Investing in Italian digital economy

2nd German – Italian Innovation Conference

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

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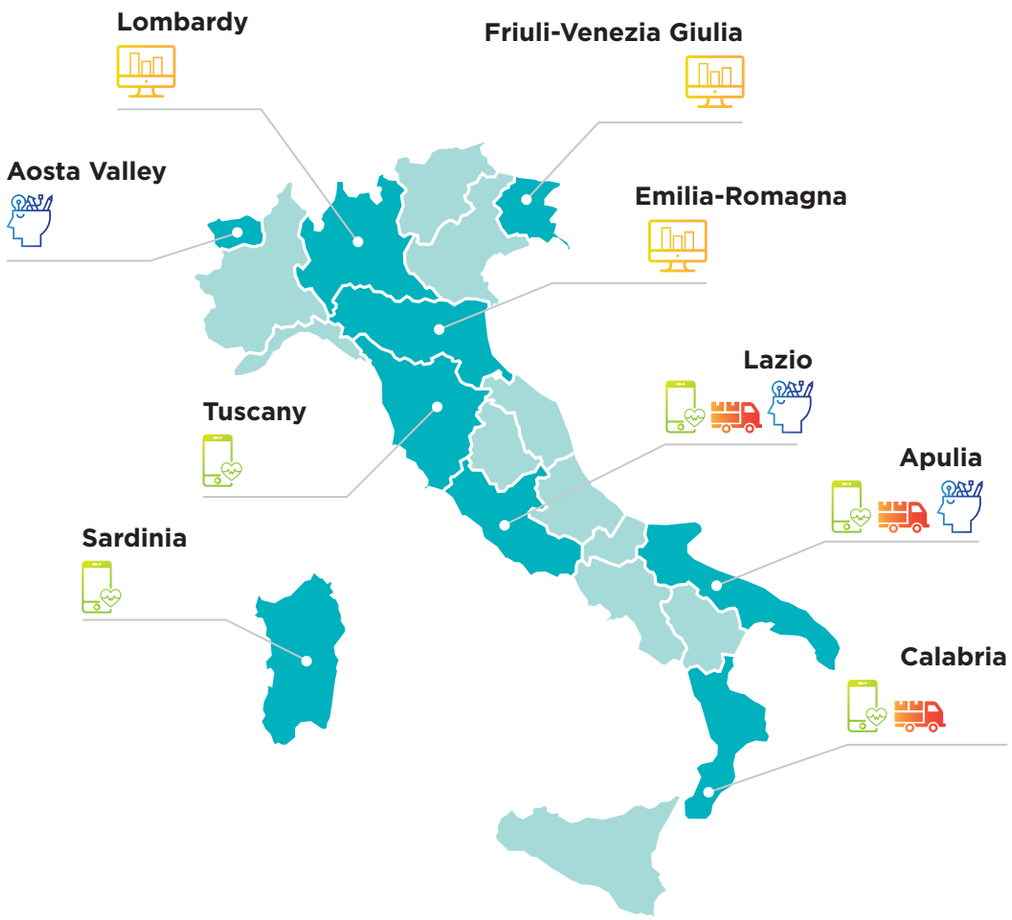
Investing in Italian digital economy
2nd German – Italian Innovation Conference



DIGITAL HEALTH
(Business projects)

SMART MOBILITY
& LOGISTICS (Business projects)

DIGITAL CONTENTS
& CREATIVE INDUSTRIES (Business projects)

DIGITAL ECONOMY
& SMART MANUFACTURING (Innovation hubs)

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DIGITAL HEALTH

APULIA | CAREPY

Proposer: CAREPY

Sector: ICT/ HEALTH CARE

Focus:

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CAREPY

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PROJECT DESCRIPTION

We looked to a very common problem in Europe: the low patient compliance and the lack of management of drugs and health products at home. More than half of European patients do not take proper care of themselves, not adequately following their treatment plans and medical treatments, skipping and confusing the medications prescribed by the doctor or not knowing what products are present at home.

This causes serious consequences on the patients' health, which will be then require longer and more expensive recovery interventions.

The additional expenses that European health systems have due to lack of patient compliance, amount to about 125 billion euros a year, 1/7 of the total cost of public health.

Carepy provides patients with a digital health assistant through a mobile app that alerts users for taking medication, taking measures, keeping an appointment or going back to a pharmacy. It also provides personalized advice and promotions.

Among the main advantages of Carepy there is the possibility of establishing a direct channel of communication for people, their pharmacy and the doctor, proactively supporting therapeutic adherence and monitoring the levels of individual drugs, without impacting pharmacy or medical practice daily activities and internal resources.

In addition, the pharmacist will be able to manage targeted promotion activities on individual or groups of patients segmented along multiple criteria and promote specific products or initiatives by the pharmacy through the mobile app or via SMS.

Carepy is also used by healthcare facilities, where specialist doctors can follow the treatment cycle in real time and improve the patient compliance of patients during de-hospitalization.

Carepy offers various benefits for caregivers (for example, health care workers, family members of the sick, especially the elderly) who have at their disposal a simple but extremely effective tool to monitor the therapeutic adherence, the evolution of therapy and for establish a direct channel with the pharmacy and doctor or with the healthcare facility.

Carepy is already active in Italy in about 300 pharmacies and 250 medical doctors where it has already generated:

- an increase in patient compliance averaging 25%
- a 20% increase in revenues from products promoted through the platform
- and an increase in pharmacy returns of 25%

We are currently in negotiation with two Italian healthcare companies to include Carepy in several hospitals for the management of chronic diseases.

Thanks to its extremely innovative approach combined with the potential wide-ranging impact on public health, Carepy was awarded the 2016 "Innovation Award Prize" by the Italian President of the Italian Republic, Sergio Mattarella.

BUSINESS OPPORTUNITY

The company is looking for financial partners to finance the development of new chronicity and deospedalization management platforms to integrate with the current software solution.

The company is looking for industrial partners to develop projects in internationalization in Germany and the United Kingdom.

CALABRIA | Breathless: screening test of lung injury

Proposer: Biotecnomed scarl

Sector: e-Health

Focus:

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PROJECT DESCRIPTION

Between 5th and 9th December 1952 in London more than 4000 people already suffering from lung diseases, died due to a thick blanket of smog that stagnated in the city. The most common environmental pollutants are represented by fine powders (from industrial emissions, vehicle exhausts, asphalt and vehicle wear), carbon monoxide (from the combustion processes of vehicles and industrial plants), from nitric oxide and sulfur (which are formed as a result of combustion and are produced by vehicles, industries and domestic and office heating). These substances penetrate the respiratory system and induce the development of lung inflammation resulting in coughing and breathing difficulties that may culminate, if the subject does not move away from exposure, to the development of chronic obstructive diseases such as bronchitis, chronic obstructive pulmonary disease (COPD), emphysema and lung cancer. Moreover, in people who already have a lung disease, exposure to environmental pollutants, even those that are indoor (home heating or cigarette smoke) can worsen the pulmonary state, leading to an increase in hospitalization and the social and health costs associated with it. For airways problems, prescription of antibiotics is often done empirically by physicians.

