



A DAY WITH ERICSSON

MEETING THE STUDENTS OF UNICT

16-DEC-2014

PREPARED BY: VALERIO CASTORINA

BUSINESS CARD



- › Name: **Valerio Castorina**
- › Studies: **Telecommunication Engineering**
- › University: **UNICT**
- › Living in: **Utrecht**
- › Employer: **Ericsson**
- › Department: **Global Competence Hub Media & Apps**
- › Role: **Experienced Integration Engineer**



AGENDA



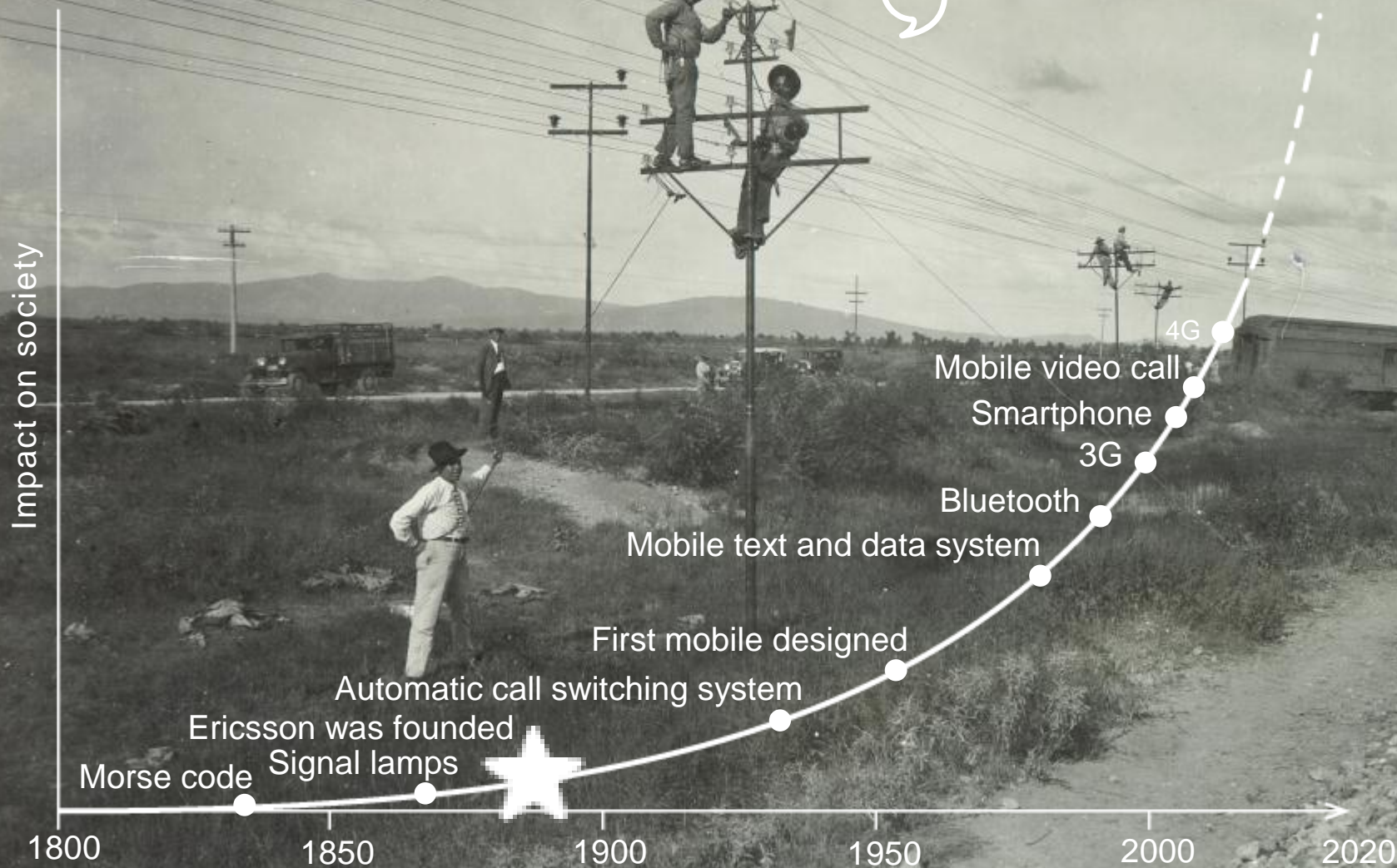
- › About Ericsson
- › About my job
- › Get started in the job market





