

COMPANY PROFILE

SELTA Marketing Team (June 2021)

-
1. Mission and Values
 2. Facts & Figures
 3. Products & Solutions Portfolio
 4. Some References



MISSION AND VALUES

SELTA Marketing Team (June 2021)

EVERYTHING CONNECTED

Enabling Smart Services over Critical Infrastructures

SELTA is an **Italian company**, leader in technological innovation, designing highly secure and reliable solutions for **critical network infrastructures** at a worldwide level.



RELIABLE VENDOR AND INDUSTRIAL PARTNER



50 YEARS KNOW-HOW IN THE DEVELOPMENT OF
TECHNOLOGIES FOR STRATEGIC INFRASTRUCTURES

TOP REFERENCES, CUSTOMIZATION OF SECURE
SOLUTIONS FOR SMART APPLICATIONS



OWNED PRODUCTION PLANTS LOCATED IN ITALY

OUR STRENGTHS



50 years of experience tailoring the best solutions for our Customers



From conception, to design and industrial production, our products are 100% Made-in-Italy



High reliability and security standards with long-term support protecting Customer's investments

CERTIFICATIONS



ISO 9001:2015 standard **Quality Management** system certification



ISO 14001:2015 standard **Environmental Management** system certification



ISO 45001: 2018 standard **Worker H&S Management** system certification



SOA certification for categories **OS 9, OS 17, OS 19, OS 30**



ISO 27001: 2013 standard **Information Security Management** system certification

SELTA Marketing Team (June 2021)



OUR VALUES

- > **INNOVATION:** is a pillar of our market policies; we support continuous investments in projects based on open innovation with the best Italian universities, organizations and technical-scientific associations around the world
- > **CUSTOMERS:** are at the heart of our innovation projects and daily operations
- > **QUALITY and SAFETY:** are hallmarks of our solutions; reliability, resilience and embedded security are the basis of every new technological project
- > **INTEGRITY:** we are honest and maintain an ethical behavior during all business transactions and relationships with customers and suppliers
- > **DIVERSITY:** respected and honored in all its forms, a real competitive advantage



INNOVATION



CUSTOMER



INTEGRITY



DIVERSITY



SECURITY

SELTA Marketing Team (June 2021)

OUR OFFICES



HQ Cadeo (PC)



Tortoreto (TE)



Roma



Avellino

2 training centers

➤ 3 R&D centers

1 production site

170 employees in Italy



SELTA Marketing Team (June 2021)

SELTA

INTERNATIONAL PRESENCE



.... we are in over 20 countries

WESTERN EUROPE, AFRICA, LATIN AMERICA, MIDDLE AND FAR EAST.

In these areas, SELTA operates through an extended network of commercial and technical partners.

SELTA Marketing Team (June 2021)



PRODUCTS & SOLUTIONS PORTFOLIO

SELTA Marketing Team (June 2021)

CRITICAL INFRASTRUCTURES: CONNECTION AND PROTECTION

- > **ELECTRIC NETWORKS:** Automation and Smart Grid with embedded security for energy and transport sectors; telecommunications service
- > **ENTERPRISE COMMUNICATIONS NETWORKS:** UCC and Smart Working solutions for cloud (data center) and on-premise architectures, with embedded security
- > **ULTRABROADBAND NETWORKS:** solutions for telecommunications access networks for carriers and SPs
- > **CYBER SECURITY:** professional services and certification preparation for governments, defense bodies and companies; military-grade Tempest systems





NETWORKS AUTOMATION AND SMART GRID

Networks Automation and Smart Grid
Teleprotection Systems
Service Telecommunications

SELTA Marketing Team (June 2021)



SOLUTIONS IN BRIEF

- > **MISSION-CRITICAL SYSTEMS** for the automation and control of energy and transport networks
- > **AUTOMATION AND SMART GRID** solutions for the optimized management of the HV/MV electrical networks, generation plants and electricity networks protection systems (DMS supervision systems and optimization algorithms, IED protection and control)
- > **SERVICE TELECOMMUNICATIONS** for energy and transport networks



AUTOMATION &
SMART GRID



POWERLINE
CARRIER



SCADA
SYSTEMS



OIL & GAS



SERVICE
TELECOMMUNICATIONS

SOLUTIONS AND TARGETS

SOLUTIONS



- > **AUTOMATION AND CONTROL:** analog/digital systems for the automation of electrical substations, SCADA, RTU, protections
- > **SMART GRID:** distribution automation, control of power plants, management of distributed generation, fault isolation and services restore, smart DMS for Volt/VAR regulation
- > **SERVICE TELECOMMUNICATIONS:** multiplexers, SDH/PDHs, IP switches/routers, powerline carrier systems for high and medium voltage, barrier coils, coupling devices, teleprotections