BUSINESS OPPORTUNITY

The value proposition of Breathless lies in the advantages it offers compared to organizational aspects. The distinctive benefits are therefore evident:

1. for patients: targeted and more effective therapies and in case of antibiotic therapy reduction of the resistance connected to it
2. for physicians: reduction of the prescription of inappropriate drugs
3. for the health service: savings in terms of social costs (WHO HealthStatistics and the Global Burden of Disease study document how in Europe each year about 48 billion euros / year are spent on the treatment of asthma, chronic obstructive pulmonary disease (COPD), lung cancer and pneumonia and this figure reaches about 300 billion euros a year if we consider the value of waiting life lost correct for disability)

Patent for the screening test of lung injury in subjects exposed to environmental toxicants is pending in Italy and an extension to PCT application has been filed.

CALABRIA | MATE - (Multifunction Assistant for liTtle kids and the Elderly)

Proposer: Biotecnomed scarl

Sector: e-Health

Focus:

PROJECT DESCRIPTION

MATE is a weareable device, in the form of a bracelet, and a software platform. Using the potential of the Internet of Things, through a simple App, it will allow the activation of a wide range of services to be addressed mainly to the vulnerable sections of the population, with specific reference to the elderly people (> 65 years), to children and to people with cognitive and/or motor impairments.
The device will have a NB-IoT or LTE-M communication module, an Inertial Measurement Unit, wireless charging and energy harvesting and an audio unit. It will allow to:

- record and collect real-time data from the wearing subject (heart rate)
- geolocalize people
- detect falls and send alarms
- play notifications and reminders, in order to enhance compliance with therapies
- perform simple cognitive rehabilitation tasks for people with mild cognitive impairment

It will have a simplified two-keys interface and can be reprogrammed and personalized (alarms, tasks, reminders, ...) through an app for caregivers, using a dedicated web platform.

BUSINESS OPPORTUNITY

By 2030, a quarter of the EU population will be over 65. The annual expense for services and caregiving to weaker sections is constantly increasing. MATE is addressed to weak people (elderly or kids) and to their family caregivers who need to enhance their relatives' autonomy, without the need of a professional caregiver.

The improvement of compliance with therapies will dramatically reduce rehospitalization rate (about 50% of cases are due to bad adherence to therapies) and cognitive rehabilitation tasks, executed within personalized exercise programs, will thoroughly improve autonomy in elderly people, with benefits on family welfare and National Health Services.

The first prototypes of MATE will be tested by the end of 2019. We are looking for a partner for the industrialization of the product.

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CALABRIA | SleepAnalyzer

Proposer: Biotecnomed scarl

Sector: eHealth

Focus:

PROJECT DESCRIPTION

SleepAnalyzer consists of a tiny device and a method for detecting obstructive sleeping apnea (OSA) (and other sleep disorders) through a continuous night recording of RR intervals (inter-beat intervals). The proposed device is based on a photoplethysmographic sensor (PPG) that can be easily worn on the ear, or pinned to an earlobe. No other equipment is required (such as oro-nasal probes, chest straps, etc...), that may be annoying for people who need to check their sleep quality or the presence/absence of a sleep disease.

Efficacy of the solution in detecting sleep disorders has already been validated in two clinical studies. Another multicentric study is presently ongoing.

In our trials, OSA and REM sleep behaviour disorders have been detected with a 100% accuracy.

The device and method have been patented in Europe (EP3267880, granted). We currently have a prototype that is being experimented.

BUSINESS OPPORTUNITY

SleepAnalyzer can be easily used by people for monitoring their sleep quality. It is very suitable for large scale screening of sleep diseases, such as obstructive sleep apnea. EU countries, at the moment, require a health check before issuing or renewing driving licenses. In particular, people suffering from apnea cannot get their driving license before undergoing proper treatments. Apnea screening is currently done using a questionnaire, which is very prone to false negatives (or counterfeiting). SleepAnalyzer can provide an easy, low-cost and effective solution to competent authorithies for the improvement of road safety. It can also be used for assessing the efficacy of therapies.

We are looking for an industrial partner for either:

- selling/licensig our intellectual property, or
- developing and commercializing the new product.

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CALABRIA | TremorAnalyzer

Proposer: Biotecnomed scarl

Sector: e-Health

Focus:

PROJECT DESCRIPTION

TremorAnalyzer is a portable wearable device and app for the correct identification of Parkinson's disease, thus avoiding misdiagnoses in case of benign tremor, like essential tremor.

The system consists of the following parts:

- two or more electromyography (EMG) small sensors attached to the arm
- a master module, wearable in the form of a bracelet/watch, which acquires and synchronizes the signals coming from the EMG sensors
- an (optional) accelerometric module
- a portable device (smartphone or tablet) interfaced with the master module via wireless protocol (e.g. Bluetooth Low Energy) for signal visualization, analysis and presentation of results, archiving and database management of the analyzed subjects.

BUSINESS OPPORTUNITY

Tremor Analyzer can be used by specialists (neurologists) for early screening of Parkinson's disease with subjects showing tremor motor symptoms, thus avoiding several annoying and expensive clinical and instrumental examinations (e.g.: scintigraphy), with benefits on National Health Services.

It could be easily used also by medical practitioners and family doctors for large scale screening purposes, without the need of complex and expensive equipment. The use of an app and distributed database could be useful for collecting epidemiological data and keep track of disease progression or efficacy of therapies.

We have a patent pending for this device in Italy and have a prototype developed that is currently being experimented.
We are looking for funding or an industrial partner for the development of the product/service.

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LAZIO | ABILITA: a mobile application to support disabled, elderly and complex (health)care populations

Proposer: I-PRO

Sector: IT FOR HEALTHCARE

Focus:

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PROJECT DESCRIPTION

With the ABILITA project we developed a web application dedicated to persons (children and adolescents) suffering from rare diseases and disabilities.

Starting from the realization of a complete database of medical records and healthcare information managed by the reference center/center of excellence, patient's key data are made accessible to a network of family members, caregivers, medical and paramedical staff who can then cooperate in the effort to sustain the patient in his dailies as well as healthcare related activities.

The Project acronym refers to the patient who, at the centre of the process, enables, abilitates, the others in the network to get access to his own sensible data via his mobile phone, with full guarantee of privacy protection.

