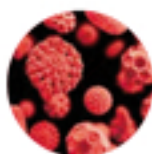


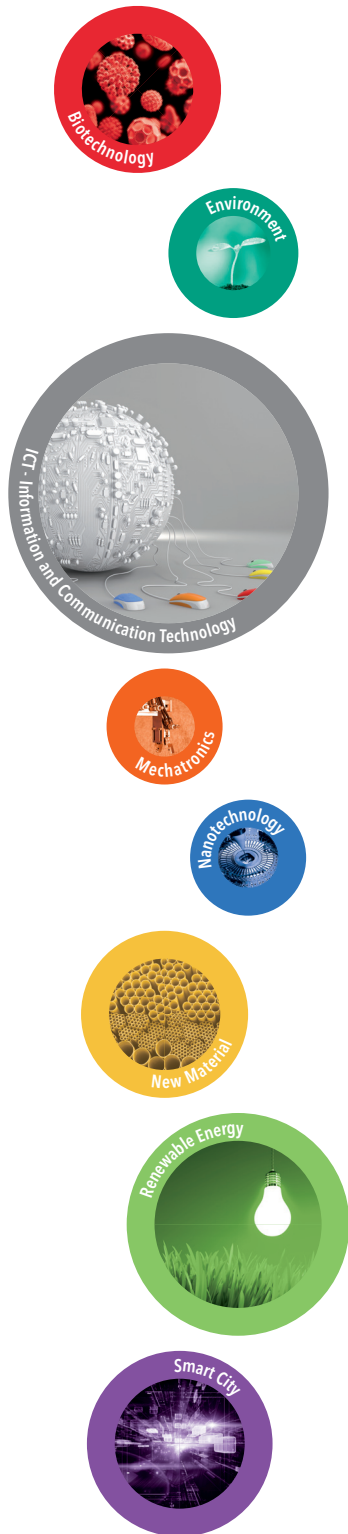
Borsa  
dell'Innovazione  
e dell'Alta  
Tecnologia



**2017**  
**CATANIA**  
March  
2-3

**BIAT - Innovation and High Technology Lab**







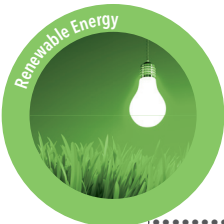





## BIAT – Innovation and High Technology Lab



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On behalf of the Italian Trade Agency, it is my sincere pleasure to welcome you to the third edition of BIAT, the Innovation and High Technology Lab, featuring new international cooperation opportunities for innovative southern Italian enterprises.

BIAT is the most important event of the Italian Trade Agency's Export Sud Plan, a comprehensive project that envisages an ambitious set of activities designed to benefit small and medium sized enterprises based in the four southern Italian Regions referred to as "Convergence Regions": Campania, Apulia, Calabria and Sicily.

This edition of BIAT is hosted in the Congress Centre "Le Ciminiere" and focuses specifically on the development of international partnerships in the field of ICT, nano-biotechnology, environment, renewable energy, new materials, smart city and mechatronics. The goals of this international event is to promote: the placement of Italian companies and research groups on suitable foreign markets, the transfer of innovative products and services or high technology, intangible assets, and to be specific - patents - by matching commercial and technological supply with demand between start-ups, innovative SMEs, business networks, universities and technology parks.

The participants at BIAT from the 'Convergence Regions', listed in this catalogue along with an introduction of their projects, will have the opportunity to share experiences and information and meet with prospective partners from some of the world's pacesetting markets.

I wish you all good fortune.

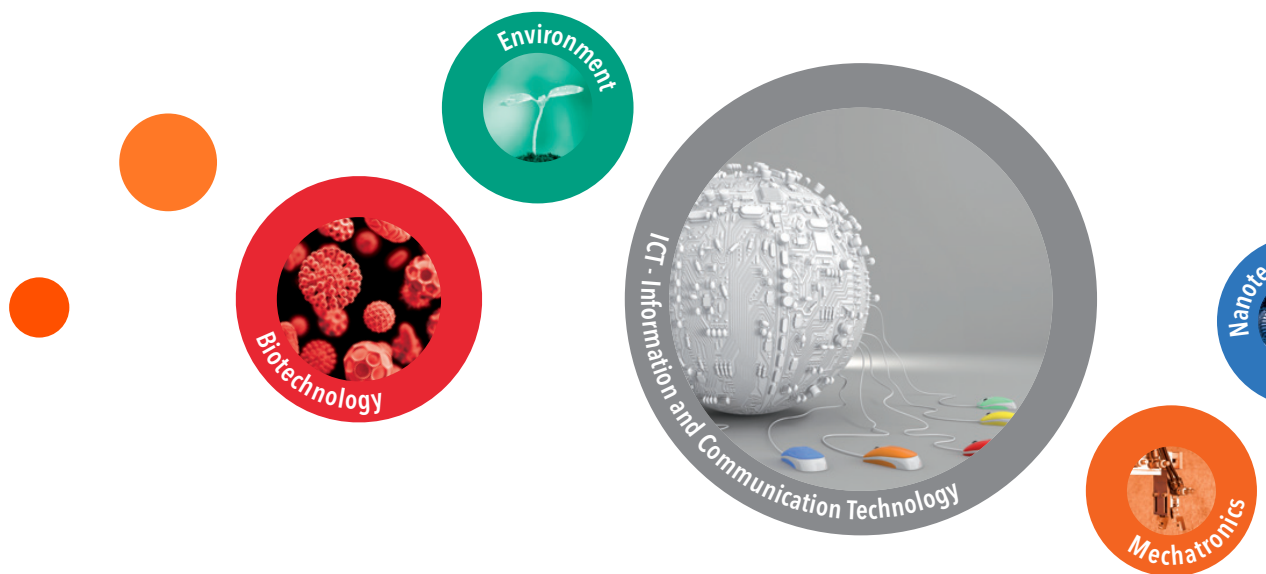
Sincerely,

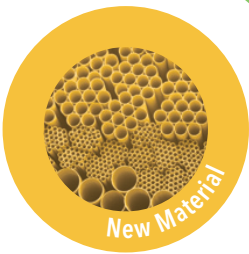
**Michele Scannavini**  
President  
ICE - Italian Trade Agency

Borsa  
dell'Innovazione  
e dell'Alta  
Tecnologia



**2017**  
**CATANIA**  
March  
2-3







# BIOTECHNOLOGY

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# BIOTECNOMED SCARL

Viale Europa c/o Università Magna Graecia | 88100 Catanzaro CZ | Calabria  
Viale Europa c.da Mula Pardizzi loc. Germaneto | 88100 Catanzaro CZ | Calabria

**Contact:** Manuela Macrì | Project Manager  
**T:** +39 09613694280 | info@biotecnomed.it | www.biotecnomed.it

**Employees:** From 10 to 19 employees  
**Turnover:** From 500.000 to 2.5 million Euro  
**Export:** Less than 75.000 Euro  
**Status:** Consortium



## Project Proposal

### ENVIRONMENTALLY FRIENDLY BATTERY OPERATED MEDICAL DEVICE

#### Description of the innovation project:

The present project proposal concerns development of a very small device for separation processes in chemical and biological applications. This innovative centrifuge is built by means of total recycled materials according to green economy policies to reduce the environmental impact. Moreover, the possibility to use this small centrifuge also without main power supply, makes this tool extremely flexible and suitable for emergency settings and outdoor use (i.e. in emergency situations, wars, epidemics and in development countries).

#### IP Protection Level:

No patent as yet. Device is in advanced phase of prototyping and testing.

#### State of development:

Model.

#### Industrial application:

chemical, pharmaceutical and biotechnologic areas of application.

#### Market segment:

Due to its technological features, tool is tailored to be used in emergency situation.

#### Advantage factor:

The centrifuge are necessary tools in each laboratory. This kind of device is actually available with different specifications such as dimension, capacity, rotor type. Considering its technical characteristics, the instrument is designed for military and humanitarian emergencies, as well as for all those situations in which immediacy in terms of availability and transport is required and it is necessary to fulfill rapidly a demand even in the absence of the basic conditions for a good clinical practice. Different innovations are possible with this proposal: cost reduction by using recycled materials, ease of transport, no external power supply dependence.

#### Commercial challenge:

Commercial challenge project would to realize is the large diffusion of this competitive technology above all in those countries in developing phase.

#### Publications and Customer References:

No publications are actually availables.

#### Proposal of cooperation agreement:

IPR assignment.

# CONSORZIO PER VALUTAZIONI BIOLOGICHE E FARMACOLOGICHE (CVBF)

Via Nicolò Putignano 178 | 70122 Bari BA | Apulia

**Contact:** Donato Bonifazi | CEO

**T:** +39 080 8641260 | ceo@cvbf.net | www.cvbf.net

**Employees:** From 10 to 19 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** Less than 75.000 Euro

**Status:** Consortium



## Project Proposal

### **NOT-FOR-PROFIT PAN-EUROPEAN PAEDIATRIC RESEARCH MANAGEMENT MODEL (PAN EUROPEAN R2M)**

#### **Description of the innovation project:**

A Research Infrastructure (RI) refers to facilities, resources, services to conduct top level research. The Pan European Paediatric Research Management Model is intended to be transferred to EU and non-EU Mediterranean Countries. It will help in providing an integrated system model for the conduct of paediatric clinical trials about medicines by facilitating the delivery and design of these trials and developing tools and methods to catalyse research, improve and sustain quality, lower costs and harmonize practice. It will also foster the interoperability with the RIs.

#### **IP Protection Level:**

No patents foreseen yet. CVBF developed a not-for-profit Research Management Model based on: a) paediatric scientific networking; b) IT tools; c) interoperability of different paediatric medicines databases; d) interoperability of Research Infrastructures (RIs). The model is intended to connect RIs and to implement good practices and innovative methodologies to develop studies and research on medicinal products in children.

#### **State of development:**

Model.

#### **Industrial application:**

The Pan European R2M will contribute to enhance industrial capacities and business in the field of paediatric medicines. The presence of the Excellence Centres and networks in different specialized paediatric areas would represent a strong support and incentive to conduct research in industrial sectors of major interest for industry. It will also establish operative standards for developing biological and biotechnological medicines taking into account the paediatric specificities.

#### **Market segment:**

The model addresses the market of paediatric medicines with the aim to improve high quality clinical trials delivery by well-equipped sites and the development of appropriate medicines. It will allow Pharma Industries to displace paediatric research in Europe and particularly in Mediterranean Countries, thus increasing the paediatric medicines market.

#### **Advantage factor:**

It will enable researchers to manage paediatric clinical trials and implement important research activities through the creation of innovative platforms. There will be many advantages: aggregation and growth of scientific structures in the field of innovation and life sciences; development of industrial processes; integration with existing ESFRI infrastructures; international effort sharing to enhance the efficiency of the development and delivery of medicines to develop new business.

#### **Commercial challenge:**

The implementation of the model will speed up the completion of paediatric clinical trials and studies, advantaging companies operating in the Member States participating in the RI. Researchers, patients and Governments will benefit in terms of increased critical mass of expertise, and growth of workforce in the specific field. Pan-European coordination will provide a one-stop shop across the continent for study funders and sponsors to identify sites and receive quality assurance about the sites.

#### **Publications and Customer References:**

Ruggieri L, et al; on behalf of the GRiP Consortium. Successful private-public funding of paediatric medicines research. Eur J Pediatr. 2015; Giannuzzi V, et al. Clinical Trial Application in Europe. Sci Eng Ethics. 2015; Baiardi P et al. Innovative study design for paediatric clinical trials. Eur J Clin Ph. 2011 May;67 Suppl 1:109-15; Sturkenboom MC et al. Drug use in children: cohort study in three EU countries. BMJ. 2008 Nov 24;337:a2245.

#### **Proposal of cooperation agreement:**

Commercial representative, Know how transfer, Venture capital financing, Sub-contracting Agreement.

# PRO MEDICARE SRL

Via Montagna Z.i. Lotto 41 | 72023 Mesagne BR | Apulia

**Contact:** ROSARIA EUGENIA CAFORIO | Manager

**T:** +39 0831 777840 | fcariolo@promedicare.it | www.promedicare.it | www.versainserito.com



**Employees:** From 20 to 49 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** From 75.000 to 250.000 Euro

**Status:** SME

## Project Proposal

### POSTURAL INNOVATIVE SOLUTIONS FOR WHEELCHAIR USER, CUSTOMIZABLE ONE TO ONE

#### Description of the innovation project:

This invention relates to a postural system. The postural system may be used by non-ambulant persons and is designed to be fitted on or be an integral part of medical support devices for rehabilitation and social or domestic life, such as bases with or without wheels for institutional and/or school use.

The postural system may advantageously also be used to ensure correct posture in the sitting position. In particular it may also be advantageously used in transport means.

The postural system provides a supporting structure comprising a flat base and a plurality of modular blocks intended to support various segments of the user's body.

#### IP Protection Level:

Patent for industrial invention was obtained as follow: Europe, USA, Australia, Japan, Israel, Russian Federation, China.

Patent for industrial invention is pended as follow: Canada n. 2770472, Brazil n. BR1120120029665, India n.254/KOLNP/2012.

#### State of development:

Product.

#### Industrial application:

Healthcare / Rehabilitation.

#### Market segment:

The market segment is wheelchair seating and positioning, the global commercial value is about €1.000.000.000 and its return is about 15%-20%.

#### Advantage factor:

Each postural system can be adapt time to time to any morphology, gender differences and deformities of the user saving time and money. From clinical point of view allow to manage the process of assessment, delivery and follow up quickly but carefully.

#### Commercial challenge:

The invention manages all positioning needs from active to complex user taking in consideration pathology , and from paediatric to geriatric. It is the only technology who allow to retain the client for long time. Products have, where already present high clinical reputation. Manufacturing process of products is simple and economic, product prices are competitive, as competitive is lead time and mantainance rate.

#### Publications and Customer References:

-2014 PMG National Training Event -Cardiff(UK)Title : How different seats impact on Spinal Cord Injury subjects;

-2015 31st ISS University of Pittsburgh - Nasville(USA)-Simple Solutions for complicated postures : How can I

improve myself?, A personalized shock absorbing positioning system for movement disorders;-2016 32nd ISS

University of British Columbia-Vancouver (Ca)-Title: Different seats impact on Spinal Cord Injury Subjects and Effectiveness of Pelvic Total Support: A Multicentric Study.

#### Proposal of cooperation agreement:

Commercial representative, Venture capital financing, Distribution Agreement.

# PROMIS BIOTECH S.R.L.

via Napoli, 25 | 71122 Foggia FG | Apulia

**Contact:** Vittorio Capozzi | President

**T:** +39 0881 589303 | vittorio.capozzi@unifg.it | www.promis-biotech.com/



**Employees:** Single user

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Spin-off

## Project Proposal

### SLOW MICROBES FOR SLOW FOOD

#### Description of the innovation project:

The "Geographical Indications (GI) is a sign used on goods that have a specific geographical origin and possess qualities, reputation, or characteristics that are essentially attributable to that place of origin" (World Intellectual Property Organization, WIPO). Our project/product deals with the design of starter cultures tailored not only for specific GI fermented foods, but also traditional, typical and artisanal fermented foods. The design will rely on the virtuous 'microbiodiversity' associated with spontaneous fermentations and will be conceived to i) increase the sensorial unique value of the production, ii) enhance standardization and iii) improve food safety.

#### IP Protection Level:

We argue that it is possible to integrate the microbial resource information regimen coherently within the intellectual property framework for GIs (doi:10.1016/j.wpi.2012.04.001).

#### State of development:

Prototype.

#### Industrial application:

Application in the industry of fermented foods in order to:

- increase the sensorial unique value of the production;
- enhance standardization;
- improve food safety;
- develop a management of microbial resources for food fermentations coherent with traditional/typical/artisanal and GI productions;
- develop a management of microbial resources for food fermentations coherent with the organic regimen.

#### Market segment:

Food and Agriculture.

#### Advantage factor:

The design of tailored starter cultures for a given production improved the segmentation and differentiation through consumer-oriented product-innovation: the present solution introduces the ability to differentiate the sensory quality of a fermented food production taking advantage of the protechnological microbiodiversity associated with the territory, without losing the benefits guaranteed by the starter cultures technology (product standardization and high standard of food safety) and strengthening the link with the territory.

#### Commercial challenge:

Improvement of the degree of typicality of traditional fermented products.

#### Publications and Customer References:

Capozzi, V., Spano, G., 2011. Food Microbial Biodiversity and "Microbes of Protected Origin." Front Microbiol 2. doi:10.3389/fmicb.2011.00237.

Capozzi, V., Russo, P., Spano, G., 2012. Microbial information regimen in EU geographical indications. World Patent Information 34, 229–231. doi:10.1016/j.wpi.2012.04.001.

#### Proposal of cooperation agreement:

Venture capital financing, Distribution Agreement.

# UNIVERSITÀ DEGLI STUDI DI PALERMO

Piazza Marina n. 61 | 90133 Palermo PA | Sicily

**Contact:** Antonino Valenza | University professor

**T:** +39 091 23863708 | antonino.valenza@unipa.it | www.unipa.it

**Employees:** More than 499 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** University



UNIVERSITÀ  
DEGLI STUDI  
DI PALERMO

## Project Proposal

### **SYNTHESIS OF PYRAZOLE[3,4-H] QUINOLINES WITH PHOTOANTIPROLIFERATIVE ACTIVITY.**

#### **Description of the innovation project:**

The original synthesis of 38 derivatives having the pyrazole[3,4-h]quinoline structure bearing the proper decoration either in the pyrazole and the quinoline moiety is reported. The versatile multistep synthetic pathway allows the preparation of several derivatives, starting from the commercially available cyclohexanedione. Selected compounds showed potent photosensitizing properties in some cases with higher cytotoxicity than the reference drug (GI50 0.04-14.50 mM), without inducing DNA photodamage. This result is of extraordinary importance in the modulation of long term side effects, of the drugs in use in the photodynamic therapy.

#### **IP Protection Level:**

Patent procedure is ongoing.

#### **State of development:**

Patent Pending n. 102014902319207 of 24/12/2014.

#### **Industrial application:**

In vivo test will be necessary to the clinical development of the best derivatives, even after further structural modifications in order to improve the farmokinetic profile, and improving the visibile light absorption.

#### **Market segment:**

Considering the novelty in the chemical structure, the possible drug as antitumor agent can find application in the photodynamic therapy for the treatment of cutaneous diseases and for the treatment of localized tumors. Thus, it can be hypothesized a market of million dollars per year.

#### **Advantage factor:**

Potential improvement over the current technology.

#### **Commercial challenge:**

Unidentifiable.

#### **Publications and Customer References:**

No publications.

#### **Proposal of cooperation agreement:**

Know how transfer, Venture capital financing, licensing.

# UNIVERSITÀ DEGLI STUDI DI PALERMO

Piazza Marina n. 61 | 90133 Palermo PA | Sicily

**Contact:** Antonino Valenza | University professor

**T:** +39 091 23863708 | antonino.valenza@unipa.it | www.unipa.it

**Employees:** More than 499 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** University



UNIVERSITÀ  
DEGLI STUDI  
DI PALERMO

## Project Proposal

### **ISOINDOLE-QUINOXALINE DERIVATIVES: METHODS FOR THEIR PRODUCTION AND THEIR APPLICATIONS AS ANTITUMORAL AGENTS**

#### **Description of the innovation project:**

The present new derivatives pyrrolo [2,3-b] pyridine substituted in position 3 with indolyl thiazoles variously substituted, their production processes and their use pharmaceutical.

#### **IP Protection Level:**

Patent granted in Italy.

#### **State of development:**

Patent n. 0001420442 of 12/1/2016.

#### **Industrial application:**

An innovative approach for the treatment of tumors is based on small molecules drug discovery that could offer new telomerase inhibitors, acting on G-quadruplex-DNA form involved in telomers and telomerases functions. Computational studies performed on this target could represent a useful tool for G-quadruplex-DNA-interaction improvement. New DNA interactive agents can represent new molecules able to selectively act against tumoral cells avoiding normal cell toxicity.

#### **Market segment:**

The potential technological improvements will be achieved by:

1. Antiproliferative activity in a wide range of human tumor cell lines a micro- and nano-molar level.
2. Antitumor activity in cell lines resistant to conventional therapeutic approaches.
3. Better solubility in aqueous media, avoiding the use of DMSO in biological screenings.

#### **Advantage factor:**

Considering the novelty in the chemical structure, and the broad range of activity of the possible drug as antitumor agent, it can be hypothesized a market of million dollars per year.

#### **Commercial challenge:**

Isoindole-quinoxalines showed significant biological activity in a wide range of human tumor cell lines, in vivo tests and against drug resistant cell lines, making them promising in view of their application in anticancer chemotherapy and can be assumed a market of several tens of millions of dollars per year.

#### **Publications and Customer References:**

No publication.

#### **Proposal of cooperation agreement:**

Know how transfer, Venture capital financing, licensing.

# UNIVERSITÀ DEGLI STUDI DI PALERMO

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**T:** +39 091 23863708 | antonino.valenza@unipa.it | www.unipa.it

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**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** University



UNIVERSITÀ  
DEGLI STUDI  
DI PALERMO

## Project Proposal

### **SYNTHESIS OF DERIVATIVES OF THE NEW RING SYSTEM [1,2]OXAZOLE[5,4-E] ISOINDOLE, FOR THE TREATMENT OF HYPERPROLIFERATIVE DISEASES INCLUDING NEOPLASTIC ONES.**

#### **Description of the innovation project:**

Synthesis of new derivatives of the heterocyclic system [1,2] oxazole [5,4-e] isoindole, for the treatment of hyperproliferative diseases in character including those of neoplastic nature.

#### **IP Protection Level:**

Patent procedure is ongoing.

#### **State of development:**

Patent N 0001420442.

#### **Industrial application:**

The clinical development of the best derivatives, is required even after further structural modifications in order to improve the farmokinetic profile.

#### **Market segment:**

DRUG antiproliferative.

#### **Advantage factor:**

Considering the novelty in the chemical structure, and the broad range of activity of the possible drug as antitumor agent, it can be hypothesized a market of million dollars per year.

#### **Commercial challenge:**

Considering the novelty in the chemical structure, and the broad range of activity of the possible drug as antitumor agent, it can be hypothesized a market of million dollars per year.

#### **Publications and Customer References:**

No publications.

#### **Proposal of cooperation agreement:**

Know how transfer.



# UNIVERSITÀ DEGLI STUDI DI PALERMO

Piazza Marina n. 61 | 90133 Palermo PA | Sicily

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**T:** +39 091 23863708 | antonino.valenza@unipa.it | www.unipa.it

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**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** University



UNIVERSITÀ  
DEGLI STUDI  
DI PALERMO

## Project Proposal

### PREPARATION OF 4,5,6,9-TETRAHYDROPYRROLO[2',3':3,4] CYCLOHEPTA[1,2-D] OXAZOLES AND THEIR USE AS ANTICANCER AGENTS

#### Description of the innovation project:

A series of 26 compounds of the new ring system was synthesized and screened at the NCI of Bethesda on a panel of 60 human cell lines divided into 9 subpanels (breast, ovaries, lung, colon, CNS, melanoma, leukemia, kidney, prostate).

Six compounds showed growth inhibitory activity against on the totality of the NCI cell lines reaching the nanomolar range, especially against the MDA-MB-435 cell line of melanoma and the A498 cell line of renal cancer subpanels (GI50 values of 19 and 20 nM, respectively).

#### IP Protection Level:

Patent procedure is ongoing.

#### State of development:

Patent N 102015902352396 PCT N IB2016/052788.

#### Industrial application:

In vivo test will be necessary to the clinical development of the best derivatives, even after further structural modifications in order to improve the farmokinetic profile.

#### Market segment:

Considering the novelty in the chemical structure, and the broad range of activity of the possible drug as antitumor agent, it can be hypothesized a market of million dollars per year.

#### Advantage factor:

Considering the novelty in the chemical structure, and the broad range of activity of the possible drug as antitumor agent, it can be hypothesized a market of million dollars per year.

#### Commercial challenge:

In vivo test will be necessary to the clinical development of the best derivatives, even after further structural modifications in order to improve the farmokinetic profile.

#### Publications and Customer References:

No publications.

#### Proposal of cooperation agreement:

Know how transfer.

# UNIVERSITÀ DEGLI STUDI DI PALERMO

Piazza Marina n. 61 | 90133 Palermo PA | Sicily

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**T:** +39 091 23863708 | antonino.valenza@unipa.it | www.unipa.it

**Employees:** More than 499 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** University



UNIVERSITÀ  
DEGLI STUDI  
DI PALERMO

## Project Proposal

### MULTIFUNCTIONAL SUTURE THREADS WITH CONTROLLED RELEASE OF ANTIMICROBIAL, ANTIBIOTIC, CICATRIZING AGENTS

#### Description of the innovation project:

Object of the present invention is a method and the related production technology for the manufacturing of multifunctional suture threads with antimicrobial and/or antibiotic and/or cicatrizing properties that can be modulated as a function of the manufacturing conditions.

#### IP Protection Level:

Patent n. 0001409937 of 1/9/2014 - PCT/IB2013/051594 of 28/2/2013.

#### State of development:

Patent.

#### Industrial application:

Production of surgical suture threads with antimicrobial and/or antibiotic and/or cicatrizing properties that can be modulated as a function of the preparation conditions.

#### Market segment:

the production of wire suture with antibiotic properties.

#### Advantage factor:

The most important advantage is the simplicity of realization of the final device using a single-step operation without using solvents. Moreover, it is possible to modulate the mechanical resistance and to control the release of the antimicrobial and/or antibiotic and/or cicatrizing agent both in the space and over the time by choosing the appropriate amount of agent to be incorporated and by modifying the structure of the polymeric matrix by processing and post-processing operations.

#### Commercial challenge:

The method object of the present invention introduces a wide range of improvements and advantages both on the preparation method and on the final product.

#### Publications and Customer References:

no publication.

#### Proposal of cooperation agreement:

Commercial representative, Know how transfer, Licensing.



## Project Proposal

### **BISPHOSPHONATE -POLYASPARTAMIDE CONJUGATES AS POLYMERIC CARRIERS FOR DRUG TARGETING TO BONES**

#### **Description of the innovation project:**

This invention consists in the production of polymeric carriers obtained by the covalent conjugation of molecules with high bone affinity, such as bisphosphonates, to the poly-N-2-hydroxyethyl-DL-aspartamide. So obtained copolymers (polyaspartamide-bisphosphonates conjugates) showed to be able to accumulate into bone tissues; such as conjugates can act as targeting carriers of other drugs that can be selectively addresses to the bone. Moreover they can act themselves as macromolecular prodrugs, able to carrier bisphosphonates to bone and here to release them in a prolonged way.

#### **IP Protection Level:**

Patent n. 0001403567 of 31/10/2013 - PCT/EP2012/050854 of 20/1/2012.

#### **State of development:**

Patent.

#### **Industrial application:**

The present invention describes polymer-conjugated bisphosphonates, wherein the polymer has a supporting structure poly-(hydroxyalkyl)-aspartamidica, capable of accumulasi at bone level and as such can be used as carriers for bone-on heading of other drugs, or conjugated to them incorporated in them, or as macromolecular prodrugs, themselves, are able to accumulate in the bone and to release the same bisphosphonates.

#### **Market segment:**

Production of polymeric carriers for the administration of drugs useful in the treatment of bone diseases, including bone metastases, such as: antineoplastic agents, steroid anti-inflammatory, antinfiammatori non steroidei, antiangiogenesis factors, growth factors, hormones, bisphosphonates, vitamins, diagnostic agents.

#### **Advantage factor:**

Production of polymeric carriers for administration of drugs for the treatment of bone diseases, including metastases to bone, such as: Antineoplastic agents, anti-inflammatory steroids and non-steroidal, anti-angiogenic factors, growth factors, hormones, bisphosphonates, vitamins, diagnostic agents.

#### **Commercial challenge:**

The advantages obtained by the administration of these systems drug/polyaspartamide-bisphosphonates are to increase the bone bioavailability of all drugs that linked to bone targeted carrier, will be able to accumulate into bone and to have herapeutic effect; that will have the aim to decrease the administered dose and to reduce the number of administrations by obtaining strong therapeutic avdantages.

#### **Publications and Customer References:**

No publications.

#### **Proposal of cooperation agreement:**

Commercial representative, Know how transfer, Licensing.

# UNIVERSITÀ DEGLI STUDI DI PALERMO

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**Employees:** More than 499 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** University



UNIVERSITÀ  
DEGLI STUDI  
DI PALERMO

## Project Proposal

### SILICA-BASED NIR NANO-EMITTERS FOR APPLICATIONS IN-VIVO AND PROCESS FOR PRODUCTION THEREOF

#### Description of the innovation project:

The invention regards the preparation of paramagnetic and phosphorescent nano-probes starting from nanometric silica (SiO<sub>2</sub>) particles through synthesis and O<sub>2</sub> enrichment procedures by opportune thermal treatments in controlled atmosphere. The obtained nanoprobos feature emission in the near infrared (NIR), are excitable in the visible and in the NIR, and are characterized by an emission lifetime of the order of second. These nanoprobos have a wide scientific and commercial potential in the market of confocal spectroscopy for bio-imaging and in the market of medical-pharmaceutical applications for drug-labeling and drug-delivery and for the controlled release of oxygen in oxygen-therapy.

#### IP Protection Level:

Patent n. 0001399551 of 19/4/2013 - PCT/IB2011/051594 of 13/4/2011.

#### State of development:

Patent.

#### Industrial application:

Emitters of nanoscale silica for in-vivo applications. As fluorescent probes for analysis of biological systems and dynamics of molecular diffusion in the tissues.

#### Market segment:

As optical probes for bio-imaging and confocal microscopy NIR.

#### Advantage factor:

The nano-probes produced are based on low-cost materials, easily found by ecological starting materials. They can be realized with different dimensions in the nanometric scale and therefore are adaptable to many applications. The spectral region of excitation and emission is in the near infrared (NIR) highly penetrating in biological tissues, potentially allowing their detection starting from the external environment to the tissue.

#### Commercial challenge:

Nanoscale emitters silica base as optical probes for dynamic analysis of biological systems and of molecular diffusion into tissues systems. Nanoscale emitters silica base in medical and pharmaceutical applications for the drug-labelling and the drug-delivery. Nanoscale emitters silica base as magnetic nano-carrier for medical treatment in liquids and biological tissues.

#### Publications and Customer References:

No publications.

#### Proposal of cooperation agreement:

Know how transfer, Licensing.

# ENVIRONMENT

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## BYCARE LAB S.R.L. SEMPLIFICATA

Via Calatafimi, 2 - 95129 Catania | 95129 Catania CT | Sicily

**Contact:** Marco Pappalardo | CEO

**T:** +39 339 50 17 444 | info@bycarelab.eu | www.bycarelab.eu



**Employees:** Single user

**Turnover:** Less than 250.000 Euro

**Export:** turnover not noticeable - Innovative start-up founded in the last year

**Status:** Start-up

### Project Proposal

## BIKEEPER

#### Description of the innovation project:

Bikekeeper encourages the use of bicycles increasing the safety of both cyclist and his vehicle. It's a smart device, hidden inside the fork or the saddle tube and constrained to it through an electromechanical locking system, it combines GPS anti-theft system and collision detector with emergency geo-located SMS, with the advantage of being able to find the vehicle in case of theft and reduce the rescue time in case of accident. Available in different versions, with USB-compliant, dinamo or wireless charging and an app compatible with Android, iOS and Windows Phone.

