

WOLVES
SUMMIT

ITALY AT WOLVES SUMMIT

OFFER OF ITALIAN STARTUPS

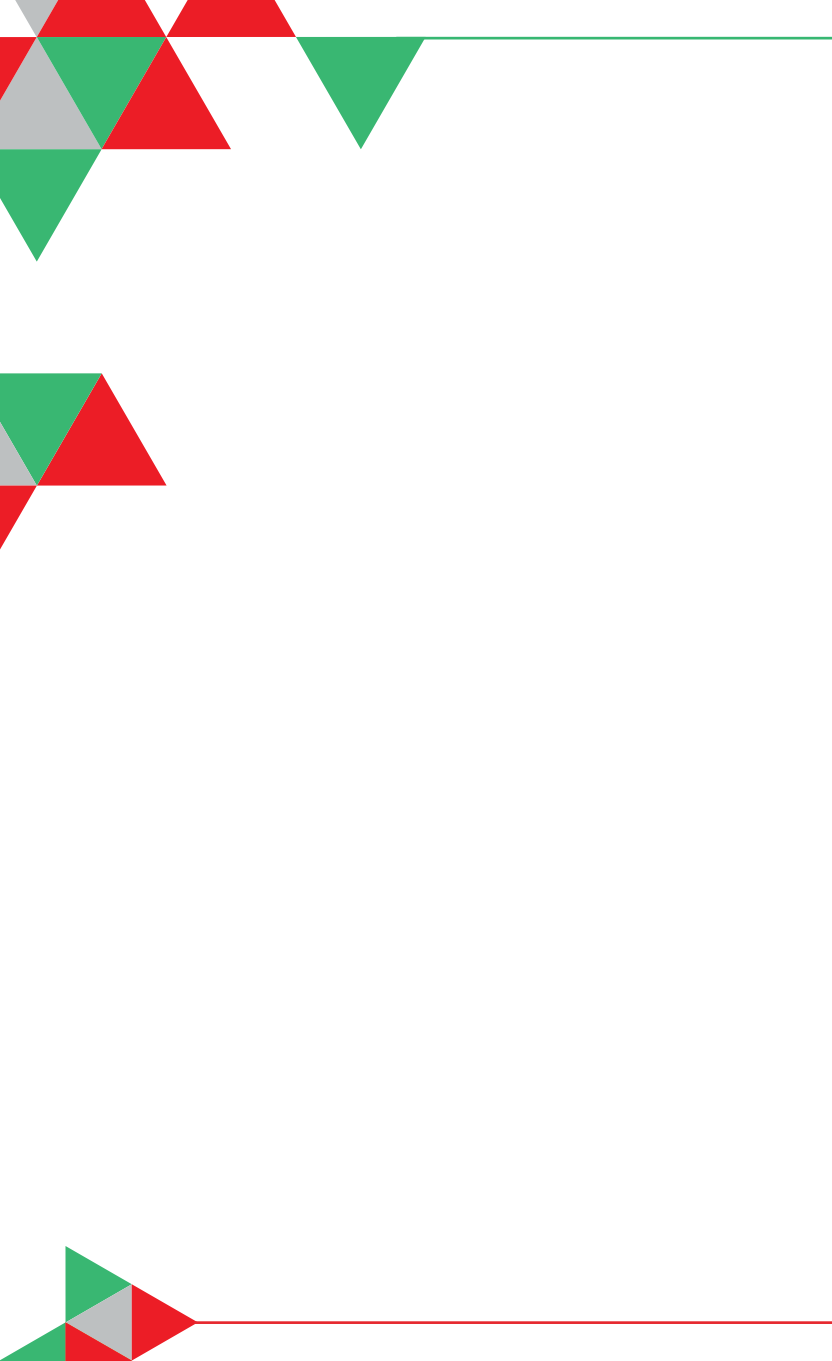
19-20 MARCH 2019
WARSAW
PALACE OF CULTURE AND SCIENCE

Organized by



ITALIAN TRADE AGENCY

ICE - Agenzia Promocji i Internacjonalizacji Przedsiębiorstw Włoskich
Sekcja Promocji Handlu Ambasady Republiki Włoskiej





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Sekcja Promocji Handlu Ambasady Republiki Włoskiej

BIURO ICE W WARSZAWIE

Ul. Marszałkowska 72, 00-545 Warszawa

varsavia@ice.it

T (004822) 6280243

www.ice.gov.it, www.italtrade.com

ICE-Italian Trade Agency is the government organization which promotes the internationalization of the Italian companies, in line with the strategies of the Ministry of Economic Development.