TARGETS



- > Utilities managing generation, transport and distribution electricity networks
- > Utilities managing water, oil & gas networks
- > Utilities managing railways and underground networks

EUROPEAN SMART GRID PROJECTS

- > **FLEXIGRID** – (2019-2023) European project aimed at realizing an enabling architecture for small and medium sized distribution system operators (DSOs) to unlock resources and be able to meet the capacity shortage thanks to new intelligent technologies
- > **SmartNet** – (2015-2019) three-year funded project belonging to EU Horizon 2020 program concerning the aggregation system development with devices in-field installation for data exchanging with TSO, voltage regulation and power frequency regulation
- > **Grid4EU** – (2012-2015) increase the MV network's hosting capacity for DER, introducing active control and demand response of MV generators, controllable loads and storage; project funded belonging to EU FP7 (the Seventh Framework Program for EU Research), coordinated by EDF (France) and managed by Enel (Italy)
- > **DEVAL** – (2013-2014) pilot project funded by the AEEGSI (Energy, Gas and Water Authority) for studying and developing new active MV network for multiutility company operating in Valle d'Aosta (Italy)
- > **ASSEM** – (2012-2013) pilot project funded by AEEGSI (Energy, Gas and Water Authority) for studying and developing new active MV network for multiutility company located in San Severino Marche (Italy)
- > **POI-P3** – (2007-2013) distribution grid improvement by applying Smart Grids with Enel Distribuzione, Italian DSO

MARKET STORY: ELECTRICITY GRID EXPANSION IN PAKISTAN

CLIENT: NTDC, (National Transmission & Dispatch Company)

NEED: expand its network to serve areas not yet reached and have a remote control system and a service telecommunications system capable of managing it

SELTA'S SOLUTION:

- > **transmission system:** creation of a stable and fast line through a ringed network that directs traffic on different paths and enables network redundancy with different means of transmission; availability of advanced tools for real-time diagnostics
- > **remote control system:** data transmission to remote and local control centers, including maintenance operations; operations control independent from the center via software and hardware interlock; local data management



SELTA Marketing Team (June 2021)

SELTA

MARKET STORY: CONTROL SYSTEMS IN SUDAFRICA

CLIENT: Eskom, the largest operator controlled by the government that generates 95% of national electricity and 45% of the entire Africa.

NEED: strengthen its network by building two large photovoltaic parks with the support of Enel Green Power

SELTA'S SOLUTION:

- > **STCE-R:** 100 RTUs installed and connected to panels clusters from which to get data; RTUs are connected to plants' redundant SCADAs, which transmit data to Enel Green Power and Eskom centers
- > **Monitoring and Support:** they are also provided by the remote assistance center of SELTA (Piacenza), allowing analysis at the inverter level, so that the plant staff can immediately act on potential problems and maximize efficiency



MARKET STORY: DISTRIBUTION NETWORK IN ITALY

CLIENT: ALPERIA, utility operating in Alto Adige, Italy

NEED: activate new intelligent services for the network remote control and supervision, enhancing the management center, minimizing upgrade interventions in peripheral sites, preserving investments and optimizing rollout times.

SELTA'S SOLUTION

- > **STCE-RTU:** installation in 17 primary remote-controlled substations with Enel equipment and 2500 secondary substations for a total of about 35,000 I/O
- > **SCADA eXpert:** installed in the secondary substations, it allows you to check in real-time the entire network zooming on specific stations/substations, performing offline analyses in standard and fault conditions, recording data. eXpert has the role of simulator by replicating the actual DMS to study the collected data, validate and chronologically rebuild the events



SELTA Marketing Team (June 2021)

SELTA



UNIFIED COMMUNICATIONS & SMART WORKING

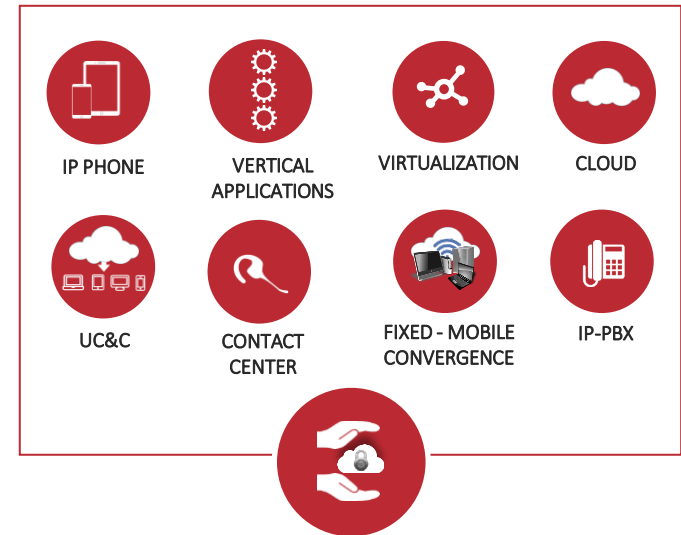
Cloud Communications
Smart Working

SELTA Marketing Team (June 2021)