#### IP Protection Level:

A patent application will be filed soon.

#### State of development:

Prototype.

#### Industrial application:

Bikekeeper is a smart device designed to improve the safety of both users of vehicles, in particular bicycles, that the same means. In fact, with appropriate adjustments to the device it can be used on all vehicles with two wheels.

#### Market segment:

BB2B: owners of motorcycles with use value  $\geq 200.00$  €; B2C: manufacturers and retailers of bicycles, bike-sharing, insurance companies, telco. The potential market for EU is estimated in €18 billions/year. Revenues are given by direct selling with and estimated net of 25-30% of the sale price, by making custom deals to mount the series device.

#### Advantage factor:

BIKEEPER is a device integrating the two main GPS anti-theft feature and collision detector, designed to make people feel safer cyclist. An innovative aspect is the multiple charging system, featuring either a USB-compliant, or dinamo or wireless charger option. Also the remote controlled electromechanical locking system by own app it's a key factor.

#### Commercial challenge:

The locking system and its related competitive advantage allows to bond the device in a strong way to the bike frame, creating a unique connection. In this way it could be used to define the bike's owner despite the theft scratch off the serial number of the frame. Moreover every competitor's device lacks a similar locking system so the patent could be used to sell the usage rights generating incomes.

#### Publications and Customer References:

The device and its related functionalities has been analyzed through a trademark research by a law firm specialized in intellectual property strategy analysis.

#### Proposal of cooperation agreement:

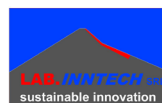
Know how transfer, Licensing, Distribution Agreement.

# LABORATORIO INNTECH SRL

via Mons. Ventimiglia 126 | 95131 Catania CT | Sicily

**Contact:** Francesco Galvagno | Manager

**T:** +39 333 6354755 | galvagnof@libero.it | www.laboratorioinntech.it



**LABORATORIO INNTECH**  
Società di Ingegneria s.r.l.

**Employees:** Single user

**Turnover:** Turnover not noticeable - Innovative start-up founded in the last year

**Export:** turnover not noticeable - Innovative start-up founded in the last year

**Status:** SME

## Project Proposal

### ROTARING BUILDING PREFABRICATED HIGH ENERGY EFFICIENCY

#### Description of the innovation project:

The patent concerns a type of building, having elevated structure rotating, thanks to the particular solution of support on the reinforced concrete foundation, which prevents the transmission of the movements deriving from the displacement of the soil due to seismic events or collapse of the ground.

The attachment mechanism structure/foundation is an integral part of the steel structure of the building and the prefabricated components of the building allow to have an organism in elevation with type constraint isostatic with the founding and permanent loads lightened compared to a traditional building.

#### IP Protection Level:

Patent demand No: CT2014A000022.

Priority date: 11/12/2014.

International application: PCT/IT2015/000305.

#### State of development:

Patent.

#### Industrial application:

Building industry.

#### Market segment:

Innovative buildings:

More than 1 million euro; more than 10 million euro.

#### Advantage factor:

- Originality, because conceived as aseismic machine that gradually changes exposure to the sun and the view to the outer spaces from the inner spaces, thanks to a special connection with the foundation that allows it to rotate;
- Effectiveness for convenience of use and application, because the rotation will optimize the energy efficiency of environments; because the assembly simplified construction system reduces the construction time; because, being simply placed in the soil, it reduces the environmental impact.

#### Commercial challenge:

PCT: we need to extend the patent abroad.

#### Publications and Customer References:

See article on Sicilyinformazioni: [www.Sicilyinformazioni.com/pino-scorciapino/213167/ottorighe-francesco-galvagno-ingegnere-anzi-no-brevettatore](http://www.Sicilyinformazioni.com/pino-scorciapino/213167/ottorighe-francesco-galvagno-ingegnere-anzi-no-brevettatore).

#### Proposal of cooperation agreement:

Commercial representative, Know how transfer, IPR assignment, Venture capital financing, Licensing, Distribution Agreement, Sub-contracting Agreement.

## STC S.R.L.

Via Roma 5 | 87064 Corigliano Calabro CS | Calabria

**Contact:** Giorgio La Sala | CEO

**T:** +39 0831 738018 | info@stcnet.it | www.stcitaly.com

**Employees:** From 20 to 49 employees

**Turnover:** Less than 2.500.000 Euro

**Export:** From 75.000 to Euro 250.000

**Status:** SME



**LEAD<sup>3</sup>**  
STC LEAD BATTERY REVOLUTION

### Project Proposal

## LEAD-ACID BATTERY RECYCLING

#### Description of the innovation project:

STC has developed a new process that will completely transform current acid lead battery recycling systems. This process will contribute to considerably reducing emissions and energy consumption, to being able to work at lower temperatures obtaining lead oxides, which may directly be employed in the production of new batteries as final products.

#### IP Protection Level:

The STC process is protected by patent n° EP1728764A1. The STC process patented is entitled "Process for the production of lead hydrate or monoxide of high purity, from materials and/or residues containing lead in the form of sulphates, monoxides and/or other compounds".

#### State of development:

Patent and test on industrial scale, with production of 2000 experimental batteries currently used in test vehicles and UPS.

#### Industrial application:

Recycling and recovery of materials.

#### Market segment:

Exhausted lead acid battery recycling and production of new lead acid batteries and other energy storage systems in which lead is used as active material.

#### Advantage factor:

The STC process realizes the separation of the various components of a battery through innovative mechanical, chemical and physical processes, which are far more efficient from the point of view of energy consumption and of environmental impact than the processes currently on the market. Moreover, it considerably reduces dangerous emissions. The recovered materials may therefore be recycled as raw material in the production of new batteries.

#### Commercial challenge:

STC is already a consolidated operator on the international market. Its inclination towards innovation allows to be constantly among the top companies in the field of recycling processes and production of new batteries. Nevertheless, thanks to its small dimensions, it preserved its special attention towards each customer and is able to offer services that are definitely very competitive if compared to those offered by the larger competitors.

#### Publications and Customer References:

- "Past, present and future of lead battery recycling" (R. Guerriero, G. La Sala);
- "Pb/PbO mixture production: new STC process for direct lead battery paste recycling" (G. Fusillo, F. Scura, G. La Sala, R. Guerriero);
- "Procedimento per la produzione di idrato od ossido di piombo ad elevata purezza da materiali e/o residui contenenti composti di piombo". (STC S.r.l.).

#### Proposal of cooperation agreement:

New job opportunities.



## VOLO E. AND C. SRL

Viale Lazio n. 12 - 90144 | 90144 Palermo PA | Sicily

**Contact:** Salvatore VOLO | CEO

**T:** +39 329 2209695 | salvo.volo@voloengineering.com | www.voloengineering.com



**Employees:** From 3 to 9 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Start-up

### Project Proposal

## OZONATOR SYSTEM

#### Description of the innovation project:

Solution for water treatment. The patented solution consists in an ozonator system able to sterilize and disinfecting the water immediately at the highest level of 99%. This is possible thanks to the great amount of ozone generated by electric shocks inside the ozonator tube. The amount of polluted water treatable with the invention is directly proportional to the volume of the ozonic chamberie to the section of stainless steel pipe and the amount of the electrodes used. Through the innovation instantly is possible to have 2,3 ppm of ozone in the water, only by one pass inside the ozonic chamber.

#### IP Protection Level:

Patented.

#### State of development:

Prototype.

#### Industrial application:

Water treatment.

#### Market segment:

Agrofood, textiles, health, fisheries, sewerage systems.

#### Advantage factor:

Some of the main advantages of the ozonator system plant are: i) high ability to capture pollutants and bacteria (98,5 - 99,30%); ii) high portability and battery-operated device; iii) immediate ability of water sterilization (and not minutes as the actual systems).

#### Commercial challenge:

Rapidity in the water treatment, reduced costs.

#### Publications and Customer References:

Progetto Europeo H2020 - FP4BATIW.

#### Proposal of cooperation agreement:

Commercial representative, Venture capital financing, Distribution Agreement and Joint Venture for developing.

# VULCANIC S.C.R.L.

Viale Africa, 31 | 95100 Catania CT | Sicily

**Contact:** Stena Maria Paternò del Toscano | Amministratore unico

**T:** +39 095 8738233 | info@vulcanic.it | www.vulcanic.it

**Employees:** Single user

**Turnover:** Less than 250.000 Euro

**Export:** turnover not noticeable - Innovative start-up founded in the last year

**Status:** Incubator



## Project Proposal HORTO IN HOTEL

### Description of the innovation project:

The project is primarily dedicated to companies in the tourism and hospitality industry which are interested in integrating these activities in their portfolio. To them we offer a turnkey project, which includes the design and the realization of the garden, as well as the maintenance for one year or more and the management of related activities, including communication. Our business, focused on the circular economy, in order to ensure the replicability of the model: Hotel/resort, attached restaurant, joint purchasing group that will overcome temporary production shortage of the vegetable garden, and association of the third sector that will take care of the activities management.

### IP Protection Level:

No patent as yet.

### State of development:

Model.

### Industrial application:

This project can be developed in all the high level hotels and resorts, equipped with restaurant, which have ornamental green areas outside, largely sunny. These hotels might be also included in a socio-economic context in which you can find the other two stakeholders foreseen in our economic symbiosis model: purchasing groups or other representatives from the world of the third sector, or even social enterprises, which could handle the activities management.

### Market segment:

In Italy competitors have no services like ours. In Sicily many hotels/resorts are equipped with green areas that could potentially be converted to productive uses; i.e. Taormina leads this rank with 3 out of 10 (30%) Hotels with potentially convertible green spaces. In Italy 4000 4-star hotels are with attached restaurant, 288 of which in Sicily.

### Advantage factor:

Many class hotels and resorts are converting their green areas for production purposes. I.e. "Milano La Scala Hotel" installed a vegetable garden on its rooftop terrace. Despite the economic return and image that these hotels have had thanks to these policies, in both examples it has not found an entrepreneurial vision that considers the garden as the main catalyst of new economies for both tourism and wine and food sectors, which are central pillars in our business model.

### Commercial challenge:

There are several holdings (i.e. Starwood, Accor) which are innovating their value proposition; especially the Planet 21 program Accor Hotel has planned by 2020 the creation of 1,000 vegetable gardens in their hotels all over the world. At the same time, the importance of innovating the tourism sector come from tourists' requests: market surveys reveal that international tourists would spend up to 60 euros per day to live interesting and unique experiences during their trip.

### Publications and Customer References:

Beyond partnership with the Sheraton Hotel Catania, where we are developing our prototype project, we are tightening agreements with the researchers of Cnr-Ivalsa, in the fields of DEVELOPMENT OF TRADITIONAL FOOD PRODUCTS LAND HIGH QUALITY NUTRACEUTICALS and ENHANCEMENT OF THE OLIVE TREE BIODIVERSITY. These researchers will provide scientific expertise and advanced tool for the agronomic sector.

### Proposal of cooperation agreement:

Commercial representative, IPR assignment, Venture capital financing, Distribution Agreement.

# ICT

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## AGILE SRL

Viale Nizzeti, 68 | 95030 Tremestieri Etneo CT | Sicily

**Contact:** Salvatore Finocchiaro | Business Opportunity, Head  
**T:** +39 095 8738231 | e.avola@agilesrl.com | www.agilesrl.com

**Employees:** From 10 to 19 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** Less than 75.000 Euro

**Status:** SME



### Project Proposal

## ITSROADS

#### **Description of the innovation project:**

ITSroads is an integrated system for proactive monitoring of traffic and mobility infrastructure. The system allows operators of central control, to observe the state of mobility in order to prevent and resolve abnormal traffic congestion and / or public order problems.

The platform integrates multiple vertical systems for the monitoring of the road and / or highway network.

#### **IP Protection Level:**

No patent as yet.

#### **State of development:**

Product.

#### **Industrial application:**

Management of roads infrastructures and security.

#### **Market segment:**

Domestic and international market.

#### **Advantage factor:**

Software platform based on open source technology and capable of integrating any type of device. Easily customizable and easy to manage.

#### **Commercial challenge:**

The customization and openness of the platform allows any device to be integrated in order to manage any road infrastructure with full compatibility of installed base or new technologies.

#### **Publications and Customer References:**

Highway in Romania.

#### **Proposal of cooperation agreement:**

looking for commercial partners.

## AGILE SRL

Viale Nizzeti, 68 | 95030 Tremestieri Etneo CT | Sicily

**Contact:** Salvatore Finocchiaro | Business Opportunity, Head

**T:** +39 095 8738231 | e.avola@agilesrl.com | www.agilesrl.com

**Employees:** From 10 to 19 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** Less than 75.000 Euro

**Status:** SME



### Project Proposal

## CLINICLICK

#### **Description of the innovation project:**

Computerization of Healthcare Medical Records with focus on ease of use and integration with all electronic devices and systems, improving efficiency, traceability and data analysis.

#### **IP Protection Level:**

No patent as yet.

#### **State of development:**

Product.

#### **Industrial application:**

Healthcare.

#### **Market segment:**

National and International public and private Hospitals.

#### **Advantage factor:**

Ease of use of the system allows doctors and nurses to focus on patients and their needs, traceability enables a better quality of care, and data gathering allows managers and central administration to monitor information and improve processes.

#### **Commercial challenge:**

Cost reduction, as well as more efficient processes and a better quality of care for private and public hospitals.

#### **Publications and Customer References:**

The system is in use in more than 40 different public hospital departments in Italy and Europe.

#### **Proposal of cooperation agreement:**

Looking for technological and commercial partners.

# ARTÉMAT S.R.L.

Piazza Vermicelli c/o TechNest Unical | 87036 Rende CS | Calabria

**Contact:** Domenico Ielasi | CEO

**T:** +39 0984 494270 | info@artemat.it | www.artemat.it

**Employees:** From 3 to 9 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** SME



## Project Proposal

### BEATRICE

#### Description of the innovation project:

Beatrice is a "Mobile tourist guide" system, based on Semantic Web technologies and Augmented Reality. It is a mobile application that implements a complex indoor/outdoor geolocalization system and enables its administrators to manage and share semantic points of interest (POI), defined in a specific area (map). Semantic POIs describe geographic (indoor/outdoor) places with explicit semantic properties defined on a specific ontology. The POI informations are structured according to a class and sub-class hierarchy in RDF/OWL format.

It is a research and development project in collaboration together with the Dept. DIMES of the University of Calabria.

#### IP Protection Level:

No patent required for this software.

#### State of development:

Product.

#### Industrial application:

Touristic sector and cultural heritage.

#### Market segment:

Touristic association and organizations, managing authority of cultural heritage institutions, Museum and park (archaeological, memorial park, Public park, theme) others companies that need to offer innovative ways to share information and improve the user experience.

#### Advantage factor:

User-side:

Identify points of interest (Indoor/outdoor) using augmented reality and image recognition.

Retrieve Semantic information about the area of interest in easy way.

Ability to plan tours and share feedbacks on the main Social Networks.

Administrator-side:

Manage semantic and Geolocalization information POI's in easy way.

P.O.I. categorization through semantic reasoning.

Ability to analyse users feedbacks.

Ability to analyse users journey.

#### Commercial challenge:

Currently there is no cross-platform framework which has the same features as Beatrice: infer new knowledge on POIs information and the possibility to operate indoor. In addition, smartphones are equipped with sensors to detect the position and the user's movements.

#### Publications and Customer References:

Beatrice is used in different touristic projects in Calabria.

#### Proposal of cooperation agreement:

Commercial representative, Know how transfer.

# ARTÉMAT S.R.L.

Piazza Vermicelli c/o TechNest Unical | 87036 Rende CS | Calabria

**Contact:** Domenico Ielasi | CEO

**T:** +39 0984 494270 | info@artemat.it | www.artemat.it

**Employees:** From 3 to 9 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** SME



## Project Proposal WEB IN BASKET

### Description of the innovation project:

Web In Basket is a web based individual role-playing that simulates a specific business scenario. The candidate performs the online assessment test playing the role of a manager and he/she has to make a choice in short time to solve a particular problem like organizing the work, involve employees, make action plan, respond to calls and mail. The aim of this simulation is to analyze how the candidate organizes the information, analyzes the problem solving skill and makes a decision.

### IP Protection Level:

No patent required for this software.

### State of development:

Product.

### Industrial application:

The In Basket technique is one of the most used to identify the organizational and managerial skills, both for the purpose of selection and development, defining a detailed profile with the relevant strengths or weaknesses. The digitization of this technique ("Web In Basket") can represent a big strength for the recruitment and HR sector in terms of time, cost and effectiveness of the assessment activities.

### Market segment:

The target market is represented by the large companies that can directly use the new platform in their recruitment and assessment activities (selection hiring process, talent attraction, talent evaluation, etc.) and by the recruitment agencies.

### Advantage factor:

The Web In Basket platform optimizes time and cost of recruitment process and allows the recruiter to manage a larger number of profiles. The Web In-Basket reproduces exactly an office scenario: the platform allows the recruiter to evaluate the soft skill of the candidate such as: analysis and judgment, management priority, management time, planning, delegation skills and stress management. It is possible to define one or more simulation scenarios depending on the organizational needs.

### Commercial challenge:

Currently a web-based platform that digitizes the "in-basket" test (or in-tray exercise) does not exist. The commercial challenge is the launch of the Web In Basket platform in the recruitment and HR sector for the assessment activities: it could represent a great innovation in this sector in terms of cost minimization and effectiveness of the HR activities.

### Publications and Customer References:

The HR department at Pirelli (Milan) used the Web In Basket platform in a pilot recruitment and assessment project.

### Proposal of cooperation agreement:

Commercial representative, Distribution Agreement.

# CONSORZIO ITER

Ex S.S. 114 - Contrada Targia n. 58 | 96100 Siracusa SR | Sicily

**Contact:** Flavio Adamo | Business Opportunity, Head

**T:** +39 095 8738232 | [flavio.adamo@iteseo.biz](mailto:flavio.adamo@iteseo.biz) | <http://consorzioiter.biz>



**Employees:** From 50 to 99 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** Less than 75.000 Euro

**Status:** Consortium

## Project Proposal

### EFM ASSET AND MANAGEMENT ICT SOLUTION

#### Description of the innovation project:

eFM is a Technical Asset Management software, based on IoT (Internet of Things) Open Cloud Platform. Design for organization seeking to reduce and optimize the cost of the asset. eFM is also a Web Mobile App made with a reverse engineering method, built starting from user experience. The eFM solution allows you to capture and analyze historical and real-time operational and asset data to improve asset performance, reduce costs, and facilitate mission critical decision making in core business operations. The support and maintenance costs incurred by the asset helps you understand the real cost of the asset (Total Cost of Ownership). This helps in forecasting and making purchase decisions.

#### IP Protection Level:

No patent as yet.

#### State of development:

Product.

#### Industrial application:

Our software and services are designed for organization and the Industries aiming to reduce and optimize the business cost, who want to become a "Smart Factory". Our solution can be applied to various fields, such as:

- Electric Power industry
- Oil & Gas Industry
- Manufacturing industry
- Small and Big process company

#### Market segment:

We offer a software suite and original tools to a wide range of customers, no matter either their business sector or actual size. Monitoring maintenance costs incurred by the asset helps to understand the ROA (Return On Asset) and the real cost of the asset (Total Cost of Ownership). Control Asset Lifecycle manage and track all your assets.

#### Advantage factor:

The synergy generated by the competences of the ITER companies, allow to propose a software suite like: Project Management, Asset Management, Maintenance Management, Inspection process, Reporting, Dashboards, Electrical & Instrumentation engineering, Automation, Mechanical & Piping Engineering, Oil and Gas Pipeline Management, Plant layout design, Integration 3D model, Reverse Engineering 3D laser scanning, Document Management, Manuals, Risk Analysis, End2End Smart Management.

#### Commercial challenge:

Our mission is to generate value for the customers. Our offering of original IT solutions and services have the target to generate an integrated and systematic view of the client's business processes. The target is to offering IT solutions and services, to maximize the Return Of the Investment for the customers. The customer gain a reduction of: energy consumption, maintenance cost, inventory levels; and increase the labor productivity, fleet availability, product and service quality.

#### Publications and Customer References:

<http://consorzioiter.biz/casehistories.php>

#### Proposal of cooperation agreement:

Commercial representative, Distribution Agreement, Sub-contracting Agreement, ITER is looking for business partners, foreign or local, interested in the actual marketing of its product and services and to tight relationships of cooperation. ITER is intere.



# DAS HUMANKAPITAL SRL

Via Antichi Pastifici, 17 | 70010 Molfetta BA | Apulia

**Contact:** Davide de Palma | CEO

**T:** +39 329 8863490 | info@dashumankapital.com | www.dashumankapital.com



**Employees:** From 3 to 9 employees

**Turnover:** Turnover not noticeable - Innovative start-up founded in the last year

**Export:** turnover not noticeable - Innovative start-up founded in the last year

**Status:** Start-up

## Project Proposal

### PEOPLE PERFORMANCE PLAN 3.0

#### Description of the innovation project:

People Performance Plan 3.0 is a platform capable of managing human capital through five strategic levels:

1. internal communication;
2. identification and recognition of gatekeepers, Skill Mapping and HR Data;
3. Cooperation development among employees;
4. Company's Data Analysis;
5. Construction and management of HR processes. This platform is built in PHP language and in Cloud modality.

As Humankapital is join the IBM's Global Entrepreneurs Program for those entrepreneurs with Cloud-based startups.

#### IP Protection Level:

No patent as yet.

#### State of development:

Product.

#### Industrial application:

People Performance Plan 3.0 is a digital workplace, which promotes an innovative management method by respecting the principle of information and decisions democratization.

#### Market segment:

People Performance Plan 3.0 is aimed at SMEs with a market value of 2.50 Euro employee per month. Upon reaching 20,000 users to reach the break even with about 40 companies and 5 Account.

#### Advantage factor:

PPP3.0 comes complete with all the aspects described above: wall, user profile, management skills, group management, building and sending questionnaires to all employees or work groups, reports on human capital indexes, system analysis of the words. The HR function, along with technology can offer a new, more efficient approach to human capital management creating new business forms.

#### Commercial challenge:

People Performance Plan 3.0 is a scalable product and repeatable in all interested companies.

The commercialization of the People Performance Plan 3.0 guarantees the spread of a new management model capable of detailed analysis on the business climate.

In addition, for the reading of statistics is required a specific training on human capital management that can be conveyed through partnerships with schools of management training.

#### Publications and Customer References:

In the book, Why Human Capital is important for Organizations: People come First, published by Palgrave MacMillan, Amelia Manuti and Pasquale Davide de Palma there's the chapter entitled "People Performance Plan" the theoretical approach of the product produced. The book is in reference the first certification HR world produced by BSI Business Standards Institute. Das HumanKapital is entered the world rankings Excellence Leadership 500 Awards HR.com (2015).

#### Proposal of cooperation agreement:

Commercial representative, Venture capital financing.

## DELISA SRL

Via Giuseppe Crispi 120 | 90145 Palermo PA | Sicily

**Contact:** Girolamo Gaudesi | Manager

**T:** +39 091 2521811 | michele.ramondelli@delisasud.it | www.delisasud.it

**Employees:** From 10 to 19 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** Less than 75.000 Euro

**Status:** SME



### Project Proposal QUESTION

#### **Description of the innovation project:**

Quaestion (Quaestio = problem in latin + question) creates a system of interaction of two type of user: it will create a class of professionals 2.0 and it will provide users (company and individuals) with a wide range of services at affordable prices, with a considerable saving for professional and users.

Delisa s.r.l. has also produced a prototype of a semantic web platform problem finding programmed with java language and tested on a small sample of possible final users.

#### **IP Protection Level:**

The feasibility study will be split in three different areas. The technological one, based on the potential power of the innovative solution, the second one, based on the analysis of the market and of the legal systems, and the third on the involvement of different users and stakeholders.

#### **State of development:**

Prototype.

#### **Industrial application:**

Some companies have developed software that can put in contact legal professionals and users / customers. These services, however, are available only for legal problem, neither they provide any explanation of the problem nor a specific selection of the most appropriate consultant.

#### **Market segment:**

Quaestion has an higher technological standard over competitors in the US and EU, thanks to the problem finding software that simplifies the process of definition and resolution of the problem and also for matching services in the passive dimension.

#### **Advantage factor:**

Quaestion can as well be easily integrated with new services and new development opportunities, according to the territories in which the service develops itself. The management of the service may not have a significant cost, especially if you consider the potential revenue for the cities or region covered by the service. The territorial expansion will increase the potential of the service, by expanding the borders of the potential trade and business opportunities.

#### **Commercial challenge:**

The market in which Quaestion will operate is not only the traditional legal and business consultancy one (offline consultancy) but it will rather include online consultancy. However, in the peculiar market of the legal and business consultancy, offline services (like jurisdictional assistance and activities) are most of the services required by customers. Quaestion will be able to compete in both markets and be chosen by clients for its features, which will enable it to solve all kind of problems.

#### **Publications and Customer References:**

Delisa is one of the successful tenderers partner of the biggest research project in the health sector in Italy called "SH 2.0" as part of the Smart Cities 2012; Delisa has developed a Framework for the normalization of the health information and a Decision Support System.

Delisa is a Sicily private company specialized in creating and implementation of innovative software solutions, focused primarily on Public Administration (Authorities, Municipalities, Health, Schools, etc.).

#### **Proposal of cooperation agreement:**

Venture capital financing.

## DLVSYSTEM S.R.L.

via della Resistenza 11/P | 87036 Rende CS | Calabria

**Contact:** Giovanni Labocchetta | CTO

**T:** +39 0984 494269 | info@dlvsystem.com | www.dlvsystem.com

**Employees:** From 3 to 9 employees

**Turnover:** From 250.000 to 500.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Spin-off



### Project Proposal

## THT - TALENT HUNTER TECHNOLOGY

### Description of the innovation project:

Talent Hunter Technology (THT) is an advanced platform for recruitment and task assessment that integrates the main techniques of role profiling (with respect to both soft skills and hard skills) with the state of the art technologies in the field of Artificial Intelligence and Knowledge Representation and Reasoning.

By means of an integrated information system that supports the management of recruitment processes within a company, it allows to filter large dataset of CVs, according to specific intended profiles. THT results in an e-recruitment integrated platform that applies innovative techniques of semantic processing for filtering such large datasets, and intended profiles can easily be defined and customized by the HRs (previous work experiences, areas of interest, education, etc.). The THT platform provides an overall evaluation of candidates and rates them, thus significantly helping at finding and recruiting perfect talents.

### IP Protection Level:

Scientific documentation.

### State of development:

Prototype.

### Industrial application:

ICT.

### Market segment:

e-recruitment, human resources management.

### Advantage factor:

The Talent Hunter Technology (THT) platform is conceived in order to optimize time and cost of recruitment processes. It allows to manage a large number of profiles and helps the HRs to precisely define different best performer profiles. By combining Artificial Intelligence techniques with a proper Knowledge Representation framework, the THT platform takes advantage from a semantic approach to the e-recruitment processes, offering an innovative business solution and a flexible environment for managing all the tasks related to the evaluation of candidates, from pre-selection to screening and selection stages. The ranking is obtained by properly mixing results originated from a compared analysis of hard skills (derived by CVs and tests) and soft skills (enriched by information gathered from social networks).

### Commercial challenge:

Talent Hunter Technology (THT) is an innovative platform for selecting talents that makes use of a semantic-driven approach that integrates the most important recruitment process models:

- screening questionnaires to detect the hard and soft skills of candidates;
- semantic search engine for evaluating different aspects of a candidates;
- social network integration.

In particular, the THT framework is capable of enhancing the quantity as well as the quality of information derived by the analysis of candidate profiles, using semantic techniques for filtering noise in data. The solution provides a multidimensional classification of profiles and allows the HRs to easily manage and customize the desired profiles by specifying the matching criteria and assigning the related weight to each of them.

### Publications and Customer References:

Ontology-driven Information Extraction.

Veronika T. Adrian, Nicola Leone, Marco Manna.

<https://arxiv.org/abs/1512.06034>.

### Proposal of cooperation agreement:

Commercial representative, Venture capital financing.

# E WAY ENTERPRISE BUSINESS SOLUTIONS SRL

via Panebianco - complesso citta domani | 87100 Cosenza CS | Calabria



**Contact:** Francesco Dattola | Partner

**T:** +39 0984 31981 | info@eway-solutions.it | www.eway-solutions.it

**Employees:** From 10 to 19 employees

**Turnover:** From 250.000 to 500.000 Euro

**Export:** Less than 75.000 Euro

**Status:** SME

## Project Proposal

### EIMES 3D - IMAGING EVOLUTION SYSTEM 3D

#### Description of the innovation project:

eIMES 3D - "Evolution Imaging System 3D", is a software that supports the oncology medical team by providing facilities for case studies analysis and diagnostic imaging. It has been developed by using the "Hub-Spoke" oncology model, within the Calabrian project ReCaTuR.

ReCaTuR is a professional network that allows the management, organization and distribution of medical information. The strength of eIMES 3D in facing rare and complex diseases states in allowing the interconnection and integration of data provided by different departments, external structures and research institutes.

#### IP Protection Level:

The software, named eIMES 3D - IMaging Evolution System 3D, has been registered at the SIAE - acronym of Società Italiana degli Autori ed Editori (Italian Society of Authors and Editors).

#### State of development:

Product.

#### Industrial application:

Healthcare industry.

#### Market segment:

It is a valuable technological support to the medical profession and finds its natural application in tele pathology and tele radiology. The commercial value of eIMES 3D is around Eur 200.000,00. The estimated economic return in the first 3 years of its commercialization is around Eur 2.000.000,00.

#### Advantage factor:

eIMES3D allows (i) full control and management of the data by means of artificial intelligence algorithms (ii) advanced stereoscopic 3D visualization by using the WebGL innovative technology (iii) sharing medical data in DICOM format, (iv) distribution of 3D imaging data on different output devices (web, TV, mobile); (v) to query the system through a search of the various case studies, with objective parameters that are logically connected to a "neural network of knowledge".

#### Commercial challenge:

The way with the commercialization of the eIMES3D software enters a new and promising market that is having a rapid expansion also due to a innovate sensibility in healthcare problems. The characteristic of the software are innovative and not present, to the best of our knowledge, in other similar commercial products of potential competitors.

#### Publications and Customer References:

ReCaTuR -Rare Cancer Network Calabria -"Implementing a software system based sullavisualizzazione of 3D stereoscopic imaging data" - XVIII CONGRESSO NAZIONALE AIOM Roma, 28-30 ottobre 2016.

An extended version of the work is under consideration for publication in an international journal.

