

EPIC EDGE

COMPANY PROFILE

Enterprise Open-Source Cloud Infrastructure · Mission-Critical Operations · AI Platforms

About Us

Epic Edge designs, builds and operates mission-critical cloud infrastructure on enterprise open-source stacks. The founding team brings over 25 years of hands-on operational experience on Tier-1 production environments, gained alongside telco operators, financial institutions and large industrial organizations.

Our positioning rests on three non-negotiable principles: cloud sovereignty — data, platforms and processes remain fully under the customer's control; vendor independence — no dependency on proprietary licenses or ecosystems; and real operational expertise — competence built in the field, running clusters in production, not on slides. We operate across the OpenStack, Ceph, Kubernetes and Proxmox ecosystems, designing sovereign, scalable and energy-sustainable infrastructure, with levels of reliability and automation comparable to major commercial platforms.

Legal Name	Epic Edge S.r.l.
Registered Office	Via Michele Buniva, 26 — 10064 Pinerolo (TO), Italy
Website	www.epic-edge.it
Email	info@epic-edge.it
Sector	Cloud Infrastructure / Enterprise Open-Source / AI Platforms
Experience	25+ years of operational expertise in the founding team
Status	Innovative Startup (Italian “startup innovativa”)

Why Epic Edge

In a market dominated by proprietary hyperscalers and vendor lock-in, Epic Edge offers a third way: enterprise cloud infrastructure on open-source stacks, entirely under the customer's control.

Operational Experience Direct experience on enterprise cloud infrastructure in production, on real clusters and mission-critical workloads.	Infrastructure Sovereignty Full control of data, platforms and processes, within the customer's perimeter.
Vendor Neutrality No dependency on proprietary vendors: no lock-in on licenses, hardware or software.	Engineering First An approach built on architecture, operations and automation, not on reselling third-party products.
AI-Driven AI-assisted operations natively integrated into the stack, from provisioning to predictive observability.	Sustainability Energy sustainability as a design principle: workload consolidation and consumption optimization.

Core Services

Epic Edge operates as a competence center across every component of the enterprise open-source cloud stack, from architectural design to ongoing operational management.

OpenStack <i>Enterprise Cloud IaaS</i>	• Private Cloud Design • Hybrid Cloud • Multi-Region Architecture • High Availability / Disaster Recovery • Capacity Planning • Upgrade Programs • Production Support 24/7
Ceph <i>Software-Defined Storage</i>	• S3 Object Storage • CephFS • Disaster Recovery • Data Protection • Performance Troubleshooting • Large-Scale Operations • OpenStack Integration (Cinder, Swift, Glance)
Kubernetes <i>Cloud-Native Platform</i>	• Platform Engineering • GitOps • Security Hardening • Multi-Cluster Management • Persistent Storage Integration • Observability (Prometheus, Grafana, Loki, Alertmanager) • CI/CD & Automation (AWX, Ansible, ArgoCD)
Proxmox VE <i>Virtualization Platform</i>	• Cluster Design & High Availability • Backup & Replication • Live Migration • Ceph Integration (shared storage) • VMware Migration Path

Professional Services

OpenStack Health Check Complete assessment of architecture, security, scalability and efficiency, with a prioritized remediation roadmap.	Ceph Performance Assessment Advanced analysis of latency, throughput and IOPS, CRUSH map validation and an optimization plan.
VMware Exit Assessment Strategic planning for VMware migration: workload mapping, comparative TCO and operational risk management.	Production Incident Response Support for mission-critical incidents on OpenStack, Ceph and Kubernetes, with Root Cause Analysis and guaranteed SLAs.

Experience Highlights

The founding team has operated on mission-critical infrastructure in the most demanding sectors in terms of reliability, security and compliance.

European Telecommunications Operators	Support and design of OpenStack and Ceph infrastructure for mission-critical environments.
Banking & Finance	Specialist support for high-availability infrastructure and compliance requirements.
Public Sector	Design and assessment of open-source cloud platforms with data-sovereignty requirements.
Transportation & Railway	Consulting and support on distributed enterprise infrastructure.
Aerospace & Defence	Specialist support on Linux, cloud and automation.

Why Customers Engage Epic Edge

The most recurring needs of enterprise customers and Epic Edge's operational response.

Challenge	Epic Edge Solution
VMware licensing costs	VMware Exit Assessment
OpenStack instability	Health Check
Ceph performance issues	Performance Assessment
Kubernetes complexity	Managed Platform Services
Lack of automation	SentinelForge AI
Production outages	Incident Response

SentinelForge AI Ecosystem



A proprietary AI ecosystem for infrastructure operations: from natural-language provisioning to predictive management. Two complementary modules cover the entire infrastructure lifecycle.

