



From Policy to Start-ups: Guiding Innovation Dynamics

WSIS Forum 2017 – Notel Poland – Michał Chrostek Monday 12th June (14h15-18h15, ITU Tower Room A)







Notel Poland Introduction – Company Profile

- Notel was founded in 2006 as private equity company by group of telecommunication enthusiast
- **Company mission** from day one was improvement of overall telecommunication networks performance, quality of service and end customer service quality awareness as a key for business growth
- Main business segments and focus areas
 - Telecommunication Solutions (Services + System Components)
 - Telecommunication Web Portal **RFBENCHMARK.eu**
 - Software & Equipment Development
- Customers & Partners group:
 - Mobile & Fixed Network Providers, Private Sector Big and Medium Size Enterprises,

Telecommunication Regulators, Public Customers







Company Milestones

- / 2006 Notel IT Consulting Founded
- / 2010 First release of Performance Management Software N-GIBBON V 1.0
- / 2012 New project control process enabled NOTEL JIRA
- / 2013 Change of ownership and new legal entity Notel Poland LTD Change of company strategy and main focus areas
- / 2014 Release of **RFBENCHMARK** public WEB portal and mobile application
- / 2015 Participation in Memorandum for Quality of Service Improvement Poland Start of discussion with polish regulator (UKE) on RFBENCHMARK "pro bono" initiative
- / 2016 First sales RFBENCHMARK "crowd data" solution and mobile application Large investments in Research & Development







Challenges & Problems Solutions

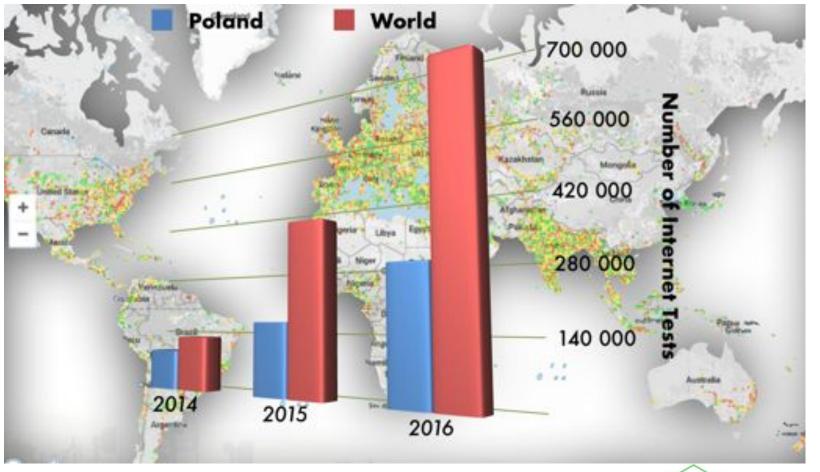
- Definition of long term Strategy & Investment Plan
- Implementation of Mechanism of efficient Change Management Process
- Financing of pro-bono Initiatives & Research and Development Activities
- Efficient project management & delivery in order to stay competitive and win more business
- Internal Processes and Outsourcing
- Keeping the right balance between CAPEX and OPEX Spending







RFBENCHMARK evolution



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RFBENCHMARK Certificated member

Notel







Where we want to be?

- More Projects for Enterprises outside Telecommunication Industry
- Higher visibility of RFB Community Pro-bono Initiative
- Further traffic and Community Growth
- Closer Cooperation with Telecommunication Regulators