#### Proposal of cooperation agreement:

Commercial representative, Venture capital financing, Distribution Agreement.

## ETNA HITECH S.C.P.A.

Viale Africa 31 | 95129 Catania CT | Sicily

**Contact:** Emanuele Spampinato | President

**T:** +39 095 8738230 | info@etnahitech.com | www.etnahitech.com

**Employees:** From 10 to 19 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** Less than 75.000 Euro

**Status:** Consortium



### Project Proposal

## I-BIM (BUILDING INFORMATION MODELLING FOR NETWORK INFRASTRUCTURE)

### Description of the innovation project:

Etna Hitch is developing i-BIM, a software platform for managing all information about public infrastructures such as roads, water, drain or sewer networks, from its inception onward. i-BIM is an open cloud software platform for recording the different kind of information created during facilities' design, construction, commissioning, maintaining and dismissing. In other words i-BIM will meet the knowledge management needs of urban infrastructures during their whole life-cycle. i-BIM is able to record several kind of information related to the facility (CAD, GIS, Video, sensor data). i-BIM is able also to manage workflows related to the management of the infrastructure.

### IP Protection Level:

Open source (Apache vs. 2.0).

### State of development:

Prototype.

### Industrial application:

ICT companies involved in the development of software component of a Building Information Modelling (BIM) platform.

### Market segment:

All kind of stakeholders involved in one or more steps of the life cycle of an urban facility (water, gas, drain, road, telecom ...).

### Advantage factor:

i-BIM aims to cover the existing market gap of solutions specifically designed for meeting the needs of urban facilities. The market of Building Information Models (BIM) is growing very fast, but the target of this kind of solutions is the traditional 3D-building. Urban infrastructures as they are water, drain, sewer or roads network are still managed with traditional 2D-GIS. i-BIM will make available to urban facility stakeholders all the state of the art BIM features.

### Commercial challenge:

Several countries in Europe and abroad are moving very fast towards BIM solutions for managing public buildings during their whole life cycle.

### Publications and Customer References:

INFRASTRUCTURE BUILDING INFORMATION MODELLING (I-BIM), Chung Keung.

### Proposal of cooperation agreement:

Commercial representative, Distribution Agreement, Sub-contracting Agreement.

# EXEURA S.R.L. SPIN-OFF DELL'UNIVERSITÀ DELLA CALABRIA

Via Pedro Alvares Cabral, snc | 87036 Rende CS | Calabria

**Contact:** Lorenzo Gallucci | R&D Manager

**T:** +39 0984 1862840 | [lorenzo.gallucci@exeura.eu](mailto:lorenzo.gallucci@exeura.eu) | <http://www.exeura.eu>

**Employees:** From 20 to 49 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** Less than 75.000 Euro

**Status:** Spin-off



## Project Proposal

### FAULT DETECTION AND EXPLANATION THROUGH BIG DATA ANALYSIS ON SENSOR STREAMS

#### Description of the innovation project:

Fault prediction has become an important topic for the recent years as, by providing effective methods for predictive maintenance, it allows companies to perform important time and cost savings. We developed an application to predict and explain, based on diagnostic data, door failures on metro trains. Hence, the aim of the project was twofold: first, devising supervised techniques that are capable of early detecting door failures; second, describing failures in terms of properties distinguishing them from normal behavior. An experimental evaluation was performed to assess the quality of the proposed approach.

#### IP Protection Level:

No patent as yet.

#### State of development:

Concept.

#### Industrial application:

Prognostics.

#### Market segment:

Big Data Analytics (in Italy, Business Analytics market grew in 2015 by 14%, reaching 790 M€, 16% of which is Big Data).

#### Advantage factor:

Enabling predictive maintenance as opposed to corrective maintenance.

#### Commercial challenge:

Generalise analysis approach developed so far, in order to bring maintenance cost reduction to different vertical markets (such as energy&utilities, aerospace, healthcare).

#### Publications and Customer References:

Sebastian Kauschke, Frederik Janssen, and Immanuel Schweizer. On the challenges of real world data in predictive maintenance scenarios: A railway application. In KDML: Workshop on Knowledge Discovery, Data Mining and Machine Learning, October 2015.

#### Proposal of cooperation agreement:

Venture capital financing, Partnerships on vertical markets.

# EXPRIVIA SPA

via Olivetti 11 | 70056 Molfetta BA | Apulia

**Contact:** Chiara Altomare | International Operations specialist

**T:** +39 080 3382070 | chiara.altomare@exprivia.it | www.exprivia.it

**Employees:** More than 499 employees

**Turnover:** More than 25 million Euro

**Export:** From 5 to 15 million Euro

**Status:** Big company



## Project Proposal

# HEALTH, SAFETY, AND ENVIRONMENT MANAGEMENT SYSTEM

### Description of the innovation project:

Exprivia HSE management system suite includes solutions to:

- manage of Industrial Medicine and Hygiene processes, to ensure regulatory compliance
- support the process of management of Personal Protective Equipment
- manage chemicals and assess related risks
- support the monitoring of fugitive emissions on production facilities to meet the HSE corporate guidelines and the following standards: EPA Method 21 technical inspection / UNI EN 15446; EPA Protocol 453/95 laying down detailed rules for the calculation of fugitive emissions; ISPRA requirements related to the Italian Environmental Integrated Authorization PMC "rules for the implementation of a LDAR program".

### IP Protection Level:

No patent as yet.

### State of development:

Prototype.

### Industrial application:

Petrochemical and chemical plants;

Offshore platforms;

### Plants where the following regulations apply:

- EPA Method 21 technical inspection / UNI EN 15446
- EPA Protocol 453/95.

### Market segment:

Large Enterprises (250 or more employees).

### Advantage factor:

- Identify hazards/aspects and risks associated with employees, interested parties and the impact on the environment including as a result of its activities and / or processes;
- Eliminate, minimize or control identified hazards and risks;
- Ensure compliance to the HSE system requirements against legislative, regulatory and voluntary requirements;
- Ensure a continuous monitoring framework and environment;
- Ensure continuous improvement of HSE within the organization.

### Commercial challenge:

To bring the solution to new target customers around the world.

### Publications and Customer References:

Exprivia helps the main Italian energy company in developing of a new HSE integrated platform based on most advanced technologies and technical standards.

### Proposal of cooperation agreement:

Technical and commercial partners.

## EXPRIVIA SPA

via Olivetti 11 | 70056 Molfetta BA | Apulia

**Contact:** Chiara Altomare | International Operations specialist

**T:** +39 080 3382070 | chiara.altomare@exprivia.it | www.exprivia.it



**Employees:** More than 499 employees

**Turnover:** More than 25 million Euro

**Export:** From 5 to 15 million Euro

**Status:** Big company

### Project Proposal CRYPTOVOX

#### **Description of the innovation project:**

Cryptovox is an app available on Android and iOS mobile platform. It provides safe and confidential encrypted calls using the connectivity of a corporate WiFi network.

Cryptovox is based on Extravox solution for mobile VoIP, improved with the complete management of voice encryption, still keeping excellent voice quality, which is higher than that of a mobile radio-based call.

Cryptovox conjugates high security standards with simplicity of use. User experience is smooth: the user keeps interacting through the native smartphone interface to answer or make encrypted calls (phonebook, dialer, call log, etc.).

#### **IP Protection Level:**

No patent as yet.

#### **State of development:**

Product.

#### **Industrial application:**

Business confidential VoIP communications.

#### **Market segment:**

Telecommunication ICT for Medium and Large Enterprises.

#### **Advantage factor:**

Cryptovox supports the most efficient and high-performance audio codec (G729, Speex, G711 codec) improving their management as well as increasing the quality of the voice.

Cryptovox is realized following the most robust techniques in media encryption with the use of cryptographic algorithms recommended by NIST in their respective contexts.

#### **Commercial challenge:**

Cryptovox can be implemented in every contest where confidential information have to be exchanges, without renouncing to user experience and comfort of use.

We are looking for direct customers and partners which can bring our solution to new customers all around the world.

#### **Publications and Customer References:**

On request.

#### **Proposal of cooperation agreement:**

Technical and commercial partner.



## EXPRIVIA SPA

via Olivetti 11 | 70056 Molfetta BA | Apulia

**Contact:** Chiara Altomare | International Operations specialist

**T:** +39 0803 382070 | chiara.altomare@exprivia.it | www.exprivia.it



**Employees:** More than 499 employees

**Turnover:** More than 25 million Euro

**Export:** From 5 to 15 million Euro

**Status:** Big company

### Project Proposal

## CONTMAN

#### **Description of the innovation project:**

CONTMAN automates the production of even complex contracts and documents, through the definition of their structure using reusable components.

The generation of a document is made from a template and data that can be retrieved automatically via integration procedures to the different components of the customer's information system, or entered manually.

#### **IP Protection Level:**

No patent as yet.

#### **State of development:**

Product.

#### **Industrial application:**

The solution can be applied in any field or industry in which it is required the preparation of contracts and related documents.

#### **Market segment:**

Given the vertical integration of the developed product, the main market is that of banks, insurance companies, credit intermediaries.

#### **Advantage factor:**

CONTMAN can generate the document in MS-Word or PDF format. During the generation is stored in a structured format (XML) all data used in the generation. It also manages the contract approval workflow - including the negotiation with the customer - in the case of complex non-standard contracts.

It can be integrated - through a set of predefined interfaces - with other systems for data recovery and reduction of manual data entry work.

#### **Commercial challenge:**

The potential market is very large. The main actions are to find application of the solution even in an area not strictly banking and to integrate the solution with other systems, bringing it within a process.

#### **Publications and Customer References:**

Unicredit Bank Slovenia.

Unicredit Bank Serbia.

#### **Proposal of cooperation agreement:**

Commercial representative, Licensing, Distribution Agreement, Sub-contracting Agreement.

## EXPRIVIA SPA

via Olivetti 11 | 70056 Molfetta BA | Apulia

**Contact:** Chiara Altomare | International Operations specialist

**T:** +39 080 3382070 | chiara.altomare@exprivia.it | www.exprivia.it



**Employees:** More than 499 employees

**Turnover:** More than 25 million Euro

**Export:** From 5 to 15 million Euro

**Status:** Big company

### Project Proposal

## EFFEDIL (EFFICIENZA ENERGETICA IN EDILIZIA) - BUILDING AND APPLIANCE ENERGY EFFICIENCY SUPPORT

### Description of the innovation project:

EFFEDIL is a platform to provide innovative services for building energy efficiency optimization and home automation. Our platform is dedicated to mass market users to monitor all the key energy consumption factors and to deliver ad hoc recommendations based on environmental data analysis.

EFFEDIL implements not-intrusive Appliance Load Monitoring algorithms to identify connected appliances, detect inefficiencies and suggest remedial actions.

### IP Protection Level:

No patent as yet.

### State of development:

Prototype.

### Industrial application:

Energy efficiency.

### Market segment:

Telecommunication and Utility companies.

### Advantage factor:

Technically speaking, EFFEDIL is an open platform able to integrate connected sensors, actuators, devices and any other "smart item". It enables a Cloud Computing based unique environment to perform IoT and WoT functionalities and to implement Big Data Analytics algorithms. EFFEDIL is also social, namely integrated with web services, social networks, apps, etc.

Finally, thanks to openAPI paradigm, our solution provides access and enables integration with external services.

### Commercial challenge:

Direct selling to target market and/or integration in third parties solutions.

### Publications and Customer References:

n/a.

### Proposal of cooperation agreement:

Customers, re-sellers and/or local system integrators.

## EXPRIVIA SPA

via Olivetti 11 | 70056 Molfetta BA | Apulia

**Contact:** Chiara Altomare | International Operations specialist

**T:** +39 080 3382070 | chiara.altomare@exprivia.it | www.exprivia.it

**Employees:** More than 499 employees

**Turnover:** More than 25 million Euro

**Export:** From 5 to 15 million Euro

**Status:** Big company



### Project Proposal

## PRE-TRADE RECONSTRUCTION

### Description of the innovation project:

We have developed InfoMiner, a proprietary semantic engine capable of extracting data from structured and unstructured information through the application of advanced semantic analysis and machine learning techniques; InfoMiner runs on a Big Data architecture and can be used to achieve:

- Automatic correlation between objects
- Retrieval and organization of unstructured textual contents and images
- Document clustering
- Information geo-referencing
- Image automatic analysis.

The solution tracks and saves all information exchanged between traders and their counterparties before, during and after deal negotiation. Information is retrieved from documents, mails, chats, images and phone conversations, meeting the needs of the Dodd Frank Act regulation (USA regulation). DFA imposes to Swap Dealers and Major Swap Participants daily record keeping of all the information linked to OTC trades concluded with their counterparties.

The same will be required by MIFID II (European regulation) starting from January 2018, but on a much wider perimeter in terms of dealers and trades.

### IP Protection Level:

No patent as yet.

### State of development:

Prototype.

### Industrial application:

ICT for Banking & Finance.

### Market segment:

Apart from the Dodd Frank Act, MIFID II requirements will be mandatory for all financial institutions that perform trading activities in Europa.

### Advantage factor:

N/a.

### Commercial challenge:

Potential market size is very wide but needs and adequate sale network to reach all possible prospects.

### Publications and Customer References:

N/a.

### Proposal of cooperation agreement:

The solution integrates a third party Speech to Text module, but price quality ratio is too high. We are looking for a technological partner focused on speech recognition and interested in investing in the development of a vertical solution for Capital Ma.

# EXPRIVIA SPA

via Olivetti 11 | 70056 Molfetta BA | Apulia

**Contact:** Chiara Altomare | International Operations specialist

**T:** +39 080 3382070 | chiara.altomare@exprivia.it | www.exprivia.it

**Employees:** More than 499 employees

**Turnover:** More than 25 million Euro

**Export:** From 5 to 15 million Euro

**Status:** Big company



## Project Proposal

### E4CURE (CLINICAL-DIAGNOSTIC HEALTHCARE)

#### Description of the innovation project:

"e4cure" is an integrated suite of software systems composed by a group of applicative modules supporting diagnosis and care processes in public and private medical centers:

- Documents, Images & Waveforms Repository
- Electronic Medical Record (EMR – Ambulatories, Specialties, Wards)
- RIS/PACS.

#### Project objectives:

- make the e4cure suite available on international markets, through technical and commercial partnerships with complementary software vendors in the area of HIS, LIS, Genetic LIS, Operating Theatre and ICU software systems.

#### IP Protection Level:

No patent as yet. Certifications: UNI EN ISO 9001:2008, UNI EN ISO 13485:2004, Council Directive 93/42/EEC on Medical Devices, compliance with main reference standards (DICOM, IHE, HL7, etc.), UNI EN ISO 27001, UNI EN ISO 20000, UNI EN ISO 22301.

#### State of development:

Product.

#### Industrial application:

Healthcare IT for public and private Healthcare institution.

#### Market segment:

Clinical components of e4cure, especially the Electronic Medical Record (EMR), today reach less than 10% of the potential market. A significant market increase is expected over the next five years in clinical processes automation.

#### Advantage factor:

The e4cure solution matches the key needs for both rationalization and innovation of diagnosis and care processes in public and private medical centers.

e4cure applies the most innovative ICT technologies.

Innovative product aim is genetic data management within the EMR for diagnosis purposes.

#### Commercial challenge:

EHIT is looking for partners for a synergic market development in Italy and abroad, through the combination of the e4cure EMR offering with complementary modules, such as Hospital Information Systems, LIS, Genetic LIS, Operating Theatre and Intensive Care Unit systems. A mutually beneficial cooperation can be envisaged, where different modules will be combined in a complete solution.

#### Publications and Customer References:

The e4cure EMR modules are employed in Italian and foreign hospitals to support the entire healthcare processes in ambulatories, wards and emergency depts, supporting a number of specialization areas, such as Radiology, Cardiology, Endoscopy, Pediatrics, Obstetrics & Gynecology, Mammography & Senology, and others. More than 200 hospitals in Italy and around 40 in Spain and Latin America.

#### Proposal of cooperation agreement:

Technical and commercial partner.

## FLAZIO SRL

Via Mazzini 2 | 95037 San Giovanni La Punta CT | Sicily

**Contact:** Flavio Fazio | CEO

**T:** +39 095 497775 | info@flazio.com | www.flazio.com

**Employees:** From 3 to 9 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** Less than 75.000 Euro

**Status:** Start-up



### Project Proposal

## FLAZIO.COM: YOUR SITEBUILDER WITH YOUR BRAND

### Description of the innovation project:

Flazio.com is a visual CMS designed to allow everybody to create its own website in a few minutes, for free and easily. Flazio is also an innovative product for hosting providers, telco, web agencies, retailers who want to create their own website builder portal with their brand and give to their customers the possibility to create a beautiful website in an innovative and simple way.

### IP Protection Level:

No patent as yet.

### State of development:

Product.

### Industrial application:

PMI, Hosting Providers, Telco, Web agencies, Business Developer, Venture capital.

### Market segment:

Nowadays there is no sector, business activity and, as consequence, market that doesn't need to be online. Every project require a CRM software, a user-friendly web site and a performing web presence. Flazio.com is suitable for any market sector and points towards professionals and SME.

### Advantage factor:

Reactive design, HTML5, performing technology, use of the most advanced ICT, daily automatically back-up, compatible with any platform with a web browser and internet connection, hundreds of templates like Facebook app which allows you to export your feed or your private Facebook pages right onto the web.

### Commercial challenge:

The product is already commercialized and there are 200000 website realized by using Flazio.com

### Publications and Customer References:

<http://techcrunch.com/2014/03/21/flazio-an-italian-web-design-engine-lets-you-build-a-site-through-your-facebook-page/>

<http://webrazzi.com/2014/03/27/tek-satir-kod-eklemeden-facebook-sayfasini-web-sitesine-donusturen-uygulama-flazio/>

### Proposal of cooperation agreement:

Commercial representative, Venture capital financing, Distribution Agreement.

# GIPSTECH SRL

Via Quasimodo 8 | 87036 Rende CS | Calabria

**Contact:** Matteo Faggin | Business Opportunity, Head

**T:** +39 0984 1806665 | [info@gipstech.com](mailto:info@gipstech.com) | [www.gipstech.com](http://www.gipstech.com)

**Employees:** From 3 to 9 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Start-up



## Project Proposal

### HYBRID GEOMAGNETIC INDOOR POSITIONING SERVICES

#### Description of the innovation project:

GiPStech has developed and is bringing to market an innovative indoor localization technology (like GPS but inside buildings where GPS does not work) based on the exploitation of the geomagnetic signal as guiding signal along with other technologies.

Our core technology fuses input from inertial sensors common on all smartphones to derive localization precise to the meter without infrastructure.

The technology is also applicable to custom devices for non-smartphone use cases, and fused with Wi-Fi and Bluetooth technologies.

#### IP Protection Level:

5 patents filed: 2 granted, 3 at PCT level.

#### State of development:

Product.

#### Industrial application:

GiPStech indoor localization technology can be declined in numerous vertical applications for many industries. In every setting where is useful to trace movements of persons or objects with a precision of 1 meter. To date, we have encountered actual interest - and are in fact in talks with relevant international firms - in some sectors: retail (including via telco companies), museums/fairs/public buildings, healthcare, defense, IoT, logistics, industry 4.0.

#### Market segment:

With the broad industrial application defined above, it is extremely difficult to define specific market segments. What we have found in practice is that our best target at least in this phase of introduction of an innovative technology are firms that are already substantially oriented to innovation or have substantial IT applications.

#### Advantage factor:

GiPStech technology is among the few in the world to offer indoor localization that is infrastructure free (nothing to install and maintain) and accurate to the meter. We are the only ones in the world that offer it off-line: the smartphone or other device can locate even without data connectivity.

#### Commercial challenge:

Regarding licensing, GiPStech technology can be applied not only to smartphones but to any hardware that is moved together with people (such as handheld devices, forklifts, etc.) or together with objects. The algorithm can easily fit in limited computational power. Creating "dongles" or similar devices to be attached to persons or objects is possible. With such devices, the owner will be able to track position of persons or object within an enclosed space.

#### Publications and Customer References:

Many international scientific publications were made over the years on indoor localization and geomagnetic one in particular. We find useful to cite only the following articles intended for the general public:

4The Economist: [www.economist.com/news/technology-quarterly/21567197-navigation-technology-using-satellites-determine-your-position-only-works](http://www.economist.com/news/technology-quarterly/21567197-navigation-technology-using-satellites-determine-your-position-only-works)

4Don Dodge: [http://dondodge.typepad.com/the\\_next\\_big\\_thing/2013/04/why-indoor-location-will-be-bigger-than-gps-or-maps.html](http://dondodge.typepad.com/the_next_big_thing/2013/04/why-indoor-location-will-be-bigger-than-gps-or-maps.html)

#### Proposal of cooperation agreement:

Licensing.

## GRUNTA SRLSS

via G. Verdi, 228 | 87036 Rende CS | Calabria

**Contact:** Arturo Jorio | CEO

**T:** +39 339 8479966 | info@illcare.it | www.illcare.it

**Employees:** Up to 2 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Start-up



### Project Proposal

## ILLCARE

#### **Description of the innovation project:**

illCare was created to respond quickly and effectively to user requests.

The target is to always have on your smartphone a pharmacist advising you on the symptoms. The application allows you to have direct access to the world of self-medication at the time when the illness occurs.

illCare uses medicines without prescription (OTC), cosmetics and food supplements. The user describes the symptom or the part of the body affected.

illCare shows the photo of one or more products, quickly locates the nearest pharmacy through geolocation (in Italy), allows direct purchase by means of our e-commerce. Products will be, then, collected at the nearest pharmacy or delivered at home.

#### **IP Protection Level:**

Copyright - no patent required.

#### **State of development:**

Prototype.

#### **Industrial application:**

Healthcare, pharmaceutical, marketing.

#### **Market segment:**

Healthcare, wellness, science of life.

#### **Advantage factor:**

illCare was created to make a connection between citizens, pharmaceutical industries and pharmacies. Pharmacies are the first aid in an emergency, because they are widespread throughout the country. The mission of illCare is not to replace the doctor, but it will make more accessible to novice users any information about medicines without a prescription. illCare will prove effective to interpret and select the most useful information from the leaflets: with a few clicks, users, even those less accustomed to the language of the medical and pharmaceutical products, can easily find the necessary information about the dosage, contraindications, interactions. Through a system suitable for everyone, illCare will give you the opportunity to access the world of self-medication directly on the smartphone, offering the possibility to choose the most appropriate remedy and putting citizens in touch in real time with suitable facilities pharmacies, etc. We offer a personal service for pharmaceutical, cosmetic and nutritional companies for the launch of new products. We can add to the list new products in a few hours.

#### **Commercial challenge:**

We are here as a go-between, the wellness sector and the client, its our aim to make products (photos and prices) easily identifiable. Making it clear and simple the use of them (dosage, interaction and contraindication) useful advice for the correct use, and easy purchase of the products from our nearest partners chemists (geolocation) or buy direct on our E-commerce. In the next 12 months our attention is to strengthen our brand illCare© and build-up our E-commerce, and the introduction of a new pay service for personal advice on line.

#### **Publications and Customer References:**

We won award at Smau 2014 and numerous benefits during the contest.

#### **Proposal of cooperation agreement:**

Commercial representative, Venture capital financing, Licensing, Sub-contracting Agreement.

# HOLSYS S.R.L.

Via Umbria 163/B | 74121 Taranto TA | Apulia

**Contact:** Claudio Martines | CEO

**T:** +39 392 1049561 | c.martines@holsys.com | www.olone.tech



**Employees:** From 3 to 9 employees

**Turnover:** Turnover not noticeable - Innovative start-up founded in the last year

**Export:** turnover not noticeable - Innovative start-up founded in the last year

**Status:** Start-up

## Project Proposal OLONE.TECH

### Description of the innovation project:

olOne is a technology that for the first time, enables real-time sensor data Complex Event Processing technology onto IoT devices. The main features is a powerful, human-readable language for sensor data event processing, endowed with machine learning features based on proprietary holonic technology.

olOne solves a huge issue of IoT: driving sophistication and intelligence closer to devices in order to satisfy new analytic approaches requested especially, but not only, in Industry 4.0.

It runs on an IoT device of such kind:

- Gateway as a plug&play software, easy to bundle with manufacturer's SDK thanks to software standards (OSGi) compliance;
- Embedded device as a pre-compiled firmware for specific CPUs.

### IP Protection Level:

At this moment we protect our product as industrial secret.

### State of development:

Product in second edition, installed in some industrial plants for condition monitoring and anomaly detection.

### Industrial application:

Our target customers are the companies that need to implement IoT solutions able to transform sensor data flows into actionable insights.

Since our product is based on a "horizontal" technology, applications are manifold. Chief examples are: anomaly detection, predictive maintenance, intelligent alerting and so on.

These applications relate to the following sectors: Energy, Oil and gas, Industrial Plant, Railway, Transportation, Agriculture, and Infrastructure.

### Market segment:

IoT device manufacturers such as Gateway and Embedded system manufacturers and IoT system integrators.

Gateway and Embedded system IoT market will be worth nearly 19 B\$ in 2017.

Our addressable market can be estimated to be around 25% of the gateway market and 10% of the embedded market.

### Advantage factor:

For the first time, real-time sensor data Complex Event Processing technology is enabled to run onto IoT Gateway devices and at hardware level.

### Commercial challenge:

Holsys is the first company to engineer a Computing Technology inspired to the Holonic System paradigm.

The commercial challenge is transforming millions gateways and embedded devices sold every year in intelligent ones.

### Publications and Customer References:

N.A.

### Proposal of cooperation agreement:

Commercial representative, Venture capital financing, Licensing, Distribution Agreement.



## IT S.R.L.S.

Via Emanuele Carfi 23 | 93012 Gela CL | Sicily

**Contact:** Stefano Carrara | Founder

**T:** +39 324 0797927 | soulsafe.lab@gmail.com | soulsafe.it

**Employees:** From 3 to 9 employees

**Turnover:** Turnover not noticeable - Innovative start-up founded in the last year

**Export:** turnover not noticeable - Innovative start-up founded in the last year

**Status:** Start-up



### Project Proposal

## SEALOK

#### Description of the innovation project:

Seal, digital certification, online tracking chain and delivery of real products, can also be a simple and secure deployment of IoT (Internet of Things).

to eliminate counterfeiting sealok recognizes and guarantees the originality of any product, it is presented as an inviolable unique system of collateral management also allowing you to identify and report tampering or irregularities

#### IP Protection Level:

Patent procedure is ongoing.

#### State of development:

Product.

#### Industrial application:

Fashion,Luxury,Food,Transport;industry and manufacturing,Governmental,any sector sector which may need certification.

#### Market segment:

-Business: big companies which want to enhance their offer in terms of service,added value and quality guarantee the customer. Using the system,information regarding the customer habits and choices can be collected and using for marketing purposes.

-Cunsomer:They can have anytime to proof That what you buy is original guaranteed.

#### Advantage factor:

immediacy and versatility of the exchange of customer/vendor information, the technology and the process used makes it impossible to falsify.

#### Commercial challenge:

sealco,leghornseals and many competitors but none of them offer similar services at the time, our innovation is an advancement on their own current.

#### Publications and Customer References:

The industry of false invoicing a value equal to 10% of the world PIL.

"Luxury market insight report 2013".

#### Proposal of cooperation agreement:

Venture capital financing, o ther types of agreement to be discussed during the B2B meetings.

# NATURAL INTELLIGENT TECHNOLOGIES S.R.L.

Via Giovanni Paolo II,132 | 84084 Fisciano SA | Campania

**Contact:** Adolfo Santoro | CEO

**T:** +39 089 964177 | info@nitesrl.com | www.nitesrl.com

**Employees:** Up to 2 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Spin-off



## Project Proposal

### NATURAL INTELLIGENT TECHNOLOGIES S.R.L.

#### **Description of the innovation project:**

The first Italian patented technology able to automatically read, analyze and search italic handwriting in digital documents by using Artificial Intelligence algorithms.

#### **IP Protection Level:**

Italian Patent granted, International Patent pending, American TradeMark granted.

#### **State of development:**

Product.

#### **Industrial application:**

The first application of our technology is in the ICT sector of data capture and recognition from handwritten digital documents but it will be also useful in the security sector for automatic document and signature verification.

#### **Market segment:**

The target market is the Image Recognition Software, specifically the segment of Document Data Capture that, according Markets and Markets, has a total revenue of 9,65 Billion Dollars with an Annual Growth Rate of 21% for the next years.

#### **Advantage factor:**

The innovative approach beyond the technology is able to overcome the main issues of the currently existing technologies, creating the possibility to be independent from the writer, the alphabet and the reference language.

#### **Commercial challenge:**

The competitive advantage of the technology can be expressed in products that can be used also from SME's that don't manage necessarily huge digital heritages; at the moment these types of technology are available only for big companies and government agencies because of their necessity to have a lot of data for training.

#### **Publications and Customer References:**

There are several scientific papers and publications who cover the innovative principles of the technology and that are summarized in the patent.

#### **Proposal of cooperation agreement:**

Venture capital financing, Licensing, Distribution Agreement.

## NECS SRL

via E. Majorana 16 | 97100 Ragusa RG | Sicily

**Contact:** Massimiliano Di Maria | CEO

**T:** +39 0932 663176 | [direzione@necs.it](mailto:direzione@necs.it) | [www.necs.it](http://www.necs.it)

**Employees:** From 10 to 19 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** Less than 75.000 Euro

**Status:** SME



### Project Proposal

## BMM - BRAIN FOR MAINTENANCE MANAGEMET

### Description of the innovation project:

BMM system integrates: - facility management; - building automation; - big data analytics.

It is an hardware and software platform designed, engineered and made to:

- Reduce costs and time of intervention and maintenance;
- Detect and manage faults and emergencies in real time;
- Supervise and control of the systems and plants;
- Standardize the operating procedures for delocalized interventions;
- Analyze and enhance the data of energy consumption in order to plan the future strategies aimed at saving and energy efficiency.

### IP Protection Level:

No patent as yet.

### State of development:

Prototype.

### Industrial application:

Industries, hotels, banks and large companies that have delocalized locations.

### Market segment:

Energy saving and maintenance market.

### Advantage factor:

Integration of three systems in one solution and customized project for the every need.

### Commercial challenge:

The price is for sure competitive because we can customize it in base of the needs of our clients.

### Publications and Customer References:

Not yet.

### Proposal of cooperation agreement:

Commercial representative, Venture capital financing, Sub-contracting Agreement.

## OLOMEDIA SRL

VIA SIMONE CUCCIA, 46 | 90144 Palermo PA | Sicily

**Contact:** Daniele Mondello | Project Manager

**T:** +39 091 324014 | info@olomedia.com | www.olomedia.com

**Employees:** From 10 to 19 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** turnover not noticeable

**Status:** SME



### Project Proposal

## OLOSHIFT

#### **Description of the innovation project:**

oloSHIFT is a management software of work shifts that allows you to process automatically scheduling and planning of human resources involved. The software is made with "Web Based" technologies therefore does not require any installation on the devices used. Access to the software is performed by connecting to the browser to an URL. The accesses are regulated by various levels of use, with the possibility of creating new profiles and membership classes, so as to diversify the operations that each individual user can carry on data.