SOLUTION IN BRIEF

- > Service Delivery Platforms for **Unified Communications and Smart Working**, cloud and on-premise (BRAVO solution)
- > **Virtual IP-PBX** solutions for data centers and private cloud gateways
- > **IP phones**
- > **Desk and mobile applications** (fixed-mobile integration/smart mobile office, smart working, videoconferencing, contact center)



SOLUTIONS AND TARGETS

SOLUTIONS



- > **BRAVO SMART WORKING PLATFORM:** multi-tenant platform for a mobile virtual office that enables smart working through a public or private data center
- > **VIRTUAL IP-PBX PLATFORM BRAVO:** a solution for providing Unified Communications (UCC) services based on virtualization of resources
- > **IP-PBX PLATFORM SAMIP:** a native IP business communication solution that supports legacy services
- > **APPLICATIONS:** full suite for centralized management, SmartApp

TARGETS



- > Small and Medium Enterprises
- > Large Distributed Companies
- > Central and Local Public Administration
- > Carriers and Service Providers

MARKET STORY: SMART WORKING SERVICES IN CLOUD

CLIENT: NAQUADRIA, local service provider in Piacenza equipped with a tier-3 hyperconnected fiber datacenter, OpenFiber partner

NEED: offer the intelligent PBX service leveraging on the high performance of the infrastructure on which the datacenter operates as if the infrastructure were the customer's private network.

SELTA'S SOLUTION

The multi-tenant BRAVO solution was installed in the datacenter to serve several different customers. Customers can connect, in a plug & play mode, IP phones in their offices and install the BRAVO Smart App on corporate or personal smartphones, optimizing mobile communications, thanks to the fixed-mobile integration level of the BRAVO solution. Thanks to multi-tenancy, the operator can carry out system upgrades centrally and in parallel for all customers. Given the speed and simplicity of deployment, there are no activation costs.



SELTA Marketing Team (June 2021)

SELTA

MARKET STORY: SMART MOBILE OFFICE IN HEALTHCARE

CUSTOMER: ASUR Marche-Area vasta 5 unit which covers Ascoli Piceno and San Benedetto del Tronto territories.

NEED: introduce a hybrid model of work in which people's work is carried out both in the physical office and in the remote office in Smart Working.

SELTA'S SOLUTION

The Service Delivery Platform BRAVO has been installed creating smart workstations for services delivery independent of the user's location, maintaining the existing infrastructure and protecting past investments. BRAVO, by integrating a dedicated server, also allows to provide legacy communication services on all types of user devices, including the desktop phone. With BRAVO a full range of Unified Communications & Collaboration services has been enabled while maintaining the continuity of legacy services already available in the standard office.



SELTA Marketing Team (June 2021)

SELTA



MODERN INFRASTRUCTURES FOR SERVICE DELIVERY

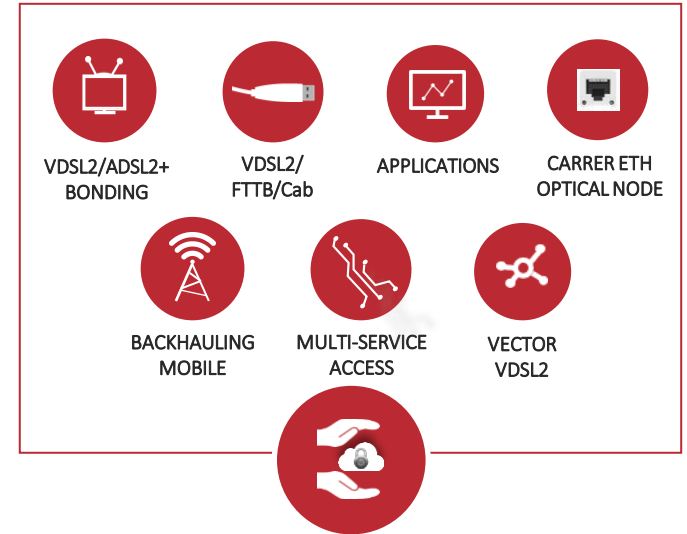
Ultrabroadband Network Access

SELTA Marketing Team (June 2021)

