Borsa dell'Innovazione e dell'Alta Tecnologia

Focus on ICT in Calabria

ITA
ITALIAN TRADE AGENCY
ICE - Agenzia per la promozione all'estero e l'internazionalizzazione delle imprese italiane

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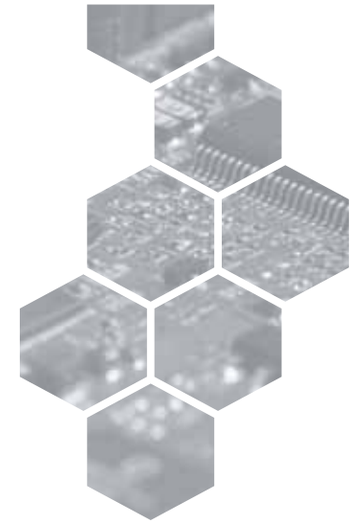

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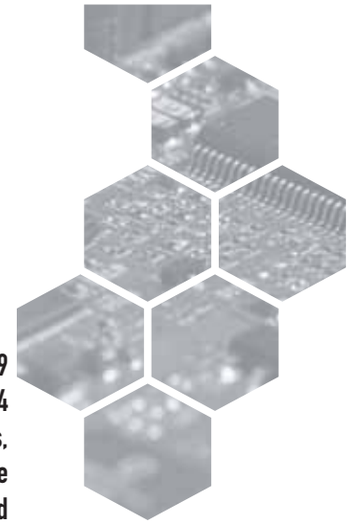


A. Historical background of the ICT vocation in Calabria

The development of ICT in Calabria has been facilitated by the action of the University of Calabria that in 1979 became the promoter of the CRAI (Consortium for Research and Applications of Computing) and in 1984 participated in the foundation of the CUD (Distance Learning University Consortium). Both experiences, after having involved more than 300 people, including researchers, technicians and administrative personnel ended in the mid-90s, but not without a significant impact in terms of professionalism and relationship networks in the area and for the University.

The CRAI, in particular, played a crucial role in the development of the productive system of ICT in Calabria. The effects were more evident in terms of training: advanced, specializing, continuous. Moreover, many highly innovative research products were developed, one of which, the Distributed Query System (DQS), was exported in the United States.

In 1982 it was established the Faculty of Engineering at the University of Reggio Calabria, which started new lines of research in telecommunications and electronics. At the same time, it began to operate the Faculty of Medicine and Surgery at a branch in Catanzaro, which in 1998 would become an autonomous university, devoting constant attention to the systems of data processing in the biomedical field.

In the meantime, the experience of the CRAI would come to an end. The diaspora of the excellent skills and professionalisms that had formed determined the spread of a humus facilitating the development of the regional ICT system made of academia, research centers and businesses.

B. The ICT Cluster in Calabria

The strengths of the ICT cluster in Calabria are the presence of research groups among the best at the international level in the field of databases, knowledge management, data mining and process analysis as well as strongly interdisciplinary scientific and professional expertise on distributed systems and mobile computing (grid and cloud computing, computer networks, wireless networks and ad hoc networks, distributed intelligent systems).

The cluster is made of a fabric of ICT companies interested in reaching new markets and operating in multiple fields (business intelligence, enterprise resource planning, intelligent mining of information from the web, risk management, network design and services for centralized management of data, systems, artificial intelligence, etc). The ICT Cluster also involves several small companies and spin-off with highly qualified personnel and a management strongly focused on innovative products and services.

In the first quarter of 2014, in Calabria there are 2,061 companies active in the ICT sector which represents 1,3% of regional production, in line with the value of southern Italy and a little lower than the national average.

Most of the companies are located in the province of Cosenza (39.1%), followed by the province of Reggio Calabria (25%) and Catanzaro (20.3%). Approximately 17% of the firms are in the provinces of Crotone and Vibo Valentia.

In 2011 (last Census of Industry and Services), the ICT sector in Calabria is composed of 1,478 local units employing 6,159 employees. Cosenza is the main production centre with 40.3% of the facilities followed by Catanzaro with 22.2%, Reggio Calabria with 21.4% and Crotone and Vibo Valentia with 16%.

The provincial distribution of employment shows the leadership of Cosenza with 2,360 employees in the ICT sector (38.3% of regional employment) followed by Catanzaro with 2,242 employees (36.4%). Reggio Calabria, Vibo Valentia and Crotone host respectively 13.8%, 7.5% and 4% of the employees in the ICT of the Region.

