

# Gordionet Business Agency

## Servizi Outsourcing Digital/ICT/TLC/Industry con filosofia Cloud



Gordionet Business Agency è una proposta modulare di **Servizi Outsourcing Digital/ICT/TLC** per **Enterprise, PA, Industry, Energy, Railways, Oil & Gas**, valida in tutti i casi in cui il Cliente voglia esternalizzare delle attività o non abbia le risorse interne necessarie per affrontare progetti o processi.

Come se fossimo parte integrante dell'Azienda Cliente, impostiamo e sviluppiamo rapidamente Servizi di supporto in totale coordinamento e complementarità con il Management interno, ad una frazione di costo rispetto a risorse permanenti.

Facendo una comparazione con le piattaforme OnPremises-Cloud, Gordionet Business Agency può essere considerato come un Servizio Outsourcing in Cloud.

Surveys - Market Analysis  
Business Intelligence  
Sector Study  
SWOT - Canvas  
Business Plan  
Technologies Scouting  
Vendors Selection  
HR Selection  
Integration  
Implementation  
Project Management  
Business Development  
Lead Generation  
Marketing & Sales  
Proposal and Executive  
Engineering  
Bidding - Tendering  
Solutions - Products  
Marketing/Management  
Competitors  
Landscape/Benchmarking  
Product Documentation  
Pricing  
Positioning of Company -  
Products - Solutions  
Content Creation for  
Communication  
Brochures - Data Sheets  
Use Cases  
Websites - Social Media  
Seminars and Training

### Perché Gordionet Business Agency è competitivo e può rappresentare un modello futuro di Contractor

#### Ecosistemi in continua evoluzione

Scenari di Digital Transformation, imponente sviluppo "advanced SW over generic HW" con AI/ML/Blockchain, Software-Defined, Virtualizzazione, Edge, Cloud XaaS, IoT, Network Slicing, LEO Satellite, Cybersecurity, richiedono un'organizzazione tecnico commerciale su cui molte aziende non possono investire

#### Competenza, flessibilità, learning curve esponenziale

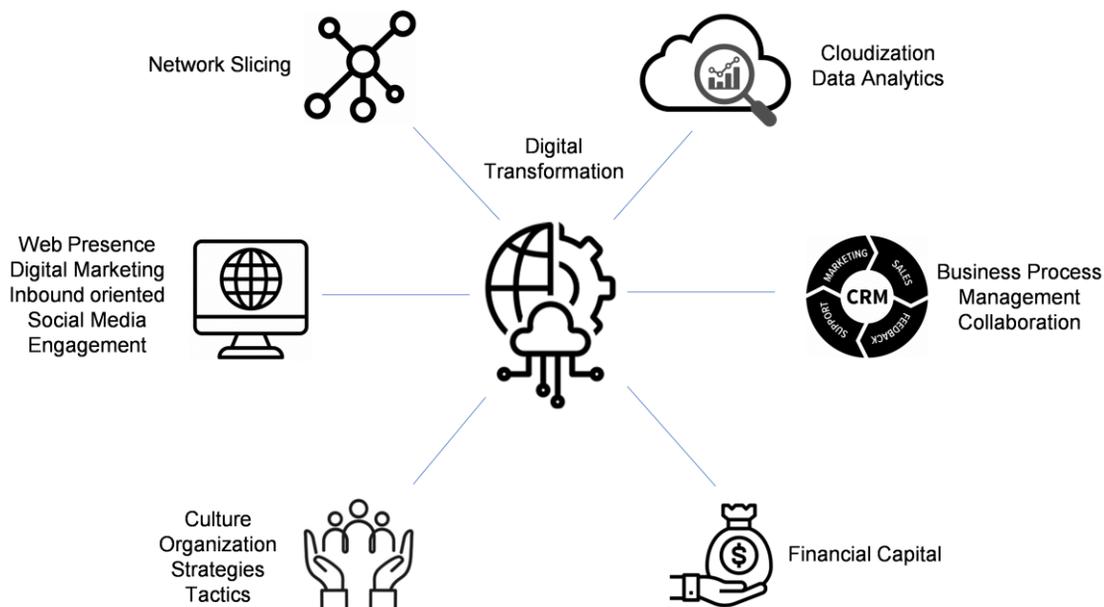
Decenni di attività manageriale tattico-strategica, commerciale, implementativa di Infrastrutture, Piattaforme, Servizi, hanno consolidato un metodo indipendentemente dalle soluzioni tecnologiche, in un contesto di aggregazione competenze, creatività, intelligenza emozionale

#### Una risorsa interna senza i costi di una risorsa interna

Sulla base delle necessità di supporto, ci immergiamo rapidamente nella realtà di mercato, organizzazione e portfolio dei Clienti, per implementare i Servizi richiesti

#### Supporto on-demand con modularità temporali customizzabili

Le Survey con sintesi di scenari evolutivi strutturate da Gordionet grazie all'esperienza di integrazione ed all'aggregazione di centinaia di informazioni di mercato, permettono un decisivo orientamento per progetti, implementazioni, acquisti, vendita di servizi



**GORDIONET**

## Digital Transformation Main Areas

### Networking

- Broadband/UBB over Fixed FTTx - Mobile - Wireless - Satellite
- SD-WAN
- On-Demand Bandwidth/Latency (SD, 5G Slicing, LEO nanosatellite constellations)

### Cloud XaaS over VMs | Containers-Kubernetes

- Private / Public / Hybrid / Multicloud

### Connected Things

- IoT / IIoT

### Business Process Management, Virtualization, Workflow Automation

- BPM - BPO | ERP | CRM
- Business Process Control
- Collaboration Tools including Video Smart-Remote Working / Videoconferencing WebQuality-4K / VR-AR / Telemedicine
- Process Change Tracking
- Process Modeling & Design
- eCommerce
- DealGen - Marketing - Sales Automation

### Web Presence

- Digital Marketing and Communication
- Web Design | Web Development
- UX / UI
- SEO - SEM - SERP
- Content and Social Media
- Web Video Marketing

### Digital Consulting for Strategy, Management, Financial, Training



### Technologies

- Big Data Analytics
- AI / ML
- Blockchain

### Cybersecurity

- Network Security
- Web Security
- Cloud Security
- Endpoint Security

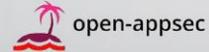


**GORDIONET**

Gordionet sta supportando il partner Nesecon, esperta in funzioni CIO-CISO per Protezione Dati e Cybersecurity, nel Product Marketing e Business Development di un Sistema SaaS ML WAAP Web Application Firewall and API Protection Rule/Scoring-based, con l'intercettazione di un primo importante Cliente (ppt on demand)

## Nesecon presenta open-appsec (Check Point)

Nesecon è Ambassador per l'Italia, Competence Center, Supporto Help Desk 1° Livello di open-appsec

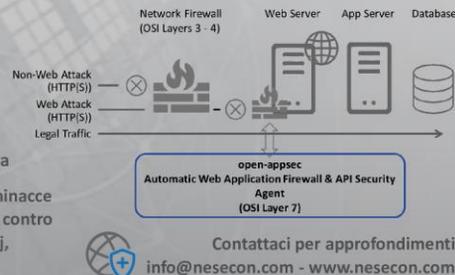


open-appsec è attualmente la soluzione open-source più evoluta di Automatic WAF Web Application Firewall & API Security basata su ML Machine Learning con la miglior Balanced Accuracy

Sicurezza ML engine con valutazione preventiva scoring su transazione, comportamento benigno-maligno utente-community, rischio dei contenuti, blocco delle minacce, senza avvalersi di dati statici come firma-aggiornamento firma, DNS, indirizzi IP

Prevention attiva al posto di quella passiva dei Tools monitoraggio e analisi OSINT e dei WAF basati sulla firma che non offrono Zero-Day predittiva

Prevenzione automatica minacce Top 10 OWASP e Zero-Day contro Web App e API come Log4j, Spring4Shell, Text4Shell,...