ABILITA received then a second round of Regional public funding (total > 500.000 eu), for a wider project aiming to support the integration of the networks sustaining disabled, elderly and high complexity care populations.

Three different networks have been identified around the patient: the first two institutional and formalized to varying degrees, the National Health System Network (NSN), and the Social Services Network (SSN); the third informal and mostly voluntary, the Territorial and relational Proximity Network (TPN), made up of family members, friends and those of simple proximity including voluntary associations, social cooperatives, non-profit organizations. The TPN is a real network, which exists and operates before any attempt to formalize it, but its formalization allows integration with institutional networks and offers the opportunity to enhance the social capital.

The wider ABILITA aims to achieve social benefits, by limiting the institutionalization of patients, economic benefits, by reducing healthcare costs, entrepreneurial profits, by stimulating the production of new services and the growth and creation of new professional figures.

The business model of the project envisages income from: patients associations, pharmaceutical, medical and para-medical device companies, insurance companies, public and private health institutions.

Natural co-funder of ABILITA are telecom, IT, insurance companies.

BUSINESS OPPORTUNITY

ABILITA is a light but powerful application, in accordance with ethics and privacy requirements by design: the patient, at the centre, share his/her data with the persons he/she chooses.

ABILITA answers to the unmet need of integrated support for those populations who suffer for a long term or chronic impairment but who are (or could be, thanks to the application) still living in their homes. The target population is very large and growing at European level (e.g. the elderly).

The business model foresees a for free distribution of the application to the targets, with income from: extra services, highly focused advertisement, analysis of aggregated data.

The market is made of patients associations, pharmaceutical companies, medical and para-medical devices companies, insurance companies, public and private health institutions.

The business opportunity is offered to IT, Telecom, insurance companies willing to co-fund the development in Italy and the joint marketing of the application.

LAZIO | Aenduo Biometrical IOT

Proposer: AENDUO SRL

Sector: DIGITAL HEALTH

Focus:

PROJECT DESCRIPTION

Aenduo makes it easy to share health biometrics generated in any context.

We have an innovative digital health solution that tracks the full spectrum of health data including biometrics, activity, nutrition, sleep and weight.

Our solution collects, connects and standardizes data from hundreds of medical devices and apps (glucometers, blood pressure monitors, oximeters, ECG, etc.) leveraging the complexity of managing a huge variety of different technologies.

Software Vendors, System Integrators and Medical Device Manufacturers have been successfully using our solution from over 3 years to make health metrics connected for thousands of patients.

Companies such as Linde Group, MSD, Engineering, Dedalus, Octotelematics have already selected Aenduo for their connected-healthcare solutions.

Aenduo has been awarded with several prices and grants.

BUSINESS OPPORTUNITY

The global mhealth technology market has a 37.7% CAGR.

Aenduo is already recognized in Italy as a top provider of biometrics data; we are committed to keep this position increasing rapidly the adoption of our services by software vendors, system Integrators and medical device manufacturers.

We propose an extremely advantageous partnership offering:

- the use of the solution at very competitive conditions to make your own products and solutions “biometrical connected”
- a co-investment package with the participation of an investment fund already interested to invest.

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LAZIO | ASSIOMA PROJECT

Proposer: TOPNETWORK SPA

Sector: E-HEALTH / M-HEALTH

Focus:

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PROJECT DESCRIPTION

The objective of Assioma project is to realize a software platform able to provide new services supporting medical care for hospitalized children. The platform will interconnect the involved main stakeholders (children, medical staff, parents), bringing better quality of care and more appropriateness to diagnostic and therapeutic activities. Using gamification technologies, artificial intelligence, cloud computing and mobile applications, the project aims at achieving the following goals:

- facilitate the children symptoms analysis
- facilitate the therapy application to the children (both in hospital and home)
- improve the communication between children, parents and medical staff in the entire process of care
- decrease the anxiety related to medical procedures (such as blood tests, x-rays, etc.)
- facilitate the follow-up of the hospitalization to the patients home
- provide telemedicine services
- allow doctors to share data and information on patients during stays in different hospitals
- reduce waiting times in the day hospital
- provide support to the parents (e.g. therapy plans during hospitalization, recommendations and prescriptions to be followed, control over therapies, results of exams, hospital services, etc.)

To ensure the future competitiveness of Assioma project, the development strategy will rely on the delivery of new mobile applications able to support children with specific diseases (e.g. learning difficulties, communication impairment, autism, dyslexia, attention deficit hyperactivity disorder, diabetes, etc.), leveraging new technologies on gamification, artificial intelligence, machine learning, 5G, 3D printing, user experience, virtual reality, cyber security and latest medical research and experimentation.

BUSINESS OPPORTUNITY

The business opportunities of such Assioma technology are vast, since the combination tablet/software is very versatile and applicable to several cohort of patients and diseases. In the current medical scenario, dominated by the e-Health, the added value of Assioma for the different set of stakeholders is below summarized:

- children: improvement of care and better response to therapy
- hospitals/medical organizations: optimization of the medical activity
- parents: better organization and sense of control over their children's disease

We are looking for partners which are interested to invest in the further development of our system. The researched partners might be both financial ones (e.g. venture capitalists, business angels, banks, etc.) interested to finance the project development, and industrial ones (e.g. hospital IT providers, medical equipment providers, etc.) interested to integrate their products with the Assioma new services.

LAZIO | MRT-DSS (MOLECULAR RADIO THERAPY-DECISION SUPPORT SYSTEM)

Proposer: KAY SYSTEMS ITALIA SRL

Sector: DIGITAL MEDICINE FOR CANCER THERAPY

Focus:

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PROJECT DESCRIPTION

Radiometabolic therapy consists in the administration of radioactive isotopes (radiopharma-ceuticals) and is widely used in the oncological field. Administration of radiopharmaceuticals labeled to the target tumor allows an effective and precision medicine that preserves healthy tissue while minimizing side effects and destroying cancer. This allows numerous advantages in terms of lengthening of the average life and improvement of the quality of life of patients with cancer. The attention of the medical world is increasingly focused on the development of new molecular radiopharmaceuticals for personalized medicine, which allow to be alternative or even to replace the traditional chemotherapy, such as in the metastatic prostate cancer or breast cancer using the ^{223}Radium or with the new generation alpha-emitters like the ^{227}Thorium to treat Non-Hodgkin's lymphomas. Because of the introduction of new advanced radiopharmaceuticals, patients' life expectancy has increased and with it radiometabolic therapy centers are expanding, in fact one million patients every year in Europe are treated with these nuclear methods.

