

**EUROPEAN  
CURRICULUM VITAE  
FORMAT**



**PERSONAL INFORMATION**

Name **PASQUALI RAFFAELLA**  
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Nationality **ITALIAN**  
Date of birth **10/4/1969**

**WORK EXPERIENCE**

Dates (from – to) **JULY 2010 - TODAY**  
Name and address of employer **STUDIO ING PASQUALI; 102, Strada Comunale Val San Martino, 10131, Torino, Italia**  
Type of business or sector **Telecommunications**  
Occupation or position held **Independent Professional**  
Main activities and responsibilities  
Since July 2010 I started activities as Engineer (Turin Engineers Order registration number: 11444L; VAT registration number: 10300080016) in my own company.  
In this context I am involved in:  
\* Consulting in the Telecommunications Sector.  

- I have deep competences in Core Network Architecture for fixed and mobile operator (GSM, GPRS and UMTS) including IP Multimedia Subsystem Architecture (IMS) and Evolved Packet Core (EPC) for LTE/SAE evolution.
- I have deep competence in 5G system evolution (architecture and functional evolution).
- I have specific skills in the Signalling Network (Signalling Transfer Point architecture and Signalling Plans).
- I have relevant experience in technical courses preparation and teaching.

  
\* Feasibility Study and network design for Local Area Network Equipment (routers, switches, wireless) and IP based Private Branch Exchange (IP-PBX)  
  
\* Installation and configuration of Local Area Network Equipment (routers, switches, wireless) and IP based Private Branch Exchange (mainly Cisco solutions).  

- I have expertise in the Cisco Unified Communication Manager (CUCM) solution based on Windows O.S. (first versions) and Linux O.S (subsequent versions).
- I have skills in the Cisco Unified Communication Manager Express solution, based on Router IOS.

  
\* Computer Security.  

- I have skills on security solutions both in design and in implementation (Router solution, Firewall solution, VPN implementation) .

  
\* Consulting in the Privacy Sector (Regulation (EU) 2016/679).  

- I have competence in Privacy Sector (Regulation (EU) 2016/679). I have experience in preparing required documentation both for Municipality and Private Company.
- I have experience in courses preparation and teaching in the privacy area.

  
Dates (from – to) **April 2001- June 2010**  
Name and address of employer **INFOGEST s.r.l.  
44, Corso Palermo, 10152 , Torino, Italia**

Type of business or sector  
Occupation or position held  
Main activities and responsibilities

## **IT and Telecommunications Technical Director**

From April 2001 to June 2010 I worked for INFOGEST, an IT company with more than 30 years market presence, as Technical Director.

In particular under my responsibility we deployed a number of projects to small and medium enterprises related to:

- IP Voice, Video and Data (CISCO Technology),
- Virtual Private Network (VPN, IPSEC),
- Firewall (CISCO and WATCHGUARD Technologies),
- Wireless LAN (CISCO and HP (ex-3COM) Technologies).

In this context, I followed directly over 100 different projects from pre-sales analysis to integration of the systems in the network, to post sales trouble shooting.

As technical manager for INFOGEST, I have worked closely to enable both a INFOGEST Customer as the Cisco Networking Academy and INFOGEST itself as a Cisco Partner, Unified Communications Express Certified.

In the field of voice over IP, I performed projects on Cisco Unified Communication Manager (CUCM) on both Microsoft and Linux servers. I put many CUCM Express in field at our customers.

I also carried out training courses and Consulting on Cisco devices (in particular for Voice over IP aspects), new technologies (Bluetooth, Wireless LAN and UMA) and mobile systems GSM / GPRS / UMTS

For example I prepared courses on new technologies for a well-known automotive company in the Turin area.

For the same company, I developed a consultative relationship with their Centre for Research on the analysis of problems related to connecting via Bluetooth to a GSM phone and use of this technique for the transfer of SMS.