#### **IP Protection Level:**

No patent as yet.

#### **State of development:**

Product.

#### **Industrial application:**

HR and Company Management.

#### **Market segment:**

HR and Company Management.

#### **Advantage factor:**

It's the first software full based that optimize the shifts.

#### **Commercial challenge:**

The software was been completely developed by web technologies and it can be used in any context.

#### **Publications and Customer References:**

No available.

#### **Proposal of cooperation agreement:**

Commercial representative, Licensing, Distribution Agreement, Sub-contracting Agreement.

## OLOMEDIA SRL

VIA SIMONE CUCCIA, 46 | 90144 PALERMO PA | Sicily

**Contact:** Daniele Mondello | Project Manager

**T:** +39 091 324014 | info@olomedia.com | www.olomedia.com

**Employees:** From 10 to 19 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** turnover not noticeable

**Status:** SME



### Project Proposal

## OLOHEALTH

#### **Description of the innovation project:**

"Freeing the physician from duties to honor the Hippocratic Oath".

It's a software that uses web technologies . Electronic health record for doctors and nurses in a unique software, easy to use, accessible from any device and scalable to any business need. oloHEALTH allows the management of beds, procedures for acceptance and assignment, prescription and therapy, and all the diagnostic and care Work Flow. And if this is not what you need lets design it together!

oloHEALTH is part of the oloHIS suite developed for healthcare organizations.

#### **IP Protection Level:**

No patent as yet.

#### **State of development:**

Product.

#### **Industrial application:**

Health.

#### **Market segment:**

Public and private market . preliminary assessment of € 1,000,000.00 . Payback 20%.

#### **Advantage factor:**

Web technologies.

#### **Commercial challenge:**

Extreme personalization, fast start -up.

#### **Publications and Customer References:**

"Introducing SPREC in a software for biobank" at 2nd International Conference & Exhibition on Tissue preservation and Bio-banking.

#### **Proposal of cooperation agreement:**

Commercial representative, Licensing, Distribution Agreement, Sub-contracting Agreement.

# PRIMATECH SRL

Via Monte S.Michele, 1/A | 87100 Cosenza CS | Calabria

**Contact:** Regina Drazhi | Business Opportunity, Head

**T:** +39 0984 1716901 | info@primatechsecurity.it | primatechsecurity.it

**Employees:** From 10 to 19 employees

**Turnover:** Turnover not noticeable - Innovative start-up founded in the last year

**Export:** turnover not noticeable - Innovative start-up founded in the last year

**Status:** Start-up



## Project Proposal IOT SECURITY

### Description of the innovation project:

The Internet of Things are objects and entities provided with unique identifiers and the ability to automatically transfer data over a network. Today, security cannot be considered as an optional feature, but it must be in the very DNA of every project, especially the ones that's going to have a large industry impact. Our idea of security is to implement a security package composed by:

- IoT security framework for securing and evaluating IoT ecosystems;
- communications protection device;
- data validation devices.

### IP Protection Level:

No patent as yet.

### State of development:

Concept.

### Industrial application:

Industrial Internet of Things (IIoT).

### Market segment:

Consumer, Automotive, Public Administration, Smart Cities, Hardware manufacturer (Sensors, Actuators, etc.).

### Advantage factor:

Over 50 billion of internet connected devices are expected by 2020. The short time-to-market is leaving behind the security features. There are many IoT malware in the wild already, and one of them have led to the creation of an over 25000 items botnet.

Cases of vulnerabilities in famous IoT systems (like Samsung SmartThings) are in the news already.

The competitive advantage of our project is to be able to succeed in IoT ecosystems implementation without caring about threats.

### Commercial challenge:

New services or devices development can be enabled and can grow up through the contents of the proposed package.

At the moment of this writing, it seems that no IoT security standards have been consolidated and widely adopted, so the proposed research could be either a technology enabler or booster.

### Publications and Customer References:

We've developed an internal benchmark on different elements (IoT Security Framework, Iris Scanner, professional services for IoT ecosystems security audit, etc.).

The benchmark highlights that, while IoT are quickly spreading, no IoT security standards have been consolidated and widely adopted so far.

### Proposal of cooperation agreement:

Know how transfer, IPR assignment, Venture capital financing, Licensing, Distribution Agreement.

# PROTEO CONTROL TECHNOLOGIES S.R.L.

Piazza Michelangelo Buonarroti 34 | 95126 Catania CT | Sicily

**Contact:** Giuseppe Patti | Manager

**T:** +39 095 7144389 | patti@proteo.it | www.proteo.it

**Employees:** Up to 2 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Start-up



P R O T E O

## Project Proposal EFESTO ON CLOUD

### Description of the innovation project:

The prototype EFESTO ON CLOUD consists of a new software platform for automation systems. This software platform allow to centralize the software services of control and remote monitoring in a Cloud platform which are made available in SaaS mode.

### IP Protection Level:

No patent as yet.

### State of development:

Prototype.

### Industrial application:

Supervisory, control and data acquisition of technological plants.

### Market segment:

Utilities.

### Advantage factor:

up to date to IoT.

### Commercial challenge:

The platform has been developed with extensibility in mind according to the REST paradigm in order to be used also by other SaaS platforms from other vendors that offer distributed services.

It 's important to note that the EfestoOC platform is designed to be installed on an infrastructure cloud that can mostly afford and fast: High Performance, Scalability and Security. publication and customer references \*.

### Publications and Customer References:

The prototype is currently installed at water utility Casalotto Acque SpA in Catania.

### Proposal of cooperation agreement:

Venture capital financing.

# RITER INFORMATICA SAS

Via dei Quartieri 21h | 90146 Palermo PA | Sicily

**Contact:** Danilo Manganelli | Partner

**T:** +39 0916882727 | danilo.manganelli@descor.com | www.infocad.fm - www.riter.it



**Employees:** Up to 2 employees

**Turnover:** From 250.000 to 500.000 Euro

**Export:** Less than 75.000 Euro

**Status:** SME

## Project Proposal

### INFOCAD.FM - A SOFTWARE PLATFORM FOR BUILDINGS, FACILITIES AND ENERGY MANAGEMENT

#### Description of the innovation project:

Infocad.FM, a software platform designed to manage real estate facilities, allows users to assess, analyze and reorganize company assets in order to preserve and improve their value.

One software, many solutions:

Infocad.FM collects all the buildings, external areas and assets data into a unique integrated database. The software platform provides solutions to collateral activities like surveillance teams, concierge and hauling services, cleaning companies, etc. Daily activities like finding available rooms, locate an asset or employee seats, open a maintenance ticket or survey areas with mobile App: each operation can be easily performed, allowing managers to focus on core activities. Moreover, Infocad.FM has strong integration with the main Erp and IoT solutions. Every module has a powerful document management system. Finally, the Energy Management module allow to register, analyze and optimize the energy consumption.

#### IP Protection Level:

At the moment we have registered the Trade Mark of Infocad.FM in EU community, and we have started the process to patent.

#### State of development:

Product.

#### Industrial application:

The target of Infocad.FM platform is very wide: every Company or Public Administration which have to manage buildings, assets, plants, equipment, external areas.

#### Market segment:

Between our clients there are Public Administrations, Hospitals, Airports, Train stations, Malls, Banks, Universities, Global service, Energy & TLC companies, International Fashion companies.

#### Advantage factor:

Immediate return on investment.

Infocad.FM is the perfect software for managers willing to reduce costs and optimize available resources. A unique environment to manage everything. A unique modular software platform with all informations availables on PC, Smartphone and Tablet. Always updated.

#### Commercial challenge:

Infocad.FM has clients who works all over the world but don't has, right now, commercial partners out of Italy. We are building the network.

#### Publications and Customer References:

At the following link some customer references [www.infocad.fm/?pId=49](http://www.infocad.fm/?pId=49).

#### Proposal of cooperation agreement:

Commercial representative, Distribution Agreement.



## S.C.I. S.R.L.

Contrada Torrazze | 95121 Catania CT | Sicily

**Contact:** Salvatore Sesto | CEO

**T:** +39 095 5968766 | scisrl.sesto@legalmail.it | www.scigruppo.com

**Employees:** From 3 to 9 employees

**Turnover:** From 250.000 to 500.000 Euro

**Export:** Less than 75.000 Euro

**Status:** SME



### Project Proposal

## PRICE PLUS

#### **Description of the innovation project:**

PRICE Plus is a model designed to evaluate the costs of constructions. It is aimed at uncovering the congruities and/or the possible technical-economic incongruities of the tender project, for a correct assessment of its feasibility.

Price Plus main objectives are to give a contribute to:

the growth and consolidation of the Institutional Capacities; an efficient preliminary check of the Country's cost budget; the simplification of the infrastructural process thanks to an implemented management of the public works within the construction industry; avoid over and underestimates of the works; minimize the loss of economic resources; support the socio-economic development of the Country.

#### **IP Protection Level:**

The project is currently being implemented, the patent will be recorded when the project will be completed.

#### **State of development:**

Prototype.

#### **Industrial application:**

Contract and public works sector.

#### **Market segment:**

Public administration as stakeholders, Companies, Professionals and Providers.

The commercial value of "PRICE Plus Project" is estimated at about € 2,500,000 for each project. The earning is about 45%.

#### **Advantage factor:**

The ability to estimate the works' congruous costs allows: a greater awareness of the final cost to bear; a greater understanding of the development potentialities in all the different areas of the Country with a possible reduction of Regional disparities; the possibility of investing on welfare sectors (e.g. social housing, etc.); a higher employment in the construction industry.

#### **Commercial challenge:**

In the world market it was conducted a freedom operating analysis from which it emerged that there are no direct competitors. Therefore, the realization of the project and its marketing will increase the company's value through the grant of licenses.

#### **Publications and Customer References:**

It is currently being finalized the contract with Road Infrastructure Agency of Bulgaria.

#### **Proposal of cooperation agreement:**

Know how transfer, Venture capital financing, Licensing, Distribution Agreement, Sub-contracting Agreement.

## SADAS SRL

via Napoli 125 | 80013 Casalnuovo di Napoli NA | Campania

**Contact:** Roberto Goglia | CEO

**T:** +39 081 8427112 | [info@sadasdb.com](mailto:info@sadasdb.com) | [www.sadasdb.com](http://www.sadasdb.com)

**Employees:** From 20 to 49 employees

**Turnover:** From 2.5 to 5 million Euro

**Export:** Less than 75.000 Euro

**Status:** SME



### Project Proposal

## A UNIQUE AND INNOVATIVE BIG DATA TECHNOLOGY TO INVEST IN

### Description of the innovation project:

SADAS created "Sadas Suite": a trio of fully integrated software solutions ideal for the comprehensive management of a company's data, from extraction and analysis to documentation and reporting. Sadas Suite includes:

1. Sadas Engine: a columnar DBMS for DWH able to store and manage huge quantities of data, with exceptional performances during the phases of both ETL and inquiry (from 10 to 100 times faster than traditional DBs);
2. Sadas BI: a Business Intelligence software to create management dashboards and corporate reporting documents;
3. Sadas Web: a web interface to access and query any size of archives on any database.

Sadas Suite is a one-stop shop that allows to create powerful applications. Running on off-the-shelf hardware, there is no need for expensive appliances or third party licenses, in this way SADAS can keep the TCO very low.

SADAS created the suite in its R&D lab and has full ownership of the technology and all the applications developed on top of it. All Sadas solutions are available both on premises and in cloud.

### IP Protection Level:

No patent as yet.

### State of development:

Product

### Industrial application:

SADAS's revolutionary DBMS meets companies' needs in their daily activities of sourcing, analyzing and managing their data. It is very efficient in all ETL activities and compatible with any DWH environment, thus easy to integrate. Thanks to the quick setup process, companies save time, allowing for better design & analysis. Management and maintenance costs are reduced and no DBA interventions are needed. Moreover, its front-end for dashboard & reporting works out-of-the-box.

### Market segment:

SADAS solutions are suitable for all markets, but the organizations that benefit the most from Sadas technology are those that have to manage huge quantities of data.

### Advantage factor:

Sadas Suite is the ONLY commercial solution based on a truly columnar DBMS, completely designed, engineered and maintained by SADAS. SADAS developed and implemented unique features for its technology, allowing the development of more efficient solutions otherwise impossible to create, and at a much cheaper price than with competitors' technology.

### Commercial challenge:

SADAS has developed its own unique technology able to manage enormous volumes of data, perfect for Big Data analytics and IoT. Given the success reached by SADAS solutions in Italy, SADAS now wants to spread its technology also abroad. The peculiarities of Sadas technology make the development and sales life-cycles very quick, allowing in this way a quick ROI as well. SADAS has defined a business plan that envisages the company's expansion abroad. The funding requested in the business plan is for the following: marketing activities, channel development and management, new staff, customer support and both establishment and future growth of the foreign offices/branches to guarantee the sustainability of the desired company's development.

### Publications and Customer References:

Albano, De Rosa, Goglia, Minei, Dumitrescu. "Another example of a DWH System Based on Trasposed Files", Munich, D, 2006; Albano, De Rosa, Goglia, Minei, Dumitrescu. "Star Query Plans in SADAS" I, 2006 A. Albano "An innovative Column-Oriented DBMS for BI Applications", Univ. of Pisa, I, 2007.

Customer references in Italy: Gr. B. Pop. MI, Gr. BPER, Gr. B. ICCREA, BNP/Paribas-IFITALIA, Banca UBAE, RAI, SEC Servizi, Alba Leasing, Gruppo B.pop. SO, Gruppo Raiffeisen, CartaSI, MPS, Sara, UniCredit.

### Proposal of cooperation agreement:

Venture capital financing.

## SADAS SRL

via Napoli 125 | 80013 Casalnuovo di Napoli NA | Campania

**Contact:** Roberto Goglia | CEO

**T:** +39 081 8427112 | info@sadasdb.com | www.sadasdb.com

**Employees:** From 20 to 49 employees

**Turnover:** From 2.5 to 5 million Euro

**Export:** Less than 75.000 Euro

**Status:** SME



### Project Proposal

## SELLING A GLOBAL BIG DATA TECHNOLOGY

### Description of the innovation project:

SADAS created "Sadas Suite": a trio of fully integrated software solutions ideal for the comprehensive management of a company's data, from extraction and analysis to documentation and reporting. Sadas Suite includes:

1. Sadas Engine: a columnar DBMS for DWH able to store and manage huge quantities of data, with exceptional performances during the phases of both ETL and inquiry (from 10 to 100 times faster than traditional DBs);
2. Sadas BI: a Business Intelligence software to create management dashboards and corporate reporting documents;
3. Sadas Web: a web interface to access and query any size of archives on any database.

Sadas Suite is a one-stop shop that allows to create powerful applications. Running on off-the-shelf hardware, there is no need for expensive appliances or third party licenses, in this way SADAS can keep the TCO very low.

SADAS created the suite in its R&D lab and has full ownership of the technology and all the applications developed on top of it. All Sadas solutions are available both on premises and in cloud.

### IP Protection Level:

No patent as yet.

### State of development:

Product.

### Industrial application:

SADAS's revolutionary DBMS meets companies' needs in their daily activities of sourcing, analyzing and managing their data. It is very efficient in all ETL activities and compatible with any DWH environment, thus easy to integrate. Thanks to the quick setup process, companies save time, allowing for better design & analysis. Management and maintenance costs are reduced and no DBA interventions are needed. Moreover, its front-end for dashboard & reporting works out-of-the-box.

### Market segment:

SADAS solutions are suitable for all markets, but the organizations that benefit the most from Sadas technology are those that have to manage huge quantities of data.

### Advantage factor:

Sadas Suite is the ONLY commercial solution based on a truly columnar DBMS, completely designed, engineered and maintained by SADAS. SADAS developed and implemented unique features for its technology, allowing the development of more efficient solutions otherwise impossible to create, and at a much cheaper price than with competitors' technology.

### Commercial challenge:

SADAS has developed its own unique technology able to manage enormous volumes of data, perfect for Big Data analytics and IoT. Given the success reached by Sadas solutions in Italy, SADAS now wants to spread its technology also abroad. As explained above, SADAS can sell its solutions at very competitive prices. This allows resellers to consistently increase end-user prices for SADAS's products. In this way, not only do resellers have higher profit margins, but also customers can afford the technology they need and its maintenance at reasonable prices.

### Publications and Customer References:

Albano, De Rosa, Goglia, Minei, Dumitrescu. "Another example of a Data Warehouse System Based on Trasposed Files - Proceedings of the international Conference on Extending Database Technology", Munich, D, 2006; Albano, De Rosa, Goglia, Minei, Dumitrescu. "Star Query Plans in SADAS: A Data Warehouse system based on trasposed files - Proceedings of the Fourteenth Italian Symposium on Advanced Database Systems", I, 2006 A. Albano "An innovative Column-Oriented DBMS for Business Intelligence Applications", Univ. of Pisa, I, 2007.

Customer references in Italy: Gr. B. Pop. MI, Gr. BPER, Gr. B. ICCREA, BNP/Paribas-IFITALIA, Banca UBAE, RAI, SEC Servizi, Alba Leasing, Gruppo B.pop. SO, Gruppo Raiffeisen, CartaSI, MPS, Sara, UniCredit.

### Proposal of cooperation agreement:

Distribution Agreement.

# SMARTISLAND GROUP SRL

Via Giovanni Meli, 11 | 93015 Niscemi CL | Sicily

**Contact:** Maria Luisa Cinquerrui | CEO

**T:** +39 388 3692718 | [cinquerrui@smartisland.it](mailto:cinquerrui@smartisland.it) | <http://smartisland.info/it/homepage>



smartisland

**Employees:** From 3 to 9 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Start-up

## Project Proposal SMART FARM

### Description of the innovation project:

Smart Farm is a cloud-based software of artificial intelligence for Precision Agriculture with sensors, which predict parasites attacks, product maturity and eventual anomalies during production cycles.

Moreover, it provides information about the yields, fert-irrigation status and financial performances of the firm.

### IP Protection Level:

Patent procedure is ongoing.

### State of development:

Product.

### Industrial application:

Food & Beverage.

### Market segment:

Agriculture.

### Advantage factor:

Smart Farm will give benefits in PROFITABILITY, ENERGY EFFICIENCY and FOOD SAFETY.

### Commercial challenge:

Big data, rete IoT.

### Publications and Customer References:

Tesi di Laurea: Bioscanner, sistema di riconoscimento biometrico alimentare.

### Proposal of cooperation agreement:

Venture capital financing, Distribution Agreement, Sub-contracting Agreement.

**SMARTITALIA  
SOCIETÀ A RESPONSABILITÀ  
LIMITATA SEMPLIFICATA**

Via Cervignano 29 | 95129 Catania CT | Sicily

**Contact:** Antonio Giuseppe Latora | Manager

**T:** +39 339 2992920 | [contact@smartitalia.eu](mailto:contact@smartitalia.eu) | [www.smartitalia.eu](http://www.smartitalia.eu)

**Employees:** Single user

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Start-up



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Innovative & Smart Solutions

**Project Proposal**

**NEXERG: ENERGY INDUSTRY MARKETPLACE.**

**Description of the innovation project:**

The Nexerg project will introduce a disruptive innovation in the business relationships among energy industry's stakeholders, exponentially and globally increasing the free exchange of energy industry's assets and services also collecting and selling big data arising from the free relationship increased.

**IP Protection Level:**

The Nexerg intellectual property rights will be protected by international trademark registration on WIPO standards.

**State of development:**

Product.

**Industrial application:**

The Nexerg multi-sided platform will be the first global marketplace directly connecting buyers and sellers operating in any field of the energy industry, allowing the free exchange of: renewable source power plants; traditional source power plants; power plant's components and services; generation - transmission - distribution - energy companies and related components and services; green - white - black energy certificates; other energy industry's assets and services.

**Market segment:**

Three different customer segments: A) Non-paying customers wishing to sell and/or buy energy industry's assets and services; B) Paying customers wishing to advertise their energy industry's assets and services on the Nexerg marketplace; C) Paying customers wishing to buy big data to monitor the market for energy industry's assets and services.

**Advantage factor:**

The Nexerg project will carry out a new business model based on a multi-sided platform - free of charge and easy to use - which will remove all forms of brokerage and market entry barriers in the business relationships among the energy industry's stakeholders.

**Commercial challenge:**

As a result of the new multi-sided business model, revenues will be: 1) Null for the This proposal customer segment A; 2) Deriving from advertising for the customer segment B; 3) Deriving from big data sell for the customer segment C. Moreover, the Nexerg project will have a global dimension and will use massively the professional social networks' digital marketing tools.

**Publications and Customer References:**

[www.nexerg.com](http://www.nexerg.com).

**Proposal of cooperation agreement:**

Commercial representative, Venture capital financing, Distribution Agreement.

# SMARTS S.R.L.

Via Figurella 2A | 89135 Reggio Calabria RC | Calabria

**Contact:** Silverio Carlo Spinella | CEO

**T:** +39 392 2066263 | info@smarts-srl.com | www.smarts-srl.com

**Employees:** From 3 to 9 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Spin-off



## Project Proposal BEMYTESTER

### Description of the innovation project:

BeMyTester is a test and monitoring system to access the Quality of Experience and Service on mobile broadband. It has been designed to monitor and collect network KPIs in crowdsourcing mode directly with android commercial mobiles, without additional hardware needed. BeMyTester can be configured for network wide passive monitoring and active testing on a grand scale.

### IP Protection Level:

BeMyTester software has been registered at S.I.A.E., registration number 010806, 08-07-2016.

### State of development:

Product.

### Industrial application:

Telecommunications and Marketing.

### Market segment:

The target market is the B2B telecommunications sector, aimed at traditional and virtual mobile operators, and in general to all Telco operators engaged in the activities of network optimization. The market value is estimated in the order of a few million Euros.

### Advantage factor:

BeMyTester allows to: (i) recover the "user perspective" in the process of network performance analysis (by exploiting the users' distribution over the territory) and (ii) to implement only targeted traditional optimization activities, otherwise almost impossible to achieve on a large scale.

### Commercial challenge:

(i) Cost reduction in activity of Radio Network Investigation (RNI), Radio Network Optimization (RNO) and Operation & Maintenance (O&M), (ii) improvement of network performance by evaluating just the Quality of Experience, (iii) crowdsourcing scalable solution, (iv) marketing interview, (v) deterministic reports geo-referenced rather than statistical in nature (vi) indicator of business continuity for all Telco companies, including those which do not possess in-house service for RNI and RNO.

### Publications and Customer References:

"Performance of smartphone experience", Ericsson, 2013; "Ericsson launches smartphone network optimization", Ericsson, 2012.

### Proposal of cooperation agreement:

Commercial representative, Venture capital financing, Licensing, Distribution Agreement, Sub-contracting Agreement, Joint Venture Agreement.

## SMARTS S.R.L.

Via Figurella 2A | 89135 Reggio Calabria RC | Calabria

**Contact:** Silverio Carlo Spinella | CEO

**T:** +39 392 2066263 | info@smarts-srl.com | www.smarts-srl.com

**Employees:** From 3 to 9 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Spin-off



### Project Proposal SMART AGENT

#### Description of the innovation project:

Smart Agent is a technical platform which is designed and implemented on a mobile APP architecture for QoE (Quality of Experience) Monitoring and Testing activities carried out by mobile telco operators (or mobile virtual network operators). Smart Agent solution aims at measuring key network parameters and can also be used as Customer Care Troubleshooting feature.

#### IP Protection Level:

Smart Agent software has been registered at S.I.A.E., registration numbers 010807 and 010808, 08-07-2016.

#### State of development:

Product.

#### Industrial application:

Telecommunications.

#### Market segment:

The target market is the B2B telecommunications sector, aimed at traditional and virtual mobile operators, and in general to all Telco operators engaged in the activities of Radio Network Investigation, Radio Network Optimization and Operation & Maintenance. The market value is estimated in the order of a few million Euros.

#### Advantage factor:

Smart Agent allows to: (i) recover the "user perspective" in the process of network performance analysis (by exploiting the distribution of technical employees over the territory) and (ii) to implement only targeted traditional optimization activities, otherwise almost impossible to achieve on a large scale.

#### Commercial challenge:

(i) Cost reduction in activity of Radio Network Investigation (RNI), Radio Network Optimization (RNO) and Operation & Maintenance (O&M), (ii) improvement of network performance by evaluating just the QoE of some company technical employees, (iii) deterministic reports geo-referenced rather than statistical in nature, (iv) indicator of business continuity for all Telco companies, including those which do not possess in-house service for RNI and RNO.

#### Publications and Customer References:

"Performance of smartphone experience", Ericsson, 2013; "Ericsson launches smartphone network optimization", Ericsson, 2012.

#### Proposal of cooperation agreement:

Commercial representative, Venture capital financing, Licensing, Distribution Agreement, Sub-contracting Agreement, Joint Venture Agreement.

# SMS ENGINEERING

Via Fienile 1 | 80013 Casalnuovo NA | Campania

**Contact:** Massimiliano Canestro | Vice President

**T:** +39 081 0155611 | m.canestro@smsengineering.it | www.smsengineering.it

**Employees:** From 20 to 49 employees

**Turnover:** From 2.5 to 5 million Euro

**Export:** Less than 75.000 Euro

**Status:** SME



## Project Proposal MYWMS JIS

### Description of the innovation project:

MyWMS JIS is the Warehouse Management System solution that manages in an efficient and integrated way the flow of goods, supported by portable devices, barcodes and RF and RFID systems. The JIS feature guarantees the full synchronization of material flows between the internal production and the warehouses in subservience to the production, having full traceability. It allows a continuous improvement and ensures that inward and outward processes are performed in the correct order, with the right materials at the right time. The use of 'Just In Sequence mode' allows you to sync the operations, minimizing wastage.

### IP Protection Level:

No patent required for this software.

### State of development:

Product.

### Industrial application:

Automotive, Transport and Logistic.

### Market segment:

myWMS JIS has been developed for companies of all sizes that require optimal saturation of all areas and the discouragement of wastes in the different stages of production / logistics process. It allows to achieve an increase in productivity and high quality standards.

### Advantage factor:

1. Identification systems through the management of the barcode:
2. Data collection through the use of wireless devices.
3. Realtime monitoring of goods handled Control of all warehouse activities
4. Full traceability of products.
5. Optimal management of spaces, thanks to the warehouse mapping
6. Automatic tasks generation and distribution based on rules and priority levels.
7. "Paperless" system: all the operations do not require paper.

### Commercial challenge:

The use of 'Just In Sequence mode' allows to sync the operations, minimizing wastage. Pay per Use or Licencing - Business Model.

### Publications and Customer References:

Operating in a critic economic context, it is crucial be culturally and technologically different. The business challenge is to fulfill the requirements and meet the expectations of customers by providing high-level experts in the industry.

myWMS JIS is installed in FIAT (FCA) and in MASERATI.

### Proposal of cooperation agreement:

Commercial representative, Know how transfer, Venture capital financing, Licencing, Distribution Agreement, Sub-contracting Agreement.



# SMS ENGINEERING

Via Fienile 1 | 80013 Casalnuovo NA | Campania

**Contact:** Massimiliano Canestro | Vice President

**T:** +39 081 0155611 | m.canestro@smsengineering.it | www.smsengineering.it



**Employees:** From 20 to 49 employees

**Turnover:** From 2.5 to 5 million Euro

**Export:** Less than 75.000 Euro

**Status:** SME

## Project Proposal

### AQUIS

#### Description of the innovation project:

AQUIS (Aviation Quality Improvement System) is a non-conformity management system software solution, a WebApplication based on a "Group Work Site" model, completely based on Microsoft Technology. Framework Net Foundation 4.0 and Windows Sharepoint 4.0 (WSF). The Non Conformities handled by the system are: Material NC, Process Technology and Organizational NC, System NC. The business areas involved, both in design and in using the system, are: Quality, Engineering, Programming, Production. Since the system is completely customizable, adding / removing areas, CN, users, workflows, etc. is extremely simple and enforceable by the user.

#### IP Protection Level:

No patent required for this software.

#### State of development:

Product.

#### Industrial application:

The target of this solution is Medium/Large Company of Engineering and Production in the Aerospace Industry. Being a modular and web solution, it can also be adopted by an SME, enabling it to compete with top-level companies.

#### Market segment:

AQUIS responds to international standards and allows companies that adopt it to be compliance with the stringent requirements in order to be accredited as first-tier suppliers of the most important international players in the aerospace industry (Bombardier, Boeing, Alenia etc.).

#### Advantage factor:

The treatment of NC is frequently done in a differentiated manner and not integrated within different enterprise systems, with the risk of making dispersive and inefficient the management of non-compliance, as well as impossible a data tracking and analysis.

#### Commercial challenge:

AQUIS is a multi company, multi-plant and multi language Web Application that has the peculiarity of involving the whole value chain in the management of nonconformities (NC), from supplier up to customer. Pay per Use or Licencing Business Model.

#### Publications and Customer References:

Seal of Excellence from Horizon 2020.

#### Proposal of cooperation agreement:

Commercial representative, Know how transfer, Venture capital financing, Licencing, Distribution Agreement, Sub-contracting Agreement.

## STUDI WEB S.R.L.

C.da Monopoli, 3 | 70013 Castellana Grotte BA | Apulia

**Contact:** Giuseppe Trisolini | CEO

**T:** +39 080 4964241 | marketing@studiweb.it | www.studiweb.it

**Employees:** from 10 to 19 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** From 75.000 to 250.000 Euro

**Status:** SME



### Project Proposal

## TOURMAKE & VIEWMAKE

### IP protection level: no registered patent:

Description: Tourmake is an independent tool for creating virtual tours with interactive contents. This stimulates user interaction and increases business visibility, also thanks to an immersive experience. Tourmake is web-based and can be explored with the latest VR visors.

### State of development:

Product.

### Market segment:

The product is applicable to all product categories: from SMEs to international companies, from public spheres to private ones.

Advantage factor: Tourmake has a strong visual impact. This makes it attractive and desired for marketing actions of any business. It uses 360° technology and is in 5 languages, it's responsive and uses an independent programming language. This opens new business opportunities also for museums, real estates, ships, and private events.

Commercial challenge: Our solid organizational structure, constantly updated, allows us to maintain leadership in the field of VR and the market value of our products are based on that. The market value of our products are based on solid foundations and the creation of new tools has greater value compared to competitors. This causes a significant reorientation in consumer preferences and therefore a greater growth to its rivals.

### Publication and customer references:

In the recent past we have worked with leading agencies and companies to realize special and custom projects as:

[www.myfordtennis.it](http://www.myfordtennis.it);

<https://tourmake.it/it/tour/d031cd96c364d732b41b70c78ff2fa05>;

<http://fcamelfiplant.jeep-official.it/>;

[www.tourmake.it/topviewskicortina](http://www.tourmake.it/topviewskicortina);

<http://supermercatodelfuturo.e-coop.it>;

<http://jeepview.uy>;

<http://www.tourmake.it/en/blog/read/157/46-edizioni-di-santarcangelo-festival-in-un-tour>;

<https://tourmake.it/topviewsuperski>.

