
Gian Muraglia

DPS Automation



“ I saw an opportunity to automate everything from toll collection to parking systems. ”

COUNTRY	Argentina
INDUSTRY	Business/Professional Services
EMPLOYEES	6
YEAR SELECTED	2002

COMPANY SNAPSHOT

After developing an administrative system for fare collection on a local bus system, Gian launched a venture that soon won impressive contracts against huge international companies. DPS Automation is a systems integrator that uses proprietary state-of-the-art automation software and standard hardware to provide solutions for toll collection, access control, and parking systems. The company also developed a joint venture with a European company to increase its revenue and international profile.

In 2007, Gian sold DPS Automation to Kapsch TrafficCom Argentina S.A. and started a new venture exporting honey.

ENDEAVOR AND DPS AUTOMATION

Soon after selection, Gian hired a professional CEO, as recommended by Endeavor, to help him implement new management tools. Gian has benefited from various services including local mentorship in areas of expansion, operations, internal processes, and financial and cash flow management. He also benefited from a Stanford eMBA student who performed a competitive analysis.