C. The ICT research and technological innovation system in Calabria

1. The Regional University System

The regional university system is made of several actors with different missions and structures and mission plays a pivot role in the selection of local innovation in ICT in Calabria. Below, we present a brief overview.

The University of Calabria

The University of Calabria (UNICAL), active since 1972, has 14 departments, among which the Department of Computer Science, Modelling, Electronics and Systems - DIMES - which heads more than 60 units between professors and researchers.

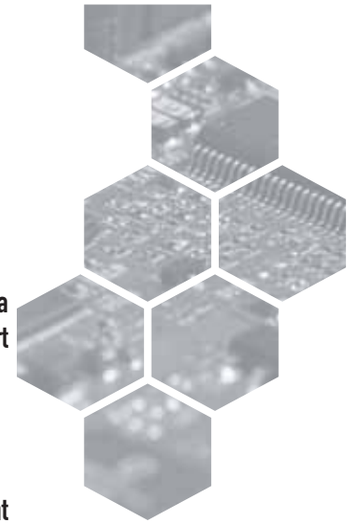
The university is among the best universities in the world in the area of Computer Science, which includes the field of information technology, telecommunications and operational research. In the ranking ARWU 2010 Academic Ranking of World Universities made by Shanghai Jiao Tong University the University of Calabria ranks among the top 100 positions.

The University of Calabria supports and encourages the establishment and start-up of innovative knowledge-based enterprises through the implementation of initiatives aimed at stimulating and accompanying the development of ideas of enterprise and self-employment by young graduates, the promotion of spin-off companies from research of excellence carried out within its own facilities and the provision of logistics and specialist services within the Incubator of high tech companies Technest located in the "Polo Tecnologico".

Since 2003, the Liaison Office at the University of Calabria supports academic researchers in developing research projects, networking activities with companies and other research organizations, and in the exploitation of research results.

In addition, the University of Calabria, in collaboration with the regional Universities, organizes "Start Cup Calabria" – in 2014 at its sixth edition – a business idea competition, which takes place every year from June to September 2014, aimed at selecting the best innovative business ideas to be transformed into start-up of interest to the innovative finance.

The Incubator Technest of University of Calabria is a Service Centre established under the project "Knowledge Research and Development to Start Advanced Technology Enterprises in Calabria", funded by the Ministry of Economic Development with the aim of supporting the creation, start-up and development of new competitive companies with a high content of knowledge to contribute to the socio-economic development of the region.



Technest, with an area of 2,000 sqm, 20 equipped rooms, 8 administrative offices and 1 multimedia room, accommodates up to 20 hi-tech start-up companies and provide specialized services to support technological development, transfer of intellectual property rights and facilitate access to risk capital.

The Mediterranean University of Reggio Calabria

The Mediterranean University of Reggio Calabria is composed of 6 departments, including the Department of Information Engineering, Infrastructure and Sustainable Energy – DIIES.

At the DIIES operate 15 research laboratories: among them it is especially remarkable the Laboratory for Advanced Research into Telecommunication Systems – ARTS. The research is primarily concerned with the field of protocols and applications for Advanced Systems of Telecommunications solutions for wireless telecommunications networks hybrid (satellite networks, mobile networks, wireless terrestrial networks), network-based pervasive communication systems of smart objects (sensors, actuators, RFID).

The University "Magna Graecia" of Catanzaro

The University "Magna Graecia" of Catanzaro has 4 Departments, including the Department of Medical and Surgical Sciences where a group of professors and researchers carries out research on information processing systems with particular reference to the areas of application in the field of biomedicine.

The Research Center ICAR/CNR

In the area of Rende (Cosenza) operates the Institute of Computing and High Performance Networks (ICAR), which is an Institute of the National Council for Research (CNR) whose primary objective is research and design of innovative solutions, technology transfer and higher education in the area of high performance computing (computing and knowledge grids, parallel and distributed computing systems, advanced technologies for the Internet) and intelligent and complex systems (management of large stores and data flows, representation and knowledge discovery, perception robotics, intelligent multi-agent systems, multimedia systems, scientific computing).

ICAR is focused on two main themes: (i) management of large data streams, extraction and representation of knowledge and innovative applications for business and process intelligence, and (ii) intelligent services for computational grids and peer-to-peer systems and distributed logistic applications.

2. The centres of industrial research and technology transfer

ICT-SUD

Established in 2006, the Technology Competence Center ICT-SUD, is a limited liability consortium financed by public funds for Research, providing technology transfer services in the ICT to businesses and public administration located in Southern Regions.