### Proposal of cooperation agreement:

Commercial representative; Venture capital financing; Distribution Agreement.

# TECHLAB WORKS S.A.S.

via Beato Angelico, 2 | 95039 Trecastagni CT | Sicily

**Contact:** Fabrizio Garufi | Project Manager

**T:** +39 095 0942976 | info@techlabworks.com | www.techlabworks.com

**Employees:** From 3 to 9 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** Less than 75.000 Euro

**Status:** SME



## Project Proposal ENDOSTATION

### Description of the innovation project:

The EndoStation™ is a medical workstation that represents the ideal tool to acquire and manage the 4K and 3D video streams coming from surgical video devices and to distribute them through IP streaming. It allows you to capture, store and edit pictures and video derived from the systems used in diagnostic imaging departments or in the operating room.

### IP Protection Level:

Patented.

### State of development:

Product.

### Industrial application:

Electromedical Device.

### Market segment:

Medical Market.

### Advantage factor:

Management of high resolution and 3D video with simple input commands.

### Commercial challenge:

The commercial success of EndoStation will be determined by the three main stakeholders of market access: distributors, hospital managers and physician.

The increasing of the quality and of the efficiency of the diagnostic or surgical procedure will undoubtedly be attractive to physicians and many hospital managers could appreciate the potential cost saving obtained by using EndoStation. Found the right distributors could be the key strategy for an excellent commercial result.

### Publications and Customer References:

Principal Customers:

1. Istituto Ortopedico Rizzoli - Bologna.
2. Istituto Gaslini - Genova.

### Proposal of cooperation agreement:

Distribution Agreement.

# TECNOSYS ITALIA SRL

Contrada Gentilomo s.n. | 94100 Enna EN | Sicily

**Contact:** Antonino Palma | President

**T:** +39 093 5533817 | [amministrazione@tecnosysitalia.it](mailto:amministrazione@tecnosysitalia.it) | [www.tecnosysitalia.it](http://www.tecnosysitalia.it)

**Employees:** From 20 to 49 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** Less than 75.000 Euro

**Status:** SME



## Project Proposal EW-DEVELOP

### **Description of the innovation project:**

Ew-Develop is an highly versatile solution that uses an abstract and visual language, with objects and tools related to specific function.

It enables users to develop applications in different programming languages, by simply selecting the templates which will generate the code, overtaking the hurdle to be bound to a single language or a specific technology.

The generated software will be object oriented, web native, compatible with mobile device and cloud computing technology, coherent with the new technologies (internet of things, geolocation ...) and with the most actual paradigms of software engineering.

### **IP Protection Level:**

No patent as yet.

### **State of development:**

Prototype.

### **Industrial application:**

Software development.

### **Market segment:**

Software houses, service providers, practitioners, freelance, consultants, SME, large private and public companies that need to have tools to build reliables, stable and high-performance applications in easy way.

### **Advantage factor:**

The generated software will be object oriented, web native, compatible with mobile device and cloud computing technology, coherent with the new technologies (software predictive analysis, big data, internet of things, cloud, geolocation ...) and with the most actual paradigms of software engineering.

### **Commercial challenge:**

With this solution it is possible easily develop custom applications without having to go to highly qualified personnel, reducing radically the production costs and obtaining competitive advantages both technologically and economically. Other competitive element is the optimization of staff management through the use of teleworking jobs.

### **Publications and Customer References:**

The solution architecture and the new philosophy of development also enable the cloud sharing of the development environment and all applications is achievable by our company or by third parties, fostering the integration by all those partners who will use the development tool, thus creating a "Community".

### **Proposal of cooperation agreement:**

Commercial representative, Know how transfer, IPR assignment, Venture capital financing, Licensing, Distribution Agreement, Sub-contracting Agreement.

# TECNOSYS ITALIA SRL

Contrada Gentilomo s.n. | 94100 Enna EN | Sicily

**Contact:** Antonino Palma | President

**T:** +39 093 5533817 | [amministrazione@tecnosysitalia.it](mailto:amministrazione@tecnosysitalia.it) | [www.tecnosysitalia.it](http://www.tecnosysitalia.it)

**Employees:** From 20 to 49 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** Less than 75.000 Euro

**Status:** SME



## Project Proposal

### E-WORKING

#### Description of the innovation project:

e-Working<sup>®</sup> is an application platform made up of several modules. Each module performs a precise task which is interconnected to the others which is very clear and transparent. By using the most innovative instruments of telematic and computer science, this system can manage the flowing, recording optical filing of documents. e-Working can optimise the whole organisational and procedural structure of administrative activities. It offers an efficient public relation service, warrant a safe link to both internal and external structures, and give information to the users in a quick, simple way, via virtual means (web sites, portals, wap, gms, sms services) or real terminals.

#### IP Protection Level:

Registered trademark.

#### State of development:

Product.

#### Industrial application:

Service companies, public companies.

#### Industrial application

Market segment:

- Central Administration
- Presidency Of The Council Of Ministers
- Regional, Provincial And Municipal Administrations
- Institutions And Enterprises Of Public Housing
- Banks And Foundations
- Union (Farmers' Union)
- University
- Professional Studies
- Pmi

Project implementation from € 10.000,00 to 500.000,00.

#### Advantage factor:

e-Working<sup>®</sup>, could provide a new standard in integrated solutions for the management of administrative procedures, the management of the workflow and document repository. e-Working<sup>®</sup>, the result of experience gained over many years of activity and the most innovative software engineering techniques, is the suite of Enterprise Resources Planning, composed of a series of programs that manage a range of functional areas in a way totally integrated.

#### Commercial challenge:

The above system can be used for any planned work in public boards or firms, after some work personalising. Actually, through work personalising, each office and operator can perform specific functions to carry out a specific task. The system features a deadline utility that deals with urgent cases, so that all those whose deadline is near will be highlighted.

#### Publications and Customer References:

One of the most interesting example is represented by the Integrated Informative System for Enterprises of Public Housing in Lombardy, for which the Lombardy Region, supported by the Lombardia Informatica SPA, the Bocconi University, the local ALER and other independent consulting company, has selected the platform of Tecnosys Italia S.r.l., among the most common systems engaged in the management of accounting and real estate assets or administrative management.

#### Proposal of cooperation agreement:

Commercial representative, Know how transfer, Venture capital financing, Licensing, Distribution Agreement, Sub-contracting Agreement.

# TOP SYSTEM SCARL

Via Emedocle 68/70 | 93017 San Cataldo CL | Sicily

**Contact:** Angelo Maurizio Amico | CEO

**T:** +39 0934 569288 | marketing@mithos.it | www.easyschoolsrl.com



**Employees:** From 3 to 9 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** From 250.000 to 750.000 Euro

**Status:** SME

## Project Proposal EASYSCHOOLNET 16

### Description of the innovation project:

Top System developed a software that turned informatic laboratories into Professional Language laboratories, by using standard PC or tablet.

Thanks to a lot of additional applications and features, such as Exam Module, with multimedial tests and different kinds of exams, or DVR module, a multimedial language recorder that can compare the student pronunciation with the mother-tongue one, and AV modules to send external sources to different groups into a single class or to an entire School, Easy School Net became a strong educational software able to replace a very expensive Hardware Language Laboratory.

Easy School Software is also a management and control system able to monitor and to manage different computers or tablet by using a main one.

### IP Protection Level:

Brand and Logo registered. Patent in registration phase.

### State of development:

Product.

### Industrial application:

Multimedial Educational Net, Language Laboratories for Schools and Universities, Public or Private training institutions.

### Market segment:

Government Agencies, private Agencies, Schools of all levels, public or private universities, training institutions.

### Advantage factor:

No Hardware needed, very high quality of Audio and Video in real time in each computer or tablet, possibility to create a language laboratory via Wi-fi.

### Commercial challenge:

Very high margin for distributors and agents and no need of advantage money.

### Publications and Customer References:

Since 1998 attended the main Exhibitions in the World of IT and educational area such as:

- SMAU: Milan
- CEBIT: Hannover, Germany
- BETT: London
- WordDidac: Basel, Switzerland
- WordDidac ASIA: Bangkok, Thailand
- GESS: Dubai, United Arab Emirates
- GESS: Mexico
- WordDidac: Astana, Kazakistan
- Feria de Educacio: CHILE
- EDU Trendy: Warsaw, Poland
- INADIDAC : Jakarta, Indonesia
- Interdidac: LISBONA, Portugal
- GEFF: AMMAN, Jordan
- BETT Meddel East
- ABU DABI United Arab Emirates

### Proposal of cooperation agreement:

Commercial representative, Know how transfer, Distribution Agreement, Sub-contracting Agreement.

# UNIVERSITÀ MEDITERRANEA DI REGGIO CALABRIA

Salita Melissari | 89124 Reggio Calabria RC | Calabria

**Contact:** Domenico Ursino | Associate Professor  
**T:** +39 0965 1692235 | ursino@unirc.it | www.unirc.it

**Employees:** More than 499 employees

**Turnover:** More than 25 million Euro

**Export:** From 2.5 to 5 million Euro

**Status:** University



## Project Proposal

### SMILE4DYS: AN APP FOR SUPPORTING DYSLEXIC KIDS AND TEENS IN THEIR LEARNING ACTIVITIES

#### Description of the innovation project:

Dyslexia is a disorder belonging to the category of Specific Learning Disorders. Its main manifestation consists in the difficulty of dyslexic subjects to read quickly and correctly, and to process and understand what they read. Smile4DYS is an app developed by means of the User Experience Design (UXD) technique and with the support of an expert of the application of UXD for dyslexic people. It aims at helping dyslexic kids and teens to learn by playing. The learning process underlying Smile4DYS is based on the "island of treasure" metaphor. The island has six "points of interest", each associated with a different game level. The "treasure seeker" is a character of fantasy called "Dyxi". When all the six levels have been successfully faced, the seeker reaches the treasure. Smile for DYS stores the history of the player in such a way that she/he cannot play the game of a level before successfully winning all the games of the previous levels.

#### IP Protection Level:

No patent as yet.

#### State of development:

Prototype.

#### Industrial application:

App for learning, app for playing, app for curing learning disorders.

#### Market segment:

Dyslexia is a common disorder, as confirmed by recent analyses. It is estimated that about 10% of kids/teens is dyslexic. Therefore, the potential market dimension of Smile4DYS is really massive. Indeed, it consists of hundreds of thousands of potential users in Italy and hundreds of millions of potential users in the world. Smile4DYS could be sold, through the classical app stores, at very low prices (for instance, 2 euros or 2 US dollars) and, in any case, it would generate huge gains. In fact, the costs for realizing our app are limited. They mainly regard the app customization for the different languages (in fact, it is not sufficient a simple translation; all games present in the app should be modified for each language since hyphenation is a key element in games for dyslexic people). Other costs would regard the system development and the rent of cloud space to host the server component of Smile4DYS.

#### Advantage factor:

The main advantage factor of Smile4SYS regards the fact that this app was designed and realized by applying the User Experience Design (UXD) technique and with the support of an expert of the application of UXD to dyslexic people. Interestingly, this expert is dyslexic too. Thanks to the adoption of UXD, most of the games available in Smile4SYS were tested, modified and, even, suggested by dyslexic kids and teens.

#### Commercial challenge:

In the market there are various software systems to support dyslexic kids and teens in their learning activities. Some of them also provide a version for mobile devices. However, Smile4DYS represents an absolute novelty since:

1. it was designed and realized by means of the UXD technique and with the support of an expert of the application of UXD technique to dyslexic people, who is dyslexic herself;
2. it does not provide a unique game (as it generally happens for existing competing systems); by contrast, it provides a wide range of games, organized in levels;
3. it is a real gaming platform for dyslexic kids and teens, since it stores information about all users and their past history in accessing it. Furthermore, it allows a user to access the games of a given level if and only if she/he has successfully terminated all the games of the previous levels.

All these features are not simultaneously present in any of the apps for dyslexic people currently in circulation.

#### Publications and Customer References:

Some statistics about the diffusion of dyslexia among people can be found in the following web site: [www.austin-learning.com/blog/38-dyslexia-facts-and-statistics.html](http://www.austin-learning.com/blog/38-dyslexia-facts-and-statistics.html).

#### Proposal of cooperation agreement:

Know how transfer, Venture capital financing, Licensing, Joint Venture Agreement.

# UNIVERSITÀ MEDITERRANEA DI REGGIO CALABRIA

via Salita Melissari s.n.c. | 89122 Reggio Calabria RC | Calabria

**Contact:** Francesco Buccafurri | Full professor

**T:** +39 0965 1693302 | [bucca@unirc.it](mailto:bucca@unirc.it) | <http://www.infolab.unirc.it/sts/>

**Employees:** From 100 to 499 employees

**Turnover:** Turnover not noticeable - Innovative start-up founded in the last year

**Export:** Less than 75.000 Euro

**Status:** University



## Project Proposal

### AN ALTERNATIVE TO BLOCKCHAIN USING TWITTER

#### Description of the innovation project:

Despite the rapid growth of interest of both researchers and companies in Blockchain for all possible applications, it is well-known that the protocol (even in the 2.0 version) has some weaknesses. We propose an alternate public ledger that, instead of the P2P network and the protocol of Blockchain, leverages the popular social network Twitter, by building a meshed chain of tweets to ensure transaction security. Importantly, Twitter does not play neither the role of trusted third party nor the role of ledger provider. From a conceptual point of view, the protocol is fully decentralized as in Blockchain, but the weaknesses above mentioned are overcome.

#### IP Protection Level:

No patent as yet.

#### State of development:

Model.

#### Industrial application:

IT companies.

#### Market segment:

financial, transportation, IoT, logistics, egov, smart cities.

#### Advantage factor:

At the moment, what is limiting the diffusion of blockchain-based applications is (1) the computational cost of the PoW, (2) the fact that users have to enter in a P2P network, (3) the pseudo-anonymity of transactions/smart contracts (in many cases we have to trust and authorize the involved actors). Our Twitter-based solution overcame all the above drawbacks.

#### Commercial challenge:

development of solutions with built-in trustworthiness and open verifiability.

#### Publications and Customer References:

An alternative to Blockchain using Twitter: Tweetchain - submitted for publication in the Proceedings of the 3rd International Conference on Information Systems Security and Privacy (ICISSP 2017).

#### Proposal of cooperation agreement:

Know how transfer, Venture capital financing.



# UNIVERSITÀ MEDITERRANEA DI REGGIO CALABRIA

via Salita Melissari s.n.c. | 89122 Reggio Calabria RC | Calabria

**Contact:** Francesco Buccafurri | Full professor

**T:** +39 0965 1693302 | bucca@unirc.it | <http://www.infolab.unirc.it/sts/>

**Employees:** From 100 to 499 employees

**Turnover:** Turnover not noticeable - Innovative start-up founded in the last year

**Export:** Less than 75.000 Euro

**Status:** University



## Project Proposal

### FINE-GRAINED ACCESS CONTROL OF TWITTER APPLICATIONS

#### Description of the innovation project:

One of the problems that can limit the diffusion of social network applications is the lack of fine-grained control when an application use the APIs of a social network to access a profile. In Twitter, the access control policy is on/off, so that if a (third party) application needs the right to write in a user profile, the user is enforced to grant this right with no restriction in the entire profile.

This enables a large set of security threats and can make users reluctant to run these applications. We propose an effective solution working for Android Twitter applications based on a middleware approach.

#### IP Protection Level:

No patent as yet.

#### State of development:

Model.

#### Industrial application:

Mobile Apps, Cyber Security.

#### Market segment:

mobile end-users.

#### Advantage factor:

At the moment, Twitter-based applications have only on/off fully access to the owner's profile. This is a privacy/security vulnerability. Our system overcomes this drawback, thus enabling a larger diffusion of Twitter-based applications among security/privacy aware people.

#### Commercial challenge:

security and privacy features are becoming more and more relevant and represent an added value from a commercial point of view.

#### Publications and Customer References:

Buccafurri, F., Lax, G., Nicolazzo, S., & Nocera, A. (2016). A middleware to allow fine-grained access control of twitter applications. In Proceedings of the international conference on mobile, secure and programmable networking (MSPN'2016).

#### Proposal of cooperation agreement:

Know how transfer, Venture capital financing.

## XENIA PROGETTI SRL

Via Acicastello, 71 | 95021 Aci Castello CT | Sicily

**Contact:** Giuseppe Sorbello | President

**T:** +39 095 885546 | info@xeniaprogetti.it | www.xeniaprogetti.it

**Employees:** From 50 to 99 employees

**Turnover:** From 5 to 15 million Euro

**Export:** From 2.5 to 5 million Euro

**Status:** SME



### Project Proposal

## SATELLITE EMERGENCY ASSISTANCE FOR MEDITERRANEAN REGION

### Description of the innovation project:

The system provides a first medical aid remote support to people that are on seagoing ships, offshore platforms, etc. especially in those cases where health personnel is not present on board. It can provide a first level remote diagnosis in emergency situations in case of accidents, health problems or illness that occurred to people in areas with no medical support. The system includes a set of biomedical sensors, able to detect vital parameters, capable to transmit collected data to a centralized medical service that receives and handles emergency calls.

### IP Protection Level:

No patent as yet.

### State of development:

Prototype.

### Industrial application:

The project application domain analyzes and focuses on the particular needs of boats in the Mediterranean area, where in many cases the presence of medical personnel on board is not guaranteed and / or in any case is not justified the presence of a physician whose experience and expertise can instead be made available in appropriate centers of excellence that can provide their services to a wider community.

### Market segment:

About 3,500 fishing boats of over 10 tons dimensions are present in Italy, and large cruise ships and offshore platforms that initially represent the reference potential market (source: UNIMAR, Atlas of Italian fishing boats). If we consider the number of vessels in the Mediterranean sea we will have a very large number of potential users.

### Advantage factor:

The system introduces an innovative service not currently available for these specific vessels types. Even where medical assistance is present, as example in large cruise ships or offshore platforms, SEA MED system provides the availability of an additional service that allows a medical-specialist structure to provide remote consultation also with expert support on different medical and surgical issues.

### Commercial challenge:

The assumptions for the assessment of impact of the project consider the relevance and importance of Telemedicine in our society and the huge growth prospects relating to market surveys carried out in international contexts.

### Publications and Customer References:

- International Workshop on Molecular and Nanoscale Communications Capacity analysis for signal propagation in Nanomachine-to-neuron communications ;
- Globecom 2012 - Wireless Networking Symposium - Exploiting timing channel in intra-body sensor networks;
- 2012 9th Annual Conference on Wireless On-Demand Network Systems and Services (WONS);
- Tesi di Laurea Marcello Romeo: Un sistema di misura "indossabile" per il monitoraggio remoto dei parametri vitali nei casi di inf.tuni sul lavoro;
- PhD Thesis - Dott. Salvatore Bellia – Università di Catania, Facoltà di Medicina e Chirurgia - LA TUTELA DELLA SALUTE DEI LAVORATORI MARITTIMI: IL PROGETTO SEAMED.

### Proposal of cooperation agreement:

Commercial representative, Distribution Agreement.

## XENIA PROGETTI SRL

Via Acicastello, 71 | 95021 Aci Castello CT | Sicily

**Contact:** Giuseppe Sorbello | President

**T:** +39 095 885546 | info@xeniaprogetti.it | www.xeniaprogetti.it

**Employees:** From 50 to 99 employees

**Turnover:** From 5 to 15 million Euro

**Export:** From 2.5 to 5 million Euro

**Status:** SME



### Project Proposal

## ASSET MANAGEMENT FOR INDUSTRIAL COMPLEX PLANT

### Description of the innovation project:

AMICO aims to provide a centralized tool that can address and overcome troubles of most of industrial companies regarding plant assets management:

- information database is not always 100% reliable;
- information is usually fragmented;
- changing existing and / or new designs need a step of audit on the field;
- reports about plants conditions is extremely difficult;
- difficulty to access all available information could lead to risks security issues.

### IP Protection Level:

No patent as yet.

### State of development:

There is a system prototype, ready for industry production.

### Industrial application:

Asset Management.

### Market segment:

The System is dedicated to industrial companies who need to manage complex production plants.

### Advantage factor:

The first innovative issue introduced by AMICO is a unified platform for industrial process data storage. The system provides an open interface to all sector systems for data import/export.

A strongly innovative system functionality is the capability to integrate in a unified view different objects and assets of an industrial process, related documents and plants activities flows.

Other advanced function is the automatic generation of new "workflow", produced on results extracts from an "expert system" that analyzes system operators behaviors.

### Commercial challenge:

AMICO allows you to have a significant effect in terms of economic impact on the market (savings, processes streamlining, data centralization, faster decision making); it also allows a more efficient management of industrial processes.

### Publications and Customer References:

ICEIS 2013 AMICO: The Asset Management for Industrial Complex Enterprise.

### Proposal of cooperation agreement:

Commercial representative, Distribution Agreement.



# MECHATRONICS

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# INDUSTRIAL PLANTS CONSULTANTS SRL

Via delle Violette 12 | 70026 Modugno BA | Apulia

**Contact:** Massimiliano Di Febo | Operations Manager

**T:** +39 080 5833101 | [amministrazione@ipc-eng.com](mailto:amministrazione@ipc-eng.com) | [www.ipc-eng.com](http://www.ipc-eng.com)



**Employees:** From 10 to 19 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** From 750.000 to 2.5 million Euro

**Status:** SME

## Project Proposal

### DIGIVALVE

#### Description of the innovation project:

The present tech solution relates to a control valve for industrial applications.

Standard geometry for industrial control valve is vertical and requires a considerable height in perpendicular direction to the relative pipe. In actual control valve the Rangeability is limited.

The proposed solution provides a fluid control system for industrial use with compact and axial geometry. Aimed at facilitating plant pipeline design and devices installation.

Another innovation is to provide a system of flow regulation for industrial use with a fault detection system. Thanks to digital control technology the proposed valve will allow extended rangeability.

#### IP Protection Level:

Patented.

#### State of development:

Prototype.

#### Industrial application:

The digivalve is a control valve for industrial applications, suitable for the regulation of the flows or pressures of fluid, both liquid and gaseous. At the state of the art, the control of the flow is done by throttling of the flow section, obtained by the linear and continuous movement of a plug through devices called actuators, which produces a finite stroke for a corresponding finite variation of signal. The digivalve is constituted by a plurality of valves of different size of smaller footprint and easier installation configured in such a way that all the plugs move in axial direction. Minimizing in this way dimensions of the actual control valves. The digivalve also is able to adapt its characteristic to continue to function under fault condition even after the malfunction of one of its valves.

#### Market segment:

Digivalve is for control valves for industrial applications.

Digivalve has a value between 20.000 and 60.000 euro and potential economic return of 160.000 per year.

#### Advantage factor:

The innovative Digivalve designed by IPC allows to overcome the limitations of the traditional valves and to obtain the following advantages:

- Space saving with complete elimination of the actuators and simplification of plant layout;
- Increased Rangeability of about 10 times compared to traditional valves;
- Significant improvement of the seals;
- Possibility to characterize the link between the control signal and CV of the valve, and without modification of valve design;
- Possibility of self-diagnostics of failures and ability to continue to function under fault condition (fault tolerant system) after generation of appropriate diagnostic signals;
- Increase of dynamic performances and providing customization according to specifications required by the application;
- Possibility to change the dynamic characteristics of the valve without replacement of its components actuating on special pneumatic devices or the management firmware of the valve.

#### Commercial challenge:

Proposed system and solution maybe installed on large number of process plants on new installation and existing plants. The owners of this solutions rights will gain a leading position in the specific industrial market sector.

#### Publications and Customer References:

Patent N. BA2011A000050 deposited in Commercial Chamber of Bari on 29/09/2011.

#### Proposal of cooperation agreement:

Venture capital financing.

# INDUSTRIAL PLANTS CONSULTANTS SRL

Via delle Violette 12 | 70026 Modugno BA | Apulia

**Contact:** Massimiliano Di Febo | Operations Manager

**T:** +39 080 5833101 | [amministrazione@ipc-eng.com](mailto:amministrazione@ipc-eng.com) | [www.ipc-eng.com](http://www.ipc-eng.com) **INDUSTRIAL PLANTS CONSULTANTS**



**Employees:** From 10 to 19 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** From 750.000 to 2.5 million Euro

**Status:** SME

## Project Proposal

### MONITORING SYSTEM

#### Description of the innovation project:

IPC Monitoring system are focused to continuous monitoring and continuous evaluation of the machine performance based on the comparison to performance expected as per OEM. This quantitative performance evaluation approach allows to implement predictive maintenance strategies optimizing schedules of interventions for maximum production and minimum costs.

IPC monitoring system stores in the computer memory the OEM/Tested reference performance. These design/reference data are used as input to machine models embedded in the system and allow to obtain a valid prediction of performance expected in the actual operative condition.

#### IP Protection Level:

The present system integrates subsystem covered by international IPC World patent n° WO2013/005129, US14L32896.

#### State of development:

Prototype.

#### Industrial application:

Process industry (chemical, petrolchemical, power generation).

#### Market segment:

Monitoring system of turbomachinery.

Monitoring System has a value between 80.000 and 120.000 euro and potential economic return of 200.000 per year.

#### Advantage factor:

IPC Monitoring systems are focused to continuous monitoring and a continuous evaluation of the machine performance based on the comparison to Performance expected as per OEM.

New advanced monitoring system embeds sophisticated algorithms for machinery modeling along with hydraulic or thermodynamic calculations based on most recent theories.

IPC monitoring systems have been designed to achieve maximum machinery availability, minimum downtimes and optimization of maintenance activities.

#### Commercial challenge:

Proposed system and solution may be installed on large number of process plants on new installation and existing plants. The owners of this solution rights will gain a leading position in the specific industry market sector.

#### Publications and Customer References:

"PREDICTION OF CENTRIFUGAL COMPRESSOR PERFORMANCE AND APPLICATION FOR TEST, SURGE PROTECTION AND MACHINERY DIAGNOSTIC" Compressor Tech 2 May 2012.

"Influence Of Inlet Parameters On Centrifugal Compressor Surge Limit Line" Compressor Tech June 2013.

"Advanced Thermodynamic and Aeromechanical Model-Based Anti-Surge System for Centrifugal Compressor and Upgrade Case On Pre-Existing Reinjection Compression Station" Compressor Tech 2 - March 2016.

"Rotating Machinery Performance Analysis" June 2016.

#### Proposal of cooperation agreement:

Venture capital financing.

## WIB SRL

viale delle scienze ed 16 | 90128 Palermo PA | Sicily

**Contact:** Nino Lo Iacono | CEO

**T:** +39 091 6615644 | info@wibmachines.com | www.wibmachines.com

**Employees:** From 10 to 19 employees

**Turnover:** From 500.000 to 1 million Euro

**Export:** From 250.000 to 500.000 Euro

**Status:** Start-up



### Project Proposal

## WIB - THE STORE OF THE FUTURE

### Description of the innovation project:

Warehouse In a Box is an automated retail solution that blends e-commerce, brick&mortar retail and analytics. The unique channel of sales enables the retail industry to expand physical presence both online and offline yet minimizing operating costs. Our patented automated store can handle a wide range of goods such as fresh grocery, cosmetics, consumer electronics etc. Final consumers can buy either on site and online through an e-commerce platform where products can be ordered and collected 24/7.

The cloud platform developed entirely in-house enables the owner to track sales trends, inventories, technical parameters, marketing tools as well as consumers' data and habits. The company is already selling his solutions in EU and in the USA where a sales office has been established in New York. WIB main customers are leading retail chains like COOP and Best Buy but also Technology vendor like CISCO.

### IP Protection Level:

Italian Patents N. 10201302183865, N.102013902183869

European Patent for Automatic Vending machine N. 002998856

USA Patent filed N. 14/911254

Design Patent Application N .29/575245

China Patent Application N. 2014800450590

Patents have also been filed in Canada and Japan

European Union trade mark N. 015165921

### State of development:

Product.

### Industrial application:

WIB automated systems are mainly applied in the Retail industry, but we've also been engaged by multinational companies for healthcare applications. The company has recently developed for CISCO a Refrigerated Smart Locker to implement a 24h7 automated pick up point for the grocery industry.

### Market segment:

The company is in discussion/pilot phase with leading retail chains in Europe and USA. WIB automated stores are currently being used by leading retail chains in grocery, supplements and pharma segments.

### Advantage factor:

- 1) Smart handling: our patented technology can manage a wide range of goods such as fresh grocery, cosmetics, consumer electronics;
- 2) Cart delivery: our patented technology delivers multiple items per order at the same time boosting the average receipt dramatically;
- 3) Modular Structure: multiple temperature management together with a quick and effective stock capacity increase
- 4) Cloud based: seamless integration to the web, for e-commerce, marketing and remote management applications.

### Commercial challenge:

Large volumes manufacturing and cost reduction can represent a threat to the commercial development.

### Publications and Customer References:

CISCO "Digital Malls" - Automated retail will enable \$7B new annual sales in unconventional locations such as luxury resort, gyms, hospitals etc.

### Proposal of cooperation agreement:

Commercial representative, Venture capital financing, Distribution Agreement.



# NANOTECHNOLOGY

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## IDELIVERY ISRL

Via Eremo al Santuario 75 | 89124 Reggio Calabria RC | Calabria

**Contact:** Angelo Marra | Marketing & Sales Manager

**T:** +39 347 9146246 | marra@idelivery.it | www.idelivery.it

**Employees:** Single user

**Turnover:** Less than 250.000 Euro

Export: Less than 75.000 Euro

**Status:** Start-up



### Project Proposal

## BULBIXIN - NANO DELIVERY SYSTEM

### Description of the innovation project:

Bulbixin® a versatile nanocarrier able to go through the transfollicular barrier allowing the delivery of drugs at full potential, for all the topical treatment related to the pilosebaceous unit

### IP Protection Level:

Patent procedure is ongoing.

### State of development:

Patent.

### Industrial application:

Anti hair loss, hair removal, anti acne products.

### Market segment:

The proposed nanocarrier is highly versatile and chemically stable, this circumstance enables the usage of the carrier in a broad range of applications both in the pharma & cosmetic industry:

- Anti Hair-loss products
- Anti acne products
- Hair-removal/Hair regrowth inhibition products

### Advantage factor:

Main characteristics that can qualify the high market transferability potential of the technology are:

- High Chemical and Physical stability
- The high loading capacity: 99%
- The broad range of substance that can be loaded within it (from hydrophilic & lipophilic )
- The low cost of the raw material
- The simplicity of the production process (low technology switching/implementation cost)
- High level of human tolerability

### Commercial challenge:

The proposed nanocarrier confers to the final customer the following benefits:

- increase of drug delivery efficiency (7 times dosage delivered in situ compared to "free drug")
- Increase care efficacy, due to the amplification of compound transportation in follicular site.
- Consequent decrease of side effects due to the reduction of drug compound dispersed at systemic level (reduction of side effect risk factor)
- Drastic Increase of drug lifetime in situ.

### Publications and Customer References:

patent submission number 102015000051781.

### Proposal of cooperation agreement:

Licensing.