Contattaci per approfondimenti  
info@nesecon.com - www.nesecon.com

La Cybersecurity non è più una tematica Tecnologica ma Business, a causa dei gravi incidenti con perdite economico-finanziarie - competitive - operative - reputazionali

I danni subito hanno raggiunto mondialmente un costo di 8 TUSD, il mercato Cyber ha superato i 200 BUSD

Superficie di attacco in continua espansione tra Reti, Cloud, Edge, Data Centers, Uffici Pubblici/Privati, Endpoint Fissi e Mobili, IoT

Necessità di Cybersecurity Dinamica e Multi-layer Network - Cloud - Endpoint con Prevention al posto di Mitigation

**Nesecon** SAFE DIVE INTO THE NET | ICT/TLC/Digital Integrator - CIO - CISO - DPO - IaaS Cloud owner - SaaS - Cybersecurity - Advisor

Technical Commercial Content supported by **GORDIONET** a Partner of Nesecon

## Rule/Scoring-based anomaly detection



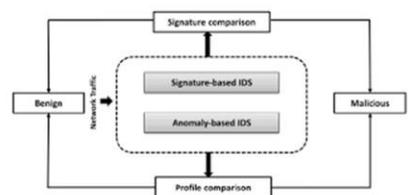
### Regole e Scoring

Un WAF basato sul punteggio utilizza procedure di sicurezza positive che per impostazione predefinita bloccano qualsiasi richiesta che superi un limite prestabilito, consentendo di affrontare minacce emergenti, tattiche di sicurezza avanzate e Zero-Day che non sfuggono alle regole, prima ancora che la firma di un attacco venga identificata e registrata

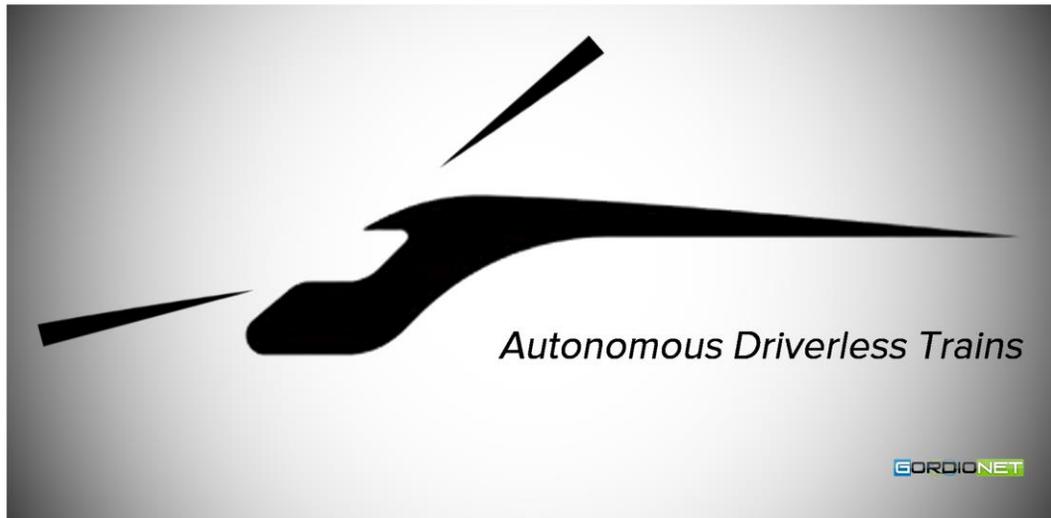
L'utilizzo del punteggio riduce significativamente il consumo di risorse diminuendo notevolmente i problemi di latenza spesso riscontrati nei WAF convenzionali

Una singola regola immaginata come uno schema di schemi può definire tanti attacchi quanti ne possono definire centinaia di firme  
A seconda dell'ambiente applicativo, una Policy di sicurezza basata su firma viene eseguita su un numero di firme compreso tra 2.000 e 8.000, mentre una Policy di sicurezza basata su regole richiede solo poche dozzine di regole per rilevare una quantità di attacchi equivalente

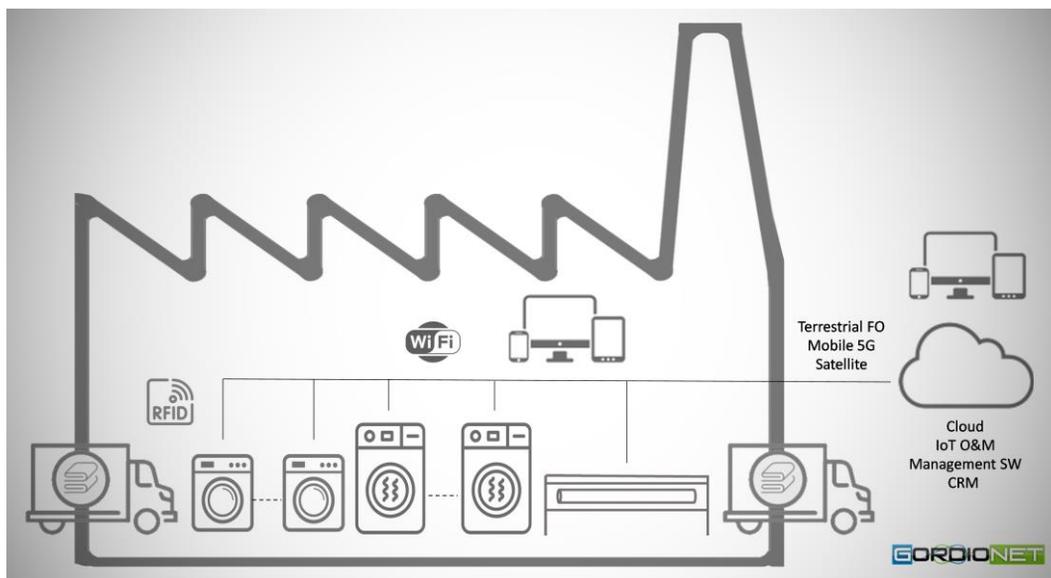
Blocked Attack	Undetected modification
' or 1=1--	' or 2=2--
alert(0)	%00alert(0)
<script>alert(0)</script>	<script type=bscript>MsgBox(0)</script>
' or ""="r	'/*/*OR/*/*""=
<script>alert(0)</script>	</img>
<img src=cx onerror=alert(0)/></img>	<img src=http://url onload=alert(0)/></img>
1 or 1=1	(1lor(1)=(1)
eval(name)	x=this.name X(0?&name+1)