ABOUT ERICSSON

LEADING COMMUNICATION FROM THE START



AT A GLANCE



#1

MOBILE INFRASTRUCTURE
OPERATIONS & BUSINESS SUPPORT
SOLUTIONS
SERVICES
TV & MEDIA DELIVERY

35,000 Patents

25,000 R&D
Employees

32B SEK In R&D

1 BILLION Subscribers
managed by us

2.5 BILLION Subscribers
supported by us

64,000 Services
professionals

227B SEK Net Sales
2013

50% LTE smartphone traffic
handled by our networks

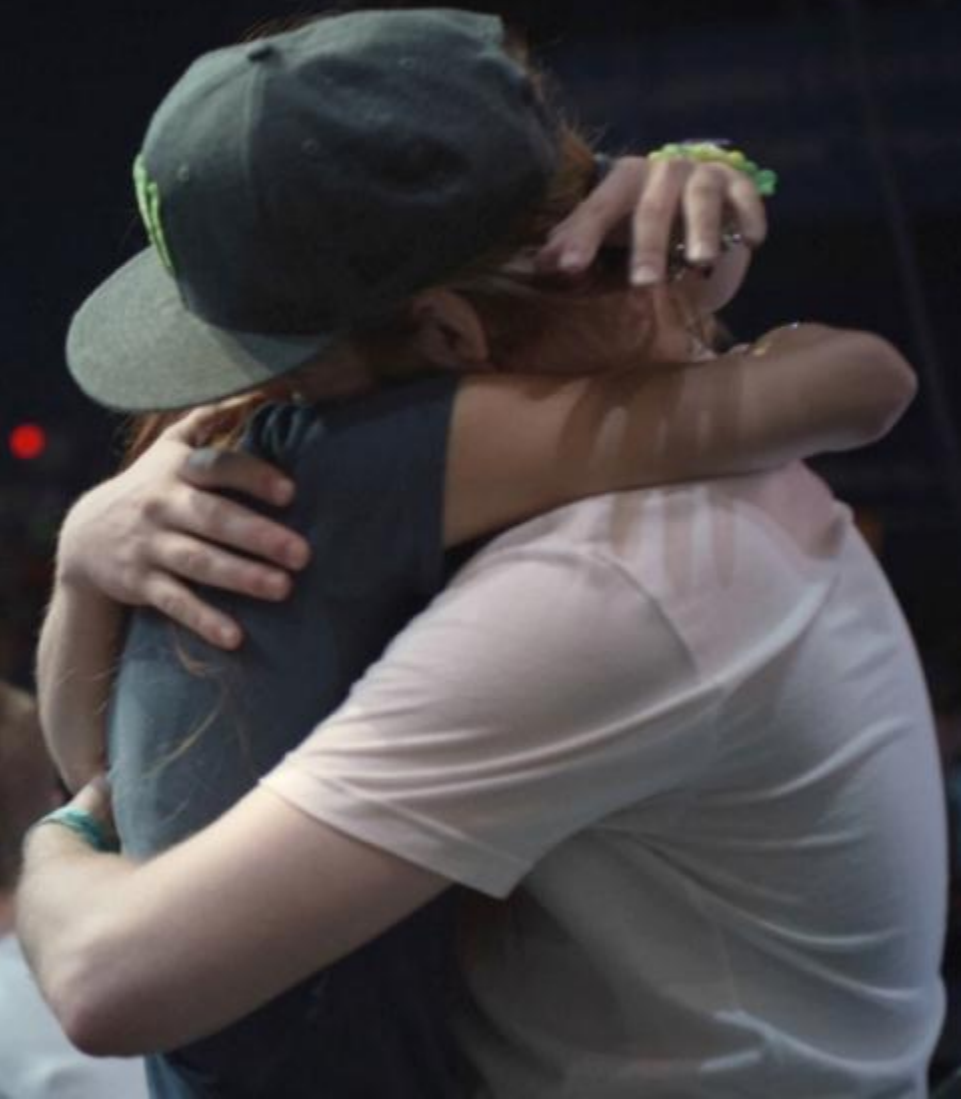
180 Countries with
customers

116,300 Employees

OUR VISION



A Networked Society
where every person
and every industry
is empowered to reach
their full potential