## PLASMAPPS SRL

Via VF Caduti in servizio, 14 | 70026 Modugno BA | Apulia

**Contact:** Giovanni Ventola | CEO

**T:** +39 080 9751306 | info@plasmapps.com | www.plasmapps.com

**Employees:** From 3 to 9 employees

**Turnover:** From 500.000 to 1.000.000 Euro

**Export:** From 250.000 to 500.000 Euro

**Status:** Start-up



### Project Proposal

## SURFACE PLASMA PROCESSES FOR RUBBER

### Description of the innovation project:

Plasma technology offers a valid alternative to conventional chemistry in the process of surface finishing of materials. If energy is supplied to a gas, it is ionized and generates the PLASMA, called the fourth state of matter. This is an ionized gas able to modify the surface properties of the materials exposed to it. It becomes possible to finely tune the surface properties of the materials through the fine adjustment of the experimental parameters, resulting in a customized "surface tailoring" of materials, without affecting their bulk properties. Plasmapps has developed customized plasma processes for the surface modification of rubber objects of different sizes.

### IP Protection Level:

For this project idea intellectual property protection is not expected.

### State of development:

Product.

### Industrial application:

The Cold Plasma Technology for surface modification of Rubber offers to the automotive, aerospace, biomedical and hydraulic Industry the possibilities to synthesize new functional surfaces starting from common materials, then it becomes possible to impart to them new surface properties and better performances. Plasmapps has developed several successful processes on rubber such as: modulation of friction coefficient, antisticking, anti-limestone, protection, surface activation and cleaning.

### Market segment:

This project aims to offer to rubber industry new methods for surface modification. Thanks to its high eco-sustainability and reduced costs process, the use of this technology makes possible the increase of the competitiveness.

### Advantage factor:

The Cold Plasma Technology for surface modification of Rubber offers to the automotive, aerospace, biomedical and hydraulic Industry the possibilities to synthesize new functional surfaces starting from common materials, then it becomes possible to impart to them new surface properties and better performances.

### Commercial challenge:

The Cold Plasma technology offers a valid alternative to conventional chemistry in the process of surface finishing of materials, with many benefits due to its high eco-sustainability. Plasma chemistry is a "dry and green" chemistry working without solvents and with minimal use of reagents.

### Publications and Customer References:

"Advanced Plasma Technology" Edited by Riccardo d'Agostino, Pietro Favia, Yoshinobu Kawai, Hideo Ikegami, Noriyoshi Sato, and Farzaneh Arefi-Khonsari. Wiley-VCH- 2005;

"Plasma Processes and Polymers", Edited by Riccardo d'Agostino, P. Favia, C. Oehr and M. R. Wertheimer.

### Proposal of cooperation agreement:

Commercial representative, Venture capital financing.

## PLASMAPPS SRL

Via VVF Caduti in servizio, 14 | 70026 Modugno BA | Apulia

**Contact:** Giovanni Ventola | CEO

**T:** +39 080 9751306 | info@plasmapps.com | www.plasmapps.com

**Employees:** From 3 to 9 employees

**Turnover:** From 500.000 to 1.000.000 Euro

**Export:** From 250.000 to 500.000 Euro

**Status:** Start-up



### Project Proposal

## PLASMA PROCESSES FOR BIOMEDICAL AND LIFE SCIENCE

### Description of the innovation project:

Today Plasma technology offers a valid alternative to conventional chemistry in the process of surface finishing of materials, with many benefits due to its high eco-sustainability. If energy is supplied to a gas, it is ionized and generates the PLASMA, called the fourth state of matter. This is an ionized gas rich of reactive species such as radicals, ions and electrons, able to modify the surface properties of the materials exposed to it. It becomes possible to finely tune the surface properties of the materials through the fine adjustment of the experimental parameters, resulting in a customized "surface tailoring" of materials, without affecting their bulk properties.

### IP Protection Level:

For this project idea, intellectual property protection is not expected.

### State of development:

Product.

### Industrial application:

Plasmapps offers customized plasma solutions for many biomedical products such as biochips, biosensors, cell culture platforms, medical textiles, bandages, membranes, powders, o-rings, filters, tubes, prostheses, contact lenses etc. Plasmapps provides different plasma treatments for: HEMOCOMPATIBLE SURFACES, NON-FOULING SURFACES, TISSUE ENGINEERING AND CELL CULTURE, STERILIZATION, BIOSENSORS BARRIER COATING, HAEMOREPELLENT AND STOPPING BACTERIA PENETRATION TEXTILES.

### Market segment:

Plasmapps have developed new strategies for realizing cell based assays, that can combine fouling and unfouling domains for driving the adhesion of cells, proteins, nucleic acids, etc. for microfluidic devices and biological and medical studies.

### Advantage factor:

The Cold Plasma technology offers a valid alternative to conventional chemistry in the process of surface finishing of materials, with many benefits due to its high eco-sustainability. Plasma chemistry is a "dry and green" chemistry working without solvents and with minimal use of reagents.

### Commercial challenge:

This project aims to offer to biomedical and life science industry new methods for surface modification. Thanks to its high eco-sustainability and reduced costs process, the use of this technology makes possible the increase of the competitiveness.

### Publications and Customer References:

"Advanced Plasma Technology" Edited by Riccardo d'Agostino, Pietro Favia, Yoshinobu Kawai, Hideo Ikegami, Noriyoshi Sato, and Farzaneh Arefi-Khonsari. Wiley-VCH- 2005;

"Plasma Processes and Polymers", Edited by Riccardo d'Agostino, P. Favia, C. Oehr and M. R. Wertheimer.

### Proposal of cooperation agreement:

Commercial representative, Venture capital financing.

# NEW MATERIALS

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## AREA

via Conte di Torino 63 | 95131 Catania CT | Sicily

**Contact:** Dario Distefano | CEO

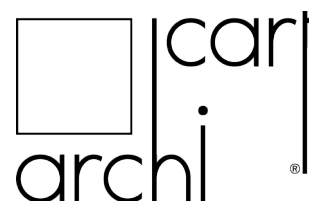
**T:** +39 340 5843613 | info@archicart.com | www.archicart.com

**Employees:** Single user

**Turnover:** Turnover not noticeable - Innovative start-up founded in the last year

**Export:** turnover not noticeable - Innovative start-up founded in the last year

**Status:** Spin-off



### Project Proposal

## ARCHICART

### Description of the innovation project:

Alveolar Corrugated Cardboard panels usable to make complete building structures or part of them such as wall, partition, ceiling, roof and like.

### IP Protection Level:

EPO - Patented technology - EP15159284.7

UIBM - Patented technology - ITCT2014A000006

### State of development:

Patent.

### Industrial application:

Archicart is an architectural construction technology that proposes the use of prefabricated elements made up of corrugated cardboard, which can be easily mutually assembled, in a short time and anywhere. Archicart technology is ideal for the construction of low cost architectural units that have a low environmental impact, high energy efficiency and high comfort.

### Market segment:

Archicart prefabricated products are potentially suitable for various applications: temporary emergency shelters, removable exhibition stands, structures for protected areas, receptive buildings and facilities for cultural and entertainment events.

### Advantage factor:

Archicart construction technology provides the following benefits: reduced invasiveness, due to lightweight; low cost, thanks to the use of availability of base materials; sustainability, due to the first potentially recycled and recyclable materials; portability of the basic module, thanks to the lightweight and easy disassembly; modularity, thanks to dimensional modularity; easily handling, which promotes the installation by not skilled workers, the optimum tolerance to earthquake propagation.

### Commercial challenge:

Low cost construction system with high performances in terms of mechanical and thermophysical ones, and low environmental impact.

### Publications and Customer References:

2016 - Ph.D. corse - DICAR University of Catania

2016 - Publication on "il Progetto Sostenibile" - Edicom edizioni

2016 - Sponsor technology and innovation at Kairalooro international workshop

2016 - Lecture at Abadir academy

2016 - Lecture at Engineer order of Catania

2015 - Lecture at ItaliaCamp EXPO Milan

2015 - Realization of exposition in FieraMilano I-pack Ima 2015

2014 - Finalist at PNI cube

2014 - Winner of StartCup Sicily

2014 - Magistral thesis - DICAR University of Catania

### Proposal of cooperation agreement:

Commercial representative, IPR assignment, Venture capital financing, Licensing, Distribution Agreement.

## BIOTECNOMED SCARL

Viale Europa c/o Università Magna Graecia | 88100 Catanzaro CZ | Calabria  
Viale Europa c.da Mula Pardizzi loc. Germaneto | 88100 Catanzaro CZ | Calabria

**Contact:** Manuela Macrì | Project Manager

**T:** +39 0961 3694280 | info@biotecnomed.it | www.biotecnomed.it

**Employees:** From 10 to 19 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** Less than 75.000 Euro

**Status:** Consortium



### Project Proposal

#### POT-TOP

#### Description of the innovation project:

Pot-toP aims to overcome limitations of the conventional gardening solutions. The common garden pots are open on the top to facilitate irrigation and supply of necessary materials. They also have a base with holes to drain the excessive water. However these containers present problems when left outdoor: in case of heavy rains they fail to drain excess water. At the same time, on sunny days, not all plants can be exposed without protection. Pot-toP overcomes these limitations with a special non-invasive closing mechanism which is easy to install and to remove. Combining ergonomics and aesthetics, it ensures to the plants the necessary for the survival, adequate ventilation and sun exposure.

#### IP Protection Level:

Patent number: 102016000036717.

#### State of development:

Patent.

#### Industrial application:

Agribusiness is Pot-toP area of application.

#### Market segment:

Gardening and DIY are target markets.

#### Advantage factor:

Garden pots present limitations if placed in outdoors areas. In presence of unfavorable weather conditions such as 1) excessive rain or 2) excessive sun exposure, they expose plants to some problems. In 1), pots have difficulty to drain excess water through the hole on the bottom. In 2), pots are not able to isolate the soil and water tends to evaporate quickly. Pot-toP overcomes problems related to these particular climatic conditions.

#### Commercial challenge:

The invention aims to be an innovative product mainly in the large distribution (i.e. hypermarkets) and in specialized seller in the gardening and DIY sectors.

#### Publications and Customer References:

No publications are actually availables.

#### Proposal of cooperation agreement:

IPR assignment, Licensing.

## BIOTECNOMED SCARL

Viale Europa c/o Università Magna Graecia | 88100 Catanzaro CZ | Calabria  
Viale Europa c.da Mula Pardizzi loc. Germaneto | 88100 Catanzaro CZ | Calabria

**Contact:** Manuela Macri | Project Manager  
**T:** +39 0961 3694280 | info@biotecnomed.it | www.biotecnomed.it

**Employees:** From 10 to 19 employees  
**Turnover:** From 500.000 to 2.5 million Euro  
**Export:** Less than 75.000 Euro  
**Status:** Consortium



### Project Proposal H-SCREW

#### **Description of the innovation project:**

The project proposes the creation and marketing of a fixing element characterized by high flexibility and ease of use during installation.

This proposal aims at overcoming the need of complex tools like electric drill or rotary hammer during its installation. The solution consists of two elements: the first looks like headless nail and the latter one acts as a nail head and is screwed into the first element. After fixing H-screw into the wall, head element could be removed and replaced with any decorative element.

#### **IP Protection Level:**

Patent procedure is ongoing.

#### **State of development:**

Prototype.

#### **Industrial application:**

Green building and new materials.

#### **Market segment:**

Even if the solution is thought for green building, H-screw is intended to reach also the DIY market.

#### **Advantage factor:**

Advantage factors are represented by: ease of use, no need of expert operator, specialised tools, electrical supply.

#### **Commercial challenge:**

Biotecnomed is interested in making commercial agreements for the production and distribution of H-screw. Furthermore, Biotecnomed could evaluate the sale of Intellectual Property royalties to leading actors of this sector.

#### **Publications and Customer References:**

No publications are still availables.

#### **Proposal of cooperation agreement:**

Commercial representative, Distribution Agreement.



**Contact:** Vincenzo Sapienza | Associated Professor

**T:** +39 095 7382513 | dicar.amm@unict.it | www.dicar.unict.it

**Employees:** From 100 to 499 employees

**Turnover:** Turnover not noticeable - Innovative start-up founded in the last year

**Export:** turnover not noticeable - Innovative start-up founded in the last year

**Status:** University

### Project Proposal

## KREO: KINETIC, RESPONSIVE ENVELOP BY ORIGAMI

### Description of the innovation project:

KREO is the prototype, in the planning stage, of a kinetic foldable architectural component. In the first experimentation, we optimize it for the field of the Cultural Heritages, because it can guarantee the protection in case of unfavorable weather conditions. When there is no need to use KREO, thanks to the pre-scored surface, it can be completely folded, packed and removed, thus minimizing the visual impact on the landscape. The corrugation of the surface increases its mechanical performance.

The main element of KREO is a pre-folded surface, realized with a composite material.

### IP Protection Level:

Patent not requested.

### State of development:

Model.

### Industrial application:

Innovative architecture components, protection of Cultural Heritage, Covering of Archaeological areas, temporary pavilions, shelter for work areas or building sites.

### Market segment:

KREO element is potentially suitable for various applications: protection and development of cultural heritage, temporary emergency shelters, expositive removable stands, facilities for protected areas, receptive buildings and installations for cultural and leisure events.

### Advantage factor:

Minimum visual impact, because the opaque surface can be removed. Reduced invasiveness, in fact you could use a lightweight structure thanks to surface form resistance. Low price, thanks to the use of readily available materials. Sustainability, given by potentially recycled and recyclable raw materials. Reversibility, thanks the dry assembling. Transportability of the basic module, due to its lightness and easy disassembling. Componibility, thanks to its dimensional modularity.

### Commercial challenge:

The diversification from the traditional design for temporary architectures along with the possibility of customization for different needs make KREO an attractive product.

Moreover, the rising attention to environmental sustainability increased the demand for innovative eco-friendly products also in the construction industry. These products are rapidly replacing traditional building ones and therefore an update of modes of production is essential to keep abreast with the market demand.

### Publications and Customer References:

- Rodonò G, Distefano D, Sapienza V (2016). I cinematismi e le superfici pieghevoli in architettura. IlProgettoSostenibile, vol. 38, p. 88-93, ISSN: 1974-3327
- Sapienza, V., Rodonò, G.,(2015),Kinetic Architecture and Foldable Surface, Athens: ATINER'S Conference Paper Series, No: ARC2015-1738. ISSN: 2241-2891
- Rodonò, G., Sapienza, V., (2015), KREO – Kinetic Responsive Envelop by Origami, Atti del convegno Colloqui.AT.e 2015, Bologna. ISBN: 9788891619068

### Proposal of cooperation agreement:

Collaboration to realize and test a prototype or a pilot project.

## MICA ISRL

Via Cesare Terranova, 4 | 97100 Ragusa RG | Sicily

**Contact:** Antonio Caruso | Manager

**T:** +39 331 1885927 | info.micasrl@gmail.com | www.kanesis.eu

**Employees:** Up to 2 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Start-up



### Project Proposal

## HEMPBIOPLASTIC - THE NEW FRONTIER OF SUSTAINABILITY

### Description of the innovation project:

HempBioPlastic (HBP®) is a thermoplastic blend made of resin and plant waste. Lab testing shows that HBP® improves the material's mechanical properties, reducing its specific weight by including a dispersion of natural aggregates in the resin. Initial testing shows that HBP is 20% lighter and 30% stronger than PLA (polylactic acid), currently the most widely used biopolymer.

### IP Protection Level:

Patent procedure is ongoing.

### State of development:

Product.

### Industrial application:

Additive Manufacturing, Thermoforming and Injection Molding.

### Market segment:

3D Printing, Food Packaging and Automotive.

### Advantage factor:

If compared with the traditional bioplastics on the market, the HBP® has higher mechanical properties and lower density. In addition, their bio-composite has proven to be lighter in weight and better in terms of physical-mechanical properties.

### Commercial challenge:

We are currently structuring the distribution network, but the challenge is to create several JVs (we are already talking with several entrepreneur all over the world) in order to scale up the business outside of Europe. Contacts already in place with Canada, US and Australia.

### Publications and Customer References:

We have signed our first distribution agreement in July for the exclusive distribution for UK, Belgium, Luxembourg and Netherlands. Several Articles on national newspaper like "Il Sole 24 Ore", "Corriere della Sera", "Repubblica", etc.

### Proposal of cooperation agreement:

Venture capital financing, Licensing, Distribution Agreement, Sub-contracting Agreement, JVs.

## NC INGEGNERIA ISRLS

Via Circumvallazione, 525 | 95047 Paternò CT | Sicily

**Contact:** Venero Giovannino Nicolosi | CEO

**T:** +39 340 1014422 | ncingegneria.44@gmail.com | www.facebook.com/NCIngegneria/

**Employees:** Up to 2 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Start-up



### Project Proposal

## CONCRETES IN PET PLASTIC FOR CONSTRUCTIONS

### Description of the innovation project:

The NC Ingegneria i.s.r.l.s. aims to promote the plastic waste PET using a mix design method described by two patent applications filed at the UIBM-Italian Patent and Trademark Office, in order to obtain concrete modified with plastic added. The entrepreneurial action of NC Ingegneria is aimed to promote this method. The company wants to solve part of the problem of environmental pollution, indicating a patented method which allows the recycling of large quantities of reclaimed plastic by the environment and the obtaining of elements in reinforced concrete and prestressed concrete that have enhanced mechanical performance.

### IP Protection Level:

Patent procedure is ongoing.

### State of development:

Patent.

### Industrial application:

Construction industry. Environmental engineering.

### Market segment:

The concrete modified by PET plastic identify a new segment of the ordinary concrete market. An estimated 4.756.239 tons of recycled plastic will be included in the blends. It's clear that the use of plastic in the concrete, increases by 10 times the business related to recycling, and the creation of new jobs.

### Advantage factor:

Customers will choose between an ordinary concrete which costs less, and a concrete that costs more but is better especially from a technical point of view because it gives the structures a better behavior in the earthquake zones. The gap between improvement of the concrete deformations and the minor seismic intensity absorbed during an earthquake for the lightness of the material, produces an increase in the useful life of the buildings.

### Commercial challenge:

The competitive advantage is represented by the quality of the concrete which is obtained by mixing with PET. The areas of excellence of our strategy are: the search on the use of alternative materials with a strong environmental impact, the product innovation, the complete control over the production process, the technical assistance offered to our customers. Our competitive advantage is qualitative and for users that want to use a product that improves the quality of buildings

### Publications and Customer References:

There are other document that speak about concrete, reinforced with PET and concrete with plastic aggregates, identified by intellectual property number 102002901046275, 102003901163767, 102005901301973 and 102012902051310.

### Proposal of cooperation agreement:

Licensing.

# UNIVERSITÀ DEGLI STUDI DI PALERMO

Piazza Marina n. 61 | 90133 Palermo PA | Sicily

**Contact:** Antonino Valenza | University Professor

**T:** +39 091 23863708 | antonino.valenza@unipa.it | www.unipa.it

**Employees:** More than 499 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** University



UNIVERSITÀ  
DEGLI STUDI  
DI PALERMO

## Project Proposal

### SANDWICH PANEL WITH NATURAL MATERIAL CORE OBTAINED FROM PLANTS BELONGING TO THE GENUS ARUNDO

#### Description of the innovation project:

A biocompatible sandwich panel whose core is made, in a non-limiting example, of tubular elements obtained from the culms of plants belonging to the genus *Arundo*. The skins of the proposed panel are made of fiber-reinforced thermosetting polymer matrix composite material. An efficient and easy-to-reproduce in industrial scale manufacturing method is proposed.

#### IP Protection Level:

Patent procedure is ongoing.

#### State of development:

Patent pending n. 102015000017444 of 25/5/2015.

#### Industrial application:

The proposed invention has its natural application in the marine industry and shipbuilding, for the realization of structural parts, non-bearing elements and cladding panels.

#### Market segment:

The invention can be used in both the civil and the military fields.

#### Advantage factor:

The invention can be exploited for the construction of insulation and cladding panels, flooring prefabricated structures, pedestrian bridges, floating and mobile docks, pedestrian flyovers, non-walkable cladding panels (for stadiums roofs or large structures), noise barriers, walkable floors in temporary structures, modular and removable structures (antlers, floors for emergency structures), vertical panels for the protection from shrapnel and debris.

#### Commercial challenge:

In the military and civil fields (including civil protection, defense and public safety), the modular character, light weight and easy handling ensure the possibility to use in case of bridge construction and temporary pedestrian steps to inaccessible and steep areas, as well as the possibility be used in temporary structures (flooring, roofing or walls), emergency structures and buildings and hospitals in operating bases in war zones..

#### Publications and Customer References:

No publication.

#### Proposal of cooperation agreement:

Commercial representative, Know-how transfer, Venture capital financing, Licensing.

# UNIVERSITÀ DEGLI STUDI DI PALERMO

Piazza Marina n. 61 | 90133 Palermo PA | Sicily

**Contact:** Antonino Valenza | University professor

**T:** +39 091 23863708 | antonino.valenza@unipa.it | www.unipa.it

**Employees:** More than 499 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** University



UNIVERSITÀ  
DEGLI STUDI  
DI PALERMO

## Project Proposal

### QUICK METHOD FOR THE OPTIMAL DESIGN OF DRIP LATERALS ON UNIFORM SLOPES

#### Description of the innovation project:

It is a very innovative method for designing drip laterals in a manner that makes it possible to minimize the required input energy. It is applicable for almost uniform slopes and it is able to design, in one step, drip laterals installed in any kind of slopes, thus extending the use of micro-irrigation, the benefits of which are known in agriculture, also for those areas very steep.

#### IP Protection Level:

Patent procedure is ongoing.

#### State of development:

Patent Pending n. 102015000017479 on 25/05/2015.

#### Industrial application:

The proposed design method is suitable to implement the lateral lengths, which PE pipe manufacturers in the catalogues only for horizontal laterals provide, also for laterals laid on steep fields with any slope value. Thanks to the few parameters that the method requires, and to its rapidness, the method can be employed for small/medium micro-irrigation companies for fast quoting design in real time.

#### Market segment:

All the companies that operate on global scales in the field of the materials for micro-irrigation.

#### Advantage factor:

The main advantages of the method are: a) the criterion of the hydraulic designing optimization, which corresponds to the maximum water and energy efficiency, b) the simplicity, which makes it usable also for those who are not a technical expert in the sector, c) the possibility of using the design criteria for irrigation sectors with any slope, d) to select the manifold and the inlet position depending on the farmers' preferences, e) for fast quoting designs in real time.

#### Commercial challenge:

The easy recognition of operating conditions of irrigated areas, whether pending or not, and also of considerable area, which could be irrigated with few meters of water pressure, so that a simple water storage tower could replace hydraulic pumping systems, saving the energy and protecting the environment.

#### Publications and Customer References:

Only the progress of work made it possible to extend its application in any rectangular irrigation units on uniform slopes.

Baiamonte G., Provenzano G., Rallo G. (2015) "Analytical approach to design paired drip laterals in uniformly sloped fields", J Irrig Drain E-ASCE, 141(1), 04014042, DOI: 10.1061/(ASCE)IR.1943-4774.0000768.

Baiamonte, G. (2016). "Simple Relationships for the Optimal Design of Paired Drip Laterals on Uniform Slopes." J Irrig Drain E-ASCE, 142(2), DOI: 10.1061/(ASCE)IR.1943-4774.0000971, 04015054.

Baiamonte G., (2016). "Maximizing water use efficiency in designing microirrigation unit (IrriLab Software)." In Geophysical Research Abstracts, Vol. 18, EGU2016-15919, 2016, EGU General Assembly, 2016.

#### Proposal of cooperation agreement:

Commercial representative, know how transfer, Venture capital financing, licensing.

# VULCANIC S.C.R.L.

Viale Africa, 31 | 95100 Catania CT | Sicily

**Contact:** Stena Maria Paternò del Toscano | Amministratore unico

**T:** +39 095 8738233 | info@vulcanic.it | www.vulcanic.it

**Employees:** Single user

**Turnover:** Less than 250.000 Euro

**Export:** Turnover not noticeable - Innovative start-up founded in the last year

**Status:** Incubator



## Project Proposal

### LA. BOO

#### Description of the innovation project:

Laboo is a laboratory based on a new idea of craft design, which uses bamboo. The first design project is MOVIMENTO UNICO, an eco-friendly bike, with a totally hand-made bamboo frame, structurally bonded with natural fibres like hemp or yuta and resin. The frame is highly customisable in terms of size, ratio and finishings as well as the class of bamboo wood. It represents the first craft project of Laboo. It aims to produce information about all the properties and the different ways to use bamboo, in all facets of the various design fields. Laboo is studying the agricultural production system to guaranteed the mechanical properties. Laboo is studying an universal link produced by 3d printer.

#### IP Protection Level:

No patent as yet.

#### State of development:

Prototype.

#### Industrial application:

The mission of la.booo is to use bamboo wood in the engineering field as well as product design, taking advantage of all its enormous potential in terms of physical and mechanical properties.

The potential of bamboo ranges from bike design to modular and combinable structures, highly performing and structural, from greenhouses to residential, from warehouses to bridges.

#### Market segment:

According to the EU 2020 aims on reducing CO2 emissions, sustainable mobility will play an important role and the market's growing, +6.6% of bike sales in Italy, confirms increasing interest of consumers. Features of strength, lightness and sustainability makes bamboo bike a very interesting product with an exclusive design.

#### Advantage factor:

Laboo products are UNIQUE, NATURAL and ABOVE AND BEYOND THAN ECO-SUSTAINABLE. Their handcrafted quality and local sourcing are their key strengths, a model which la.booo strives to export and diffuse globally. The universal link can be a very important step for the industrialization of Laboo products.

#### Commercial challenge:

The Laboo mission is to use the bamboo like a resource and for this reason want to start from the common design. The universal link will improve the mechanical properties of each products and will reduce the price.

#### Publications and Customer References:

Laboo and CNR Catania are preparing a research topic about bamboo and its possible application like a future resource.

#### Proposal of cooperation agreement:

Know how transfer, Venture capital financing.

# RENEWABLE ENERGY

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# ADESSO ENERGIA SRL

Via Emanuele Notarbartolo 49 | 90141 Palermo PA | Sicily

**Contact:** Giovanni Scalavino | Ceo

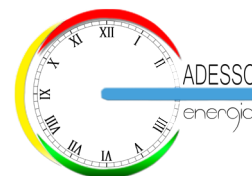
**T:** +39 091 8887364 | info@adessoenergia.it | WWW.ADESSOENERGIA.IT

**Employees:** From 3 to 9 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Start-up



## Project Proposal

### HYBRID SYSTEM FOR THE PRODUCTION OF ELECTRICAL AND THERMAL ENERGY CALLED "AE BIO SOLAR"

#### Description of the innovation project:

Hybrid system called "ae bio solar" for renewable solar energy conversion and burning of waste from agricultural biomass in electricity and heat cogenerated at low temperatures.

#### IP Protection Level:

No patent yet. A request for international patent will be filed.

#### State of development:

Prototype.

#### Industrial application:

Production of electrical and thermal energy and environmental protection.

#### Market segment:

The system addressed to any person or institution that is intended to clean electricity. The system and made in the versions from 50kw up to many mw.

#### Advantage factor:

The system is the first prototype in the world under construction with this innovative technology.

#### Commercial challenge:

This is an innovative system for the production of electricity which would allow reducing co2 emissions globally.

#### Publications and Customer References:

After a year of study completed and comparisons between now and energy suppliers of the main components of the system, the project and state subject to inspection by the power of engineering of enna with which it was signed a special agreement for development and research.

#### Proposal of cooperation agreement:

Commercial representative, Know how transfer, IPR assignment, Venture capital financing, Licensing, Distribution Agreement, Sub-contracting Agreement.



## APWONDERS S.R.L.

Via Valderice 42/C | 90144 Palermo PA | Sicily

**Contact:** Prof. Antonio Pantano | CEO

**T:** +39 366 6582037 | info@apwonders.com | www.apwonders.com

**Employees:** Up to 2 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Spin-off



### Project Proposal

## OSCILLATING BLADES WIND TURBINE

### Description of the innovation project:

APWonders Srl will bring to market a high performances wind turbine with vertical axis of rotation and oscillating blades. The operation of the turbine has been verified successfully by building a small scale prototype and subsequently testing it in a wind tunnel and in field. The product responds to a request for wind turbines that can guarantee low cost, high performance, low noise and low aesthetic impact in the typical contexts of installation of small wind turbines: houses, buildings and sheds. Our initial target market will be that of the mini or micro-generation of energy in the European Union countries.

### IP Protection Level:

Patent N. 0001402145.

### State of development:

Prototype.

### Industrial application:

Wind turbines.

### Market segment:

The market will have an annual growth rate of 29.7%. Customers will be 13.5% (early adopters) of two segments of the EU countries: private clients (11745000), and business customers (4413700). Indexes: R.O.I. 95% year I, 244% year II, 313% year III; R.O.E. 1670% year I, 573% year II, 195% year III.

### Advantage factor:

Advantages: it works with wind coming from any direction, high annual energy production in presence of weak and moderate winds, low cost, ultra-quiet operation even with strong winds, the formation of ice on the blades does not compromise its performance, blades with advertising images.

### Commercial challenge:

It can be proved with theoretical calculations and tests the improvement in efficiency with respect to existing technologies. Thus the first value is the high productivity. The second is its cost, lower than competitors. The APWonders will have a competitive advantage while the common disadvantages of a new company against existing ones are limited by the particular situation of the sector characterized by: no leader, small businesses, low investment in research, levelling performance.

### Publications and Customer References:

APWonders Srl has already been awarded with an important prize: the "Bright Future Ideas Award", January 23, 2014, Palazzo Mezzanotte, home of the Italian Stock Exchange; prize part of the UK-Italy Innovation Awards, category dedicated to young fast growing companies. APWonders Srl has also won the competition for new companies "Smart & Start" sponsored by the Italian Government through Invitalia.

### Proposal of cooperation agreement:

Know how transfer, IPR assignment, Venture capital financing, Licensing.

## BAXENERGY ITALIA SRL

via Trinacria 32-34 | 95030 Tremestieri Etneo CT | Sicily

**Contact:** Giuseppe Galizia | COO

**T:** +39 095 733 5135 | info@baxenergy.com | www.baxenergy.com

**Employees:** From 20 to 49 employees

**Turnover:** From 2.5 to 5 million Euro

**Export:** From 750.000 to 2.5 million Euro

**Status:**



### Project Proposal

## RENEWABLE ENERGY ASSET MANAGEMENT SYSTEM

#### **Description of the innovation project:**

Software for efficient Management of Asset, integrated with platform for Data Acquisition, Monitoring, Tele-controlling of Renewable Energy production plants.

#### **IP Protection Level:**

No patent as yet.

#### **State of development:**

Product.

#### **Industrial application:**

Renewable Energy Power Plants.

#### **Market segment:**

Large utilities, Independent Power Producers, Operation&Maintenance.

#### **Advantage factor:**

One multi-technology (Wind, PV, Hydro, Geo) system for the management of Renewable production plants and their Assets.