ICT-Sud is divided into regional nodes, with a major node in Calabria, at the University of Calabria, and 4 nodes in Campania, Apulia, Sardinia and Sicily.

ICT-Sud aims to facilitate the access to research for the production system and to improve the competitiveness of local organizations reducing barriers caused by geographical location.

- website: www.cc-ict-sud.it
- e-mail: info@cc-ict-sud.it , luciano.mallamaci@cc-ict-sud.it

The Innovation Pole "ICT-Calabria"

The Innovation Pole of "ICT Calabria" was established in 2011, as a link between companies, universities and research centres, with the main objective to stimulate innovative activities by promoting intensive interactions, sharing of facilities and exchange of knowledge and expertise and by contributing effectively to technology transfer, networking and information dissemination among the companies that make up the Pole.

The Pole is part of the Regional Strategic Integrated Project "Regional Network of Innovation Poles" inserted into the POR Calabria with ERDF 2007-2013.

The University of Calabria, the Mediterranean University of Reggio Calabria, the research centre of ICAR CNR, 2 public-private consortia and 21 companies, mainly of the ICT sector, are associated to the Pole that is managed by the Competence Centre ICT-Sud.

The ICT Pole has developed some basic innovation services, such as: Sharing of Research Infrastructure; Networking and Strategic Marketing; Exploitation of research results; Observatory on ICT market and trends; etc. The Pole has also started a number of research projects involving both academic and industrial partners, with the main role of coordinating the participation of member SMEs thus enabling a spread technologic transfer towards small companies which otherwise, as isolated entities, could have some difficulties to get at the edge of technological innovation.

Among others projects, we mention INMOTO (Information and Mobility for Tourism), a project funded within the PON Ricerca e Competitività 2007-2013, which aims to define and develop an integrated system of novel services and applications for the creation, certification, organization, monitoring and promotion of tourism and a real-time platform to support Travel Mobility, and TETRIS (TETRA Innovative Open Source Services) a project concerned with enabling innovative services for Smart City/Smart Territory by means of technological tools and intelligent platforms for collecting, representing, managing and exploiting data and information gathered from sensors and devices deployed in the territory.

The "Cyber Security" Technologic District

The Cyber Security Technologic District has been set up within the PON 2007-2013 program initiatives of the Ministry of Education, University and Research (MIUR) for launching High Technology Districts and Laboratories. The goal of the District is to create a territorial platform localized in Calabria, in the area of Cosenza, specialized in the field of Cyber Security, with a broad perspective of technological growth and market. The District focuses on three main areas:

- Protection of end-user interactions;
- Protection of digital services and payment systems;
- Security-preserving dematerialization.

The District is operated by three research organizations (Department of Computer Science, Modelling, Electronic and Systems - DIMES -

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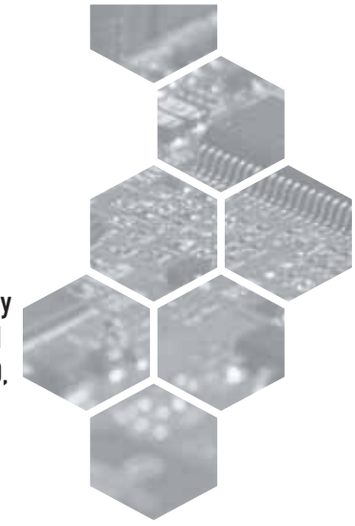


University of Calabria, Department of Information Engineering, Infrastructure and Sustainable Energy – DIIIES – University Mediterranea of Reggio Calabria, the Institute of High Performance Computing and Networking – ICAR – CNR), two large enterprises (Poste Italiane, NTT DATA Italy) and two SMEs (ICT-SUD, Nova System Roma). In addition ICT-SUD coordinates the participation of a number of additional SMEs that are partners of the consortium.

The SI-Lab project

The SI-Lab project is a distributed laboratory for Digital Service Innovation, promoted by ICT-SUD as an initiative within the above-mentioned PON program, which consists of three nodes located in Sicily, Calabria and Apulia) and involves a number of academic and industrial partners in each node.

The laboratory is aimed at activating virtuous mechanisms of interaction between the public and private sectors to set up novel skills and operational tools to support digital user-driven service innovation in a national and international context. The mission is to create a network of excellence, expertise, tools and services to be used by companies to innovate production and service delivery processes exploiting the opportunities of Future Internet. A consortium of the three regional universities, the CNR and the regional branches of important ICT industrial companies manages the Calabria node of the laboratory.

