

## **Short Bio**

Paolo Lasagni graduated with honors in Electronic Engineering from Bologna University. Initially he worked with Bologna University as a researcher on Expert System and for an MBA program as an Information Science tutor.

In 1994 he joined Andersen Consulting where he spent 5 years working on ICT Architectures topics for the major Telco operators in Italy and in the US.

In 1999 he joined Booz Allen Hamilton a leading Strategy Consulting firm, now part of PWC where he has lead IT Strategy programs, mostly for Telecom Operators in Italy, Europe and Middle East.

Paolo is CEO and founding partner of Lpeg Consulting, a consulting firm supporting the design and leading complex technological programs: Technology and Vendor selection, ICT architectures design, Program Management, ICT strategy plans, ICT Operating Models Review (processes, organization, governance), ICT programs and organizations due diligence / expert opinion.

Thanks to his experience into Business Planning and Business Consulting, in 2010 he was contacted by K Finance, a Milan based M&A firm, to lead the spin off the rating engine built with the support of a team of Economics Science university professors. This model, initially built for internal use, is now distributed by Bureau Van Dijk (a Moody's company) and adopted by many TOP100 Italian companies and Public Administration.

In 2015 he has been a founding partner and is the president of a coworking space in Reggio Emilia, part of the Impact Hub global network.

He is a Business Angel and one of the founders (and CEO) of Impact Hub Reggio Emilia, part of the Impact Hub worldwide network, a network focused on accelerating social impact startups.

He teaches at UNIMORE University (Communications and Economics department) Information Technology class.

He is a certified teacher for CISCO in the areas of Internet of Things and Big Data.

For many educational institutions (eg [www.ifo.it](http://www.ifo.it), [www.fav.it](http://www.fav.it)) he regularly teaches topics such as: IoT, Big Data, Cybersecurity, Cloud Computing and IoT governance.

He has founded at Impact Hub Reggio Emilia the Junior Digital School to teach digital topics to 9-13 kids (IoT, coding,...).

## **Background Informative**

**Surname** Lasagni  
**First Name** Paolo

## **Employment Record**

Impact Hub Reggio Emilia (February 2015 – ongoing) a coworking space in Reggio Emilia, part of the Impact Hub global network.

Role: founding partner and president of

KF Economics market Intelligence s.r.l., (July 2010 – ongoing) a company specialized in providing services related to the analysis of the financial risk of companies.

Role: CEO and partner

Lpeg s.r.l. (april 2009 – ongoing) a company specialized in ICT Strategy

Role: CEO and partner

UNIMORE – Marketing e Organizzazione d’Impresa (2017 – ongoing). Marketing and Organization Department

Role: Computer Science teacher

Booz Allen Hamilton – Booz & Company (Jan 1999 – March 2009) Strategy Consulting Company

Level: Principal

Office: Milan

Practice: Information Technology Group/Communications, Media and Technology

Bologna-Cesena Engineering University (7 years since 2002/03).

Level: Contract Professor

Designed and taught the course: “IT support to business processes”

Andersen Consulting (Oct 1994 – Dec 1998)

Level: Senior Consultant  
Office: Milan  
Practice: TIS (Technology Integration Services)

Bologna University (Oct 1992 – Sep 1994)  
Researcher in the area of Artificial Intelligence (scholarship by SASIB, SpA)

Profingest MBA (Oct 1993 – Sep 1994)  
Tutor for the Information Technology Class

### **Education**

Bologna University (1992) Electronic Engineering degree with honors

Qualified for the profession and enrolled in the Register of the Order of Engineers of Reggio Emilia

Mini MBA, St. Gallen University (Switzerland)

Leadership and Teamwork, Booz Allen Hamilton  
Communication techniques, Booz Allen Hamilton  
Project Management, Booz Allen Hamilton  
Technology Strategy Training, Booz & Company

ITIL® Version 3 Foundation certification in IT Service Management

Cisco Networking Academy: Connecting Things (internet course Of Things: Trainer of trainers)

MITx (online learning initiative of the Massachusetts Institute of Technology):  
Transforming Business, Society, and Self with U.Lab

### **Most relevant work experiences**

- Supported a major Wireless Operator Group to set up and operate a consolidated Data Centre to serve multiple countries: design the business case, prepare and execute the data collection, support the group approval, lead the

PMO and to design the Data Centre Organization and the ITIL-compliant processes.

- Supported a multi-national Wireless Operator defining and implementing an effective Network Operations organization after a merger with a leading UK fix line operator: detailed assessment, identification of target model, program office of the migration to the target model.
- Supported the setup of a Global IT Operations Organization and two NewCos to run IT Infrastructures for the Europe subsidiaries of a multi-national Wireless Operator: set up the program workstreams (People, Assets, Legal, Suppliers, Services, Finance and Communications) and supported the Italian Newco startup.
- Supported the Interiors Ministry to evaluate (organization, processes and economics) the Bid proposed by a Joint Venture for building, maintaining and operating (for 10 years) a wireless network for public security forces based on Tetra technology.
- Assisted a major International Wireless Operator identifying synergies among local companies IT departments (5 local wireless companies). He set up the process and lead the team in charge of assessing the local companies and defining the economic model of the achievable savings.
- Assisted a major Italian Wireless Operator defining and implementing the tools to support the Product Development Process, including marketing & technical documents workflow, operational planning tools and managerial reporting.
- Assisted a major Italian Wireless Operator defining the IT Strategy Plan and Systems Plan: defining the process of creating and maintaining the plan, writing the first release of the plan and of preparing the IT senior management workshops.
- Assisted a major Italian Wireless Operator in defining and migrating to a new IT Organization and Process Model.
- Assisted a major Italian Wireless Operator in defining the wireless service offer for Sales Force Automation (Financial Services, Pharma, Food) and Maintenance Work Force Automation. He participated as project leader.
- Assisted a major European Wireless Network in defining the IT strategy for new generation services (UMTS based). This project has been focused on discovering IT synergies opportunities between the different national GSM operators and testing the single operators IT readiness across several potential business models.
- Assisted a Wireless Telephone operator in bidding for UMTS license: Network and IT architecture, investments business plan, machine to machine market analysis and E-care definition.
- Assisted a public TV broadcaster in implementing a National Maintenance Centre.

- Supported the definition of the Master Plan for the Network Division (As Is Analysis and definition of the To Be mode of operation) for the incumbent Italian telecom company.
- Worked on the definition of a blue print for Corporate Clients Call Center operations.