The project deals with the realization of a digital patient and avatar to personalized MR Treatment, a decision support system (DSS) for optimising and increasing MRT effectiveness. A further innovative concept consists on the integration of the DSS with advanced wearable gamma cameras that strongly increase precision of treatment with a total comfort for patients. The results of the individual biokinetics study will be collected, and an integrative patient-specific digital representation achieved using radiological, functional and other nuclear medicine images, after improving the quality of the latter that is notoriously low. Population-specific data will be also used for treatment planning creating a patient avatar that consists of a multimodal representation as time changes (biokinetic, for all organs and tissues).

Moreover, the DSS will support: establishing therapeutic effectiveness, absorbed dose-response and absorbed dose-toxicity correlations; combining several radiation therapy modalities for improving geometry; performing follow-up and future decisions for health care. These tasks will require a next-generation hardware design to guarantee computational efficiency, and new dedicated software, for dynamic managing of integrated 3D visualization of multi-modal images and dosimetry calculations.

BUSINESS OPPORTUNITY

The goal of the project is to create a decision support system based on Digital patient. The multimodal management of morpho-functional images and the Treatment planning will be done by creating an AVATAR of the patient through an innovative SOFTWARE for Metabolic Radio Therapy/Radio Phamacy.

There are about 3.000 centers in EU and US that could be interested to buy and use this innovative System for a total market value of about 1,2B Euro.

LAZIO | FILO BLU System

Proposer: GRUPPO FILIPPETTI SPA

Sector: LIFE SCIENCES – ICT FOR HEALTH AND WELL-BEING

Focus:

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PROJECT DESCRIPTION

Today citizens are more interested in actively collaborate to the management of their health, pursuing the efficacy of the treatment also through the use of ICT technologies.

In this context, the FILO BLU Project meets the citizens' needs developing a tool that allows to optimize the efficiency and the effectiveness of care processes, as well as to increase the involvement of the patient and the caregiver (empowerment of the patient/caregivers).

The FILO BLU system, in particular, aims to improve the healthcare provision and treatment of patients in cancer therapy and it consists of:

- two APPs, one for the patient/caregiver and the other one for the medical team, aiming to support the doctor-patient communication and the home care
- a module for the interoperability with portable monitoring systems equipped with a bluetooth interface, that is integrated to the patient's APP
- an expert system for the analysis of medical-patient communications that aims to score the patient's status (clinical and psychological) and that analyzes the flow of communications in order to signal to doctors, through an "attention" score, potential critical situations (keeping into account both the written texts and any physiological values monitored). That component will work using algorithms in the field of sentiment analysis, machine learning and artificial intelligence

FILO BLU has an interface similar to "whatsapp", but goes beyond the typical functions of systems like that. In fact, FILO BLU is equipped with features specifically designed for the healthcare applications such as:

- the dispensation of precompiled questionnaires to the patient/caregiver
- the scheduling, by the medical team, of automatic reminders for the patient
- the transfer of the monitoring parameters of the medical devices eventually worn by the patient
- the calculation of the "attention" score using Artificial Intelligence and Machine Learning algorithms
- the integration with electronic medical records

BUSINESS OPPORTUNITY

Every day in Italy more than 1,000 new cases of cancer are diagnosed. In fact, it is estimated that in our country there are about 373,300 new cancer diagnoses during the year. The relationship between patient, caregiver and medical team plays a key role in therapy.

FILO BLU can play a fundamental role in terms of improving the relationship between the figures involved, thanks to the reduction of stress due to the direct and indirect costs of the disease.

We're interested in building partnerships and collaborations with Industrial Partners offering already innovative solutions in the context of "Life sciences – ICT for health and well-being", in order to improve a more complete solution that will be offer to the European market. It represents fertile ground because FILO BLU respond to emerging communication needs in cancer supportive care.

We are also looking for financial partners interested in investing financially in the development and the commercialization of the FILO BLU System.

LAZIO | HA-R2EC

Proposer: MICROSIS SRL

Sector: E-HEALTH – ENGINEERING

Focus:

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PROJECT DESCRIPTION

HA-R2EC or his commercial name DIREC is a project that intend to setup an innovative method in heart – desease field.

The aim of the HA-R2EC project, or its commercial name DIREC, is the implementation of an innovative method of detecting cardiovascular emergencies based on the use of a new non-invasive device, called DIREC, which will represent a revolution in the field of clinical diagnostics and will enable faster management and resolution of acute cardiovascular events. DIREC is a multi-purpose instrument that allows you to integrate signals from diagnostic tools with blood chemistry values, detected by a drop of blood, and the level of oxidative stress, measured by a sample of saliva with a brand new biosensor device.

It will assist in the identification of fatal arrhythmias, acute myocardial infarction and respiratory insufficiency induced by acute pulmonary edema.

The project is carried out in effective collaboration between Microsis and CNR-IC (Consiglio Nazionale delle Ricerche) and with the help of the Department of Cardiovascular Sciences of “La Sapienza” to which a mandate will be entrusted of research for the definition of interactions and evaluation criteria of the parameters collected by the system. The use of DIREC will make it possible to get to the diagnosis quickly and easily and will lead to a reduction in healthcare costs due to inappropriate hospitalization and clinical analysis. DIREC will be a portable tool, easy to use and cheap, essential for the fight against sudden cardiac death and myocardial infarction by fully responding to the area of Life Sciences and Agrifood of the regional S3 (Smart Specialization Strategy). The system will also be integrated with the historical SDRA database, containing the raw data of thousands of electrocardiographic traces already collected by the University and by Microsis, to enhance an important diagnostic continuity also for the purposes of basic research.

BUSINESS OPPORTUNITY

We are looking for partners in medical-industrial field to industrialize the system and start marketing in Italy and Europe.

LAZIO | Integrated health care pathway for patients with severe acquired brain injury

Proposer: GELCO SPA - SENTECH SRL

Sector: HEALTHCARE/ICT SYSTEMS

Focus:

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PROJECT DESCRIPTION

The aim of the project is an innovative health care model, based on information and communication technologies, which can support and facilitate the diagnosis, the treatment, and the rehabilitation path in severe acquired brain injury (SABI) subjects.

This is carried out through implementation of an e-Health system based on:

1. A system capable of integrating the results of different medical examinations and in particular coming from the analysis of EEG signals (auditory evoked potentials, AEP), fMRI (connectivity maps), DWI (tractography), CT, and MRI images, in addition to the clinical scale based assessment of the medical team (CRS-R).
2. A teleconsultation system that implements a powerful synchronization and co-management on data and images with effective and complete voice / data / image connections. This allows a real time consultation among medical specialists who practice in different geographical areas, resulting in a powerful clinical synthesis and achieving an effective diagnostic evaluation aimed at optimizing admission processes in rehabilitation facilities. Moreover, teleconsultation is used for monitoring of patient status, for a shared assessment by teams of specialists located in distant sites, of the status of the rehabilitation course.
3. After hospital discharge, telecare gives remote assistance of the patient at home or in local care facility, through training, monitoring and interaction of the health facility with the local caregivers.

