.
- **Hiring & onboarding at scale:** 80 electricians onboarded under deadline — tax codes, INPS, sector CCNL compliance for each.
- **Labour-law & customer compliance:** posted-worker rules, construction-sector safety, and the end-customer's contractor governance.
- **End-customer support:** joined the hard compliance conversations — moved them from “at risk of site removal” to “fully compliant.”

THE RESULTS

BEFORE TMG	AFTER TMG
~€500/hr for basic payroll from a top-tier firm	Full-service payroll, accounting & compliance at a fraction of the cost
Zero 2025 accounts; non-compliant	2025 accounts completed; 2026 bookkeeping operational
End-customer threatening site removal	Fully compliant; contractor status secured
No local hiring capability	80 electricians hired, contracted & onboarded under deadline
No Italian back-office	Complete accounting ecosystem with monthly reporting

In short: TMG took a foreign engineering contractor from “about to lose a multimillion-euro project due to non-compliance” to “fully operational Italian branch with 80 people on payroll, clean books, and a satisfied

end-customer” — in months, not years.

THE CROSS-SELL

With the foundation in place, the conversation has shifted to financial control: cash-flow forecasting, balance-sheet management, and unit economics — TMG as the client's financial co-pilot for European project expansion.

Scaling a contractor workforce into Italy? Book a consultation — yourtmg.com | hello@yourtmg.com

Figures as reported by the client; anonymized pending permission for a named version.