

## Mr Luigi Lupoli



### Short Curriculum Vitae (C.V.)

Mr Luigi Lupoli is VP Business Development Manager for the Cyber Security Solution within Selex ES. He leads the Cyber strategy development working closely with customers and partners to identify and pursue new opportunities which increase the company's market share and presence on domestic and international market.

Prior to this position he has been head of International Sales for Cyber Security Solutions, giving also his contribution to the initiatives to develop the Selex ES Cyber Intelligence platform.

Over 25 years of professional experience in high tech and ICT products and solutions, he covered sales, marketing and business development function as well as management position with P&L responsibility, head of regional branch and country organization for multinational companies. Knowledge of National and International market such as Telecommunication, Industrial and Utilities, Government Institutions, with know-how in Cyber and Physical Security, Intelligence & Mining, Network Management, Data Management and Enterprise Solution.

He is member of Technological Group in the Security National Observatory (OSN) inside the Italian Ministry of Defense Research Centre and, member at AFCEA Scientific and Technical Committee.

### Global Security, is that an achievable goal?

IT security has become a highly critical issue for all businesses as a result of the growing pervasiveness and diffusion of ICT technology. Risks can arise both inside and outside organizations, and even a banal error in a software application can make a company, vulnerable, compromising the confidentiality, integrity and availability of its IT resources and intellectual property.

Critical infrastructures in both public and private sectors are increasingly dependent on distributed information systems to deliver services that are essential for the well-being of the country as a whole.

Energy transmission and distribution networks (electric power, gas), telecommunications, transport management infrastructures (maritime, rail, air), the health care system and the financial sector are becoming increasingly complex and interdependent. If they malfunction, even for a limited period, it can have a negative impact on the economy, cause financial losses and, in certain cases, could put the security and safety of people and things at risk. In the light of new business models, companies are being forced to review their approach to managing risk and identifying strategies to reduce the vulnerability of critical infrastructure, with the general focus moving away from defending IT assets, to protecting services by upgrading analysis and monitoring capabilities.

Cyber crime represents a constantly changing threat that requires the support of security experts, permanent system and network monitoring, and therefore significant investment in both competences and resources.

Selex ES approach includes assessment of all cyber assets, risk analysis, network design review, and monitoring and management of the entire security strategy to ensure the protection of critical assets. Selex Es has the expertise, tools, infrastructure and outsourcing Solutions, an advanced Cyber Intelligence Platform through a team of highly qualified, certified specialists who are kept constantly up-to-date.