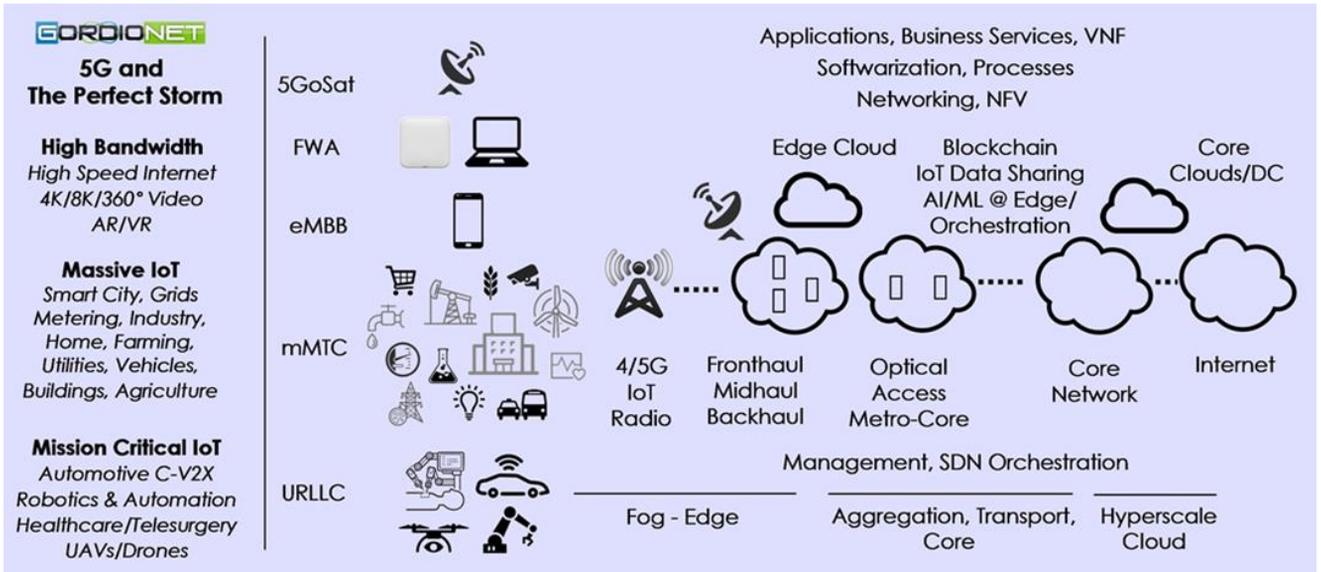


Gordionet è stata selezionata da un costruttore di armamenti e veicoli ferroviari rolling stock presente nei mercati internazionali, per una survey preliminare di progetto integrazione Digital Transformation - Sistemi ICT/TLC/Segnalamento - Autonomous Driverless Trains



Gordionet è stata selezionata da un gruppo di imprenditori investitori per progetto propositivo ed esecutivo di implementazione Lavanderia Industriale B2B con macchine di ultima generazione washing-drying-ironing-packing, Organizzazione risorse interne ed Outsourcing, Logistica, Connettività a Larga Banda, SW Gestionale AI, CRM, O&M preventivo/predittivo via IoT





API Economy and strategies for Enterprises in the modernization of SW Applications with the transition from VMs to Containers orchestrated by Kubernetes for Microservices in Multicloud environments



### A piece of future The revolution of Satellite dynamic virtualization into the Cloud

Global coverage LEO - MEO Constellations with high configurable small Satellites

In-flight Flexible Payload (processing, beam shaping, power, capacity, frequency, ISLs)

Orchestration Management Automatization Optimization

SDN NFV API

Terrestrial Networks

End-to-end Services

NOC / SOC Management Profiling and configuration of Services

**Markets - Missions - App**

- Communications
- IoT
- Observation (EO - Remote Sensing / SO)
- Navigation (I.e. AIS, ADS-B)
- GovMil (I.e. Security & Surveillance, ELINT / SIGINT)

**Business Models and Services**

- Constellation as a Service
- Payload as a Service
- GSaaS - Ground Segment as a Service (I.e. AWS Ground Station, Microsoft Azure Orbital, KSAT, Leaf Space, SSC, Kratos, Infostellar, RBC)
- IaaS - PaaS - DaaS

**Main Strengths**

- Advantages already consolidated in SDN - NFV Terrestrial Networks (Agile & Flexibility, reduction of Capex Opex, better Resiliency, fast TTM, enabling of innovations and new Services)
- Reuse of resources
- Pay per use
- Huge increase in Band/Bits spectral efficiency

**Technical Evolution and Trends**

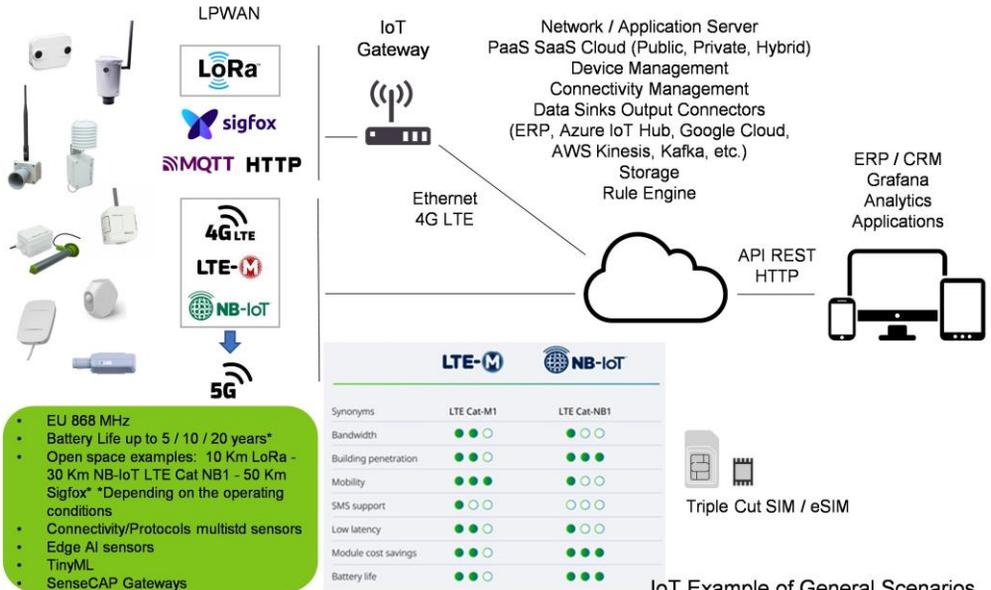
- Advanced SW over Generic HW HW Agnostic
- From Static to Dynamic Virtualized
- SDR / SDM / SDN Software-Defined Radio / Modem / Networking
- Direct RF Sampling COTS for Space and Ground Segments

- Ground Segment from Legacy RF to Digitized IP - RF/IF over IP
- OnPremises / Private-Public Cloud NFV with VNFs, AI/ML, Cybersecurity
- From silos to unique platform for TT&C & Service Gateways
- Uniformity, Expansion, Interop, Complementarity with 5G Slicing
- Phased-array beam steering Antennas
- U/VHTS Ultra/Very High Throughput Satellites
- X - S - UHF - VHF Bands

