



*We Know Technologies*

*We Transform your Business*





# Agenda

- Who we are
- Competence areas
- Experience & Clients
- Team
- Final remarks



# Agenda

- Who we are



# Krupter Srl

## ■ Story:

- Italian SME
- Active since 2007 in the consulting market

## ■ Offer:

- Strategic, technological and managerial services
- Consultancy in dynamic areas, as Information and Communication Technologies (ICT) sector

## ■ Mission:

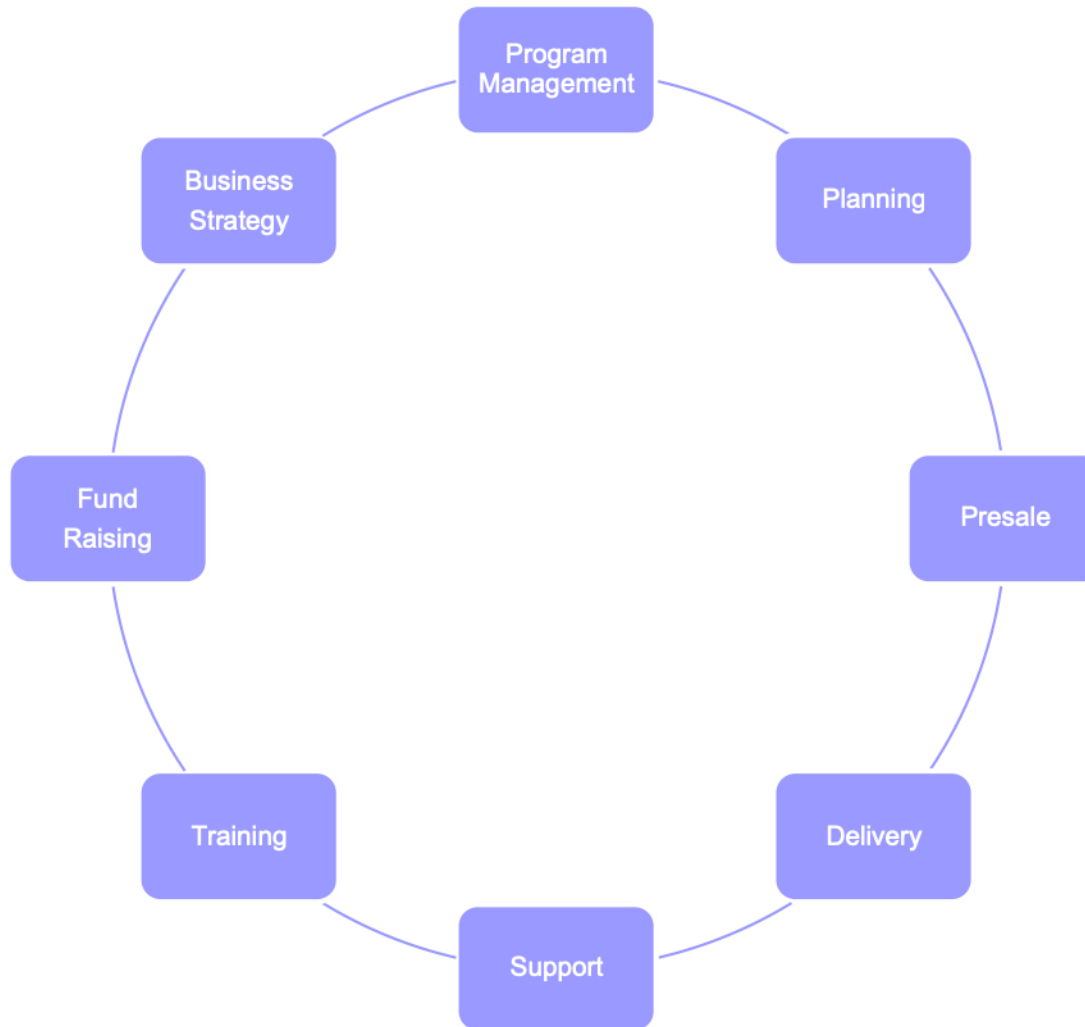
- Improve the existing business competitiveness of our customers



# Agenda

- Competence areas

# Competence Areas



# Program Management

- Program/Project Management
  - Activity/Time schedule
  - Resource Allocation
  - Service Level Agreement Management
- Coordination of Network Companies for Installation & Commissioning
  - Drafting of Technical Specification
  - Compliance Verification of Technical/Financial Requirements from Public/Private Funds provider
  - Programmatic Follow On
  - Lab and On-site testing
  - Final Acceptance Documents preparation
- Risk management and crisis management

# Planning

- Planning of Fixed Access Networks:
  - FTTC/FTTH
  - xDSL
- Planning of Wireless Access Networks:
  - UMTS/HSPA/LTE
  - WiFi/WiMax
  - Microwave
  - LPWAN (Lora, Sigfox)
- Metro/Transport Networks
  - Caching, proximity cloud, TCP acceleration, etc
  - Cost analysis & optimization





# Presale

- Feasibility study
- Presale engineering:
  - Fixed/Wireless Telecommunication Networks
  - Technological Plants
  - Datacenter optimization
- Customer Relationship Management



# Delivery

- Technical solution implementation
- Resource coordination
- Relationship management with customer
- Installation & Commission
- Final Test

# Support

- Preliminary – Interoperability- Final Acceptance - Validation Test for
  - Telecommunication Equipments (router, switch, handset, smartphone, Radio Base Station, etc)
- Test areas:
  - Software
  - Hardware
- Methodology
  - Laboratory
  - Field
- Advanced Troubleshooting



# Training

- Technical Training & Seminars on:
  - Fixed/Wireless Network
  - Transport Network, Internet
  - Network Topology/Planning/Dimensioning
  - Basic/Advanced digital services
  - Technical Standards
  - Regulation issues
  - Project Management