D. The business system

1. Start-up, academic Spin-off and the SMEs associated with the Competence Center ICT-SUD and/or the ICT Pole

3D RESEARCH

Business Sector: Digital Heritage, Virtual Museum, Computer Graphics

3D Research develops systems and 3D interactive applications for industrial design, virtual museums and Cultural Heritage exploitation, taking advantage from innovative technologies such as 3D scanners, Virtual and Augmented Reality and Web3D.

- website: www.3dresearch.it
- e-mail: info@3dresearch.it

ALTILIA

Business Sector: ICT (Big Data)

ALTILIA is a Spin-off of ICAR-CNR founded in 2010. It's currently headquartered in Rende (CS, Italy) – with a team of 20 high-skilled employees – and in Milan.

ALTILIA turns Big Data into Smart Data and enables businesses to make sense of it to improve decision making by faster and better insights, optimize business processes, and successfully compete in today's markets. ALTILIA developed MANTRA Smart Data Management Platform which uses Contextual Workflows to enable modelling, acquisition, normalization, transformation, and analysis with explicit and implicit data semantics to unify disparate web and enterprise structured and unstructured data with a schema-agnostic approach. By a workflow-based semantic approach MANTRA transforms information flow into relevant, richer, and usable Smart Data. MANTRA is offered as a Hybrid Cloud Platform as a Service (PaaS) with an easy-to-use GUI and an extensive API.

ALTILIA has many customers in USA and Italy operating in different industries and business application

areas such as: Price/Product/Competitive Intelligence, Smart Data and Content Intelligence, Customer Intelligence. ALTILIA's market is composed by big and medium enterprises belonging to all industries. In 2012/2013 has raised € 2,6M in a "series A" funding from Principia SGR, the most important Italian venture capitalist.

- website: www.altiliagroup.com
- e-mail: info@altiliagroup.com

APPLICON

Business Sector: ICT (Embedded Systems for Underwater Communication and Localization)

APPLICON deals with hardware/software design and implementation of embedded systems for communication, localization and navigation of underwater vehicles, sensors and divers. APPLICON turnkey solutions hinge upon research collaborations with the Autonomous Systems Lab of the University of Calabria. APPLICON developed SEAMODEM, the first totally Made in Italy acoustic modem for underwater communication, which is now on the market.APPLICON is actually working at new solutions for increasing the safety of divers and their localization.

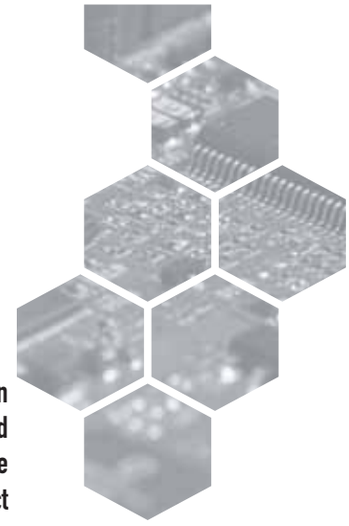
- website: www.applicon.it
- e-mail: info@applicon.it

ARTÉMAT

Business Sector: ICT, Training, Recruiting, Employer Branding

Artémat was born by the combination of specialized and methodological skills in the ICT (Information and Communication Technology) and Management Engineering areas. Reflecting the scientific and professional experience of the founders, Artémat is characterized as a laboratory where ideas and projects are used to favour creativity and experimentation on interconnected systems related to technological and management innovation. The core activities of Artèmat are the design and the implementation of Business Gaming platforms, virtual environments that reproduce accurately the behaviour of a certain economic system: users (usually called player) take on the role of a company with the aim of improving its financial performance and, in particular, increasing its value on the market acting on a series of levers grouped around the major business functions (Production, Marketing, Organization and Human Resources, etc.). In Italy, Artèmat is today one of the leading companies in design and development of Business Games and Serious Games for management education, recruiting activities and employer branding through the proprietary platforms BGS – Business Game Studio, Skillgame and Web in Basket.

- website: www.artemat.it
- e-mail: info@artemat.it



CALBATT

Business Sector: Clean tech (Energy Storage)

CalBatt develops fully customizable solutions based on the dynamical analysis and efficiency optimization of energy storage systems, for both stationary and E-Mobility applications. Experimental tests carried out together with the ENEL's Engineering and Research Division by using commercial batteries have demonstrated that CalBatt technology can allow an energy efficiency increase of up to 15% with respect to state-of-art storage management systems. The product is currently in the phase of demonstration in operational environment to potential customers of the storage segment that have already shown their interest.