- Temperature, Humidity, CO2, TVOC, PM1.0 / 2.5 / 4 / 10, Formaldehyde, Ozone, Barometric Pressure, Water Leak, Ambient Light, Noise/Sound Level • Motion and Presence • Flow and Pressure of gases and liquids • Shock and Vibration • Occupancy and Presence detection (Offices, Cars in parking lots, Hospitals, Restaurants, etc.) • GDPR compliant People Counting (Doorways and Corridors of Offices, Airports, Hotels, Commercial centers, Congress centers, Retail spaces, Schools, Universities, etc.) • Doors Windows Opening State Distances detection • Ultrasonic Monitoring or Float arm level gauges of fill levels and status of remote containers assets • Soil Moisture, Soil Temperature, Soil Electrical Conductivity • Tilt Orientation (G-force and accelerometer sensors) • Push/Touch buttons • GPS TDOA geolocation • Energy usage and health condition of the power line (Switch, Voltage, Current, Power Factor, Power Consumption) • Weather Stations (Solar radiation, Precipitation, Lightning strike detector, Wind speed, Wind direction, Humidity, Temperature, Vapor Pressure, Barometric Pressure)

## IoT

- Industrial Automation, Security, Assets Management • Buildings Automation • Energy - Smart Power • Utilities • Transportation • Logistics • Environmental Intelligence • Healthcare • Agriculture - Smart Farming • Fire Alarm Systems • Smart Metering • Smart City • Smart Village • Home Automation and Security • Tracking • Wearables • Digital Signage • Infotainment • Hotspots • Automotive\* • Video Surveillance\* \*(Hiperlan or Mobile LTE Cat-1 / Cat-4)



IoT Example of General Scenarios



### Scenario

- **First the needs**, then the choice of technology
- **Connectivity** is one of the major issue (availability, energy efficiency, cost, quality of service, security)
- Completeness of the total offering reducing TTM (Sensors/IoT Modules, Connectivity, Platform)
- Most suitable Platform (Connectivity Management, SIMs/Devices Management, Data Management & Analytics, Cloud Services, Application Enablement, Security, Interoperability, Data Sinks Output Connectors).
- Translating data into business value
- Ability to scale

### Connectivity

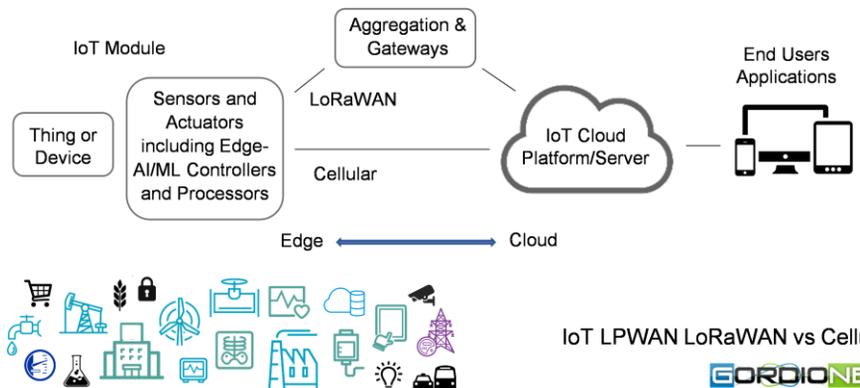
- Main aspects to be considered
- Battery-powered, long range, high penetration
- IoT Modules costs, Data Loss, Duty Cycle restrictions
- Sufficient domestic and international coverage to scale up implementation when needed
- Network operation for the lifecycle deployment without modification or replacement of devices and considering eventual regulatory changes
- Bandwidth available for potential developments and evolutions requiring more data between devices and applications

### LPWAN → LoRaWAN vs Cellular

- LoRaWAN (LPWAN protocol)
  - ISM unlicensed bands and LoRa® modulation
  - Suitable for local areas without a (stable) cellular network and use with small amounts of (stable) data bursts at infrequent intervals
  - Of the three forms of public, private and community networks, the currently viable option is to use a private network which involves infrastructure investments
- 2G/3G/4G/5G Cellular Networks with additional LTE standards NB-IoT and LTE-M specifically designed for LPWAN
  - High quality services as higher bandwidths, lower latency, higher reliability, well-proven security features, and better coverage compared to LoRaWAN®
  - SIM cards are highly secure, devices with SIM, eUICC and eSIM are tamper-proof

### Main Markets

- Smart Car
- Smart Utility
- Smart Metering
- Smart Asset Management
- Industry 4.0
- Oil & Gas
- Smart Building
- Smart City
- Smart Factory
- Smart Healthcare
- Smart Home
- Smart Logistics/Tracking
- Smart Agriculture
- Example of European country market volume: Italy 8.3 Billion euro



IoT LPWAN LoRaWAN vs Cellular












### Estote Parati

#### Network Assessment

- Network Mapping • OnPremises-Cloud Services (Servers, Switching, Routing, Devices, Clients, PCs, Mobiles, Printers, WAN Access, etc.) • Business Continuity • Disaster Recovery • SGI/ISO/IEC-27001 - 27002 Documentation Certification • Application Manual • Documents Management • Implementation / Update OnPremises-Cloud Storage, Backup, NOC - SOC

#### Cyber Security

- Digital Security Compliance • Security Certifications • Process • Risk Control • Capability Assessments • Network/Web/Mobile/Wireless Security • NGFW • Cloud Security CASB WAF • GI/SGI FW Mobile-5G-IoT • DoS/DDoS Assessment • Host/Firewall Policy Configuration Review • Database Cryptography • Training

#### GDPR 2016/679

- DPD • GDPR Migration • Assessments, Audits, Analysis, Customers / Partners Engagement Impact (i.e. Omnichannel Contact Center, Customer Service) • Evaluation, Implementation -> Outsourcing Support to the Controller (physical legal Art. 4.7 - 24) and/or to the Processor (physical legal Art. 4.8 - 25) for processes, audits, organizational technical measures obligations adjustment • Focus Art. 5, Art. 15 + 22, Art. 30 (Records of processing activities), Art. 32 + 34 • DPO Data Protection Officer Outsourcing (Art. 37) • Cloud SaaS GDPR verification of compliance Platforms







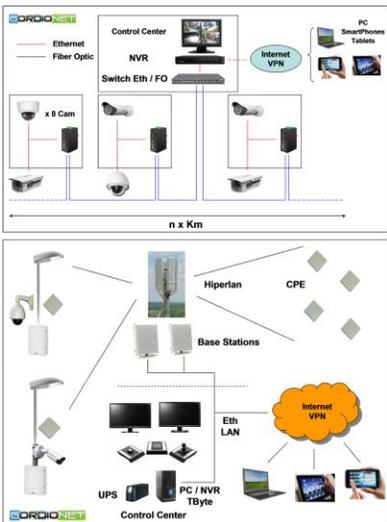

choose whatever you want to do  
we'll take care of the rest

meetings | smart working | engagement | marketing | training | workshops | events | webinars



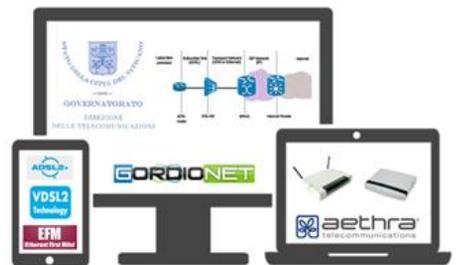
#### Low cost high quality Integrated Videoconferencing Streaming