I also carried out, on behalf of a consulting company, a study on Video Portal (System for the viewing multimedia content of media by using video call), concerning with the analysis of service requirements. I worked to draw up the tender for choosing the provider of such system, and examine the responses of potential suppliers. For the same consulting company I have made an analysis on potential scenarios for charging for new services in the UMTS.

Finally I have significantly contributed to the certification of ISO 9001:2000 Infogest, obtained in June 2003 and renewed in 2006. In June 2009 Infogest renewed its certification according to ISO 9001:2008.

Dates (from – to)

Name and address of employer

Type of business or sector

Occupation or position held

Main activities and responsibilities

**SEPTEMBER 1998- APRIL 2001**

**OMNITEL PRONTO ITALIA (OPI), (Now VODAFONE ITALY)**

**13, Via Jervis. Ivrea (TO) , Italia**

**Italian Mobile Operator**

**Engineer at Network Department, HQ**

From September 1998 to March 2001 I worked in the Department of Planning and Engineering Network, within the group of Long-Term planning.

My first task was to issue and coordinate the bid for the new transit exchanges supplier selection. They had to be introduced in the Core Network Backbone as transit with integrated STP functionality. The reasons for the introduction of the new transit within the network were: the need for high capacity transit stations that can support the growth of voice traffic and signalling; the desire to choose a supplier that would guarantee the evolution of the backbone to packet technologies.

In particular, I followed the various stages of the bid, from the drafting of technical specifications to be sent to potential suppliers, the definition of the list of candidates, etc.

In addition to the RFQ, I was involved in the design of architecture for the new signalling network resulting after the introduction of transit.

After the selection phase (February 1999), I was the project manager for the introduction of new transit in the network, having a coordinating role between the HQ and the regions and between the various technical departments involved.

In parallel to the plan for the introduction of the new transit I started to follow the trial of an ATM system for integrated voice/data. In this context, I work closely with the supplier to define the

test procedures and to study the evolution of the ATM system. The activity is aimed on the one hand to promote savings in the leased lines cost and to facilitate the Omnitel network evolution towards UMTS and GPRS.

Also as part of the evolution of the network towards packet, in December 1999, I worked on a tender for the selection of a supplier which would allow OPI to begin to operate as Internet Service Provider. My main responsibilities were the definition of the interconnection with Telecom Italia, writing functional specifications and sizing of Network Access Servers to be used at points of interconnection.

During 2000 I worked as part of the Core Technical Team for the Evaluation of UMTS suppliers in the drafting of the Request for Information and Request for Quote for UMTS core network equipment. I also coordinated the technical team for the analysis of responses on the equipment supplier of core network.

Within this activity I participated in meetings with suppliers UMTS (visit Paris at Nortel in Canada and USA Network and at Lucent Technologies). After the vendor selection phase, I participated in the UMTS project currently. In this context, I assumed responsibility for the Trial of OPI for UMTS core network aspects.

In addition, always within the UMTS project I participated in the meetings of the international organization law UMTS (3GPP), responsible for drafting the standard UMTS. In particular, I followed the work of the Working Group SA2 aspects of Architecture for UMTS Release 4 and Release 5.

Dates (from – to)  
Name and address of employer  
Type of business or sector  
Occupation or position held  
Main activities and responsibilities

**January 1995- SEPTEMBER 1998**

**CSELT (now TILAB)  
274, Via Reiss Romoli, Torino, Italia.**

**Telecommunications Research Centre of Telecom Italia group in Italy.  
Researcher**

During the first two years of work in CSELT, my work was mainly devoted to the study of the evolution of network signaling protocols in support of the Broadband ISDN. In this context, I helped to write the specifications for Telecom Italy B-ISUP protocol, as regards the basic call and supplementary services.

As an essential part of this activity I participated in meetings of international bodies of law (ETSI, ITU-T), responsible for the specification of B-ISDN signaling protocols. During this first phase of my work experience as an Activity Leader I have also contributed to the European ACTS INSIGNIA project concerning the integration of B-ISDN and Intelligent Network in support of multimedia services.