# Fund Raising

- Search for:

- National/European/International funds
- Partner

- Support for

- Proposal Preparation
- Technical/Financial Items
- Proposal Submission
- Project management

# Business Strategy

- Technological and market studies
- Planning and business planning
- Product and process benchmarking
- Business models for new products / services
- Optimization of IT and ICT business systems
- Asset valuation (economic-financial and technological evaluation)
- Regulatory review
- Legal support
- Expertise and technical opinions
- Assistance to foreign companies (ex. Russian) in the Italian market in different sectors and vice versa



# Agenda

- Experience & Clients

# Experience

- Study of integration scenarios for Tetra system
- Economic evaluation of the platform GIS "VIS.T.A." (Air Surveillance system) based on certified aerial photography
- Technological, architectural and service integration on DVB platform: application scenarios
- Optical fiber design study for Next Generation Networks (NGN)
- New product scouting for Next Generation Access (NGA) carried out for Telecom Italia
- Feasibility study of WiMAX technology
- Analysis of social and economic indicators as a part of MOTUS (Mobility of Tourism in Urban Scenarios) Project - Industria 2015, Project coordinator: Telecom Italia
- Study of TDMA technology for radio networks
- Study of the Regulatory Bodies in the field of Next Generation Networks (NGN), cost-benefit analysis of NGN.
- Benchmarking of architectural options for NGN and analysis of investment opportunities in optical fiber in the EU
- Study of benefits of telework in Italy and its impact on individual, corporate and social environment



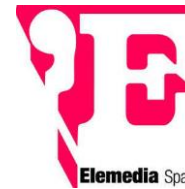
# Experience (cont.)

- Economic valuation of ICT assets and certification
- Verification of technical requirements of infrastructural capacity of network for remote control of entertainment gaming machines to satisfy the requirements of selection procedure initiated by AAMS
- Scenarios for NGN network development and realization, risk and benefit analysis of technical aspects for each scenario, development of UBB services in Italy and communications strategy within different players.
- Technical support to controversy in course of administrative trial concerning tender for broadband telephone services and content in Lombardia region.
- Technical support to Legal Office in different technical issues.
- Technical assistance administrative trial in the matter of abuse of dominant position in the telecommunications market.
- Economic valuation of ICT assets and software for postal services
- Italian companies' assistance in the ICT market in Russia
- Presales Management comprising technical and economic support to the entire sales process starting from a project design and requirements analysis up to delivery of services/products to final clients.

# Experience (cont.)

- Analysis of different scenarios for national broadcaster positioning: IP based Content Delivery
- Study and technical support to legal controversy concerning FM interference
- Drones with pilot and driveless: localization, position tracking and communications with terrestrial technologies (LTE, 5G, Wi-Fi etc.)
- Virtual reality/ Mixed reality
- IoT Systems (sensing, metering, actuators) and communications with IT Platforms
- Digital Twins and Robotics for Industry 4.0
- Technical support to Legal Office in different technical issues
- Study of Agrifood Market in Lazio, Market analysis and CRM analysis for the project of Regione Lazio “Tourist Wallet”
- Technical support for TLC architecture for backbone smart grid infrastructure

# Nostri clienti





# Agenda

- Team

# Team

Competence Area	Human Resource Scheduling [#]	Seniority [years]	Working Experiences
Program Management	2	14	<ul style="list-style-type: none"> <li>▪ Mobile - Fixed Network Operators</li> <li>▪ ICT Consultancy Companies</li> </ul>
Planning	2	20	<ul style="list-style-type: none"> <li>▪ Mobile - Fixed Network Operators</li> </ul>
Delivery	2	10	<ul style="list-style-type: none"> <li>▪ Mobile - Fixed Network Operators</li> </ul>
Support	2	10	<ul style="list-style-type: none"> <li>▪ Mobile - Fixed Network Operators</li> </ul>
Training	2	15	<ul style="list-style-type: none"> <li>▪ University</li> <li>▪ Consultancy Companies</li> </ul>
Fund Raising	2	10	<ul style="list-style-type: none"> <li>▪ University</li> <li>▪ ICT Consultancy Companies</li> <li>▪ Public Entity</li> </ul>

# Professionale profile

## CEO AND PROJECT MANAGER

Kristina Ter-Oganesova

### Background

In 2005 has graduated from the **State University of Economics and Finance**, St. Petersburg, Russia with specialisation in **Finance & Securities** (110 cum laude).

In 2008 has obtained a Master in Business Administration (**MBA Executive**) at the **University of Malta**, Link Campus a Roma (110 cum laude).

In 2010 has obtained a **Master's Degree in Public Administration** at **Rome University of Tor Vergata**.

In 2020 has received a **FMVA® Certificate (Financial Modelling & Valuation Analyst)** at **Corporate Finance Institute (CFI)**, Vancouver, Canada.

In 2020 has obtained a **CMSA® Certificate (Capital Market & Securities Analyst)** at **Corporate Finance Institute (CFI)**, Vancouver, Canada.

### Competenze e Esperienze

- Evaluation of TLC assets of Poste Italiane at market value
- Economic Valuation of service Postino Telematico for PostePay (ex Poste Mobile)
- Business strategy
- Audit of controlled company in Russia for Selta S.p.A.
- Socio-economic research for different national projects
- Economic evaluation of patents under different scenarios
- CRM analysis for Tourist Wallet Project of Regione Lazio
- Project management
- Economic evaluation projects



# Agenda

- Final remarks



# Krupter Srl: Final Remarks

- Technical partner
- Business partner
- Facilitator with public/private entity
- Intermediator
- Krupter is the owner of three patent pending inventions for DSL technologies currently in stage of manufacturing and commercialization



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