Full HD Multipoint Videoconferencing | Advanced SW over generic HW | H.264 SVC/H.265 Video Coding | AVL | Content Sharing - Virtual Collaboration | Recording | Simultaneous Translation | Chat Messaging | Encryption | Internet without the need for VPN QoS MPLS | IP Routing in place of MCUs | IOP and Integration with legacy H.323 - SIP, UCC, G Suite Google Hangouts Meet, Office 365 Skype for Business, and others | WebRTC | GDPR compliance | API SDK customizations | Streaming for hundreds/thousands of participants with interactivity for group aggregations

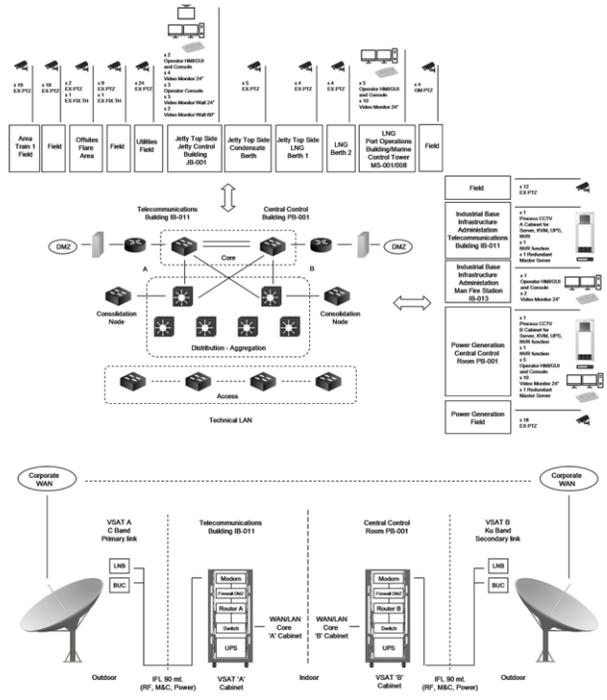
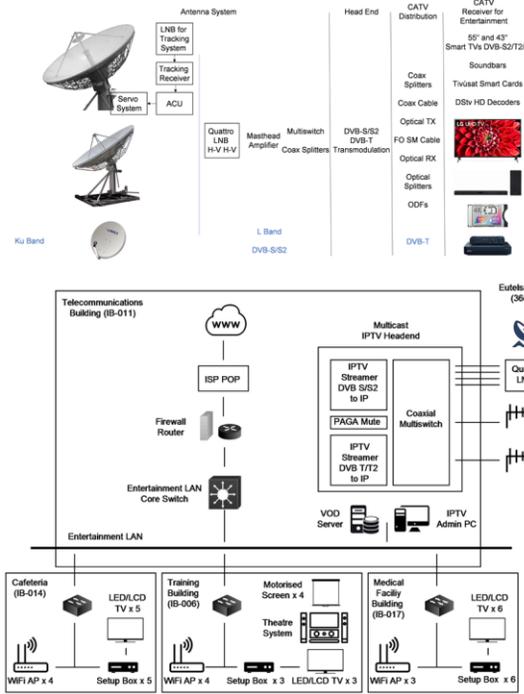




Broadband Access - Cloud Computing - Videocommunication

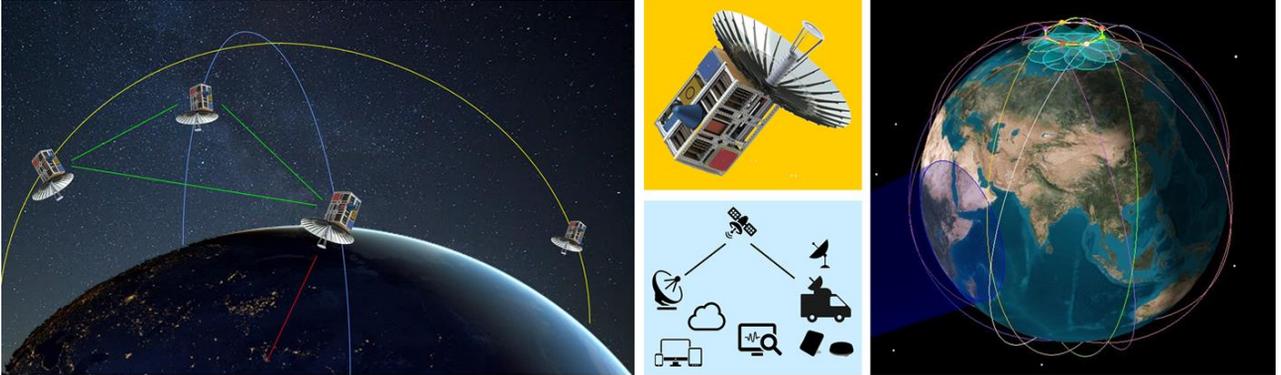
www.gordionet.com

# Progetti ed Implementazioni per Verticals Oil & Gas ed ESCO



Gordionet ha contribuito all'acquisizione di 4 contratti finanziati da ESA per conto di due Clienti settoriali nell'ambito del programmi ARTES 4.0 e InCubed, strutturando la creazione di contenuti tecnologici e commerciali come Product Viability, Project Team and Resources, Technical-Management-Financial-Contractual Proposals



- CubeSat nanosatellites production • LEO Constellations/Swarms projects for Civil/Military Missions • ISLs for Satellite Collaboration • ESA-ASI projects • Ground/SpacePayload Systems and Components • L-S-C-X-Ku-K-Ka-Q-V Bands • NTN 5G Satellite integration • GEO-HAPS-UAVs/Drones satellite architectures • SatCom Networks with fixed-onvehicle VSAT-SOTM/Hub • Advanced SW • Satellite Capacity • NOC • Services • Development in USRP/GNU Radio environment for advanced SDR
- IoT • 3-4Play HTS Telecommunications • Backhauling • S-AIS/ADS-B • S-SA • Search & Rescue • ELINT/SIGINT • Earth/Solar/Space Observation • Telemedicine • Broadcasting • Utilities • Maritime • Defense

Worldwide Partner **GORDIONET**

powered by **GORDIONET**

**4-Channel Multiband Monopulse Digital Tracking Receiver SDR based**

Product Prelaunch Contents, images and specifications are to be considered as preliminary.

70 MHz - 9 GHz  
L - S - C - X Band



TI&C system is one of the most important subsystems for communication Space - Ground - Space links.

- All-in-one tracking down conversion and reception
- High pointing accuracy
- Digital and Analog Output
- Extremely low phase noise
- Low power consumption
- Drastically lower price than traditional market solutions
- Indoor RU, Outdoor, Board Housing Solutions

**Main Technical Specifications**  
**RF Input**  
 Frequency : 70 MHz - 9 GHz  
 Bandwidth : 5 MHz  
 Impedance : 50 Ω  
 VSWR : ≤ 1.5  
 Isolation between channels : ≥ 50 dB  
 Noise Figure : < 7.5 dB  
 Sum channel dynamic range : -95 dBm to -20 dBm  
 NSD : -143 dBFS/Hz @ 1 MSPS min sampling rate (0.5 MHz BW), -153 dBFS/Hz @ 10 MSPS max sampling rate (5 MHz BW)  
 Damage level : -8 dBm  
 Input noise spectral density : -167 ±10 dBm/Hz  
 Minimum Signal/Noise density : 3.6 dB for Non-coherent mode

locking, symbol tracking, data demodulation, beam tracking, AGC processing and filtering, has been provided as a digital algorithm.

