



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:

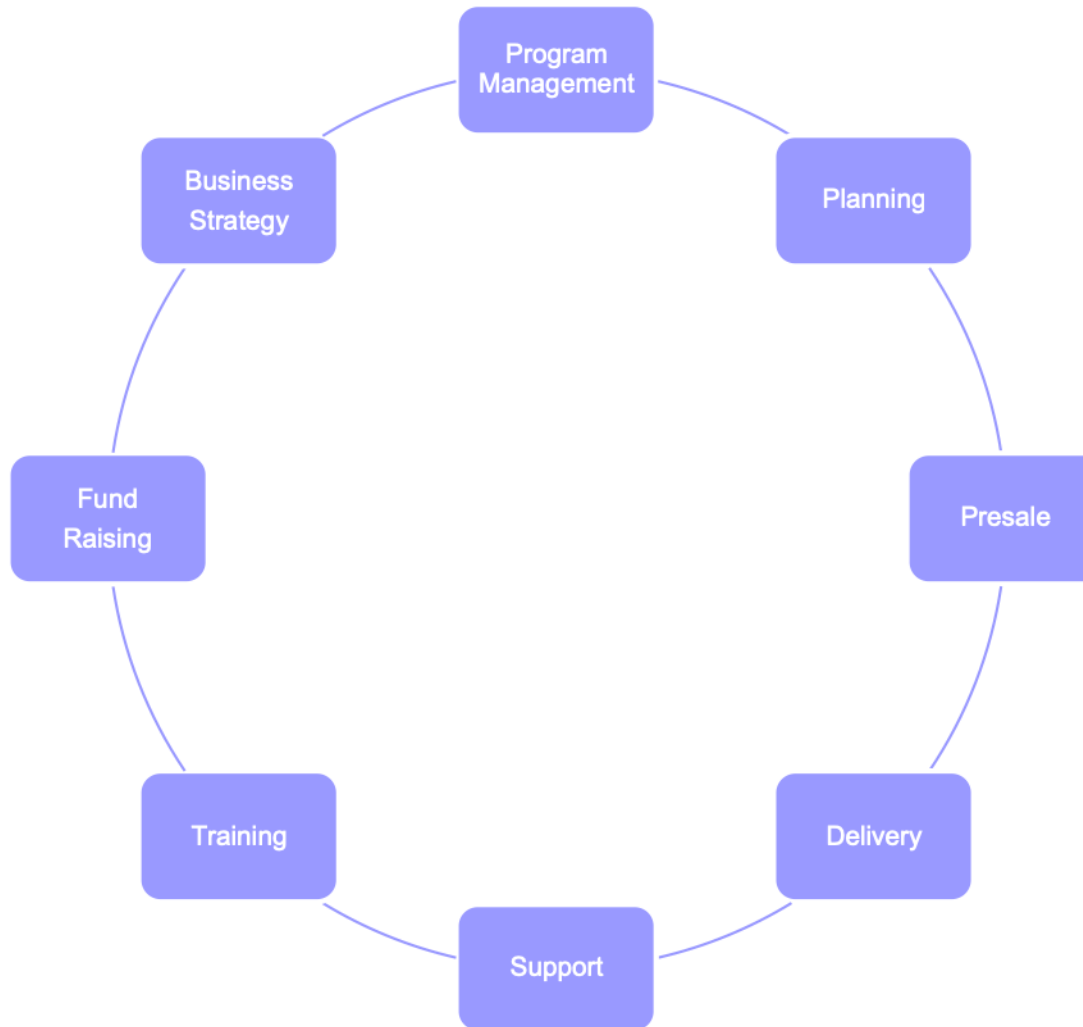
- Improve the existing business competitiveness of our customers



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
- Analysis and validation of the entire system for emergency calls management in galleries (GSM signal management)
- Technical support for patent registration of the entire system for emergency calls management in galleries (GSM signal management)
- Technical support for Edge Cloud Computing (ECC) network design: technical performance indicators and financial evaluation

Nostri clienti





Agenda

- Team

Team

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

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.

In 2022 received an **Advanced Diploma in Forensic Accounting - Level 5** at **Brentwood Open Learning College**, Leicester, UK

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
- Financial Modelling & Scenario Analysis of patents under different scenarios
- CRM analysis for Tourist Wallet Project of Regione Lazio
- Project management
- Financial Modelling & Scenario Analysis of projects



Agenda

- Final remarks



Krupter Srl: Final Remarks

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

Contacts

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