 EdgeForge AI	EdgeForge AI [LIVE] <i>Natural-language infrastructure deployment</i> • Describe VMs and applications in natural language: the system interprets intent, designs the architecture and sizes the resources. • Terraform + Ansible under the hood: automated deployment in under 8 minutes, from a library of validated templates (WordPress HA, MySQL Galera, Kubernetes cluster, VPN Gateway, JupyterHub, PostgreSQL HA). • On-premise LLM (Mistral via Ollama): no data leaves the perimeter. • Native integration into the OpenStack Skyline dashboard, with cost estimation and pre-deployment approval.
 CloudSentinel AI	CloudSentinel AI [IN DEVELOPMENT — 2027] <i>Predictive analytics, anomaly detection and energy optimization</i> • Predictive monitoring on physical hardware: failures identified before they impact production. • AI-driven anomaly detection and automated Root Cause Analysis on OpenStack, Ceph and Kubernetes metrics. • Energy optimization through workload consolidation and intelligent load balancing across physical nodes. • Data collection already underway: a Prometheus + Zabbix + ELK pipeline running on an internal cluster to train the model.
 CephSentinel AI	CephSentinel AI [FIRST PILOT] <i>Intelligent monitoring and operational automation for Ceph clusters</i> • Predictive monitoring on Ceph physical hardware: OSD, MON, MDS, RGW. Failures identified before production impact. • Operational automation: disk replacement, CRUSH map rebalancing, upgrades and scale-out managed by AI without manual intervention. • Energy optimization: low-load node shutdown and automatic restart with consistency verification.

Cloud Management Platform (CMP)

A unified management platform deployed on top of any heterogeneous cloud infrastructure, regardless of the underlying hypervisor. Integrates EdgeForge AI and CephSentinel AI into a single control and automation interface.

Hypervisor Agnostic Unified management of OpenStack, Proxmox, VMware and legacy environments through a single control plane with integrated SSO.	Multi-Tenant & White Label Brandable dashboard for MSPs, CSPs and Telcos. Separate admin and customer views with quota management and autonomous provisioning.
AI-Driven Provisioning EdgeForge AI integrated: natural-language provisioning, service catalogue and pre-deploy approval across any underlying environment.	API-First & Unified Observability Everything exposed via API. Consumption metrics, alerting and energy optimization centralized across all managed environments.

Business Benefits

- Faster provisioning
- Reduced operational errors
- Standardized deployments

- Improved productivity
- Faster onboarding

Recognition

We Make Future 2026 Startup Competition

EdgeForge AI — the first live module of the SentinelForge AI ecosystem — was selected for the We Make Future 2026 Startup Competition, one of the leading Italian events dedicated to digital innovation. The recognition confirms the market potential of the AI platform for enterprise cloud infrastructure automation.

Technology Stack

An enterprise-grade open-source ecosystem, chosen to ensure maximum flexibility, interoperability and freedom from proprietary vendor dependencies.

Cloud IaaS	OpenStack (Nova, Neutron, Cinder, Glance, Keystone, Heat, Skyline)
Virtualization	KVM, Proxmox VE, libvirt
Storage	Ceph (RBD, CephFS, Object Storage S3-compatible)
Container Orchestration	Kubernetes (K8s, K3s, Rancher)
Operating Systems	Ubuntu, Debian, Rocky Linux, AlmaLinux, RHEL
Databases	MariaDB, PostgreSQL, MySQL
Messaging	RabbitMQ, Kafka
Automation & IaC	Ansible, Terraform, AWX, GitLab CI/CD, ArgoCD
Observability	Prometheus, Grafana, Loki, Alertmanager, Zabbix, ELK Stack
AI / LLM	Mistral via Ollama (on-premise), custom pipeline
Networking	OVN, Open vSwitch, BGP, VXLAN, VPN

Target Market

Epic Edge serves organizations that operate or intend to build private or hybrid cloud infrastructure at enterprise scale, with requirements for data sovereignty, high availability and advanced automation.

Telco & ISP	Telco operators and ISPs with production OpenStack infrastructure.
Public Administration	Organizations with data-sovereignty requirements.
Finance & Banking	Banking, insurance and financial institutions with stringent compliance.
Enterprise IT	Mission-critical workloads on private or hybrid cloud.
VMware Exit	Organizations that need to exit VMware ecosystems (post-Broadcom acquisition).
AI & GPU Infrastructure	Design of infrastructure dedicated to Machine Learning, Generative AI and HPC.
HPC & Research	Research & High Performance Computing on dedicated infrastructure.

The Team

Engineers with direct operational experience on Tier-1 enterprise cloud infrastructure.

Andrea Martra Co-Founder & CTO	Cloud Architect specialized in OpenStack, Ceph, Linux, Networking, Security & Cryptography and AI Infrastructure. Responsible for the company's technology strategy and innovation initiatives, including the direction of the SentinelForge AI ecosystem.
Fabio Martra Co-Founder & Chief Cloud Architect	Responsible for cloud architecture design and hardware-software integration in complex enterprise environments, with a focus on scalability, security and operational continuity. Owner of the EdgeForge AI integration into the OpenStack Skyline dashboard.
Paolo Martra Co-Founder & Cloud Solutions Engineer	Responsible for the technical development of EdgeForge AI: model, training and on-premise inference pipeline. Oversees networking, security and validation processes to ensure reliability and compliance standards.

Collective Team Experience

The founding team has gained professional experience on projects delivered for organizations across the following sectors:

• Telecommunications • Banking & Finance • Public Sector	• Transportation • Aerospace & Defence • Enterprise IT
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Selected Organizations

Deutsche Telekom · Fastweb · SNCF · Leonardo · Red Hat · Sber Bank

The organizations listed represent contexts in which members of the founding team gained professional experience over the course of their respective careers and do not imply a direct commercial relationship with Epic Edge S.r.l.

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