ICE provides information, support and advice to Italian and foreign companies.

In addition to its Rome headquarters, ICE operates worldwide from a large network of Trade Promotion Offices linked to the Italian Embassies and Consulates and working closely with the local Authorities and business Associations.

ICE provides a wide range of services overseas helping Italian and foreign businesses to connect with each other:

- ▶ Identification of possible business partners
- ▶ Bilateral trade meetings with Italian companies
- ▶ Trade delegation visit to Italy
- ▶ Official participation in local fairs and exhibitions
- ▶ Forums and seminars with Italian experts



AreaWFI, Integrated System S.r.l.

Via San Vittore 47, 20123 Milano
+39 3356926214
www.areawfi.com
Tommaso Frigerio - Founder & CEO
t.frigerio@areawfi.com

▶ **Sector**

IT, networking & security

▶ **Description**

AreaWFI is a worldwide patent that brings a new telecommunication system to permit the correct use of internet by the people. By app or by dedicated device every user can confirm or not the result of the personal internet operation. In this way correct data are no more enough to have a result, but is necessary the expressed real will of the user that connected to internet confirm to AreaWFI system the real personal scope wanted, the result. WFI is a system and it can be implemented in various services, not only login, but also payment, sending e-mail, upload and download files ect. more personal activity that normally an internet user does. WFI system works from the first connection with a dedicated hot spot wifi and wired hardware. We sell personal devices or also apps, two different ways to use the same system. From the B2B, to the B2C, we have created a patented system that can give an important evolution to all internet world.

▶ **Phase/Status**

Expansion

▶ **Type of partner**

Industrial Partner, Private Investors

▶ **Product**

E-T 1.0 personal device to confirm your identity - E-T cipan 1.0 (certified identity processing access network) to create a secure network - E-T apps if you don't want to have a dedicated device



BP S.r.l.

Via Bacchina 20/1, 31022 Preganziol
+ 39 3298510527
www.bpsrls.com
Paolo Bacchin - CEO
paolo.bacchin@bpsrls.com

▶ **Sector**

Hardware & IoT

▶ **Description**

The company BP S.r.l. born in Preganziol in the province of Treviso, it has the "mission" of the security of the people inside the buildings. Since 2011 BP has developed an intense research and development activity based on the study and the patenting of new technical and technological solutions aimed at safety in the environment. Since April 2017 the BP has been recognized by the Ministry for Economic Development, as an innovative Start Up. Paul Bacchin, CEO of BP, is the inventor of a revolutionary solution concerning a technological infrastructure that aims to increase safety in the workplace and open to the public. This solution has been patented internationally under the name of "equipment for remote control of fire extinguishers and/or hydrants".

Our goal is to continually improve safety because technology is at the service of Human , limiting mistakes which, in some cases, can cause the loss of life.

▶ **Phase/Status**

Early stage

▶ **Type of partner**

Corporate Venture Capital

▶ **Product**

The company has international patents for the production and marketing of intelligent fire extinguishers connected to the cloud

Via della Crocerossa 112, 35129 Padova
+39 3484431074
www.dedicated.world
Carlo Alberto Noventa - CEO
info@dedicated.world

▶ **Sector**

Business & Analytics

▶ **Description**

Established in 2015, dEDicated is a Business Process Outsourcer whose principal purpose is to reduce the complexity and improve the speed of innovation of digital communication between companies and their ecosystem.

dEDicated developed a horizontal offering capable to support enterprises over all EDI and E-Billing issues, based on worldwide networks, own-made platform and local authority certifications. dEDicated is currently looking for European Partners and System Integrator to enrich contents and quality of the business network.

dEDicated also started the implementation of his first vertical solution for E-Billing management. dEDicated is searching for Commercial Partners, Resellers and co-Investors.