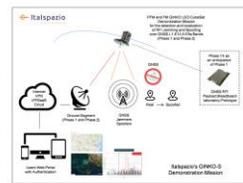
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**GINKO-S Project**  
Global GNSS Interference Monitoring and Notification to Key Operators from Space

Solution Introduction Contents, images and specifications are to be considered as preliminary.

Global Navigation Satellite System (GNSS) is considered the invisible utilities of the modern society, increasingly dependent on GNSS for safety-related and commercially sensitive PNT applications in a variety of economic and industrial sectors, ranging from finance to transportation systems, to energy and telecommunications, just to mention some.

Detection and localization of intentional/unintentional jamming and spoofing, has long become a global necessity and urgency.



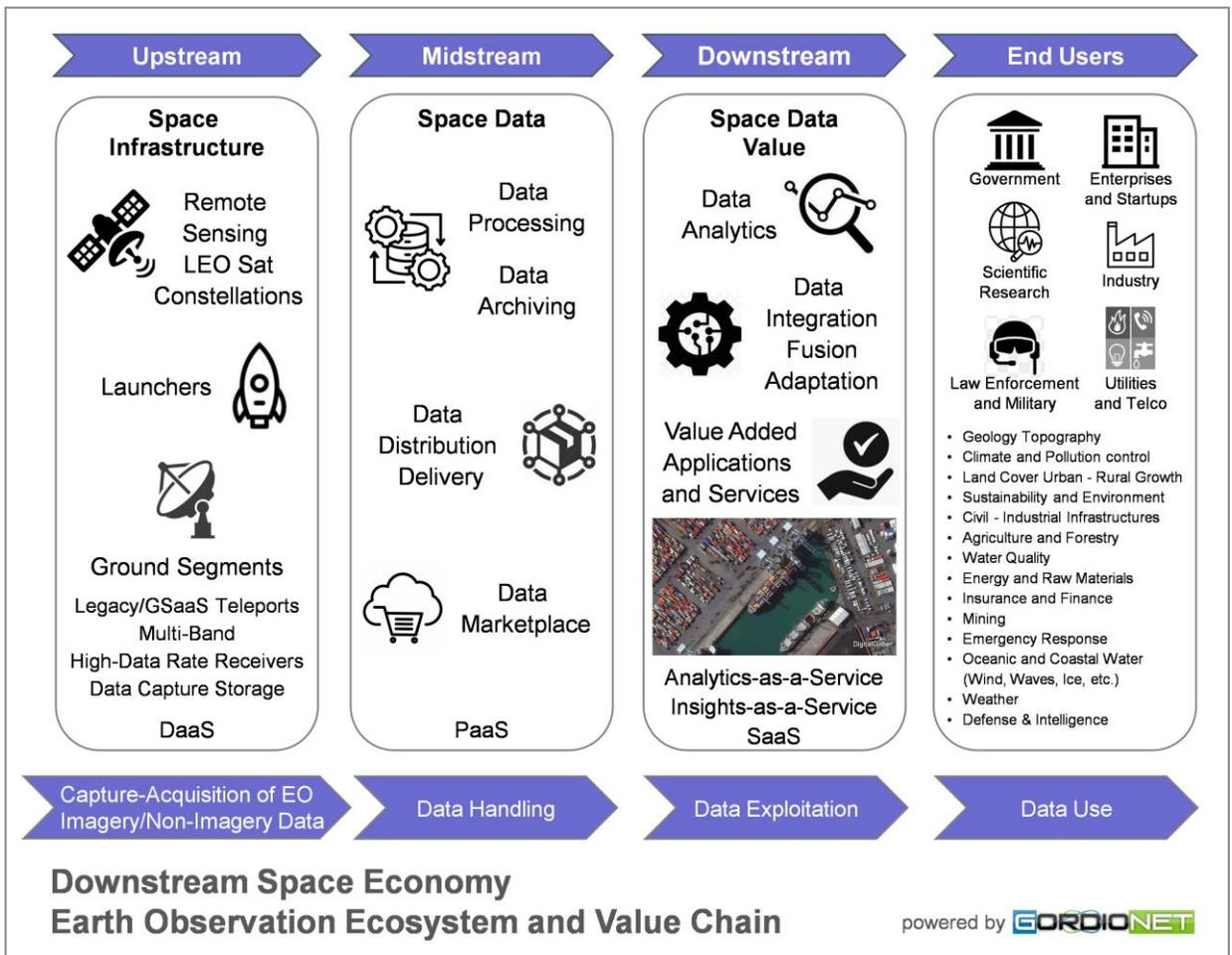
- GINKO-S Project Main Aspects**
- Jamming and Spoofing Monitoring of RF Sources
  - LEO Satellite Global Coverage
  - Detection
  - Identification
  - Classification
  - Geolocation
  - Mapping
- Main Technologies & Techniques**
- SDR
  - Signals Pre-Postcorrelation

