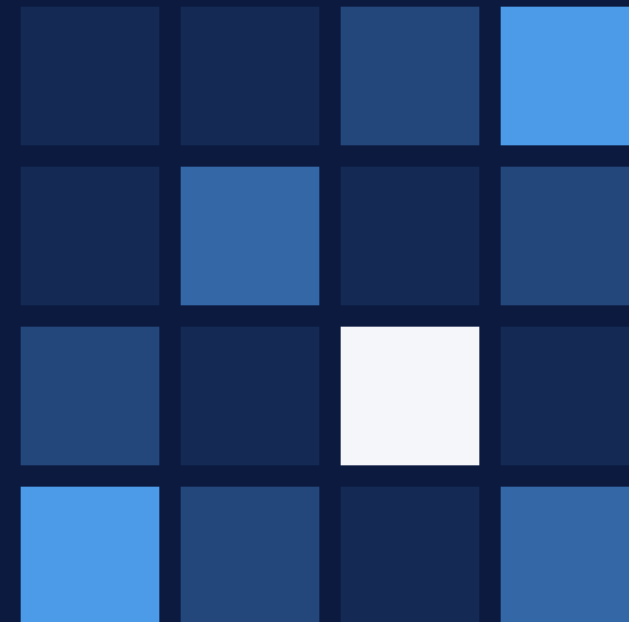




STRATEGIC, TECHNOLOGY AND MANAGEMENT CONSULTING · SINCE 2007

We transform your business

We know how to turn technology know-how into outstanding performance.



Full member



ABOUT US

An Italian consulting firm since 2007

Krupter provides **strategic, technology and management consulting** in the most dynamic sectors, starting with ICT.

From network planning to financial valuation, from fundraising to business strategy, we support operators, companies and public bodies from feasibility to delivery.

2007

Year founded

8

Areas of expertise

35+

Projects and
assignments

2

Patents on DSL
techniques

OUR MISSION

To accelerate our clients' growth by putting technological innovation and ICT at the service of their strategies.

Building on each company's processes, practices and know-how.

AREAS OF EXPERTISE

Eight areas of expertise, one partner



Program Management

Projects, resources, SLAs, risk and crisis



Planning

Fixed, wireless and transport networks



Presales

Feasibility studies and presales engineering



Delivery

Implementation, installation and final testing



Support

Interoperability testing and troubleshooting



Training

Technical training and seminars



Fundraising

National, European and international funding



Business Strategy

Markets, business plans and valuations

Network engineering

Planning

- Fixed access: FTTC/FTTH, xDSL
- Wireless access: UMTS/HSPA/LTE, WiFi/WiMax, microwave, LPWAN (LoRa, Sigfox)
- Transport networks: caching, proximity cloud, TCP acceleration
- Cost analysis and optimization

Presales

- Feasibility studies
- Presales engineering: fixed and wireless networks, technology facilities
- Data center optimization
- CRM (Customer Relationship Management)

Delivery

- Implementation of technology solutions
- Resource allocation
- Customer Relationship Management
- Installation
- Final testing

Support

- Preliminary, interoperability and final acceptance testing
- On equipment and devices: routers, switches, smartphones, radio base stations
- Software and hardware, in the lab and in the field
- Troubleshooting

Management, training and funding



Program Management

- Project management
- Activity and time scheduling
- Resource allocation
- Service Level Agreement management
- Risk management
- Crisis management



Training

- Fixed and wireless networks
- Transport networks and the Internet
- Network topology, planning and sizing
- Basic and advanced digital services
- Technical standards and regulatory aspects
- Project management



Fundraising

- Sourcing national, European and international funds
- Partner search
- Proposal writing
- Review of technical and financial aspects
- Proposal preparation and submission
- Project management

Business Strategy

01 Technology and market studies

06 Financial and technology valuation

02 Strategic and business planning

07 Regulatory analysis

03 Process and product benchmarking

08 Support to legal departments

04 Business models for new products and services

09 Technical appraisals and expert opinions

05 Optimization of corporate IT and telecom systems

10 Helping foreign companies enter the Italian market, and vice versa

TRACK RECORD

Featured projects

Field trial Edge Cloud Computing

Partner in a field trial of Edge Cloud Computing platforms in telecom operators' networks (Italian Decree No. 165/2024).