CalBatt innovative technology has been awarded at the Techgarage-StartCup Calabria in 2011, and at the Enel Lab competition in 2013 by ENEL that funded the first development phase of Calbatt. Born as a spin-off of the University of Calabria in 2012, the company achieved the status of "innovative start-up" since 2013 and is registered in the dedicated section of the Italian Business Register.

- website: www.calbatt.com
- e-mail: cappuccino@calbatt.com

CALCTEC - Calabria Liquid Crystal Technology

Business Sector: Electro-Optics, Electronics, Mechanics

Providing services related to basic and applied research in the field of materials with emphasis on the LCD. CaLCTec produces electro-optical devices and scientific instruments: Spin-Coater, Hot-Stage, temperature controls, Dip Coater, Dispenser. Devices with a high degree of development. Provides services in the field of technology of liquid crystals and thin films: Conformation of ITO electrodes, Surface treatments for the alignment of liquid crystals, Empty cells for measurements of optical and electro-optical. Development of control systems based on microcontroller.

The products and services are for academic and private research laboratories.

- website: www.calctec.com
- e-mail: info@calctec.com

Calabrian High Tech - CHT

Business Sector: Medical Devices, Robotics and Automation

CHT deals with the ideation, patent preparation, deposit, prototype design and construction of new high tech products in the sectors of medical devices, robotics, both medical and industrial, and even the ideation and realization of ex novo automatic plants using innovative solutions in the sectors of mechanics, electronics and software development, integrating various technologies and employing unconventional engineering methodologies and practices for itself and third parties.

- website: www.chtsrl.com
- e-mail: chtsrl@virgilio.it

DIARCO RESTAURO

Business Sector: Conservation and restoration of Cultural Heritage

Diarco Restauro S.r.l. provides the following services in the field of conservation and restoration of cultural heritage: Diagnosis of the materials in paints, frescos, historical furnitures, etc.; Certifications of cultural heritage artefacts, with respect to their datation and author attribution; Disinfestation of cultural heritage artefacts from biological infestants such as insects, fungus, bacteria, moulds, etc; Restoration of paints, books, frescos, historical furnitures etc.

- website: www.diarcorestauro.com
- e-mail: diarcorestauro@pec.it, info@diarcorestauro.com

DLVSYSTEM

Business Sector: ICT (Knowledge Management, Knowledge Representation and Reasoning, Knowledge Extraction, Data Integration, Data Cleaning, e-Tourism, etc.)

DLVSYSTEM s.r.l. (est. 2005) is a spin-off company of University of Calabria. The company mainly focuses on research on and development of the DLV system, with the purpose of licensing the core system as well as a comprehensive suite of DLV-based solutions aimed at knowledge intensive applications. Indeed, other than being packaged as a stand-alone solution, the DLV system constitutes the technological basis for providing (or integrating into a) larger solution to enable organizations solving knowledge-based business problems. Moreover, DLVSYSTEM s.r.l provides consultancy and support for its use in an industrial context. Indeed, based on real-world experience, the company offers a comprehensive approach to intelligence gathering and knowledge management for partners in industry and companies to exploit business information for competitive advantage.

- website: www.dlvsystem.com
- e-mail: info@dlvsystem.com

ECO4CLOUD

Business Sector: ICT (Energy efficiency & data center optimization)

Eco4Cloud improves the operational efficiency of data centers, significantly reducing energy consumption and delivering improved performance metrics thanks to a novel and self-organizing solution. Its technology is based on advanced research developed by its founders at the ICAR-CNR Institute, and has been extensively validated in the industry, among others by Telecom Italia, Cisco, HP, IBM, Microsoft.The company is VC funded (by PrincipiaSGR, Digital Investments Sca Sicar), received positive analyst coverage (e.g. by 451 Research) and several innovation awards, such the 2014 Good Energy Award, the 2013 Bully Award, the 2012 UP Cloud Computing Award, the 2011 Working Capital.

- website: www.eco4cloud.com
- e-mail: info@eco4cloud.com

EXEURA

Business Sector: ICT – Business Analytics

Exeura Ltd. is a 14 years old spin-off from University of Calabria headquartered in Cosenza (Calabria, Italy). Its main interests are in the areas of Business Analytics and Knowledge Management. Exeura's mission is to build innovative solutions enabling to filter large amounts of data and to extract meaningful answers for decisions makers. Exeura is member of Italian National Register of Research Laboratories (Ministry of University and Research) and also appears in the list of organizations and experts approved by the French Ministry of Research.