Telecare includes an interactive system for cognitive and neuro-motor rehabilitation installed at home and controlled through internet or sat links (type KA-SAT).

The system follows the patients during all the phases, from the preliminary diagnosis to the choice of the best treatment, and during the entire rehabilitation course. Therefore, the system will improve the diagnosis and treatment accuracy, resulting in lower expenses for the national health system and optimized assistance to the patient and his family. The project includes the creation of a database that keeps all the useful medical information, such as the medical examination results, in a secure server easily reachable by all the trained and certified personnel.

This system allows a channel of direct access to high specialization realizing in real time the HUB-SPOKE operation strongly desired at national and regional level. The HUB-SPOKE link helps to improve and standardize the patient care path thanks to the multidisciplinary comparison carried out in augmented virtual reality. The system is also an excellent consulting tool for HUB-SPOKE planning of complex operations such as neuro or cardiac surgery.

BUSINESS OPPORTUNITY

The purpose of our participation is to consider business opportunities that follow a logic of attracting investments in Italy, i.e., we are looking for foreign companies that invest or co-invest in the project.

More specifically, we actively seek for Radiology Information System database companies who want to integrate our system to expand the functionality of their products, moving from “second opinion” teleconsultation systems to real-time interactive teleconsultation systems suitable also for surgical pre-planning. Furthermore, we look for companies that produce neurorehabilitation systems to be integrated with our teleconsultation and telecare system to provide a reliable and affordable tele-rehabilitation system at home.

LAZIO | LIFESEEDER and LIFELAB

Proposer: LIFESEEDER SPA

Sector: LIFE SCIENCE

Focus:

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PROJECT DESCRIPTION

LifeSeeder is the first equity crowdfunding platform exclusively focused on Life Sciences authorized by CONSOB. LifeSeeder aims at facilitating the matching between Life Science enterprises with highly innovative projects and specialized investors or big companies. This is in order to realize the mission of being a real meeting point between companies looking for new capital and investors in the sector.

LifeSeeder was founded by the Health Cluster of Lazio C.H.I.CO. and leading stakeholders in the Life Sciences sector. It represents the last step in a process that aims at developing innovation by connecting the world of public and private research to companies and private finance. LifeSeeder is based in Rome, with headquarter in Tecnopolo, the technological hub of the city of Rome, conceived as a scientific research pole of excellence. It also operates in Berlin and Tel Aviv.

LifeLab is a new project that would like to create a hub of Life Sciences of international relevance specialized in the fields of Pharmaceutical, Biomedical and Biotechnology. It wants to connect scientific and public institutions and the world of enterprises and startups, stimulating economic development throughout the supply chain from basic research to production.

The main goal is to create a meeting point for research centers able to attract investments.

The added value of LifeSeeder is its evaluation process based on three steps:

a scientific evalutation entrusted by the Scientific Committee of Cluster C.H.I.CO. for a scientific assessment. The Committee is composed by distinguished academics and top level researchers.

A legal and fiscal evaluation committed to DLA Piper and a Market Committee availing of specialists, such as SIB, Sapienza Innovazione and ATID.

During pre-matching, projects are shown to professional investors, big corporates, funds that can make their own investment appraisals before the online launch on the platform.

In particular, today our platform is looking for start-ups, innovative SMEs, highly innovative Life Sciences projects and investors who might become part of our network and therefore take advantage of our services to carry out our project together with us.

BUSINESS OPPORTUNITY

Lifeseeder has an important portfolio of innovative projects: over 60 viewed and 14 admitted to evaluation process. The business sectors of this projects are: medical device, diagnostics, telemedicine, pharmaceutical, Iot, agri-food and nutraceutical. Lifeseeder selects and presents the new projects to innovative investors, as a business matching facilitator for startups, SME's and investors.

LifeLab wants to be a territorial network for the transfer of technological innovation, as well as supporting and strengthening start-ups, helping SMEs to grow, also providing guidance and commercial and financial tutoring.

LAZIO | Platform for early and non-invasive diagnostics of neurodegenerative diseases

1.3

Proposer: ACT OPERATIONS RESEARCH IT SRL

Sector: LIFE SCIENCE

Focus:

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Raffaele Maccioni,
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PROJECT DESCRIPTION

The project aims to improve the diagnostic accuracy of neurodegenerative diseases by integrating Artificial Intelligence and with Innovative Biomarkers.

Low sensitivity and specificity of current diagnostic methodologies lead to frequent dementia misdiagnosis; this raises the need of more efficient integration of biomarkers with multidimensional clinical data. Our goal, through an interdisciplinary approach, is to implement a new diagnostic mathematical model by mining large databases of clinical variables of Mild Cognitive Impairment, Alzheimer's disease and other demented patients and controls subjects for providing probabilistic early diagnoses. The activities include the development of a detailed Ontology for multidimensional clinical datasets, the implementation of Artificial Intelligence methods to extract knowledge, the measurement of innovative biomarkers in clinical biological samples.

The diagnostic models will allow focusing on essential clinical variables and support clinicians in the early diagnostic process.

The project, of value around 1 million euros, is developed by ACT Operations Research, a math-technology company, European Brain Research Institute founded by the Nobel Prize winner Rita Levi-Montalcini, and the Italian National Research Council.

We are interested in finding research, industrial and financial partners to set up a Bio-Informatics & Modelling (BI&M) competence center, to support the healthcare sector with Artificial Intelligence and Advanced Modelling techniques.

BUSINESS OPPORTUNITY

To evaluate the business opportunity proposed with the project has to be considered: the background, the market position, and the scaling plan of ACT Operations Research (ACT OR).

BACKGROUND

ACT OR is a math-technology company. ACT OR, based on a proprietary decision science platform, supports crucial business decisions and process control by advanced analytics as math-optimization, artificial intelligence, dynamic simulators, and predictive models. Such software technologies, combined with "big data" supports complex decisions and systems control.

The ACT OR decision-science platform enables sophisticated "what-if" analysis as well as the real-time optimization (example are supply chain optimization, dynamic price optimization, simulators etc.). The application of such technology and expertise in the fields of robotics and science of life is a strategic line of development for ACT OR. After intensive work, developing know-how, references, and technology, ACT OR is now acting to grow internationally.