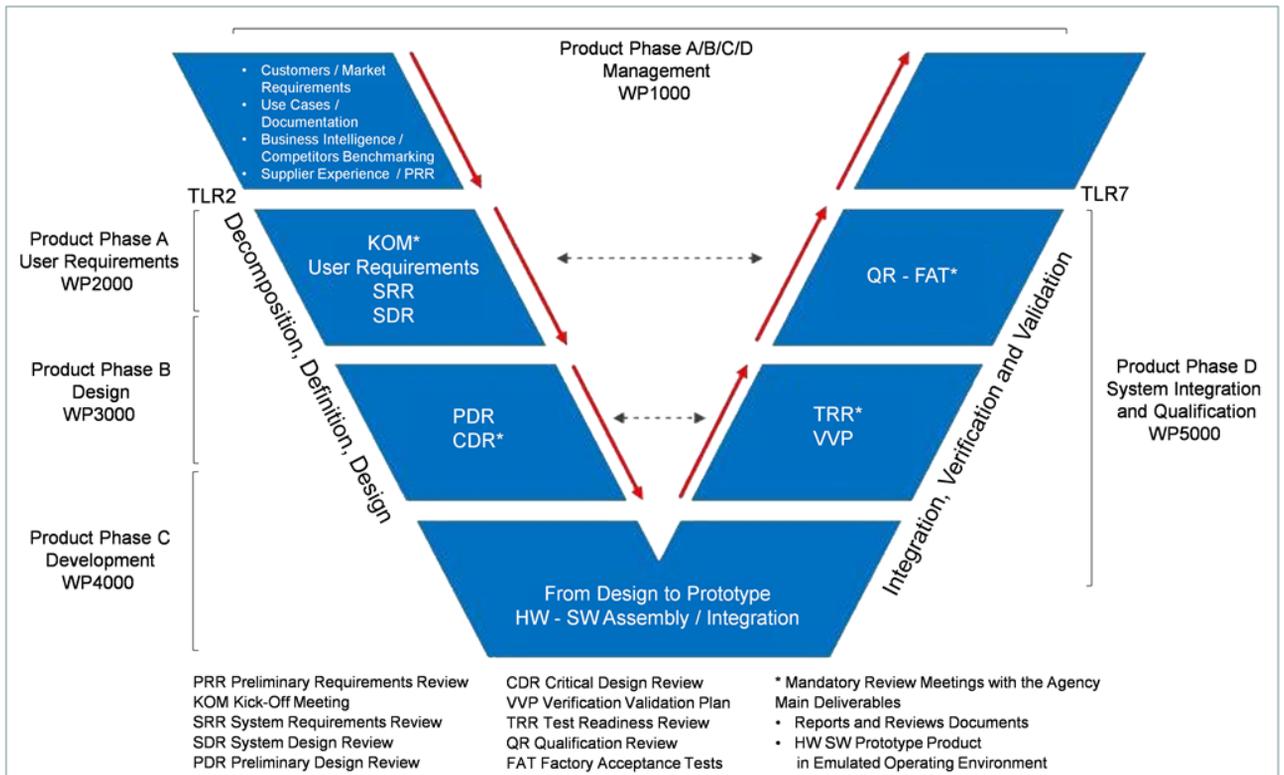
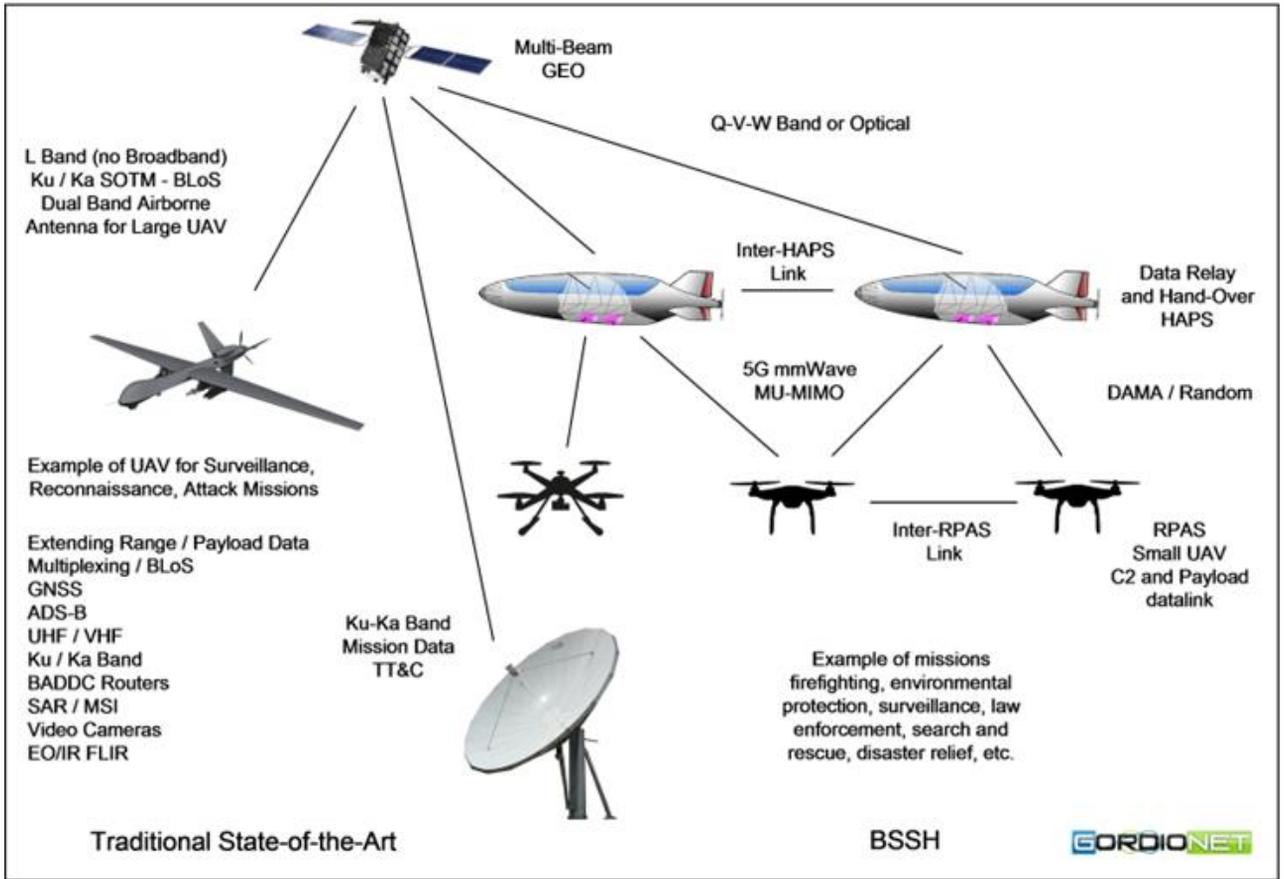
Gordionet Business Agency ha raggiunto un altro obiettivo contribuendo con Servizi Outsourcing professionali di Market Analysis - Survey - Business Intelligence - Valutazioni tecnologiche - Creazione di Contenuti tecnico-commerciali, all'assegnazione del 4° progetto finanziato da ESA Artes 4.0/InCubed, acquisito da un nostro Cliente settoriale.

Gordionet ha ulteriormente ricevuto l'assegnazione di un progetto preliminare valutativo per un Teleporto compatto EO Earth Observation GSaaS.

La Space Economy ha raggiunto nel 2022 un valore di 464 BUSD sulle principali segmentazioni SatComm (GEO-LEO con evoluzioni HTS e 5G NTN), SatNavigation (MEO), Satellite-based EO (LEO), in una distribuzione Customers di tipo Commercial, Gov-Civil, Defense ed Aree Applicative come Manufacturing (Sat/Nanosat Onboard), Launch, Ground Segment, Operations, Services.

EO Downstream Economy è da tempo un Ecosistema consolidato in crescita costante Upstream-Midstream-Downstream, grazie ad una sempre maggior qualità, accessibilità ed economicità dei dati satellitari, e ad una continua evoluzione Onboard Payload Passive/Active Remote Sensing con risoluzioni spettrali-spaziali-temporali-radiometriche sempre più elevate, Capacità crescente di Data Capture-Acquisition, Cloudization e VAS DaaS - PaaS - Analytics/Insights/Software-as-a-Service.







Telemedicine via Terrestrial and Satellite profiled for Covid-19



**REAL-TIME FIELD MANAGEMENT**  
Video Engagement for Field Operations and Visual Trouble Shooting

**ADVANCED ENVIRONMENTAL MONITORING SYSTEMS**  
More Than 20 Sensors - Parameters

**IoT**  
M2M and Data Analytics

**EFFICIENCY** ↑ **COST** ↓ **QUALITY** ↑

Sistema de Sala móvil de bajo costo - alta calidad  
Videoconferencia, Teledidáctica,  
Webinar Streaming, Telemedicina, Asistencia remota



La filosofía de "advanced SW over generic HW" ha llevado a una reducción continua en el uso de sistemas dedicados, con una reducción drástica de los costos.

Sistemas de Sala compactos para Videoconferencia en cualquier escenario de servicio, se pueden integrar a través de una PC conectada a potentes dispositivos auxiliares de audio y video, evitando el gasto de Códex o Huddle Rooms.