Exeura is founded on a business model where research, software development and market interact with each other in a constructive dialogue. In this model, the role of the Sales & Marketing function is two-fold: (a) catching the market signals and forward them to both Research Operation Unit (ROU) and Solutions Operation Unit (SOU), and (b) bringing to the market research prototypes, products and solutions coming from both ROU and SOU. Exeura has developed two products: the BA platform Rialto and the PDF table extractor Quablo. BA solutions are concerned with different vertical markets, such as Banks and Finance, Energy&Utilities, Telco&Media, Gambling, Automotive, Healthcare. Exeura's solutions are mostly built on Rialto. Exeura employs 30 highly specialized professionals.

- website: www.exeura.eu - www.quablo.eu
- e-mail: info@exeura.eu

EXTRA

Business sector: ICT (System Integration, Enterprise Applications, Custom Development, Open Source Technologies)

Extra is a System Integrator specialized in design and development of Enterprise class web based software solutions.

The characteristics that distinguish Extra are the use of Open Source technologies for its projects, together with the high capacity of integration, a lean and flexible organization, the use of rigorous and consolidated methodologies, the knowledge and the ability of managing business processes.

The organization is divided into different divisions with specific and cross skills on different platforms, in order to cover the different process related to the organization activities.

For these reasons, today Extra is considered the leading company in Italy and abroad in the Open Source field and to date supplies professional services in all EMEA area to multinational organizations.

- website: http://www.extrasrl.it
- email: info@extrasys.it

IES CONSULTING

Business Sector: SPACE (Remote Sensing for Environment)

IES Consulting srl specializes in Technology R&D for territorial intelligence and management of resources, based on spaceborne and airborne Remote-Sensing. Developed applications range from the mapping of terrestrial features for planning, risk definition, prevention, and damage assessment, to the automated monitoring – from real time to delay time – of changes in relevant Earth parameters, either by passive (electro-optical multi-spectral radiometers at various resolutions) or by active remote sensing (Synthetic Aperture Radar). Earth features dealt with are: detection and monitoring of fire and volcanic hot- spots, classification and change detection in vegetation burn scars, forecast of post-fire soil erosion, fast detection and mapping of asbestos covers, thematic mapping of urban areas, infrastructures and terrestrial communication networks.

- website: www.iesconsulting.net
- e-mail: ies@iesconsulting.net

ITACA

Business Sector: ICT (Transport and Logistics)

The main field of ITACA's activity is the design and development of Decision Support Systems, expert systems and ICT e-solutions for the management, optimization and control of Logistics, Transportation and Urban Mobility Systems. ITACA solutions are based on Operational Research, Simulation/Optimization state of the art models and methods and aim at constructing ICT HW/SW web based integrated platforms that have the goal of supporting the realization of environmental and economic sustainable, safe and secure, effective and efficient systems.

ITACA offers Ride2Go!, an integrated platform aimed at managing a plethora of demand responsive transport systems, i.e. bus on demand, disabled transport, school bus. Its core is composed by an optimization engine which minimizes the costs related to the fleet while maximizing the service levels. A number of parameters and settings makes this software highly customizable and suitable for different scenarios.

ITACA offers Shift2Go! as well. This is an optimization engine aimed at planning the vehicles and crews shifts for public transport companies. It can be customized with constraints and cost parameters in order to fit real scenarios.

- website: www.itacatech.it
- e-mail: info@itacatech.it

ITHEA

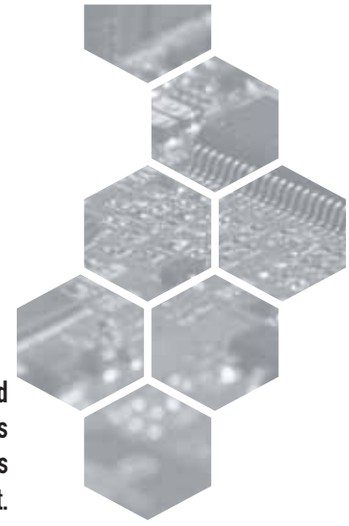
Business Sector: Business Intelligence and Business Process Management Platforms

ITHEA is a software company funded in 2008 as a spin off of the University of Calabria, with the aim of providing software solutions (such as ERP, CRM, B2B, B2C, ECM and BPM) to Italian and European customers. Also, ITHEA has been using research results and academic experiences to develop new solutions aiming to both improve existing ICT technology as well as industrializing research results (as for instance in biomedicine and health informatics for portable and reliable health care solutions helping in disease prevention).

It has many customers in services companies and many SMEs' MADE IN ITALY brands use ITHEA software management solutions.