Highly contribute to the co-development of innovative solutions for the diagnosis and care the joint-ventures with excellence centers like the European Brain Research Institute (EBRI) "Rita Levi-Montalcini Institute (Roma, Italy) and the Italian National Research Council (IASI-CNR; Roma, Italy), with the know-how of Innovative Biomarkers in the Neurodegenerative diseases and data mining and new algorithms.

LAZIO | Platform for early and non-invasive diagnostics of neurodegenerative diseases

2.3

Focus:

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BUSINESS MODEL

The acronym of the project is MoDiag, which stands for Modelling for Diagnostics.

The idea behind such a research project is the development of services and technology in the science of life and healthcare areas.

The ideas come from the awareness that advanced modelling techniques could dramatically and positively impact the prevention, early diagnostics, and care of diseases. In addition, the decision science improves the operations, the service level, and reduce costs of hospitals, clinics, and laboratories.

Is not easy for a hospital, a medical organization, a bio-science laboratory, where the prevalent culture comes from other disciplines, to adopt such techniques and technologies.

The ACT OR projects aims to offer services in the mentioned fields, by a Bio-Informatics & Modelling (BI&M) competence center, levering the existing ACT OR expertise and technologies combined with medical and bio-science competences of European Brain Research Institute (EBRI) "Rita Levi-Montalcini Institute (Roma, Italy) and the Italian National Research Council (IASI-CNR; Roma, Italy).

At the base of the mentioned technology, there is a multi-analytical decision science platform (called Bloomy Decision), permitting the fast-built & deploy of web-based analytical applications. Parallel & distributed computing, the capability to manage a big amount of data efficiently are a crucial characteristic of such a platform.

The solution, by the decision science platform, enable the application of artificial intelligence for the early diagnosis of diseases. The platform is specialized for the type of disease starting from the most impacting such as the Alzheimer's disease. The platform can be used by a single center or clusters of centers under a cooperation agreement. The platform can also be used for research activities. The MoDiag project is financing the set-up of such a solution.

ECONOMICS (preliminary):

In the world >50M people suffer from dementia, with a rough global cost exceeding 500 billion Euro.

In Italy it is estimated that >1,000,000 people suffer from dementia, of which >600,000 are affected by Alzheimer's Disease, and family members involved in caregiving are estimated to be > 3,000,000. The average cost per patient is 9,000-16,000/year, with a total cost > 12 billion Euro. This is potentially a very large market, including 478 Dementia centres (34 in Roma Region) in public health services only, to which a large increasing private market must be added.

The economic advantage for an early and accurate diagnosis would lead to a substantial cost saving, particularly for home caregivers and hospitalisation. Furthermore this would allow to start as soon as possible a proper drug therapy, that would slow down or delay the disease onset. Delaying the AD onset would lead to a net decrease of patients number, with a consequent cost saving for health system. US Alzheimer's Association estimates that, if in 2025 a new drug able to delay AD onset by 5 years would come to market, people affected by AD would decrease by 40% by 2050, with a related direct and indirect costs saving up to 36% (Biopharmaceutical Research Companies, 2013 Report; Alzheimer's Association: Changing the trajectory of AD disease, 2015).

A similar model in the UK, where almost 1 million people are affected by dementia, shows that if a new disease modifying drug would be made available on the market in 2020, this would lead to a decrease in patients and cost of about 20%, with a disease onset delayed of 2 years and about 35% if the drug is able to delay by 5 years the onset. The cost saving would be equally distributed between direct costs and indirect costs (from Alzheimer's Research UK, Defeat Dementia, 2015).

LAZIO | Platform for early and non-invasive diagnostics of neurodegenerative diseases

3.3

Focus:

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Concerning misdiagnosis, a US study estimates that the excess medical cost for Parkison's Disease misdiagnosis, often with symptoms overlapping other forms of dementia, may exceed 10000 Euro/year of incorrect diagnosis. This underlines that not only an early, but also reliable and diagnosis, are crucial for saving healthcare costs.

Delaying the disease onset not only would substantially decrease the economic burden for public health systems and families, but would also immensely benefit patients and their relatives from the social and psychological point of view, with a positive impact on the quality of everyday life.

With the MoDiag project we aim to offer client-server based services to public and private neurology and geriatric departments, on a cost/year basis, which will provide in-silico diagnostics and diagnostic work-flow optimization. Moreover, as the patient database will increase in size thanks to new data entry by the health personnel, the system will also select new biomarkers and clinical endpoints with increasing statistical reliability.

Our Healthcare Operations Planning aims to develop, considering the ROI such solution, an application to predict, simulate and plan resources for early and most accurate diagnosis with a cost from 5K€ to 80K€/ year. Set-up services to be added for about 20-80 K€ per application.

A solution for the optimization of the drugs inventory can cost from 2 to 20 K€ per year per warehouse and a set-up fee around 10-80 K€.

Diagnostics Intelligence: 30-80 €/patience per year per type of disease.

New investments may be crucial for:

server system management,

development of more efficient modelling and data mining approaches

client side customization to deal with the high heterogeneity of the Italian Health system

Marketing of services

New Biomarkers validation in clinical trials

Financial evaluation and modelling of cost saving impact on Health institutions

ADDITIONAL INFO ON ACT OR

Characterized by continuous research, ACT OR is also a shareholder of a spinoff of Sapienza University in Rome, Italy, focused on Operations Research themes. The ACT OR team is composed of 40 specialists which include several PhDs.

ACT OR has over 20 years of experience in operations research, predictive analytics, artificial intelligence, simulators, and advanced control logic.

After intensive work, developing know-how, references, and technology, ACT OR is now acting to grow internationally.

The ACT OR's activities include the participation to several Research & Development projects financed by European funds.

As a testimony of the ACT OR expertise, we noted that, by a project for the customer Europcar (HQ Paris - FR) have been selected as finalists by the Institute for Operations Research and Management Science (INFORMS) for Franz Edelman Award, the world's most prestigious international award for achievement in the practice of Operations Research.

ACT OR, presenting the characteristics of a start-up, from the innovation perspective, is a low-risk and high potential opportunity for investors willing to lever the emerging market of the Advanced analytics, Artificial intelligence

ACTOR has offices in Italy with Rome and Milan and is now working on an international expansion. We've established ACTOR UK (London) and ACTOR US (Charlotte, NC).

LAZIO | TraiNurse – From an Industrial Research Project to Commercial Development

Proposer: ARTMEDIAMIX S.R.L.

Sector: E-HEALTH

Focus:

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PROJECT DESCRIPTION

The increase in aging population, chronic diseases and disabilities, has put the health professionals in a challenging position, where the update of competences and skills is continuously required.

Moreover, the national healthcare systems are transforming their assets to take advantage of the digitalization and respond to the new needs of the citizens, including the increased demand for medical home care assistance.