#### **Commercial challenge:**

The system allows user to maximize efficiency of the energy production.

#### **Publications and Customer References:**

the Platform is already in use by many large Utilities and Independent producers.

#### **Proposal of cooperation agreement:**

Distribution Agreement.

## BAXENERGY ITALIA SRL

via Trinacria 32-34 | 95030 Tremestieri Etneo CT | Sicily

**Contact:** Giuseppe Galizia | COO

**T:** +39 095 733 5135 | info@baxenergy.com | www.baxenergy.com

**Employees:** From 20 to 49 employees

**Turnover:** From 2.5 to 5 million Euro

**Export:** From 750.000 to 2.5 million Euro

**Status:**



### Project Proposal

## AUGMENTED REALITY FOR INDUSTRIAL APPLICATION

**Description of the innovation project:**

Support for technical and maintenance operators to have on line technical data.

**IP Protection Level:**

No patent as yet.

**State of development:**

Prototype.

**Industrial application:**

Industrial operations and maintenance.

**Market segment:**

Any industrial plant.

**Advantage factor:**

It allows operators to receive easily on line any technical data and information useful to run the operation.

**Commercial challenge:**

Increase efficiency of technical operations, faster technical problem solving.

**Publications and Customer References:**

No so far.

**Proposal of cooperation agreement:**

Commercial representative, Distribution Agreement.

# CONSORTIUM ECODOMUS

Via Mazzini 110 | 92027 Licata AG | Sicily

**Contact:** Giovanni Raineri | President

**T:** +39 092 2898145 | distrettoecodomus@gmail.com | www.distrettoecodomus.it

**Employees:** Single user

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Consortium



## Project Proposal

### SOCIAL HOUSING NZEB IN MEDITERRANEAN FOR REFUGEES

#### Description of the innovation project:

The project that aims to develop Ecodomus consortium consists of the construction of structures and/or prefabricated modules, easy to assemble and build, durable and long lasting, such as to be mounted in emergency situations such as refugees in the Mediterranean area.

#### IP Protection Level:

No patent as yet.

#### State of development:

Concept.

#### Industrial application:

States of emergency.

#### Market segment:

International market. The building will cost about 80,000 € , and is thought to a gain of 10/15 % approximately

#### Advantage factor:

The product that the consortium offers is unique on the market, in fact, it uses alternative energy and the best technologies and materials for its energy maintaining and particularity is that it is easy to construct and assemble, completely self-sufficient in terms of energy and low environmental impact.

#### Commercial challenge:

Easy assembly and transport.

#### Publications and Customer References:

No.

#### Proposal of cooperation agreement:

Commercial representative, Venture capital financing.

# ESTORAGE SRL START UP INNOVATIVA

via nazionale parco rajano | 81010 ruviano CE | Campania

**Contact:** Salvatore Signore | CEO

**T:** +39 +39 3474271571 | info@estorage.it | www.estorage.it

**Employees:** Single user

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Start-up



## Project Proposal

### ENERGY STORAGE FOR FAMILY AND FOR SMART CITIES

#### Description of the innovation project:

The energystorage is the next challenge for photovoltaic systems as well as one of the areas most exciting market in the coming years. For this reason our company offers a multilingual ecommerce platform, unique in its kind, through which directly over the Internet are selling PV panels, inverters, energy storage systems, green building solutions, ebike, ecars and LED lamps.

All products for sale are the world's most advanced technologies in the industry.

Each type of client, private or technical or construction companies, can register the e-commerce platform and see the price list with discount dedicated to each of them.

#### IP Protection Level:

No patent required.

#### State of development:

Product.

#### Industrial application:

renewable energy systems, ecommerce, electrical industry.

#### Market segment:

The company works in the market for large-scale distribution through the internet of plants producing renewable energy, in particular solar photovoltaic stand-alone system with storage batteries. This market is expected to grow with 56 GW of installed capacity accumulation by 2022.

#### Advantage factor:

Our e-commerce website is different from all other ecommerce portals on the web because it only offers products for the construction of plants for energy production from renewable sources and for sustainable mobility. In addition, our platform allows each user to see the prices to the public but also access to price lists with discounts reserved.

#### Commercial challenge:

By now the market has become global thanks to the Internet. Increasingly bought and sold through the largest e-commerce platforms. www.estorage.it wants to become the most important commerce at the international level dedicated to a specific sector: the sale of products for the construction of plants for energy production from renewable sources and electric mobility.

#### Publications and Customer References:

[www.infobuildenergia.it/aziende/estorage-1395.html](http://www.infobuildenergia.it/aziende/estorage-1395.html)

[www.solarexpo.com/ita/news/news-dagli-espositori/Estorage-Srl-Start-Up-Innovativa/](http://www.solarexpo.com/ita/news/news-dagli-espositori/Estorage-Srl-Start-Up-Innovativa/)

[www.technologybiz.it/it/businessdevils/progetti/energy-storage/energy-storage-for-family-and-smart-cities-campania-innovazione](http://www.technologybiz.it/it/businessdevils/progetti/energy-storage/energy-storage-for-family-and-smart-cities-campania-innovazione)

[www.campaniainhub.it/startup/creative-clusters-green-technology/creative-clusters-green-technology-i-10-progetti-selezionati](http://www.campaniainhub.it/startup/creative-clusters-green-technology/creative-clusters-green-technology-i-10-progetti-selezionati)

#### Proposal of cooperation agreement:

Commercial representative, Venture capital financing, Distribution Agreement, Sub-contracting Agreement.

# GEI - GREEN ENERGY INNOVATION S.R.L. *GEI - Green Energy Innovation*

via Aldo Moro 22 | 95045 Misterbianco CT | Sicily

**Contact:** Giovanni Garaffo | Research project manager

**T:** +39 095 7557063 | g.garaffo@gmail.com |

**Employees:** Up to 2 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Spin-off

## Project Proposal

### KNOW-HOW AND TECHNOLOGICAL RESEARCH APPLIED IN CONVERSION AND ELECTRICAL DRIVES FIELD

#### **Description of the innovation project:**

In 2015 GEI has completed the realization of a system called "Stand-Alone" capable of supplying a consumer grid at 230Vac, insulated from the mains, by means of a PV system with accumulators, for applications on household appliances in areas not electrified.

#### **IP Protection Level:**

No patent as yet.

#### **State of development:**

Product.

#### **Industrial application:**

Supplying a consumer grid at 230Vac by photovoltaic renewable energy - applications on household appliances in areas not electrified.

#### **Market segment:**

Single user in not electrified areas Large-scale retail trade for cut down energy consumption from some household electrical appliances New markets.

#### **Advantage factor:**

New product, ready to use , easy plug in onto consumer grid at 230V, free energy from the sun straight to consumer grid at 230V.

#### **Commercial challenge:**

Ready Prototype industrialization

#### **Publications and Customer References:**

#### **Proposal of cooperation agreement:**

We are looking for an industrial and/or commercial partner for domestic and foreign markets.

# MEDITERRANEAN DESIGN NETWORK

Vicolo mori 34 | 90133 Palermo PA | Sicily

**Contact:** Marcello De Luca | CEO

**T:** +39 348 0363811 | info@designmdn.com | www.energymdn.com

**Employees:** Single user

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Start-up



## Project Proposal

### MYCRO-HYDRIC TURBINE

#### Description of the innovation project:

The patented innovation refers to a flow conveyor. It allows to increase the amount of kw/h produced in a year and the 50/90% performance of the turbines related to the flowing speed of canals, water pipelines and sea currents.

#### IP Protection Level:

Patented.

#### State of development:

Prototype.

#### Industrial application:

Production of renewable energy by:

- water pipes;
- water canals;
- civil and industrial purifiers.

#### Market segment:

The company will try to test the turbine among various applications that primarily are pressure water pipes and open-air canals. The regularity and the velocity of the pipes and canals water flow allow to reach high level of output of the turbine. The MDN machine is a landmark for renewable energy marketplace that has an international perspective.

#### Advantage factor:

The patented innovation refers to a flow conveyor. It allows to increase the amount of kw/h produced in a year and the 50/90% performance of the turbines related to the flowing speed of canals, water pipelines and sea currents.

This micro-hydro turbine will be planned, realized and set up according to the canals' specific features in which it will be installed in order to optimize the productive capacity.

#### Commercial challenge:

- Increased productivity by 50 % to 90 % of parity conditions;
- Low installation and low maintenance costs (electric parts placed outside water).

#### Publications and Customer References:

The micro-hydric turbine arises from a project-work started 4 years ago and developed with the collaboration of young graduate coming from Milan, Turin, Palermo and Genoa engineering schools. The related research activity was particularly intense characterized by fluid-dynamics simulations to show the efficiency of the turbine operation.

#### Proposal of cooperation agreement:

Commercial representative, Know how transfer, IPR assignment, Venture capital financing.

# MEDITERRANEAN DESIGN NETWORK

Vicolo mori 34 | 90133 Palermo PA | Sicily

**Contact:** Marcello De Luca | CEO

**T:** +39 348 0363811 | info@designmdn.com | www.energymdn.com

**Employees:** Single user

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Start-up



## Project Proposal

### THE SOLAR-WIND POWER SYSTEM

#### Description of the innovation project:

The machine produces renewable energy from solar and wind.

#### IP Protection Level:

Patented.

#### State of development:

Prototype.

#### Industrial application:

insertion for the production of renewable energy:

- Buildings;
- Skyscrapers;
- Industrial buildings.

#### Market segment:

building.

#### Advantage factor:

The best application for this system is in sunny areas characterized by the presence of high buildings.

Finally, in a solution, it permits to take advantage of both natural wind and the hot air flow produced artificially.

#### Commercial challenge:

Moreover, it allows some benefits in economic terms, such as the heat conservation that is cheaper than the energy one.

The best application for this system is in sunny areas characterized by the presence of high buildings.

Finally, in a solution, it permits to take advantage of both natural wind and the hot air flow produced artificially

#### Publications and Customer References:

The machine from a project-work started 4 years ago and developed with the

collaboration of young graduate coming from Milan, Turin, Palermo and Genoa engineering schools. The related research activity was particularly intense characterized by fluid-dynamics simulations to show the efficiency of the turbine operation.

#### Proposal of cooperation agreement:

Commercial representative, Know how transfer, IPR assignment, Venture capital financing



# NOVOTECH - AEROSPACE ADVANCED TECHNOLOGY - SRL

Via Costanzi, 3 | 74024 Manduria TA | Apulia

**Contact:** Leonardo Lecce | President

**T:** +39 081 2392156 | leonardo.lecce@novotech.it | www.novotech.it

**Employees:** From 10 to 19 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** From 250.000 to 750.000 Euro

**Status:** SME

**NOVOTECH** SRL  
AEROSPACE ADVANCED TECHNOLOGY

## Project Proposal

### SOLAR-WIND ROTOR FOR ENERGY PRODUCTION

#### Description of the innovation project:

The system concerns the production of energy from renewable sources, it converts energy from the sun and wind energy in a integrated way . The peculiar point of the system, it isn't a classic wind turbine with an aerodynamic profile but a rectangular plate, on which a mechanical torque is generated for the phenomenon of the vortex shedding. The simple shape of the rectangular plate allows the use of a photovoltaic panel as wind rotor. This results in a more integrated design of wind and solar parts for an original and more efficient system.

#### IP Protection Level:

Patent procedure is ongoing.

#### State of development:

Prototype

#### Industrial application:

The geometrical linear configuration of the device and its modular feature present the system as a candidate to give energy to the street lighting of extra-urban roads. In the stand-alone configuration it can feed units without electrical connection (i.e. surveillance buoys or isolated houses). In the urban environment the system can be installed on the roof of buildings.

#### Market segment:

Low power generator for may different application.

#### Advantage factor:

Analysing the state of art, the proposed system gives some relevant advantages:

- 1) the device is compact thanks to the spatial and structural integration of the wind turbine with the photovoltaic units;
- 2) it is not required the use of a specific wind turbine with a complex aerodynamic shape, which is expensive for the design and the realization.

#### Commercial challenge:

Some components of the system can be used by the wind functionality and photovoltaic functionality both an a common way to gain a subsequent money saving.

The system has a modular feature, which allows of obtaining the final required power.

#### Publications and Customer References:

At the present there aren't publications about the "Solar-wind Rotor for Energy production" system for the very few time after the presentation of the patent application.

#### Proposal of cooperation agreement:

Know how transfer, Venture capital financing, Licensing.

# ONE-POT S.R.L.

Viale Italia 199 | 96011 Augusta SR | Sicily

**Contact:** Riccardo Cammalleri | CEO

**T:** +39 093 1999730 | riccardocammalleri@gmail.com | www.one-pot.biz



**Employees:** Single user

**Turnover:** Turnover not noticeable - Innovative start-up founded in the last year

**Export:** turnover not noticeable - Innovative start-up founded in the last year

**Status:** Start-up

## Project Proposal

### ONE-POT PROCESS FOR THE PRODUCTION OF BIODIESEL AND GLYCEROL ETHER MIXTURES USEFUL AS BIOFUELS

#### Description of the innovation project:

The specific objective of the project is offer to the market a new, highly innovative process for biodiesel fuel production based on a significant technological improvement that overcomes the current environmental, social and economic critical aspects of the biodiesel fuel production. The proposed process is based on an innovative process that allows the direct transformation of vegetable oil into glycerol-free biodiesel and also the treatment of any type of oleaginous matrix, even if characterized by an elevated acidity, such as waste oil and fats of various origins (for example oil and fat used in restaurants).

#### IP Protection Level:

WO2014122579 (A1) EP2953921 (A1) US2016024408 (A1) EA201591271 (A1) CN105073706 (A).

#### State of development:

TRL 7 – system prototype demonstration in operational environment.

#### Industrial application:

The main market applications can be divided into three strategic business lines and specifically:

1. Technology transfer activities and engineering for the construction of new industrial plants producing biodiesel;
2. Technology transfer and engineering activities for the conversion of existing production facilities aimed at the recovery of glycerol and its conversion into biodiesel fuel;
3. Technology transfer and EPC activities for the construction of waste to energy plants for the recovery of waste oils and their conversion into green energy;

#### Market segment:

The market segmentation clearly identify the users of the new technology:

1. Oil&Gas and Biodiesel Company that have to build new plants;
2. Biodiesel Producer in terms of conversion of existing plants;
3. Utility and Energy Players; This project has an international character and it refers to a global market.

#### Advantage factor:

Our patent's production method is based on an innovative process that allows:

- Direct Transformation: One single step transformation.
- Energetic efficiency: the process has a much lower power consumption (- 30%).
- Sustainability: reduced amounts of carbon dioxide emissions and less residual and waste production.
- Glycerol free: Glycerol-free biodiesel production.
- Waste oil Treatment: A versatility process that allows the use of exhausted frying oils.
- Lower Investment Cost: The production plants have a simpler structure and are less expensive to build.
- Automation Industry 4.0: Introduction of methods of self-optimization, self-configuration, self-diagnosis, cognition and intelligent support.

#### Commercial challenge:

The most relevant impacts that we expect to reach can be summarize in the following points:

- Technological Improvement: in terms of increase productivity of production plant and energy efficiency & automation system improvement.
- Economical Benefit: the investment costs to realize a plant production are significantly reduced and it is less expensive to build than the normal biodiesel plants.
- Environmental and Social Impact Reduction: recovering and reusing the waste oil, instead of sending them to landfill, reduces the risk of diverting farmland or crops for bio-fuels production to the detriment of the food.
- Job Creation: the worldwide expansion of our technology will create a high induced in terms of new jobs opportunity and it introduce in the market a new jobs categories as Specialist Plant Technicians and Remote Controlled Plant Operators.

#### Publications and Customer References:

One-pot microwave assisted catalytic transformation of vegetable oil into glycerol-free biodiesel By: Drago, C ; Liotta, LF ; La Parola, V ; Testa, ML; Nicolosi, G FUEL , volume: 113 , pages: 707-711, published: 2013 Conversion of feedstock containing triglyceride of fatty acid to mixture containing alkyl ester of fatty acid and alkyl glycerol, used as biofuels, comprises reacting feedstock with substituted ether compounds in presence of acid catalyst.

#### Proposal of cooperation agreement:

Venture capital financing - Patent and Know how License to Biodiesel Producer - Commercial agreement for technology transfer.

## PANOPTES SRL

via Giovanni di Giovanni, 14 | 90139 Palermo PA | Sicily

**Contact:** Antonio D'Argenio | CEO

**T:** +39 328 4116066 | [adargenio@panoptes.it](mailto:adargenio@panoptes.it) | [www.panoptes.it](http://www.panoptes.it)

**Employees:** Single user

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Start-up



### Project Proposal

## AERIAL DRONE BASED PHOTO-VOLTAIC FIELDS INSPECTION SYSTEM

### Description of the innovation project:

mT-Panoptes is an inspection system designed for thermal aerial surveys using small RPAS (Remotely Piloted Aircraft Systems). The system is composed by an airborne segment (2 channel device and Electronic Control Unit) and a ground segment (Ground Control Station and the Solar Inspector, its software application) and drives the user from data acquisition to Final Inspection Report generation. mT-Panoptes has been conceived to use small drones to inspect photovoltaic plants, but can be employed in a wider application range (everywhere geo-referenced thermal imagery is needed). mT-Panoptes is at its second release (the first has been sold as pre-series).

### IP Protection Level:

No patent as yet.

### State of development:

Model.

### Industrial application:

Photovoltaics, Unmanned Aerial Vehicles.

### Market segment:

2 main market segments: PV O&M (renewable energy), small drones operators (aerospace). A new system release has been released in 2016 September. Sales estimates for the fourth quarter of this year are of not less than 10 units with a total revenue of about 150 k€.

### Advantage factor:

Non destructive testing with small drones is a growing practice. Aerial thermography applied to photovoltaic plants is now widespread but really targeted solutions still do not exist. mT- Panoptes includes in the same product a data acquisition system, data management and processing tools and the capability to generate a final inspection report.

### Commercial challenge:

IP protection is based on the company know-how. Within the next year, a new system, focused on the High Voltage Power-lines will be released.

### Publications and Customer References:

- Quater P.B., Grimaccia F., Leva S., Musetta M., Aghaei M. (2014) - Light Unmanned Aerial Vehicles (UAVs) for Cooperative Inspection of PV Plants. Photovoltaics, IEEE Journal of (Volume:4 , Issue: 4), 1107 – 1113. (<http://goo.gl/h7NIBM>)
- Flir - Thermal Imaging Guidebook for Building and Renewable Energy Applications  
Flir-Panoptes (2014) - FLIR Tau core helps to identify anomalies in solar plants (<http://goo.gl/D4cVmE>).

### Proposal of cooperation agreement:

Commercial representative, Venture capital financing, Distribution Agreement.

## RE.GR.AN. S.R.L.

Via M. Scelba, 4 | 97100 Ragusa RG | Sicily

**Contact:** Marco Anfuso | Business Opportunity, Head

**T:** +39 0932 729936 | info@regran.it | www.regran.it

**Employees:** From 3 to 9 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** Less than 75.000 Euro

**Status:** Technology park

SISTEMA  
ENERGIA **REGRAN**

### Project Proposal **ECO PROJECT**

#### **Description of the innovation project:**

The "ECO" project, allows its customers to benefit from innovative services and products through which produce, consume and manage energy better, saving and respecting the environment at the same time.

#### **IP Protection Level:**

Registered trademark.

#### **State of development:**

Product.

#### **Industrial application:**

All applications.

#### **Market segment:**

Industrial/residential.

#### **Advantage factor:**

The innovative aspect currently under development concerns the creation of a software platform that according to the insertion of input data is able to offer the customer the cost-effective solutions and any financial arrangements for the implementation of planned operations.

#### **Commercial challenge:**

The product is extensible to any sector and in any market. The possibility of performing operations with funding formulas, or at no cost with an economic return based on actual results achieved would make it easily accessible and marketable abroad.

#### **Publications and Customer References:**

As part of the ECO project first analysis have already been carried out and some application were made.

#### **Proposal of cooperation agreement:**

Commercial representative, Know how transfer, Venture capital financing, Distribution Agreement, Sub-contracting Agreement.

# SBSKIN. SMART BUILDING SKIN S.R.L.

Via Ponte di Mare 91 | 90123 Palermo PA | Sicily

**Contact:** Rossella Corrao | CEO

**T:** +39 320 4330312 | info@sbskin.it | www.sbskin.it

**Employees:** Up to 2 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Start-up



## Project Proposal

### MULTIFUNCTIONAL GLASSBLOCK COMPONENTS FOR ACTIVE SOLAR FAÇADES

#### Description of the innovation project:

SBskin develops innovative and multifunctional products for the reduction of building energy consumption. SBskin patented new high-performing glassblocks grouped in 3 lines of product:

- "Energy". It takes advantage of the highly efficient assembly system and the highly insulating glass block configuration;
- "Solar". It adds the plus-value of the 3rd generation of solar cells (DSC).
- "Light". Integrates LED devices for luminescent glass blocks and shimmering facades.

All the innovative glass blocks are assembled through an innovative and totally dry assembly system to allow for simultaneous construction of the building envelope and the PV system.

#### IP Protection Level:

Patent number:

- National Patent PA2012A000003 - Prestressed panel of glass blocks dry assembled for the production of translucent casings;
- National Patent PA2012A000002 - Integration of hybrid photovoltaic cells in glass blocks;
- PCT WO 2013/132525 A2 - extended in EU, USA, JP, CN.

#### State of development:

Prototype.

#### Industrial application:

Sbskin products can refer to the following industrial sector (according to Confindustria's classification): glass industry, building and construction industry, energy.

#### Market segment:

- Building Integrated Photovoltaics (BIPV) expected to reach 1,152.3 MW (annual installations) globally by 2019 and to grow from about \$3 billion in 2015 to over \$9 billion in 2019, surging to \$26 billion by 2022 (n-tech Research, 2015).
- The glassblock market has become a global market and is now estimated around 100 million pieces.

#### Advantage factor:

The glassblock market sector is lacking efficient and cost-effective solutions that allow for the construction of high-insulating glazed building envelopes. SBskins' solutions not only reduce the energy consumptions but also transform the sunlight into active energy for the buildings. Unlike existing photovoltaic solutions for building integration, SBskin's products are fully customizable in color, transparency and design to adapt to the customers' needs and architectural vision.

#### Commercial challenge:

The integration of 3rd generation Pv cells (DSSC) with glassblocks, that occupy a significant position on the global market, will allow the launch of a highly performing product while contributing to the entering on the market of a yet not very diffused PV technology that, nevertheless, offers a great potential in terms of energy efficiency and building integration.

#### Publications and Customer References:

Most recent scientific publications:

- Morini, Corrao, Pastore, "Analyses of innovative glass blocks for BIPV: assessment of thermal and optical performance". International Journal of Sustainable Building Technology and Urban Development Vol. 6, 71-81.
- Corrao, D'Anna, Morini, Pastore, "DSSC-Integrated Glassblocks for the Construction of Sustainable Building Envelopes", in Material Research and Applications, Advanced Materials Research Vols. 875-877, Trans Tech Publications.

#### Proposal of cooperation agreement:

Commercial representative, Venture capital financing, Licensing, Distribution Agreement, Sub-contracting Agreement.

## SMARTECH SOC. COOP. A R.L.

Viale Odorico da Pordenone | 95128 Catania CT | Sicily

**Contact:** Giuseppe Patti | President

**T:** +39 095 7144389 | [patti@smartech.cloud](mailto:patti@smartech.cloud) | [www.smartech.cloud](http://www.smartech.cloud)

**Employees:** From 3 to 9 employees

**Turnover:** Turnover not noticeable - Innovative start-up founded in the last year

**Export:** turnover not noticeable - Innovative start-up founded in the last year

**Status:** Start-up



### Project Proposal

## BIOMETHANE FROM HYDROLYSIS

#### Description of the innovation project:

The BIO-Methane production system from the hydrolysis process involves the production of hydrogen from water recovered or acquired and as a renewable energy source with a low price in order to maintain low production costs. The hydrogen produced by hydrolysis is enriched by CO<sub>2</sub> and then through a reforming process led to CH<sub>4</sub> (methane BIO).

#### IP Protection Level:

No patent as yet.

#### State of development:

Model.

#### Industrial application:

Energy.

#### Market segment:

Energy.

#### Advantage factor:

Production of low costs green energy.

#### Commercial challenge:

This system has zero emission and zero pollution in the components used for the production of electrical / thermal energy.

#### Publications and Customer References:

Details will be supplied on specific request.

#### Proposal of cooperation agreement:

Venture capital financing.

## SMARTECH SOC. COOP. A R.L.

Viale Odorico da Pordenone | 95128 Catania CT | Sicily

**Contact:** Giuseppe Patti | President

**T:** +39 095 7144389 | patti@smartech.cloud | www.smartech.cloud

**Employees:** From 3 to 9 employees

**Turnover:** Turnover not noticeable - Innovative start-up founded in the last year

**Export:** turnover not noticeable - Innovative start-up founded in the last year

**Status:** Start-up



### Project Proposal

## 0 EMISSION TOTAL RECOVERY

#### Description of the innovation project:

The project concerns a "zero emissions Catalytic thermal cracking system" that use biomass from refusal organic matrix processed in a closed loop system to achieve: BIO-Diesel (condensable fraction) LPG (condensable fractions) CO2. The BIO-Diesel is sent to storage systems to then be sold to users. LPG is sent to storage systems.

#### IP Protection Level:

No patent as yet.

#### State of development:

Model.

#### Industrial application:

Green energy production starting to biomass.

#### Market segment:

Utilities, industry, farmer industries, livestock industries.

#### Advantage factor:

Use of close loop system.

#### Commercial challenge:

Production of energy from biomass with ZERO Emissions.

#### Publications and Customer References:

Details will be supplied on specific request.

#### Proposal of cooperation agreement:

Venture capital financing.

## SOLARINVENT SRL

Via dell'autonomia 88 | 95030 Catania CT | Sicily

**Contact:** Pietro Finocchiaro | CEO

**T:** +39 345 4102054 | [pietro.finocchiaro@solarinvent.com](mailto:pietro.finocchiaro@solarinvent.com) | [www.freescoo.com](http://www.freescoo.com)

**Employees:** Up to 2 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Start-up



### Project Proposal

## FREESCOO, A NEW IDEA FOR SOLAR AIR CONDITIONING

### Description of the innovation project:

Freescoo is an innovative compact solar air conditioning system designed for ventilation, cooling, dehumidification and heating of buildings in residential and tertiary sectors.

Main feature of the system is compactness, since every component used for the operation is included in one casing.

The unit is based on a new solar Desiccant Evaporative Cooling (DEC) concept. Solar heat and water are used to drive the cooling process for conditioning the space which the unit is connected with.

The system is based on an original air handling process which guarantees the temperature and humidity control. In addition, the system is designed to provide also the air change in the conditioned space.

### IP Protection Level:

Italian Patent.

International application deposited PTC/IB2013/058322.

### State of development:

Prototype.

### Industrial application:

Air conditioning.

### Market segment:

Commercial and residential buildings.

### Advantage factor:

Innovative solutions on components working with evaporative cooling and adsorption processes.

### Commercial challenge:

IP protection of the core components of the cycle.

### Publications and Customer References:

P. Finocchiaro, et al Life Cycle Assessment of a compact Desiccant Evaporative Cooling system: The case study of the "Freescoo" Solar Energy Materials & Solar Cells <http://dx.doi.org/10.1016/j.solmat.2016.03.026>

P. Finocchiaro, et al "Experimental results on adsorption beds for air dehumidification" International Journal of Refrigeration 63 (2016) 100–112, [www.sciencedirect.com/science/article/pii/S0140700715003175](http://www.sciencedirect.com/science/article/pii/S0140700715003175).

### Proposal of cooperation agreement:

Know how transfer, Licensing.



# UNIVERSITÀ DEGLI STUDI DI PALERMO

Piazza Marina n. 61 | 90133 Palermo PA | Sicily

**Contact:** Antonino Valenza | University professor

**T:** +39 091 23863708 | antonino.valenza@unipa.it | www.unipa.it

**Employees:** More than 499 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** University



UNIVERSITÀ  
DEGLI STUDI  
DI PALERMO

## Project Proposal

### REACTOR AND PROCESS TO PERFORM SELECTIVE REACTIONS

#### Description of the innovation project:

An ion exchange membrane crystalliser (CrIEM) is an innovative reactor able to put selectively in contact the reactants of crystallization reactions, avoiding the direct mixing of the solutions. The operation principle is based upon the use of ion exchange membranes, a physico-chemical barrier that allows the selective passage of ions between two solutions.

#### IP Protection Level:

Patent procedure is ongoing.

#### State of development:

Patent pending n. 102015000042831 of 06/08/2015.

#### Industrial application:

The CrIEM technology can be used in all the reactive systems in aqueous and organic solutions with ionic solutes. For example it can be used for reactive precipitation and systems for industrial processes aimed at recovering raw materials from waste solutions.

#### Market segment:

In industrial processes, reactive precipitation is obtained by direct mixing of reactants. Thus, products are strongly dependent from the feed raw material quality, forcing in some cases to use highly expensive species making the process not-sustainable.

#### Advantage factor:

The use of the CrIEM technology allows to perform controlled reactions, even when solutions contain competitive ions to the main reactants that could lead to secondary parallel reactions generating bad by-products. Also, unlike traditional reactors, CrIEM technology can generate alkaline reactants inside the reactor exploiting natural salinity gradients.

#### Commercial challenge:

Nowadays magnesium has been classified by EU among the 20 critical raw materials for a sustainable growth of European economy: the possibility of using the CrIEM technology to recover this raw material from exhausted brines could resettle market equilibria, pushing Europe from the present position of dependence towards a leading role in the global Magnesium-compounds market.

#### Publications and Customer References:

The invention has not yet been submitted and / or disclosed.

#### Proposal of cooperation agreement:

Commercial representative, know how transfer, Venture capital financing, licensing.

# UNIVERSITÀ DEGLI STUDI DI PALERMO

Piazza Marina n. 61 | 90133 Palermo PA | Sicily

**Contact:** Antonino Valenza | University professor

**T:** +39 091 23863708 | antonino.valenza@unipa.it | www.unipa.it

**Employees:** More than 499 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** University



UNIVERSITÀ  
DEGLI STUDI  
DI PALERMO

## Project Proposal

### NEW METHOD FOR THE TREATMENT OF WASTEWATER AND THE GENERATION OF ELECTRIC ENERGY

#### Description of the innovation project:

The patent focuses on a new method for the treatment of wastewater and the generation of electric energy by reverse electro dialysis using salinity gradients.

#### IP Protection Level:

Patent granted in Italy.

#### State of development:

Patent n. 0001422227 of 10/5/2016.

#### Industrial application:

Treatment of wastewater and generation of electric energy in plants with the availability of water with different salinity concentrations.

#### Market segment:

The method could prove very interesting for the treatment of wastewater of non-urban origin.