Among the others, ITHEA offers Polinice+, a platform for e-business for the Made in Italy industry with specific functionality such as Product Configurator (engineering, technical details with sector variations), Mass customization (b2c advanced, tailored, committed to row order), Retail innovation (data mining and business intelligence), Supply chain (integration with suppliers and reducing costs of production) and Interoperability (ease of integration with third party systems).

- website: www.ithea.it
- e-mail: info@ithea.it



MACROFARM

Business Sector: Cosmetic and Nutraceutical

The research activity carried out by the Macrofarm team has allowed the development of an advanced technology about the synthesis of functional polymers by covalent insertion of active molecules (antinflammatory, antioxidant, antimicrobial and photo protective compounds) on polymer chain. All this by employing eco-friendly processes that do not use any organic solvent or toxic chemical reagent. Macrofarm offers a wide range of services to companies, performing chemical and biological analyses on raw materials and finished products.

- website: https://sites.google.com/site/macrofarmsrl/
- website work in progress: www.macrofarmsrl.com
- e-mail: info@macrofarmsrl.com

OPEN KNOWLEDGE TECHNOLOGIES – OKT

Business Sector: ICT (Social Enterprise Content Management)

OKT deals with the design and implementation of innovative software products, integrating open source software solutions and employing unconventional software engineering methodologies and practices. These techniques based on "early requirements" and "agile software development" for small to medium sized systems and approaches based on planned process models for complex and / or medium to large systems.

- website: www.okt-srl.com
- e-mail: info@okt-srl.com

PLATONET

Business Sector: ICT (e-commerce, CMS, KMS, e-gov, mobile, IoT)

Platonet has the mission to provide the whole spectrum of expertise right from initial consulting to implementing and rolling out highly customized E Business solution for SME Enterprises. Products & Services include LMS development & management, e-business vendor platforms development & management, e-business modules (e.g. connectors to ERP or CRM), mobile apps (Android and iOS) development, Social Media Integration development & management, Social Media marketing plans deployment.

- website: www.platonet.it
- e-mail: info@platonet.it

SENSYSCAL

Business Sector: ICT (Wireless Sensor Networks Solutions)

SenSysCal has the mission to develop innovative, 24/7 monitoring systems and services in both the smart-Health and the Building Management domains. Specifically, SenSysCal offers products and services for (i) remote continuous, non-invasive patient monitoring and motor rehabilitation supported by wearable (wireless) motion sensors and (ii) remote fine-grained building monitoring and actuation supported by wireless low-energy sensors and actuators. A proprietary Cloud infrastructure assists the implementation of large-scale and enterprise systems. SenSysCal innovative services and products are derived from academic research results in the Distributed Sensor-based Systems domain.

- website: www.sensyscal.it
- e-mail: contact@sensyscal.it

SIRIA - SERVIZI INTEGRATI E RICERCA PER L'AMBIENTE

Business Sectors: Integrated Services for environmental protection.

SIRiA srl provides several Integrated services for environmental protection: environmental and chemical monitoring of water resources, site characterization and remediation, chemical and biological analysis for environmental protection, design and development of ad-hoc brownfield recovering strategies, design of early-warning and monitoring systems for landslides, 2D and 3D slope stability analysis, chemical and physical methods for soils reinforcement and consolidation, seismic site response analysis, seismic microzonation analysis, soil-foundation-superstructure analysis under static and dynamic loading, environmental risk assessment, development of new materials for energy and environment.

- website: www.siriasrl.it
- e-mail: info@siriasrl.it

SPINTEL

Business Sector: ICT (Home and Building automation systems and energy management)

Spintel Srl deals with the design and implementation of home and building automation systems and remote control systems. In particular, the company develops technologically advanced hardware and software solution that are able to bring intelligence to the environments where they are installed in terms of security and management of energy waste.

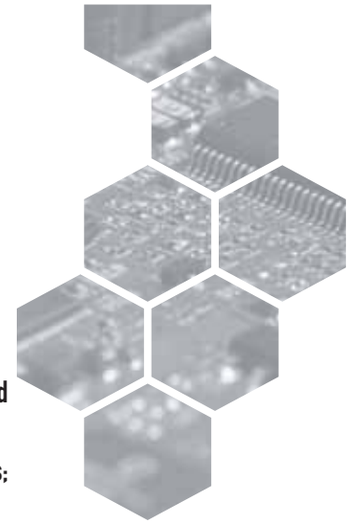
- website: www.spintel.it
- e-mail: info@spintel.it

TIFQLAB

Business Sector: Food processes

TIFQLab is an analysis, experimentation and research center for food technologies and drinking water, which performs as a technical-scientific support in the evaluation of the hygienic-manufacturing risks of materials and processes and in the application of fitting solutions for the companies of the sector. TIFQLab promotes scientific collaboration between Universities and other public and private, national, European and International research bodies, focusing its own competences on the hygienic and healthy aspects of materials in contact with food and drinking water and on technological processes.