▶ **Phase/Status**

Expansion

▶ **Type of partner**

Accelerator

▶ **Product**

Comply is a cloud platform designed by dEDicated team. It provides worldwide connectivity to B2B and Legal - Fiscal networks, it manage many document formats and regulations, it has workflow and integration capabilities with ERP systems.

Via Emilia 35, 80011 Acerra
+39 3491926487
www.evja.eu
Paolo Iasevoli - COO
paolo@evja.eu

▶ **Sector**

Hardware & IoT

▶ **Description**

Farms performances are closely connected to unpredictable events like weather and plant diseases. Evja is revolutionizing the game with OPI, the first Intelligent Support System that provides an in-depth view on the crops, allowing farmers to forecast critical events and increase the quality and quantity of their yield.

OPI is based on Internet of Things, Artificial Intelligence and advanced agronomic models, and provides real time monitoring of the crops, both from desktop and mobile devices, everywhere the farmer is. The data collected by the field sensors are processed in real time by the software, based on Big Data and Machine Learning-powered predictive models. The Artificial Intelligence returns an immediate and clear output to the farmers, providing an easy-to-read and reliable suggestion on the actions to be undertaken in order to protect their crops, reduce the production costs, optimize the resources and significantly cut the usage of chemicals, pesticides and irrigation water. The result is a more abundant, healthier produce, grown with a minimum environmental impact.

▶ **Phase/Status**

Early stage

▶ **Type of partner**

Venture Capital

▶ **Product**

OPI is the first Intelligent Support System that helps farmers to lower the usage of chemical products and water. By using Internet of Things and Artificial Intelligence, OPI allows farmers to monitor in real time their fields, everywhere they are. Thanks to its exclusive, self-calibrating agronomic models, OPI helps farmers prevent plant diseases. OPI is plug'n'play, just turn it on and it works. It is available for every kind of crops and offers specific, advanced features for greenhouse farms.



Experiences S.r.l.

Via Plinio il Vecchio, 80053 Castellammare di Stabia
+39 3926917657
www.naplesexperiences.it
Bartolo Castellano - CEO
segreteria@naplesexperiences.com

- ▶ **Sector**
Healthcare & Wellbeing
- ▶ **Description**
Make up your own holiday according to your wishes thanks to the platform Experiences. Our community is formed by local guides who want to share our beauties and give you the best experiences possible. Our main goal is to give you the opportunity to “Live Your Dream”
- ▶ **Phase/Status**
Early stage
- ▶ **Type of partner**
Private Equity
- ▶ **Product**
The “Experiences” is cheaper and more “social” than the classic tour operators that offering standard packages. The home page is customized for each user so as to always highlight the services most compatible with the tastes of the customer. “Experiences” is the perfect software to transform the city in a touristic smart city 4.0.



Fuel S.r.l.

Via Primo Maggio 156, 60131 Ancona
+39 3488466494
www.getfuel.ai
Filip Adam Niwecki - CEO
info@getfuel.ai

- ▶ **Sector**
Financial Services & Security
- ▶ **Description**
Fuel is an interactive and intelligent way of approaching financial markets. Its the ultimate 360° tool for studying & analyzing financial markets, while you're studying in the boot camp area, bubble, your trading friend, will unlock new tools and features for you in the hub. The hub is where the magic happens, you will create your financial dashboard with all of our unique tools and widgets, all customized for you.
- ▶ **Phase/Status**
Early stage
- ▶ **Type of partner**
Business Angel
- ▶ **Product**
Fuel Platform is a machine learning based e-learning platform for the financial markets, our course will be chat delivered and all users will unlock features based on their progress in the course.



Geofunction S.r.l.s.

Via Pitrè, snc, 93015 Niscemi
+39 3289693676
www.geofunction.it
Fabio Rinnone - CEO
info@geofunction.it

- ▶ **Sector**
Mobility & Transportation
- ▶ **Description**
Geofunction is an innovative startup specialized in development of “mobile” solutions for GIS systems. We have a high level of professional experience in app development and Location Based Services. We won various awards and we have many collaborations with Italian and European universities and private companies. The main target of Geofunction is to develop software solutions for private companies and public government: in particular we developed various software solutions for “local technicians”, geologists, landscape architects, and designers and for companies involved in the sector of managing construction sites.
- ▶ **Phase/Status**
Early stage
- ▶ **Type of partner**
Business Angel
- ▶ **Product**
Status is a GIS system that allows drafting of reports on the state of buildings. Reports are written via an Android application and can contain text or images and then can be printed on site. This system allows to the operational center to manage team of operators: entire process can be monitored.