However, nursing performances can be affected by factors such as age, education, expertise, etc., with an impact on knowledge transfer and on the sharing of skills and experience between different generations and levels of professionalism.

Artmediamix seized the opportunity within the need of uniformity, consistency and valorisation of the nursing profession and initiated TraiNurse, a project for the development of a web mobile digital platform, where multimedia content will be delivered to the nursing professionals in a unique, standard-codified language and through an integrated App.

The industrial research project TraiNurse will develop the prototype of the "first App for the valorisation of digital skills of nursing professionals" by the targeted delivery of multimedia and interactive content with a high degree of cognitive impact.

All the content will be based on ICNP language, i.e. the "International Classification of Nursing Practice", thus recognized by the International Council of Nurses (ICN).

As such, the prototype will include a number of selected clusters of clinical areas, i.e. it will not codify the whole ICNP.

BUSINESS OPPORTUNITY

The research will look at new communication codes with major interest, in order to allow the connection of a large number of users worldwide.

The aims of this project include:

- the dissemination of re-usable scientific contents that will be:
  - produced and guaranteed by the Scientific Committee
  - tested within the accredited health care institutions
  - compliant with the International Classification of Diseases (ICD)
- the spread of ICNP language and the dissemination of best practice for a measurable value of nursing professional performances and results
- the promotion of the development of digital skills and the creation of a national and international community of nurses

The transition from the prototype to a commercial product and its commercial development requires a further investment of € 4.000.000/€ 6.000.000.

EXPECTED RESULTS

- Digital literacy
- Standardisation and measurability of results
- Increased accuracy of nursing diagnoses
- Increased uniformity of the language at international level as a result of spread and adoption of ICNP
- Empowerment of nursing profession

SARDINIA | Total Patient Management (TPM)

Proposer: INPECO

Sector: E-HEALTH

Focus:

PROJECT DESCRIPTION

Building upon its in-depth knowledge of clinical processes and healthcare dynamics, Inpeco is developing the digital complement for its solutions historically based on total automation, complete traceability and open integration.

Total Patient Management (TPM) is a patient-centric and vendor-neutral digital healthcare platform powered by automation and enforced by the Patient's biometrics.

The first product of this platform will be a cloud hosted Patient health record which is seamlessly fed with reliable clinical data from automated and traceable processes; the future portfolio offering has the ambition of becoming the supply chain for personalized medicine of the future.

Inpeco is building in Sardinia a demonstrator to prove the power of its vision and fine tune the technology and business processes required for global scalability and success.

The working relationship with CRS4 (a public research centre owned by the Region) and the Health IT Infrastructure currently present, were key drivers for choosing Sardinia as the first deployment site.

Inpeco has had an innovation centre hosted within the Scientific and Technological Park of Sardinia since 2010 and has steadily increased investments on site.

BUSINESS OPPORTUNITY

The TPM project was born with global ambitions and will require consistent financial backing for its worldwide scale-up and deployment.

The demonstrator is only the first step in realizing a digital healthcare platform that will benefit Patients and all healthcare stakeholders.

Multiple business opportunities can be exploited by both building clinical applications on top of the platform or deploying it globally.

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TUSCANY | BRAINCONTROL

Proposer: TLS FOUNDATION

Sector: DIGITAL HEALTH

Focus:

PROJECT DESCRIPTION

BrainControl is a platform based on Artificial Intelligence for human-machine interaction through bio-feedback. Its first application was addressed as BCI-based augmentative and alternative communication (AAC), a sort “mental joystick”, allowing people to overcome severe physical and communicative disabilities. BrainControl BCI AAC fills a technological void for patients who are cognitively aware, but completely unable to move or communicate, a state called “locked-in”, and meets many of the unmet needs for patients in less advanced states who are currently using or cannot use eye-tracking systems.

The main focus of BrainControl is the condition of those patients who suffer from severe disabilities caused by degenerative neuromuscular diseases (amyotrophic lateral sclerosis, multiple sclerosis, Duchenne, etc.) or ischemic or traumatic injuries. This target can be further segmented into patients in complete locked-in state (CLIS), for whom there is no other technology available on the market, and patients in locked-in state (LIS), who can use, in some cases, other technologies, but who also have unmet needs due to usability limits of most of the available products.

BUSINESS OPPORTUNITY

Liquidweb recently achieved a first round financing of more than € 2 M and is actively looking for a second round to expand its market with the Braincontrol Technology.

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SMART MOBILITY & LOGISTICS

APULIA | NEXTOME – Indoor Navigation, Indoor Positioning and Indoor Tracking system

Proposer: **NEXTOME**

Sector: **ICT**

Focus:

PROJECT DESCRIPTION

Nextome is a software technology company born with global ambition that tackles the challenges of indoor navigation. Since our first steps, we have travelled around the world to benchmark our technology, meet potential customers and participate in international competitions. The start-up, founded by passionate computer science students, is based in Apulia, Italy. After years of research and development on the indoor positioning and navigation system, the company won multiple awards and international innovation challenges.

The patented technology utilizes smartphone sensors and low-signal Bluetooth beacons leveraged by a physical model as well as A.I. algorithms to achieve remarkable results. In a highly competitive market the solution stands out due to its high accuracy (1-2 meter), great value and simple installation approach (no fingerprinting) that makes the system ready to use almost right away. Besides the indoor positioning and navigation system, Nextome provides tools to manage the infrastructure and analyse data in real-time. The patented Nextome indoor location and navigation system is designed to be integrated into an existing mobile application effortlessly. Furthermore, we also offer to customize your new app containing the Nextome Technology plus individual, valuable features.

Nextome is a B2B software solution company providing corporates owners and managers of large buildings (including office buildings, hospitals, stations, airports, factories, shops and malls, trade shows etc.) the opportunity to implement mobile location based services to provide users (visitors, shoppers, employees, contractors, etc.) with positioning and navigation / positioning and tracking enabled apps to easily find point of interest, follow a guided tour, or facilitate man machine interaction. Data collection and data analysis services are provided for corporate customers, users can benefit from interactive services based on applications location awareness provided Nextome.

BUSINESS OPPORTUNITY

Venture capital financing: We evaluate investment proposals including 500K(€) - 1.5M(€) - these investments will be destined for expansion in the American market.

Business partners: the possibility of making business agreements with local system integrators for the construction of a solution suitable for several industries (eg healthcare and industry 4.0).