SELTA

SOLUTIONS IN BRIEF

- > Solutions for ultrabroadband access in fiber and copper / fiber (**FTTx, Carrier Ethernet**)
- > **Multi-service optical** solutions for ultrabroadband access networks
- > Solutions for **mobile backhauling**



SOLUTIONS AND TARGETS

SOLUTIONS



- > **Optical Node** for Carrier Ethernet applications
- > **Multi-Service Access Node** solutions
- > **Enhanced Vectoring** and **g.fast** solutions for FTTx scenarios
- > **VDSL2/ADSL2+ bonding** solutions

TARGETS



- > Carriers
- > Service Providers



CYBER SECURITY & DEFENSE SYSTEMS

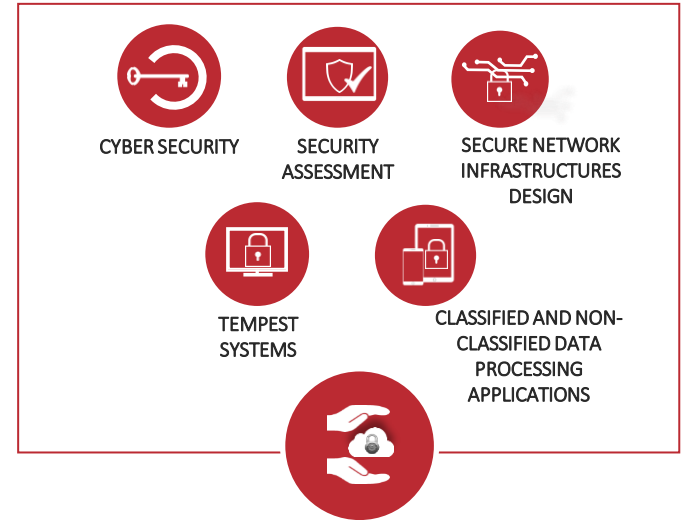
Cyber Security for Critical Infrastructures
Tempest Systems
Professional Services and Certifications

SELTA Marketing Team (June 2021)



SOLUTIONS AND SERVICES IN BRIEF

- > ICT solutions designed for the treatment of classified and non-classified data
- > **Tempest** systems
- > **Secure networks** design
- > **Professional services** in security evaluation according to international standards (Common Criteria, ITSEC)



In SELTA's solutions, Cyber Security is native and guarantees high network and systems protection in all sectors

TEMPEST SYSTEMS

Technologies for security and data protection based on the control of involuntary emanations from electronic devices

INTERCEPTABLE



NOT
INTERCEPTABLE



SOLUTIONS AND TARGETS

SOLUTIONS



- > **Professional ICT security consulting:** networks and applications testing, vulnerability analysis, security assessment, information systems security, cryptography
- > **Infrastructures:** design and implementation of secure networks infrastructures, solutions for data processing in classified environments (including multilevel) and not classified, Disaster Recovery solutions, Tempest Systems
- > **Secure infrastructures management services**

TARGETS



- > Government agencies, defense bodies
- > Companies and Agencies in the aerospace sector
- > Managers of critical infrastructures

OUR PROFESSIONAL SERVICES

STRATEGIC CONSULTING

- Audit & Assessment
- Roadmap Design
- Policies & Processes
- Risk Assessment & Management
- Governance & Compliance
- Security & Privacy

ADDED VALUE SERVICES

- Vulnerability Assessment
- Threat Intelligence
- Penetration Testing
- Application Security
- Business Process Review
- Awareness Building
- Training & Coaching

DESIGN & DEVELOPMENT

- Security Architectures
- Business Continuity & Disaster Recovery
- SIEM & Log Management
- Identity Management & Access Control
- Content Management
- Data Loss Prevention
- Convergent Security

OPERATION & SUPPORT

- Incident Response
- Crisis Management
- Malware Analysis
- Digital Forensics
- Digital Investigations



SOME REFERENCES

SELTA Marketing Team (June 2021)

INDUSTRY: ENERGY

INDUSTRY: TRANSPORT

MINISTRIES / DEFENSE BODIES



PA



INDUSTRY: TELCO



INDUSTRY: BANKS - INSURANCE - FOOD -
MEDIA - AEROSPACE - DEFENSE



SELTA also collaborates with various research institutions, universities and associations for the development of technologies and innovation including:



Innovate your future

selta.com



CONFINDUSTRIA



FEDERAZIONE AZIENDE ITALIANE PER
L'AEROSPAZIO, LA DIFESA E LA SICUREZZA

ASSOCIATO



FEDERAZIONE NAZIONALE
IMPRESE ELETTROTECNICHE
ED ELETTRONICHE



CONFINDUSTRIA