GH Zero S.p.a.

Via Luigi Leonardo Colli 1, 10128 Torino
+39 0321/1696791
www.ghzero.com
Federico Nicola - CFO
info@ghzero.com

▶ **Sector**

Manufacturing & Materials - Agro Business

▶ **Description**

“GH Zero S.p.A. is one of the first innovative joint stock startups in Italy, with fully paid-in share capital of €125,000. Established in May 2018, it draws on scientific and technological partnerships with leading businesses, agencies, and public and private institutions.

The business idea underpinning the new company is the production and sale of innovative mobile greenhouses (the base module is called “Serra 2020”) for the agriculture (fruit, vegetables, medicinal plants) and floriculture industries.

New technology today makes it possible to improve the productivity of crops grown in greenhouses, independently of external conditions, by using artificial light produced by smart LEDs to replace the sunlight essential for photosynthesis and plant growth.”

▶ **Phase/Status**

Expansion

▶ **Type of partner**

Private Equity - Investment Banking - Business Angel

▶ **Product**

The “Serra 2020” is a module that can be assembled on site, easily transportable (the measures allow the mobility of the module on the road and / or cargo plane, container by ship). The dimensions can vary according to the requests and the needs of the customer even with respect to crops (for example, measurements of a module: width 10m, length 10m and height 3m).

The cultivation module is based on the multi-floor soil technique (multi-storey production), it can be implemented using an aeroponic or aquaponic basic technique (a nebulized water substrate or through the use of a film of moving water inside raceways).

The greenhouse combines the use of renewable energy (innovative photovoltaic and wind energy according to the areas where it will be installed), with technologies that allow greater production and independent of environmental conditions outside the greenhouse, in particular: with LED artificial light, water of cultivation with hydroponic or aeroponic methods, biological isolation of the greenhouse and consequent reduction of the proliferation of mold, bacteria and fungi.



Innova Partners S.p.a.

innova.partners

Via Diocleziano 107, 80125 Napoli

+39 3473237370

www.innova.partners

Bruno Uccello - CEO

antonella@innova.partners

▶ **Sector**

Healthcare & Wellbeing

▶ **Description**

We convert research into commercial success stories

- Innovation is essential for growth, but many companies fail to move into the executive phase. It's time now to rewrite the rules of business and innovation: thanks to our exclusive Agile Research Framework, we provide you fully functioning prototypes ready to become your next successful product.

- The advantages we offer to your business are: risk mitigation, improved product time-to-market and maximum investment efficiency.

- We focus on the user and the domain, conducting market research and competitive analysis, maintaining a close involvement of industry and sources of funding.

▶ **Phase/Status**

Early stage

▶ **Type of partner**

Venture Capital

▶ **Product**

A medical device for home constipation and incontinence therapy. Assists in rehabilitation of the pelvic floor muscles. Resolute, low cost, innovative, patented.

Via Boscone 21, 47521 Cesena
+39 3406202779
www.3dmarkone.com
Marco Zani - CEO
zani.marco@3dmarkone.com

▶ **Sector**

Manufacturing & Materials

▶ **Description**

We provide 3D printers to medium and large manufacturing companies, delivering the expertise necessary to ensure that additive manufacturing is successfully implemented.

Mark One is an innovative enterprise that develops and produces customized professionals 3D printers. It offers to companies a 360° customer support that includes staff's training courses. Mark One is committed to optimise companies' industrial processes introducing innovative technical solutions and materials, reducing production's costs.

Due to the printers' high versatility and the realization of unique solutions, Mark One addresses to different industrial sectors, including automotive, aerospace and medical, even working with GRT Yamaha that has brought a 3D printer inside the pit box.

▶ **Phase/Status**

Expansion

▶ **Type of partner**

▶ Accelerator

▶ **Product**

Our line of 3D printers starts with the ONE model, a simple but powerful machine that has been the first one to be released to both private and professional figures. The two MK Series models, the MK653 and the MK333, were created to match our market and customer needs for big-format 3D printers. Mark One thinks that the additive manufacturing can be used not only in the prototype study but also be implemented in the production. The MK Series printers are equipped with a multiple extruder system, for high performance technical filaments. Mark One has the technology to print in every FDM material, with different mechanical characteristics, designing new innovative materials.