Then my business has shifted to the narrowband ISDN and aspects of public telephony, according to the changing requirements of Telecom Italy.

In this context I have developed specifications for Telecom ISDN supplementary services (Call Hold, Three Party, User-to-User Signalling) and POTS (Call Return, Remote control of supplementary services).

I also participated in the evaluations of the technical and economic opportunities to introduce a new generation of large capacity Auto-switching in the network of Telecom Italy.

## **EDUCATION AND TRAINING**

Dates (from – to)  
Name and type of organisation providing education and training  
Principal subjects/occupational  
Title of qualification awarded  
Classification level

**1989-1994**

**Politecnico di Torino**

Electronics and Telecommunications  
Thesis Title: Simulation of connection-less services in ATM networks

Degree in Electronics Engineering  
marks of 110/110 cum laude

Dates (from – to)  
Name and type of organisation providing education and training

**1984-1988**

**Liceo Classico di Vercelli**

Principal subjects	Classical Studies: Ancient greek , Latin , History , Philosophy, etc.
Title of qualification awarded	Maturità Classica
Classification level	marks of 60/60
<b>PERSONAL SKILL AND COMPETENCIES</b>	
Publications and Workshops	<p>“Simulation of Traffic Shaping Algorithms in ATM Networks”, in D.Kouvatsos (Editor), Performance Modelling and Evaluation of ATM Networks, Chapman and Hall, London, 1995</p> <p>“A transnational IN/B-ISDN integrated network for the provision of multimedia services” ECMAST97 Milano, May 1997</p>
Certifications	<p>CCNA (Cisco Certified Network Associated) with marks of 949/1000. (2003-2006)</p> <p>CCAI (Cisco Certified Academy Instructor) per una Cisco Networking Academy Piemontese. (2003-2006)</p> <p>Watchguard Certified System Professional</p> <p>Watchguard Certified Sales Professional</p>
Social Skills and Competencies	<p>Good social skills to initiate, communicate, interact and maintain positive social relationships with other. In my professional activity, these social skills result in the mutual trust relationship I build with my customers, in the way I am able to communicate with them to identify their needs and solve their technical issues, or in the way I cooperate with the relevant stakeholders for the management of tenders .</p> <p>Proven didactic skills in training courses with high technological content, even remotely provided through on line tools.</p>
Organizational Skills and Competencies	<p>Project management skills for large-scale technical projects, from feasibility analysis to delivery and implementation.Strong organization, coordination and communication skills within an interdisciplinary and multi-cultural team. Good assessment skills in understanding critical factors for the success of a project and advanced planning for possible alternative scenarios. Proven capability to organize my work and to independently manage my own company.</p>
Technical Skills and Competencies	<p>Expertise in network architectures GSM , GPRS , UMTS and 4G and 5G evolutions (LTE/EPC, IMS/VOLTE and NR/5GC). Deep competencies on signalling protocols (MAP, SIP, DIAMETER). Competencies on Cisco Unified Communication Manager (VOIP PBX) and on Cisco Security Solution.</p> <p>Skills on Privacy aspects (Regulation (EU) 2016/679) and on implementation of Technical Feasibility Studies for Business Continuity and Disaster Recovery.</p>
Artistic Skills and Competencies	<p>In 2002, in addition to career focused in Telecommunication Sector, I decided to study painting. Oil painting was identified as the language best suited to my own feelings and my theoretical thinking. Painting becomes a way to be free from the constraints of everyday life.</p>
Mother Language	ITALIAN
Other Language	<p>ENGLISH</p> <ul style="list-style-type: none"> <li>• Reading skills                      excellent</li> <li>• Writing skills                        excellent</li> <li>• Verbal skills                         excellent</li> </ul>
Driving Licence	Yes. Italian driving license.
	I give the authorization to use my personal data according to Regulation (EU) 2016/679