- website: www.tifqlab.it
- e-mail: segreteria@tifqlab.it



Z LAB

Business sector: Acoustics, Facility Engineering Services, RAMS & PTEC

Z Lab S.r.l. was founded in 2006 with the main mission to apply the aeronautic engineering knowledge and technologies to other areas traditionally less developed.

Z Lab company provides an answer to the Customer's needs in the following areas: Industrial Acoustics; Environmental Acoustics; Architectural Acoustics; Laboratory.

The company strengths are:

- Innovation and research through thermo-acoustic and vibration laboratory;
- Referenced experiences through direct participation in complex projects with some of the major Italian industrial companies;
- Dynamism and enthusiasm of a young and modern organization;
- Full coverage of the Italian territory through its offices and distributed sites.

Z Lab is capable of supporting industries in every aspect regarding sound insulation, thanks to a long and proven experience in the field of air and railway acoustic research and other factors, such as advanced acoustics analysis, software advanced diagnostic tools, surrounding of the noise source.

- website: www.zeta-lab.it
- mail: info@zeta-lab.it

E. Project proposals submitted to the BIAT

Company	Title of the Project
ALTILIA SRL	1. MANTRA Price Intelligence
ALTILIA SRL	2. MANTRA Customer Intelligence
ARTÈMAT SRL	Beatrice
AUTOMATICA INFORMATICA ENERGETICA MULTIUTILITY, A.I.E.M. SRL	SMARTHOUSE2YOU
CALBATT SRL	Solutions for High-Efficiency Energy Storage and Electric Vehicle Charging
EXEURA SRL	Rialto – Platform for Business Analytics
ITHEA SRL	Voice Analysis Control System
NAOS EVOLUTIONS SRL (in cooperation with MEDIRESEARCH SRL)	Startupper – a Cyber-Ecosystem for Startups
SMARTS SRL	Smart Agent

ITALIAN TRADE AGENCY

The Italian Trade Agency – ICE is the Government agency that supports the globalization of Italian firms, implementing the strategies of the Ministry of Economic Development.

The Italian Trade Agency – ICE helps to develop, facilitate and promote Italian economic and trade relations with foreign countries, focusing on the needs of SME's, their associations and partnerships.

The Italian Trade Agency – ICE sustains Italian firms in their internationalization processes, in the marketing of Italian goods and services while promoting the "Made In Italy' image around the world , and it is directly involved in attracting foreign direct investments.

The Italian Trade Agency – ICE provides information, support and consultancy to Italian companies on foreign markets, promoting and fostering exports and cooperation in all areas – industry (consumer and capital goods), agricultural technology and agri-food, services, and training – with the aim of increasing and making more effective their presence on international markets.

The Italian Trade Agency – ICE works closely with the Italian Regions, the network of the Italian Chambers of Commerce, business organizations and other public and private entities.

The Italian Trade Agency – ICE headquarters is in Rome, with a large network of offices around the world and acts as "Trade Promotion Sections" of the Italian Embassies or Consulates.

The BIAT

Funded under the Cohesion Action Plan of the Economic Development Ministry, the BIAT – Innovation and High Technology Lab, is an initiative designed to enable the enterprises and research systems of Italy's so-called Convergence Regions – Campania, Calabria, Apulia and Sicily – to express their full potential for innovation and excellence. BIAT is part of the program of activities of the Italian Presidency of the EU.

The event is organised by the Italian Trade Agency in collaboration with Confindustria (the Confederation of Italian industry), the Convergence Regional Governments and Campania in.Hub.

BIAT aims to promote the placing on the market and/or the transfer of innovative products and services or high technology and intangible assets (patents in particular) by matching commercial and technology supply and demand between start ups, innovative SMEs, business networks, universities, technology parks and foreign counterparts.

BIAT aims to put in place a systematic offering of industrial application opportunities from which all entrepreneurs can benefit.

Borsa dell'Innovazione e dell'Alta Tecnologia

ITALIAN TRADE AGENCY
ICE - Agenzia per la promozione all'estero e l'internazionalizzazione delle imprese italiane

ICE-Agenzia per la promozione all'estero
e l'internazionalizzazione delle imprese italiane
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