In the second part of 2018 one of the two new models will be presented, and it will be mainly for the medical and aerospace markets. This new printer is unique worldwide for its features regarding the materials that can be printed and also the machine characteristics. It will be presented in October at SMAU Milan in Italy and in November it will be presented to the foreign market at the Formnext fair in Frankfurt, which is one of the most important specialist trade fair in Europe. In 2019 we will present our 5th 3D printer model that will combine a unique machine of its kind with an innovative evolution both on HW and SW technology and on materials.

We have a patent which will reduce more than 50% of production cost for the realization of laminated carbon.

We are planning to make patents about electronic device, innovative process and mechanical features .



My Take It S.r.l.s.

Via Crema 5, 00182 Roma
+39 3206636531
www.mytakeit.com
Tiziano Schiappa - Founder
mytakeit@mytakeit.com

▶ **Sector**

Entertainment & Mobile, Tourism

▶ **Description**

My Take It S.r.l.s. is an innovative web platform for receptive bookings (hotels, holiday homes, b&bs and landlords). It acts as a mediator between tourists and hosts. The innovation is represented by the booking method: it is the traveler who proposes and “makes” the price for the stay on the basis of his own economic possibilities and the host accepts the customer’s price immediately.

The revolutionary aspect lies in the net savings for the customer, the price will always be lower than that proposed by other competitors because the platform relies on significantly lower fees. The customer enters the site, makes its price and what he will see on the screen will be the finished price without surprises and additional final commission costs (taxes and services are already included).

▶ **Phase/Status**

Early stage

▶ **Type of partner**

Business Angel

▶ **Product**

My Take It is an innovative web platform for receptive bookings (hotels, holiday homes, b&bs and landlords). It acts as a mediator between tourists and hosts.

The innovation is represented by the booking method: it is the traveler who proposes and “makes” the price for the stay based on his financial resources and the host accepts the customer’s price immediately.

The revolutionary aspect lies in the net savings for the customer, the price will always be lower than that proposed by other competitors because the platform relies on lower fees.

Via Barone 19, 80145 Napoli

+39 3479803657

https://www.prizeme.it/prizeme/en/homepage_en/

Marco De Landro - Founder & CEO

m.delandro@prizeme.it

▶ **Sector**

Adtech, Martech, Business & Analytics

▶ **Description**

Prizeme creates a link between the digital and the real world, taking advantage of the long-established logic of loyalty and new Gamification mechanics.

Prizeme increases users' involvement by offering a new gaming / shopping experience, rewarding the propensity of people to perform certain actions within the affiliated stores in exchange of rewards and special prizes. The innovation lies in those "GAME" mechanics allowing storeowners to reach the attention of end users much faster. The app also allows the collection of very precise data on the consumers' habits.

From end of 2017, we have reached 100,000 downloads achieving a rate of a 1,000 per week, distributed 16 million Prizies, received 300,000 photos and 700,000 receipts from our users. Now we have more than 1,000 shops added by our users.

▶ **Phase/Status**

Expansion

▶ **Type of partner**

Venture Capital, Business Angel

▶ **Product**

The platform rewards people who perform certain actions within affiliated stores, in exchange for rewards. The innovation lies in the "gaming" mechanics that allow shops to reach their attention much faster and to collect very precise data on consumer habits.

The shops buy Prizy (our virtual currency) and use them to remunerate the actions of the users of our Community. The system is "performance based": so the more users use the Prizies of a store, the faster the Prizy of the store ends. Users spend the accumulated Prizies to redeem prizes, loaded by the shopkeepers themselves, in the catalog. The store can buy back Prizy via personal dashboard. Prizeme applies a margin of 30% on the prizes offered in the catalog and on refills of affiliated stores. 70% of the income is reinvested in the Community.

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BIURO ICE W WARSZAWIE

Ul. Marszałkowska 72, 00-545 Warszawa

varsavia@ice.it

T (004822) 6280243, F (004822) 6280600

www.ice.gov.it, www.italtrade.com