Valuation of Poste Italiane's telecom assets

Economic valuation and certification of the telecom business unit and of PosteMobile's Postino Telematico service.

Emergency calls in tunnels

Analysis and validation of a system that monitors emergency call service status and GSM signal, with support for the patent filing.

Industria 2015 – MOTUS

Socio-economic analysis for the sustainable mobility project, coordinated by Telecom Italia.

Network architectures, from copper to the edge

Integration scenarios for the TETRA system

Integration of technologies, architectures and services on DVB platforms, with application scenario analysis

Optical infrastructure for next-generation networks

New products for Telecom Italia's NGN access network

Feasibility study of WiMAX services and TDMA radio networks

Benchmarking of NGN architectures and fiber investments in the EU

Nationwide network infrastructure for NGA migration and broadband and ultra-broadband services

NGN investment optimization and broadband market analysis

Content delivery over IP: scenarios for national broadcasters

Expert opinion on the telecom architecture of a smart grid backbone

Edge Cloud Computing network design: technical and financial KPIs

Feasibility, network modeling and operating conditions for Neutral Host architectures

Putting a value on technologies and assets

Financial valuation of the "VIS.T.A." GIS platform, based on certified aerial imagery

Valuation and certification of a large company's telecom and call center assets

Valuation of the Postino Telematico telecom assets and software

Asset valuation in the publishing sector

Optimization of corporate IT and telecom systems

Studies on electronic communications regulation

Benefits of teleworking in Italy and its impact on individuals, companies and society

Agrifood market analysis in Lazio and CRM systems for the regional "Tourist Wallet" platform

Presales management: technical and commercial support to sales teams

Offer engineering, network design and software development

Contract support for a Russian-French cosmetics company

Support for an Italian telecom company in the Russian market

New technologies and specialist support

Emerging technologies

Piloted and autonomous drones: localization, position tracking, communication over LTE, 5G and Wi-Fi

Virtual and mixed reality

IoT systems (sensing, metering, actuators) and integration with IT platforms

Digital twins and robotics for Industry 4.0

Technical and legal advisory

Technical support to legal teams, including arbitration proceedings

Technical studies and expert opinions in an FM interference dispute

Validation of a system monitoring emergency calls and GSM signal in tunnels

Support with the related patent filing

OUR CLIENTS

Operators, broadcasters and enterprises



OUR PROFESSIONALS

Experience by area

Two dedicated professionals for each area of expertise.

20 years

Planning

Mobile and fixed network operators

15 years

Training

Universities and consulting firms

14 years

Program Management

Mobile and fixed network operators,
consulting firms

10 years

Delivery

Mobile and fixed network operators

10 years

Support

Mobile and fixed network operators

10 years

Fundraising

Universities, consulting firms,
public sector

PROFESSIONAL PROFILE

Kristina Vatalaro

Sole Director and Project Manager of Krupter since 2007

Education

2005	Degree in Economics and Finance (Financial Instruments), St. Petersburg State University of Economics and Finance
2008	Executive MBA, University of Malta – Link Campus, Rome
2010	Second-level Master's in Engineering for Public Administration, University of Rome "Tor Vergata"
2020	FMVA® and CMSA® certifications, Corporate Finance Institute, Vancouver
2022	Advanced Diploma in Forensic Accounting (Level 5), Brentwood Open Learning College, UK

Skills and experience

- Valuation of Poste Italiane's telecom assets and of the Postino Telematico service (PostePay)
- Financial modelling and scenario analysis in telecoms and for Krupter's patents
- Economic valuation of a DSL patent with sensitivity analysis
- Valuation of connectivity cost savings from VoIP equipment
- Business strategy and audit of a subsidiary in Russia
- Coordination of presales management and project management
- Socio-economic research in national projects and CRM analysis for the Lazio Region
- Valuation of publishing assets and optimization of accounting systems in small businesses
- Feasibility analysis and network modeling for Neutral Host architectures

INTELLECTUAL PROPERTY

2

patents on DSL techniques

owned by Krupter, now moving into production and commercialization.

OUR ROLE IN PROJECTS



Technology partner



Business partner



Intermediary



Let's talk about your next project



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