Los Sistemas de Sala deben poder conectarse no solo a las tradicionales Infraestructuras Video Enterprise en Cloud (Calidad UHD/4K), sino también a plataformas globales de rendimiento cada vez mayor como Zoom, Microsoft Teams, Skype (Calidad Web).

Estas plataformas globales, han sido creadas para uso de PC / Móvil (SW Client Desktop, Mobile App, Clientless WebRTC), manteniendo una incompatibilidad operativa con los Sistemas de Sala y dispositivos auxiliares de audio y video.

#### Principales Características\*

Tamaño Sala / Número de Participantes  
Hasta 40 m2 / 6-8 Participantes

Carretilla Móvil  
Carretilla Móvil en acero para pantallas LED/LCD 37"-70" / 50 Kg. antirruedo con ruedas y 2 estanterías

**Cámara**

- Resolución 4K @ 30 fps - 1080p @ 60/30 fps - 720p @ 60/30 fps
- Profundidad de Campo 5 mt
- Campo de Visión 120°
- PTZ Pan Tilt Zoom Digital 3x
- WB / WDR
- Interfaz: USB

#### Sistema de Audio

- Audio HD, Full Duplex
- Noise Proof Technology
- Captación Micrófono 6 mt / 360°



#### FSO Free Space Optics

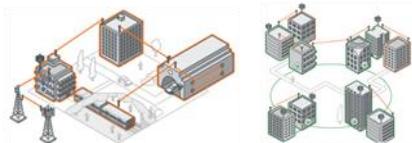
##### 1) Introducción

**1.1) Tecnología FSO**  
La tecnología FSO es un acortamiento simple. Los principios de la FSO son los mismos que para la transmisión de una señal a través de fibra óptica de transmisión de datos, voz y video que utiliza luz infrarroja a través del aire, en lugar de a través de una fibra más rápida que a través del vidrio, por lo que es justo clasificarlo a la velocidad de la luz.

Está basada en conectividad entre dos terminales inalámbricos que incluye un transmisor y un receptor para ofrecer transporte de luz a través de la atmósfera a alta velocidad que recibe la información se conecta a un receptor de alta sensibilidad a través de fibra óptica.

Cada unidad inalámbrica óptica utiliza una fuente óptica, además de un haz de luz que se transmite a través de la atmósfera de luz y viceversa.

La tecnología FSO ha alcanzado el punto en que es un método frugal óptico y la ampliación y mejora de las redes existe rendimiento de Gigabit Ethernet desde 1.5 Mbps hasta 2.5 Gbps. Transporte, Redes Móviles, Redes Militares, ya están en el mercado sistema flexible y re-deplegable. Numerosos operadores tanto aprobado la tecnología para su uso en sus redes. Aunque hoy muchos nuevos productos de RF mejorados en el mercado, son de aún incapaces de cumplir con los estándares de desempeño de precios establecidos por FSO.



Get eyes contact back

- Videoconferencia UHD 4K
- Unified Communication
- xDSL - Satellite Broadband
- SaaS Cloud
- Video Customer Engagement
- Smart City ICT
- Digital Transformation Management Training

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Una eccellente strategia  
di Customer Engagement



Training on new technologies  
and development opportunities  
in the Digital Transformation

Course  
**Cyber Security**

La Digital Transformation e la costante crescita di connettività utenti e device, ha incrementato la complessità distribuita fra Reti, Cloud, Data Centers, Branch/Enterprise Offices, Endpoint e Mobile.

L'aumento della mobilità al di fuori del perimetro di protezione e controllo aziendale (roaming users - smart working), ha amplificato a dismisura l'esposizione di violazione dati, malware, ransomware.

Diventano importanti modelli di sicurezza zero-trust basati su rigidi processi di verifica identità, reattività zero-day alla vulnerabilità, filosofia threat zero-day con Prevention al posto di Mitigation.

Si ha ormai necessità di una sicurezza ramificata e complessa per la costante crescita del Cloud, dei modelli decentralizzati Fog-Edge per IoT su infrastrutture 5G, con eventuali applicativi AI e Blockchain.

Private - Public - Hybrid Cloud, hanno generato una varietà di sfide per la sicurezza.

Nel Private ambienti IaaS e migrazione SDN/NFV (OpenStack, Cisco ACI, VMware NSX, etc.), nel SaaS (Office365, Salesforce, box, servicenow, GSuite, etc.).

Nel Public IaaS con ambienti anonimi generici, multi-tenant e framework DevSecOps, è fondamentale una chiara visione sulla condivisione della sicurezza tra azienda e provider nella movimentazione di applicazioni e dati, con eventuali estensioni sulle piattaforme (AWS, VMware on AWS, Microsoft Azure, Google Cloud, IBM Cloud, Oracle Cloud, Alibaba Cloud)

- Network Security - Web Security
  - NGFW Next Generation Firewall, IDS, IPS, Threat Emulation, Threat Extraction, Antivirus, Anti-Bot, App Control, URL Filtering, Identity Awareness, Content Awareness, Mobile Access, IPsec VPN, Advanced Networking & Clustering, SSL / TLS visibility and orchestration
  - 4G/5G Firewall for Mobile-5G-IoT (GILAN, CGNAT, DDoS protection, Application Visibility)
- Cloud Security
  - Private, Public, Hybrid Cloud visibility - management - protection, WAF Web Application Firewall, DDoS protection, Vulnerability Management, CASB Cloud Access Security Broker, Data discovery - classification, Data Protection, DLP
- SIEM Security Information and Event Management, machine - deep learning UEBA User & Entity Behavior Analytics
- Endpoint Security
- Email Security
- MDM Mobile Device Management
- IT - OT Integration

Course  
**IoT Revolution**

L'enorme crescita di IoT definito come M2M+Data Analytics tramite Cloud, non è neanche remotamente paragonabile con sistemi e servizi di monitoraggio & controllo implementati attualmente e nel passato.

Prestazioni sempre più elevate di sensori e dispositivi, capillarità delle reti di comunicazione tra cui 5G, grande capacità di elaborazione, Big Data-OSS-BSS, Fog/Edge/Cloud processing-analytics-storage, soluzioni Blockchain/AI-based, stanno generando un ecosistema di sviluppo immenso.

Esempi settoriali di applicabilità IoT sono Smart City, Grids Metering, Energy, Industry, Home, Farming, Utilities, Vehicles, Buildings, Agriculture, SCADA, ICT, Security-Public Safety, Banking & Finance, Transportations & Logistics, Healthcare & Life Science, Retail.

IoT rappresenta una grande opportunità per offrire servizi o utilizzo B2B-B2C da parte di Operatori e Service Providers ESCO, Enterprise, Pubblica Amministrazione, Verticals, con il conseguimento di nuovi modelli di business, riduzione capex opex, miglioramento efficienza, competitività.

- IoT definitions and applications
- IoT components
- Sensors, Actuators, Controllers, Smart Things, Gateways
- Sensors to Gateway - Gateway to Cloud
- IoT Analytics and Storage
- Fog/Edge/Cloud, Big Data, Blockchain IoT Data Sharing, AI-ML
- LPWAN vs LTE Cat-M1 vs 5G NB-IoT Cat-M2
- IoT via Satellite
- mMTC and URLLC
- RFID IoT
- IIoT and Industry 4.0
- Use Cases
- Business Models

Thank you !



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