#### Advantage factor:

It is a market potentially extremely large because it covers all the productive sectors characterized by the generation of aqueous streams contaminated by pollutants resistant to conventional treatments and that are situated in the proximity of aqueous solutions with different salt content (eg, mouths of rivers, salt ponds, salt mines, desalination plants, etc.) or deals with waters with different salt content.

#### Commercial challenge:

The new method could allow a decrease in the treatment cost of aqueous streams contaminated by pollutants resistant to conventional processes and the development of a new source of alternative energy.

#### Publications and Customer References:

The authors have published several scientific works on electrochemical processes for the treatment of contaminated water and on the reverse electro dialysis process for the generation of electricity.

#### Proposal of cooperation agreement:

Know how transfer, Venture capital financing, licensing.

# SMART CITY

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## AMORFOOD S.R.L.

via libertà 39 | 90139 palermo PA | Sicily

**Contact:** Andrea Mulè | Project Manager

**T:** +39 333 9212402 | [contact@amorfood.it](mailto:contact@amorfood.it) | [www.amorfood.it](http://www.amorfood.it)

**Employees:** From 3 to 9 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Start-up



A M O R F O O D

### Project Proposal

## AMORLIFE APP - THE WELLNESS CIRCUIT.

### Description of the innovation project:

App making dedicated to the promotion of the Sicily touristic territory through routes, services and structures related at the wellness theme ( natural food , sustainable receptiveness , natural health services etc . , Tourist - cultural itineraries dedicated).

### IP Protection Level:

No patent as yet.

### State of development:

Concept.

### Industrial application:

Informatics and web application for smartphones and tablets.

### Market segment:

Tourism development.

### Advantage factor:

Targeted distribution to the lot of people who come in sicily interested at wellness theme and all trades and services rewarding in term of quality of the life - promotion of professionalism sector.

### Commercial challenge:

Distribution of the APP and placement in international markets.

### Publications and Customer References:

Cause the innovation of the project, no references are still available.

### Proposal of cooperation agreement:

Venture capital financing, Distribution Agreement.

## CENTRO AUTO RICAMBI SRL

via Palmiro Togliatti 12 | 97100 Ragusa RG | Sicily

**Contact:** Emanuele Minardi | Manager

**T:** +39 0932666508 | info@centroautoricambi.it | www.officineriparti.it

**Employees:** Up to 2 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** Less than 75.000 Euro

**Status:** SME



### Project Proposal

## CAR DRIVER REPAIR

#### Description of the innovation project:

Web portal and mobile App where drivers can find informations for repairs their car and be supported in all repairs steps.

#### IP Protection Level:

Patent procedure is ongoing.

#### State of development:

Product

#### Industrial application:

automotive

#### Market segment:

Tagliandofacile.com is a web portal that supports the driver when his vehicle needs maintenance or repairing. The web engine is able to calculate instantly the approximate expense needed to either fix our car or perform its check up. Quotations request can also be easily sent through a simple form, as well as booking your service in all of Italy.

#### Advantage factor:

The target of our project is to improve the workshop's way to communicate on-line, through the digitalization of their services as well as improving their web-marketing strategy, a fundamental requirement nowadays.

#### Commercial challenge:

Nowadays more than 50% of drivers look up online to retrieve useful information before taking their Vehicles to the workshop. A full-tech and up-to-date Web-portal is currently the most successful way to increase the number of customers, hence improving the business, of any workshop or service center.

#### Publications and Customer References:

[www.ripartiblog.it](http://www.ripartiblog.it).

#### Proposal of cooperation agreement:

Commercial representative.

## ECORA SAS DI S. ECORA & C. S.A.S.

Via Enrico Fermi 20 | 98124 MESSINA ME | Sicily

**Contact:** Agostino Ecora | Manager

**T:** +39 090 2982154 | agostino@ecoraitalia.com | www.ecoraitalia.com | www.arlix.eu

**Employees:** From 3 to 9 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** Less than 75.000 Euro

**Status:** Spin-off



### Project Proposal

## CROSSOVER E-BIKE

#### Description of the innovation project:

There are a few models that arise from Cross-over to a motorcycle and a bicycle pedal assistance. This category is not present on the market currently. The vehicles are equipped with an advanced engine system (mechatronics) combined with a continuous change. An integrated electronic control system manages pedaling cadence, gear ratios and driving position; this system optimizes power consumption and muscle strain. The frame and the structural components are made of carbon fiber and Ergal, a particular design derived from the structure of hundreds ribs of wing profiles, which has made possible to achieve an excellent weight/strength value, giving at the same time a design out of the ordinary.

#### IP Protection Level:

Design and pattern deposit by UIBM Italia n. 402015000047484.

#### State of development:

Product.

#### Industrial application:

The product is placed in the automotive market with electric traction.

#### Market segment:

It is in infancy. Being a high-end product it will remain a limited edition and distribution will be marketed both in traditional sales channels, motorbikes and bicycles and in the multiproduct luxury sector.

#### Advantage factor:

A unique driving sensation. The mechatronics system and the management software create the guide and alignment assistance for every driving gait, offering the muscle power amplified, and feeling a symbiosis with the vehicle that will automatically respond to the needs expected by the user. Safety standards and driving autonomies are higher than all the other vehicles in the same category.

#### Commercial challenge:

Establish a new category of vehicles in the market of the two wheels based on a different conception of mobility. Penetrate the world market.

#### Publications and Customer References:

The research and development was carried out indoors with the help of external consultants. The total of three years of tests on various prototypes and more than 2000 hours of design time.

#### Proposal of cooperation agreement:

Commercial representative, Distribution Agreement.

## ETNA HITECH S.C.P.A.

Viale Africa 31 | 95129 Catania CT | Sicily

**Contact:** Emanuele Spampinato | President

**T:** +39 095 8738230 | info@etnahitech.com | www.etnahitech.com

**Employees:** From 10 to 19 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** Less than 75.000 Euro

**Status:** Consortium



### Project Proposal

## CLARA

### (CLOUD PLATFORM AND SMART UNDERGROUND IMAGING FOR NATURAL RISK)

#### **Description of the innovation project:**

CLARA is an open cloud solution of tools for mitigating the effects of hydro-geological instability and natural risk in general, that affect urban areas. Climate changes and the progressive anthropization of the soil, made our city increasingly vulnerable to natural disaster. CLARA will test new ICT technologies in order to strengthen social capabilities to face natural risks in urban areas.

CLARA's key actor is the "human sensor": people moving and constantly online that thanks to augmented reality devices are not only always well-informed about facts happening around them, but can also sharing in real time information about what is happening around them.

#### **IP Protection Level:**

Open source (Apache 2.0).

#### **State of development:**

Prototype.

#### **Industrial application:**

ICT companies developing solutions for the management of natural disaster in an urban environment.

#### **Market segment:**

Public authorities, Civil protection agencies, Municipalities.

#### **Advantage factor:**

the main advantage factor of CLARA is the participatory involvement of citizens.

#### **Commercial challenge:**

the market of smart solutions for mitigating climate change related risks is growing very fast.

#### **Publications and Customer References:**

CLARA is a project supported by MIUR, within the tender "National Smart Cities and social innovation".

#### **Proposal of cooperation agreement:**

Commercial representative, Know how transfer, Distribution Agreement, Sub-contracting Agreement.

## ETNA HITECH S.C.P.A.

Viale Africa 31 | 95129 Catania CT | Sicily

**Contact:** Emanuele Spampinato | President

**T:** +39 095 8738230 | info@etnahitech.com | www.etnahitech.com

**Employees:** From 10 to 19 employees

**Turnover:** From 500.000 to 2.5 million Euro

**Export:** Less than 75.000 Euro

**Status:** Consortium



### Project Proposal

## SMART URBAN FRAMEWORK

### Description of the innovation project:

Etna Hitech developed "Smart Urban Framework" which is an open cloud software platform for the rapid deployment of applications for smart cities (i.e.: e-gov, e-welfare, e--mobility). "Smart Urban Framework" holds a set of software off-the-shelf bricks, which help the rapid deployment of even complex applications for Smart Cities. It offers the plugs for geo-issue reporting and managing; for getting sensor data (IoT) and points of interest and events; for progressively tracking a process over time; and for publishing open data. "Smart Urban Framework's" APIs are web service plugs which are compliant with several well-recognized international standards as i.e. Open311 and City SdK.

### IP Protection Level:

Open Source (Apache License 2.0).

### State of development:

Product.

### Industrial application:

Etna Hitech designed Smart Urban Framework for supporting third-party software companies while developing vertical solutions for making our cities more smart. It includes all the tools needed for both sensor and geo data acquisition, analysis and fusion. Smart Urban Framework a wide range of standard protocols (i.e.: Open 311 , City SDK, GTFS, GTFS real time, Common Alerting Protocol).

### Market segment:

Solutions for Smart cities and social innovation. Smart Urban Framework proof of effectiveness has been already demonstrated in several pilots developed for the towns of Catania (city-mover, city-reporter, city-welfare, city-data) and Siracusa (city-mover, city-reporter, city-data).

### Advantage factor:

Key advantage factors of Smart Urban Framework are: open cloud architecture, adoption of standards for software interoperability, tools for both geo and sensor data fusion.

### Commercial challenge:

Smart Urban Framework key asset is its capability to enhance the harvesting of both geo and sensor data to be transformed in open data and then exploit in several commercial initiatives.

### Publications and Customer References:

The Kernel of "Smart Urban Framework" has been developed within the PRISMA umbrella, which is a SMART Cities and Communities and Social Innovation R&D project supported by Italian Ministry of Education, Universities and Research (MIUR).

### Proposal of cooperation agreement:

Commercial representative, Distribution Agreement.



## GREENTRONICS SRL

VIA BOSCO, 8 | 84046 ASCEA SA | Campania

**Contact:** GIUSEPPE MARESCA | CEO

**T:** +39 097 41871751 | commerciale@greentronics.it | WWW.GREENTRONICS.IT



**Employees:** Up to 2 employees

**Turnover:** Less than 250.000 Euro

**Export:** Less than 75.000 Euro

**Status:** Start-up

### Project Proposal

## SMARTLIGHT : UNIVERSAL ENERGY SAVING ELECTRONIC DEVICE FOR THE AUTOMATIC MANAGEMENT OF ARTIFICIAL LIGHTING

### Description of the innovation project:

This energy saving tool is a low-cost universal electronic device for the automatic management of artificial lighting. Based on a microprocessor hardware topology, is able to independently manage any kind of lamp, achieving energy efficiency maximization in any application environment.

By installing these devices, energy savings reach 85% in some cases, independently from the type of the pre-installed lamp.

SMARTLIGHT device can be installed almost everywhere: homes, offices, factories, warehouses, garages, hotels, schools, apartment buildings, stairways, porches, corridors, railcars, etc..

### IP Protection Level:

Patent procedure is ongoing.

### State of development:

Patent.

### Industrial application:

Universal energy saving electronic device for the automatic management of artificial lighting.

### Market segment:

Indoor lighting.

### Advantage factor:

Our multi-referenced SmartLight device, showing off over the years to achieve significant energy savings (up to over 90%) and especially with just one year of payback time, now reaches its version 6 with a new artificial intelligence algorithm introduced in the device software that automatically changes its own parameters in adaptive way, in order to continuously follow in real time the conditions of the environment to be lighted up, thereby further increasing both the energy savings and the user visual comfort.

### Commercial challenge:

CERTIFIED ENERGY SAVINGS UP TO 97%.

### Publications and Customer References:

"Elementi" of GSE: SMARTLIGHT the best energy saving device for indoor lighting

Tecnologia Smartlight: GREENTRONICS sul Podio dell'Efficienza Energetica

Efficienza energetica, la tecnologia Made in Italy per l'illuminazione

Smartlight, il risparmio energetico Made in Italy nell'illuminazione

[www.casaclima.com/ar\\_27342\\_\\_impianti-illuminazione-ideato-dispositivo-elettronico-per-efficienza-energetica-.html](http://www.casaclima.com/ar_27342__impianti-illuminazione-ideato-dispositivo-elettronico-per-efficienza-energetica-.html)

### Proposal of cooperation agreement:

Commercial representative, Distribution Agreement.

## IT S.R.L.S.

VIA EMANUELE CARFI' 23 | 93012 GELA CL | Sicily

**Contact:** STEFANO CARRARA | FOUNDER

**T:** +39 324 0797927 | soulsafe.lab@gmail.com | soulsafe.it

**Employees:** From 3 to 9 employees

**Turnover:** Turnover not noticeable - Innovative start-up founded in the last year

**Export:** turnover not noticeable - Innovative start-up founded in the last year

**Status:** Start-up



### Project Proposal

## CITYSAFE

#### Description of the innovation project:

For full-active remote monitoring of sensitive areas (eg illegal dumps, investigated areas, terrorist attacks, fire, smoke, robberies, accidents etc,) the system recognizes the type immediately alerting the rescue (police forces, security agencies, first aid, fire brigade) more neighbors in real time to a targeted and timely manner intervention by reducing damage to both humans to objects or sites. Is designed and tested to receive alerts on the following devices:

- CCTV ■ DVR ■ NVR ■ IPCAM ■ THERMAL CAMERA
- PERIMETER CAMERA ■ PERIMETER SENSORS
- INFRARED SENSORS ■ MOTION SENSORS
- ALARM SYSTEMS ■ AUTOMATION SYSTEM
- DRONE ■ CAR ■ VIDEO SURVEILLANCE FORENSIC
- SMARTPHONES/SMARTWATCHES/TABLET/

#### IP Protection Level:

Patent procedure is ongoing. Copyright already active.

#### State of development:

Prototype.

#### Industrial application:

IoT, Smart city, Government security, Security & Surveillance, Video surveillance companies, Telecommunications, Petrochemical, Automation system, Industrial, Privates.

#### Market segment:

Surveillance Security sector with an average cost of the service the amount of € 800.00 (1/3 of the average cost applied by competitors) and an initial target group of 1,000 customers, we would have an initial annual turnover of € 800,000.00.

#### Advantage factor:

Unlike competitors it is available to anyone citizen, public or private activity, the forces of order. Hazard detection system that allows ad hoc interventions (also you can use CitySafe through an app android/apple).

#### Commercial challenge:

Our technological innovation is effective and inexpensive, unlike the competitors Nowadays, none of them work in the way we have conceived. Our competitors will be our customers Themselves Because We will enhance Their Own and improve services. This will enable us not only to be the first in the market, but Also to keep position in the long run.

#### Publications and Customer References:

"Video Surveillance trends by IHS" Jon Cropley (Video Surveillance Analyst, HIS Technology).

As estimated by the global market, the Security industry will have an average annual growth of 12% for 5 consecutive years, so as to reach \$ 23.6 billion by 2018.

"Video Surveillance technologies and development in 2015 and more" Johan Paulsson (CTO, Axis Communications).

#### Proposal of cooperation agreement:

Venture capital financing, Distribution Agreement, Sub-contracting Agreement, or other types of agreement to be discussed during the B2B meetings.

## I-TENERE SRLS

Via provinciale per Santa Croce snc | 89813 Polia WV | Calabria

**Contact:** Antonio Bova | CEO

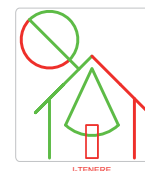
**T:** +39 328 0336093 | info@i-tenere.com | www.i-tenere.com

**Employees:** Single user

**Turnover:** Turnover not noticeable - Innovative start-up founded in the last year

**Export:** turnover not noticeable - Innovative start-up founded in the last year

**Status:** Start-up



### Project Proposal

## PYRAMID CORNER ANGLE BRACKET

### Description of the innovation project:

The present invention consists in Pyramid-shaped corner bracket with becket and slide guides that make easy and instant connection, installation and any subsequent disassembly of beams and pillars without using nails or screws. This bracket is easily transportable; it is realized with materials such as steel or similar.

The present invention concerns the easy and rapid assembly and disassembly of a beam-pillar connection. The beams and the pillars can be of conventional material such as wood-wood, steel-steel and wood-steel or also of other materials. thanks to the internal guides , the first assembly stage, of is the connection, through the bracket, of beams with pillars, completely safe for the operator. This fastening device allows a quick implementation of the connection because these guides make the assembling easy, ensuring the local stability of the connection and the perfect beam-pillar connection as expected in the project without operator's errors. The second assembly stage is done by connecting all the angle pyramidal brackets using appropriate cables or steel cables hooking the beackets at the edges of the bracket. This second stage guarantees, at the same time, the global and local stability of the whole structure.

The pyramid-shaped angle bracket has reduced weight and volume, once connected is hermetically sealed. This assembly is executed in a specific sequence; when necessary, an appropriate sequence must be executed for the eventual disassembly. The materials of the angular bracket in pyramidal shape, including slide guide and the beackets at the edges, can be made of steel or similar materials whit similar physical-mechanical characteristics.

### IP Protection Level:

Patent procedure is ongoing.

### State of development:

Prototype.

### Industrial application:

The angular bracket, allows you to join pillars beams in a short time. This technology is useful in situations where you have to assemble bungalow quickly, for example after the earthquake.

### Market segment:

Emergency housing, quickly dismantled buildings.

### Advantage factor:

The angular bracket, it allows you to join pillars beams in a short time. This technology is useful in situations where you have to assemble bungalow quickly, for example after the earthquake.

### Commercial challenge:

The angular bracket in addition to providing a useful assembly system for emergency housing, may be obtained of royalties from companies that want to produce the bracket for other uses (install gazebo etc.).

### Publications and Customer References:

We are at the prototype stage, soon there will be published the results of the prototype.

### Proposal of cooperation agreement:

Commercial representative, Venture capital financing, Distribution Agreement, Sub-contracting Agreement.

# LABORATORIO INNTECH SRL

via Mons. Ventimiglia 126 | 95131 Catania CT | Sicily

Contact: Francesco Galvagno | Manager

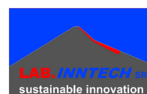
T: +39 333 6354755 | galvagnof@libero.it | www.laboratorioinntech.it

Employees: Single user

Turnover: Turnover not noticeable - Innovative start-up founded in the last year

Export: turnover not noticeable - Innovative start-up founded in the last year

Status: SME



**LABORATORIO INNTECH**  
Società di Ingegneria s.r.l.

## Project Proposal

# MOBILITY SYSTEM BY MEANS OF SUSPENDED ROUTE WITH FIXED CABLES OF AUTONOMOUS ELECTRICALLY POWERED LIGHT VEHICLES

### Description of the innovation project:

The invention consists in a system of mobility combined and integrated, consisting of electric-powered vehicles: suspended from the ground by suspended route for short and medium distances between centers, terrestrial for urban mobility. The system provides the extra-urban connection with suspended routes that are travelled by light independent vehicles, with 2-4 places, with electrical supply, equipped with a second electric motor placed above the cockpit which rotates two pulleys which are arranged on two fixed bearing cables suspended from the ground that constitute the route suspended.

### IP Protection Level:

- national patent request No: CT2014A000021;
- priority date: 04/12/2014;
- PCT - international application No: PCT/IT2015/000286;
- international filing date: 25/11/2015.

### State of development:

Patent.

### Industrial application:

engineering industry.

### Market segment:

electric vehicle market; exceeds 1 million Euros; exceeds 10 million Euros.

### Advantage factor:

The subject of an inventive step, because it constitutes an original transport system suspended by means of autonomous vehicles lightweight equipped with various devices that allow the movement safely operated by a remote control center; It is effective for ease of use and application, because it reduces consumption, air pollution and noise, travel time, the dispersion of the land and cost compared to existing mobility systems.

### Commercial challenge:

The international phase of the PCT was concluded; Now the national phase must be carried out by choosing the countries in which to present the patent.

### Publications and Customer References:

See publication of wisecociety:

<http://wisecociety.it/ambiente-e-scienza/la-funivia-per-le-auto-contro-il-traffico-urbano>.

### Proposal of cooperation agreement:

Commercial representative, Know how transfer, IPR assignment, Venture capital financing, Licensing, Distribution Agreement, Sub-contracting Agreement.

## OMNIA ENERGIA S.P.A.

via Beato Francesco Marino, 102 | 87040 Zumpano (CS) CS | Calabria

**Contact:** Vincenzo D'Agostino | CEO

**T:** +39 0984 825356 | vdagostino@omniaenergia.it | www.omniaenergia.it

**Employees:** From 20 to 49 employees

**Turnover:** From 5 to 15 million Euro

**Export:** Less than 75.000 Euro

**Status:** SME



### Project Proposal OMNIA METER

#### Description of the innovation project:

Omnia Meter is a Smart Home Energy Management System, conceived for domestic end-users (single-phase), by the measurement of bidirectional flows of electricity and the monitoring of gas and water consumption, it aims at:

1. optimizing energy consumptions through smart electrical loads control;
2. informing the user about the status of electrical system and making him more conscious of proper energy consumption, through APP for mobile devices;
3. verifying the voltage quality provided by electrical distributor and the amount of energy actually taken from the network, compared to that charged in the bill;
4. driving electrical loads for Home Automation operations.

#### IP Protection Level:

Patent procedure is ongoing. This device complies to the CE mark for RESIDENTIAL, COMMERCIAL AND INDUSTRIAL LIGHT and HEAVY INDUSTRY ENVIRONMENT (EN 61326-1; EN 61010-1; ETSI EN 300 328-1).

#### State of development:

Product.

#### Industrial application:

Omnia Meter is intended for domestic end-users.

#### Market segment:

The Italian market is currently characterized by 7.1 million potential customers with consumptions above the national average and/or that possess a photovoltaic system. New potential markets are related to the rest of Europe. The price of the product is from 550.00 €/p with a return on sales of around 30%.

#### Advantage factor:

Omnia Meter minimizes the energy costs for the domestic users buying electricity at best costs, taking into account both tariff time bands and hourly electricity price signals. Innovative features are: the limitation of electricity withdrawals in the hours with the most expensive tariffs; the PQ analysis for domestic users; "no blackout" functionality to avoid the electricity meter switch-off. Omnia Meter facilitates and speeds-up communication of energy utilities and its users.

#### Commercial challenge:

The smart metering and smart grids rollout can reduce emissions in the EU by up to 9% and annual household energy consumption by similar amounts. Today, the consumers have a little information both about long-term impact that their behaviors have on electricity generation and about the various price bands of energy that are better adaptable to their lifestyles. In this scenario Omnia Meter aims to reduce energy costs giving consumers greater control of energy consumption.

#### Publications and Customer References:

Omnia Meter has been submitted in H2020 European Programme through a SME Instrument phase-1 funding scheme.

#### Proposal of cooperation agreement:

Commercial representative, Venture capital financing, Licensing, Distribution Agreement, Sub-contracting Agreement.

# PUGLIA COMUNICAZIONE DI BITETTI GIANPIERO & CO. SNC

Via Giulio Pastore 126 | 73010 Surbo LE | Apulia

**Contact:** Gianpiero Bitetti | CEO

**T:** +39 389 9052112 | info@pugliacomunicazione.com | www.briefme.it

**Employees:** Up to 2 employees

**Turnover:** Turnover not noticeable - Innovative start-up founded in the last year

**Export:** turnover not noticeable - Innovative start-up founded in the last year

**Status:** Start-up



## Project Proposal **PROXITY**

### **Description of the innovation project:**

Proximity is a beacon based platform, which allows users to interact “smartly” with the surrounding reality. Cities, public spaces and shopping centers will be able to communicate with their users, taking into account their interests, and acquire detailed analysis on users’ behavior. Proximity is able to send push notifications and messages, creates proximity campaigns and deep-customer insight. The platform helps smart cities to provide their citizens specific information according to their needs and to their geographic position, directly on their device, and detects and monitors all relevant data to learn about their users.

### **IP Protection Level:**

No patent as yet.

### **State of development:**

Prototype.

### **Industrial application:**

The proximity technology can be used in every industrial fields.

### **Market segment:**

Retail field is probably the scenario in which the advantages of proximity marketing are more obvious, but Proximity is also perfect for museums, art galleries, events, smart cities, restaurants, shopping centers, airports, stadiums, parks, theaters, transport, health and schools. This technology will dramatically crash down costs of its customers.

### **Advantage factor:**

Proximity will bring new tools for the understanding of users and customers. Until now retailers and entrepreneurs could just guess certain information about their customers, but now, thanks our technology will open up new horizons on analytics and remarketing.

### **Commercial challenge:**

The benefits from this project are:

1. Know customers and their interests/habits allows entrepreneurs to use the preferences indicated to suggest products in line with their tastes;
2. Analyze customer movements, interests and habits, will help entrepreneurs to submit the information or suggestions on certain products based on location, the chronology of the purchase and the personal profile of the customer;
3. Proximity is the only way forward to counter the competition and increase sales.

### **Publications and Customer References:**

None.

### **Proposal of cooperation agreement:**

Commercial representative, Venture capital financing, Distribution Agreement.

# UNIVERSITY OF MESSINA

Piazza Apuliatti 1 | 98122 Messina ME | Sicily

**Contact:** Vincenzo Chiofalo | Full professor

**T:** +39 090 3503590 | vincenzo.chiofalo@unime.it | www.unime.it

**Employees:** More than 499 employees

**Turnover:** More than 25 million Euro

**Export:** From 75.000 to 250.000 Euro

**Status:** University



## Project Proposal

### ENHANCEMENT OF FRUIT AND VEGETABLE BY-PRODUCTS FOR THE SUPPLY CHAIN OF GUARANTEED QUALITY LIVESTOCK PRODUCTS

#### Description of the innovation project:

The SAVE project, approved by the Ministry of Education with DM625/Ric as part of Smart Cities Convergence Areas, aims to solve a number of problems that lead to the serious waste of food resources in our country and in other industrialised countries.

It tries to create an intelligent system for the environmental, social and economic sustainability of the food chain through the energy recovery of organic waste production, waste reduction and the alternative use of residual waste as products for the livestock and food industry.

#### IP Protection Level:

No patent as yet.

#### State of development:

Model.

#### Industrial application:

Agro-industries.

#### Market segment:

Markets, feed mills, livestock industries, processing industries. Reducing environmental impact, recovery and reuse of fruit and vegetable waste for animal feed.

#### Advantage factor:

Innovative processes to create a new raw material for livestock industry and feed mills and an intelligent system for the environmental, social and economic sustainability of the food chain through the energy recovery of organic waste production, waste reduction.

#### Commercial challenge:

Fruit and vegetable wastes can be used as animal feeding. Their recycling could prevent the discharge of a large amount of landfill waste, minimizing the environmental impact and bring economic benefits to communities and livestock farms.

#### Publications and Customer References:

D'Agata et al. 2015. Chemical and microbiological characterization of fruit and vegetable by-products silage. Ital J Anim Sci vol.14: s 1 pag.168.

Carcione et al. "Fruit and vegetable by-products silage: physico-chemical, nutritional and parasitological charac.." (SISVET 2015).

Chiofalo et al. "Fruit and vegetable waste: physico-chemical and nutritional characterization for utilization in animal feeding" (XVI "Feed Technology" 2014) - Second award poster.

Smart Communities Roadshow Award, Smau 2015.

#### Proposal of cooperation agreement:

Know how transfer.

# VULCANIC S.C.R.L.

Viale Africa, 31 | 95100 Catania CT | Sicily

**Contact:** Stena Maria Paternò del Toscano | Amministratore unico

**T:** +39 095 8738233 | info@vulcanic.it | www.vulcanic.it

**Employees:** Single user

**Turnover:** Less than 250.000 Euro

**Export:** turnover not noticeable - Innovative start-up founded in the last year

**Status:** Incubator



## Project Proposal CARPLUSCAMP

### Description of the innovation project:

CarPlusCamp is a peer to peer online marketplace which connects owners of camping gears to travellers who want to rent them; our website enables transactions between these two entities by charging a service fee.

We also give people the possibility to rent a car, to make their trip easier.

### IP Protection Level:

No patent as yet. We are about to register our mark and logo.

### State of development:

The website and mobile application of CarPlusCamp are currently in an advanced stage of the design process; our project was recently selected for a period of business incubation by Vulcanic (Catania) and Impact Hub (Siracusa). We expect to have a finished.

### Industrial application:

Tertiary service sector.

### Market segment:

The number of the campers is constantly increasing. In Italy, during 2015, there were about 9,5 million campers, in Europe about 82 million, 14% of the entire tourism industry. Considering our strategies and the potentiality of our partners we forecast a turnover of about €170.000 in the first two years, investing about €150000.

### Advantage factor:

Sharing economy model: renting something you don't need to use very often makes a lot more sense than buying it and letting it collect dust in your garage. There's a green aspect as well, since sharing helps cut down on overall use of resources. In an era when we may not know the people down the street from us, sharing things, even with strangers we've just met online, allows us to make meaningful connections. We are going to build an online community of users, who can share their equipment.

### Commercial challenge:

Our network of partners will allow us to have a considerable customer base from the very beginning of our activities; this will be an important competitive advantage.

### Publications and Customer References:

Who is talking about us:

[www.Sicilytion.com/il-campeggio-con-carpluscamp-si-fa-in-sharing-economy/](http://www.Sicilytion.com/il-campeggio-con-carpluscamp-si-fa-in-sharing-economy/)

[www.vulcanic.it/incubazione-programma/](http://www.vulcanic.it/incubazione-programma/)

[www.restoalsud.it/2016/04/dagli-orti-in-acqua-ponica-alle-bici-in-bamboo-i-progetti-che-hanno-vinto-il-bando-vulcanic/](http://www.restoalsud.it/2016/04/dagli-orti-in-acqua-ponica-alle-bici-in-bamboo-i-progetti-che-hanno-vinto-il-bando-vulcanic/)

<http://youthub.net/innovation-days-edison-siracusa/>

### Proposal of cooperation agreement:

Venture capital financing.



**Project Coordination**

*Ufficio Tecnologia Industriale, Energia e Ambiente:*

Ferdinando Pastore, Augusta Smargiassi, Marco Sargenti, Carlotta Costantini

*Ufficio di Coordinamento Promozione del Made in Italy, Piano Export Sud:*

Donatella Iaricci

**IT Platform Design**

*Ufficio Servizi Informatici:*

Norma Liberati

**Graphic Design & Layout**

*Ufficio di Coordinamento Promozione del Made in Italy:*

Vincenzo Lioi, Dalila Parisi, Silvia Sebastiani Del Grande

**B2B and Plenary Conference Organization**

*Ufficio Gestione Giuridica e Sviluppo Risorse Umane:*

Maria Chiara Montanaro

**ICT Calabria Event Organization**

*Ufficio Partenariato Ind.le e Rapporti con OO.II.:*

Giulia Nicchia

**Foreign Delegations Handling**

*Presidenza:*

Marina Banchini

**Press Office**

*Uff. di Supporto Comunicazione, Relazioni Esterne e Istituzionali:*

Maria Rita Pecci



ITALIAN TRADE AGENCY

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

Via Liszt, 21 - 00144 Roma

UFFICIO TECNOLOGIA INDUSTRIALE  
ENERGIA E AMBIENTE

TEL. 06 59926792

FAX 06 89280358/774

[tecnologia.industriale@ice.it](mailto:tecnologia.industriale@ice.it)

[www.ice.gov.it](http://www.ice.gov.it)



REGIONE SICILIANA

