

# EPIC EDGE

## COMPANY PROFILE

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

### About Us

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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.

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

### Why Epic Edge

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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.

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

|                                                     |                                                                                                                                                                                                                                                                                                                            |
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| <b>OpenStack</b><br><i>Enterprise Cloud IaaS</i>    | <ul style="list-style-type: none"><li>• Private Cloud Design</li><li>• Hybrid Cloud</li><li>• Multi-Region Architecture</li><li>• High Availability / Disaster Recovery</li><li>• Capacity Planning</li><li>• Upgrade Programs</li><li>• Production Support 24/7</li></ul>                                                 |
| <b>Ceph</b><br><i>Software-Defined Storage</i>      | <ul style="list-style-type: none"><li>• S3 Object Storage</li><li>• CephFS</li><li>• Disaster Recovery</li><li>• Data Protection</li><li>• Performance Troubleshooting</li><li>• Large-Scale Operations</li><li>• OpenStack Integration (Cinder, Swift, Glance)</li><li>• Enterprise Support 24/7</li></ul>                |
| <b>Kubernetes</b><br><i>Cloud-Native Platform</i>   | <ul style="list-style-type: none"><li>• Platform Engineering</li><li>• GitOps</li><li>• Security Hardening</li><li>• Multi-Cluster Management</li><li>• Persistent Storage Integration</li><li>• Observability (Prometheus, Grafana, Loki, Alertmanager)</li><li>• CI/CD &amp; Automation (AWX, Ansible, ArgoCD)</li></ul> |
| <b>Proxmox VE</b><br><i>Virtualization Platform</i> | <ul style="list-style-type: none"><li>• Cluster Design &amp; High Availability</li><li>• Backup &amp; Replication</li><li>• Live Migration</li><li>• Ceph Integration (shared storage)</li><li>• VMware Migration Path</li></ul>                                                                                           |

## Professional Services

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| <b>OpenStack Health Check</b><br>Complete assessment of architecture, security, scalability and efficiency, with a prioritized remediation roadmap.                                  | <b>Ceph Performance Assessment</b><br>Advanced analysis of latency, throughput and IOPS, CRUSH map validation and an optimization plan.                                                                                                                                   |
| <b>VMware Exit Assessment</b><br>Strategic planning for VMware migration: workload mapping, comparative TCO and operational risk management.                                         | <b>Production Incident Response</b><br>Support for mission-critical incidents on OpenStack, Ceph and Kubernetes, with Root Cause Analysis and guaranteed SLAs.                                                                                                            |
| <b>Ceph Enterprise Support</b><br>Production Ceph cluster management with guaranteed SLA: troubleshooting, health check, performance tuning, upgrades and 24/7 proactive monitoring. | <b>Ceph Upgrade Programme</b><br>Rolling upgrades between major Ceph versions (Pacific, Quincy, Reef) with zero downtime, systematic testing and rollback procedures. More info: <a href="http://www.epic-edge.it/en/supporto-ceph">www.epic-edge.it/en/supporto-ceph</a> |

## Experience Highlights

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

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

## Why Customers Engage Epic Edge

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

| Challenge                                      | Epic Edge Solution                                      |
|------------------------------------------------|---------------------------------------------------------|
| VMware licensing costs                         | <b>VMware Exit Assessment</b>                           |
| OpenStack instability                          | <b>Health Check</b>                                     |
| Ceph performance issues or cluster instability | <b>Performance Assessment / Ceph Enterprise Support</b> |
| Kubernetes complexity                          | <b>Managed Platform Services</b>                        |
| Lack of automation                             | <b>SentinelForge AI</b>                                 |
| Production outages                             | <b>Incident Response</b>                                |

# 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.

|                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
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| <br><b>EdgeForge AI</b>      | <h3>EdgeForge AI [LIVE]</h3> <p><i>Natural-language infrastructure deployment</i></p> <ul style="list-style-type: none"><li>• Describe VMs and applications in natural language: the system interprets intent, designs the architecture and sizes the resources.</li><li>• 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).</li><li>• On-premise LLM (Mistral via Ollama): no data leaves the perimeter.</li><li>• Native integration into the OpenStack Skyline dashboard, with cost estimation and pre-deployment approval.</li></ul> |
| <br><b>CloudSentinel AI</b> | <h3>CloudSentinel AI [IN DEVELOPMENT — 2027]</h3> <p><i>Predictive analytics, anomaly detection and energy optimization</i></p> <ul style="list-style-type: none"><li>• Predictive monitoring on physical hardware: failures identified before they impact production.</li><li>• AI-driven anomaly detection and automated Root Cause Analysis on OpenStack, Ceph and Kubernetes metrics.</li><li>• Energy optimization through workload consolidation and intelligent load balancing across physical nodes.</li><li>• Data collection already underway: a Prometheus + Zabbix + ELK pipeline running on an internal cluster to train the model.</li></ul>                                          |

## Business Benefits

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|-----------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"><li>• Faster provisioning</li><li>• Reduced operational errors</li><li>• Standardized deployments</li></ul> | <ul style="list-style-type: none"><li>• Improved productivity</li><li>• Faster onboarding</li></ul> |
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## 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

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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

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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.

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|-------------------------|--------------------------------------------------------------------------------|
| 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

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

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|--------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Andrea Martra</b><br>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.    |
| <b>Fabio Martra</b><br>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. |
| <b>Paolo Martra</b><br>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

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

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|------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"><li>• Telecommunications</li><li>• Banking &amp; Finance</li><li>• Public Sector</li></ul> | <ul style="list-style-type: none"><li>• Transportation</li><li>• Aerospace &amp; Defence</li><li>• Enterprise IT</li></ul> |
|------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------|

### 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.*

## Contact

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| <b>SentinelForge AI</b> | www.epic-edge.it/sentinelforgeai                    |

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