CUSTOMERS



TELECOM OPERATORS

UTILITIES

PUBLIC
SAFETY

TRANSPORT

TV & MEDIA

HANDSET &
DEVICES

Excel

Market Leadership

Establish leadership

Emerging Opportunities

KEEPING THE DISTANCE



CONNECTED VEHICLE CLOUD

Key challenges

- › Moving fast
- › Human factor
- › Ultra fast response
- › Cannot fail



Connected
Vehicle Cloud



GPS & traffic
information



Analyze
& predict



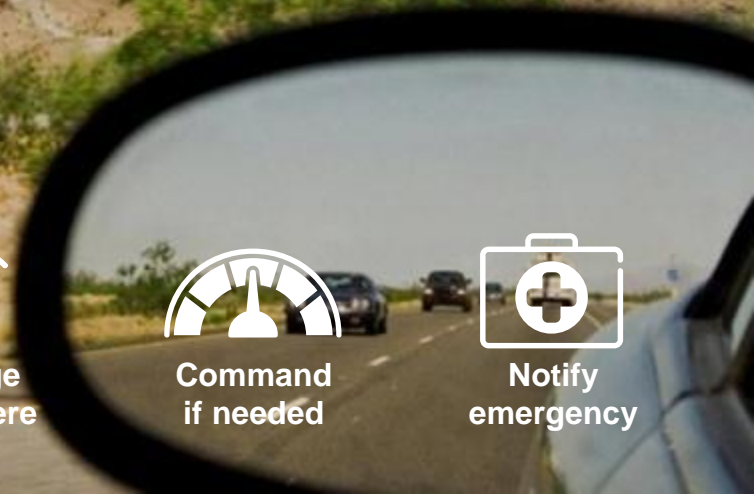
Coverage
Everywhere



Command
if needed



Notify
emergency



OVER THE OCEAN

SATELLITE

BACKHAUL



RESHAPING UTILITIES



SMART GRID COMMUNICATIONS



ANALYSING THREATS



BORDER AND AREA SECURITY



TECHNOLOGY FOR GOOD



THANK YOU

Key Initiatives

- › Ericsson Response
- › Refugee United
- › Connect to Learn
- › Connecting the Amazon

CONNECT TO LEARN



SETTING THE PATH THROUGH STANDARDIZATION



Main cooperation

- › 3GPP
- › ETSI
- › IEEE
- › IETF
- › ITU



INNOVATION



RADIO
DOT
SYSTEM





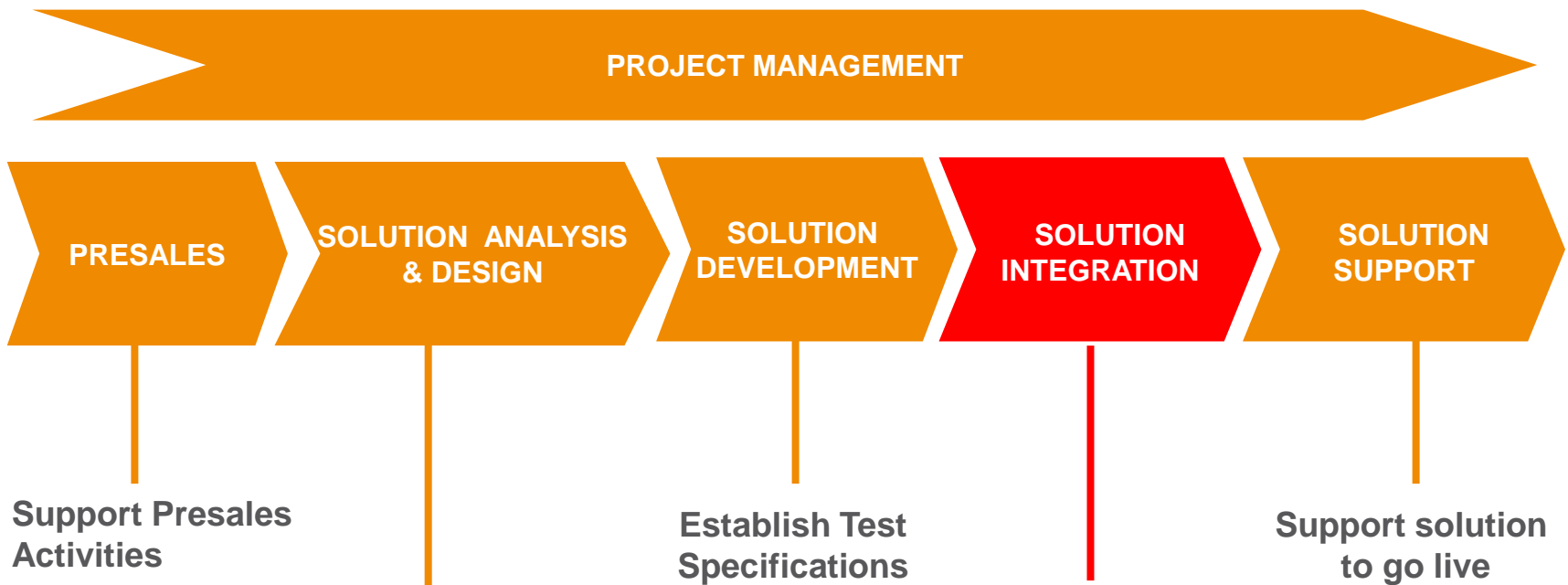
ABOUT MY JOB

GCH M&A - A GLOBAL TEAM OF EMPLOYEES



SENIOR COMPETENCE AVAILABLE GLOBALLY

WHERE INTEGRATION FITS IN



Make it Work End 2 End!!

- Planning, preparing and performing the Integration
- Testing and documentation
- Analysis of problems, Trouble Shooting and reporting of faults

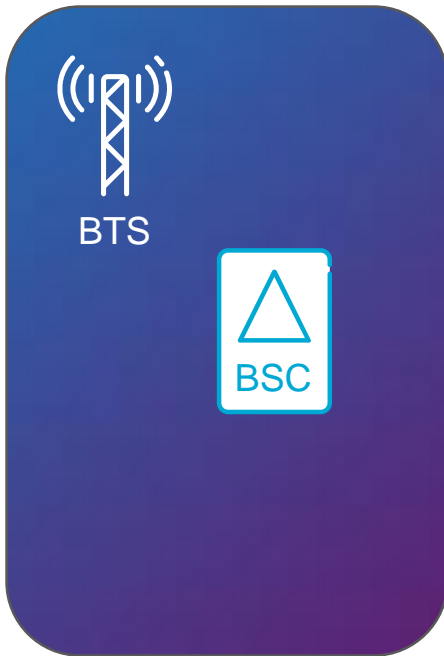
THE INTEGRATION ENGINEER



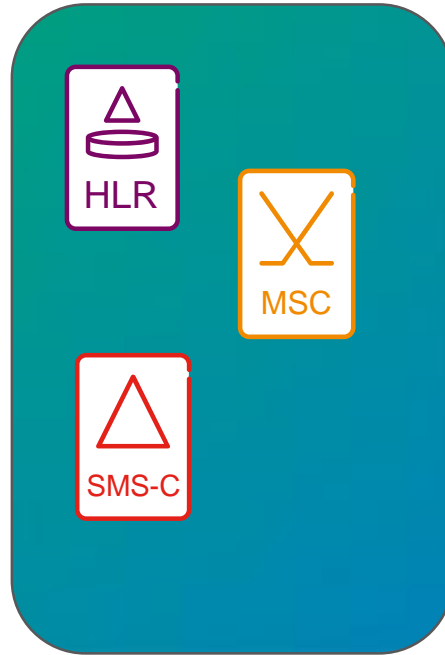
Responsibilities:

- Support presales activities, including **pre-studies**.
- Create data transcript file to **configure** an **upgrade** of existing network or a new network build.
- Analyze the customers' existing Networks/ systems needs and **requirements**, in co-operation with the solution architect.
- Propose an **implementation solution** for the customers in co-operation with the solution architect if is required.
- Establish **test specifications** to integrate solutions, telecom nodes in a network.
- **Secure** that the delivered nodes/ solution is properly implemented and works in accordance with the customers agreed requirements
- **Document** the implemented solution, and support the customer with the needed competence development to be able to use the solutions.

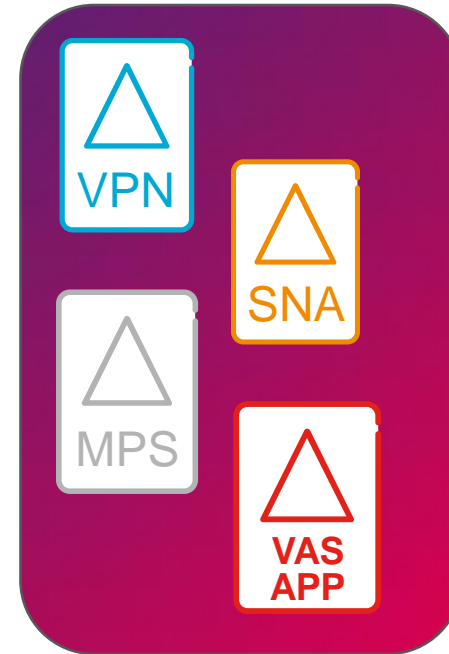
NEXT GENERATION INTELLIGENT NETWORK



ACCESS NETWORK



CORE NETWORK



VAS NETWORK



GET STARTED IN THE JOB MARKET

COMPANIES ARE LOOKING FOR



Experience Abroad (f.e. Erasmus)

Excellent command of English

ICT Certifications: CISCO, Java, VMware

Willingness to learn (potential)

MBA (leadership programs)

WHAT SHOULD YOU DO



Determine your willingness to move abroad

Graduate Programs

Internships/Entry Level Job

Patent Offices (if more than 2 languages spoken)

An employer that wants to invest in you

TIPS FOR SUCCESSFUL INTERVIEW



Accurate CV and adapt

Be prepared about company business

Be honest

Believe in YOURSELF!

WHY THE NETHERLANDS



English as a second language

Good balance Life-Work

30% ruling

Attractive for international companies



Q&A



ERICSSON