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CALABRIA | Rail Transport System with Convoys Automatic Composition

Proposer: Co.El.Da. Software SRL

Sector: RAILWAY TRANSPORT

Focus:

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PROJECT DESCRIPTION

The objective of the proposed solution is to improve flexibility, efficiency and to reduce fixed management costs of Single Wagon Load (SWL) traffic, by adopting a novel approach for wagons' dispatching, formation of trains and the optimised usage of railway paths. The solution is based on the integration of existing technologies into a train-network management system that can be applied to optimise the whole SWL delivery as well as specific SWL stages (such as train formation operations). Other applications may be found for the automation of container movement in intermodal nodes (such as, dock to train) and other similar scenarios. The approach will also create new market opportunities, for small transport operators and private clients, for new marshaling managers as well as for "smart wagons" manufacturers.The solution aims to enhance the overall competitiveness of the SWL traffic by achieving the following results:

1. Reducing the management costs (staff, depreciation, maintenance, energy) of local SWL systems (maneuvering on track connection, shunting work centres, etc.) through automatic train formation and shunting of the wagons without direct human intervention
2. Increasing the overall flexibility and reliability of the SWL traffic, allowing an optimal use of the railways networks and raising their operational capacity, by adopting novel routing techniques for single wagons thanks to the fully automatic management of train/wagon switch
3. Developing new business models based on the increased overall efficiency of the system that allows operators to serve profitably a much wider dynamic of local transport demand

All the experiments necessary to demonstrate the feasibility of the project (construction of the prototype and handling operations) were carried out at the San Ferdinando station in the port area of Gioria Tauro.

BUSINESS OPPORTUNITY

Our company is available to collaborations in all sectors (mechanical, electronic, data transmission, IT, etc.).

Specific opportunities for digital companies concern:

1. development of methods and secure protocols of communications between the various components of the system (eg between station and wagons)
2. study of signaling system (ETCS Level 3), concerning the continuous control of the integrity of trains.

LAZIO | PickMeUp

1.2

Proposer: ITALY-INTENT SRL

Sector: SUSTAINABLE SMART MOBILITY

Focus:

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Michela De Santis

PROJECT DESCRIPTION

The PickMeUp project is aimed at researching and developing for an innovative platform to support sustainable mobility that effectively integrates local public transport with the private one.

The partners involved in the project development are:

- Intent - responsible for the development of the platform
- App to You - responsible for the development of the App
- the Research Center for Transport and Logistics (CTL) of the “Sapienza” University of Rome - responsible for the routes planning algorithms

The idea is to integrate and optimize the public service (bus,train,etc.) with what is available at a private level, overcoming the most deficient situations of suburban areas and small municipalities, through an information system that combines the demand with a “just in time” response available at a certain time and for a certain road route to be done.

By the platform, users will be able to know the offer available in real time on road routes, with updated information in real time on the state of public transport, where provided by the public service operators, and mixed routes, where it is possible to optimize travel using both public lines and private vehicles.

In addition, the platform will have to manage an area dedicated to the availability of passages (for example “BlaBlaCar”) both on offer and demand, therefore integrating choice options also on routes badly served by public service or not reached by the most innovative car sharing systems.

The specific goals that we are pursuing:

- to create a series of algorithms for routes planning
- to devise a platform that can work in iOS and Android with APP for smartphones and tablets, as a prototype of mobility support, integrated with the control room for traffic and data of public transport and the availability of the private one
- to implement a device for geolocation and WiFi connection of all vehicles, public or private.
- The economic objectives have been hypothesized on two distinct commercial channels:
- license sale to individual municipalities / local authorities, estimated price € 100 / each
- advertising sale (banners,etc.) to local companies, estimated price € 500 / each

LAZIO | PickMeUp

2.2

Focus:

According to the estimated data, the business generated will produce an investment yield of 50%

Description	1° year	2° year	3° year
Overall Business	102.000 €	520.000€ + 102.000€	520.000€ + 520.000€ + 102.000€
Investments	50.000 €	300.000 €	550.000 €

The PickmeUp platform can be replicated in different geographical areas, we are looking for Financial and Industrial partners to promote Pickmeup beyond the Italian territory.

BUSINESS OPPORTUNITY

From our analysis, the business opportunity is evident.

With an initial investment of € 300,000, a ROI will be achieved in just 21 months and a further 128% return of the investment in 36 months, considering the more than € 200,000 already invested by Intent and its subsidiaries.

For this type of investment, we envisage company's shares in a NEWCO to be established between Intent and the investor. The investment can be seen as a participative loan, even temporary, with an exit value valued on a preventive budget base.

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LAZIO | Certified Zero Emission Last-mile Delivery

Proposer: Regione Lazio, ZEDL partnership

Sector: LAST MILE LOGISTIC

Focus:

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PROJECT DESCRIPTION

ZEDL proposes a “real zero emission last mile logistic and distribution”. It is based on an integrated platform, which directly links energy generation and final use for goods distribution, by means of an optimized algorithm.

At the moment, ZEDL platform (software and hardware, plus devices) has been developer at TRL8 level. Next steps to the industrial implementation are:

Software:

- making the dashboard of ZEDL compatible with major commercial software for distribution management
- creating a commercial package of the ZEDL distribution platform (energy+distribution+fleet management)

Hardware:

- final industrialization and production of the ZEDL OBU’s (on-board-unit), to make it compatible with major commercial trucks on the market
- industrialization and production of the ZEDL energy management hardware platform

Thus, a new start-up company is proposed, with the aim of:

- creating a commercial “zero emission distribution platform”, which includes also the energy generation and management, distribution optimization, fleet management, charging infrastructure, etc...
- promoting the use of second life traction battery inside the energy platform, in order to extend the actual life cycle of the electric vehicle’s batteries
- creating a “CO2 certification mark (carbon footprint)”, associated to each delivery, to report and certify the actual value of used energy and carbon footprint of each specific delivery, by using the “well to wheel” approach. This mark will include also production and recycling
- providing a certified delivery service, to be offered to cities, private companies, express courier and, in general, logistic operators

BUSINESS OPPORTUNITY

The business opportunity comes from the huge market of daily delivers performed within the “last mile”, which has to be integrated to the strict pollution restrictions all local governments are promoting inside the city centers. Approaching this market with a real-zero-emission distribution or, at least, certified carbon footprint delivery will drive logistic operator to the strict rules of 2030 full green last mile logistic, established by European

Commission. The business approach will be:

- Phase 1: creating a new start-up company, which owns all technologies, know-how and IP’s developed inside the ZEDL project
- Phase 2: developing a commercial platform for ZEDL and starting devices production
- Phase 3: creating a zero-emission last mile delivery service, to be offered to all logistic operators in Italy

Shares of start-up companies will be available for external investors.

DIGITAL CONTENTS & CREATIVE INDUSTRIES

AOSTA VALLEY | Q-CAST, Interactive real-time multi-streaming solutions for one-to-million communication

Proposer: QUINTETTO S.R.L.

Sector: Creative Industry/Healthcare/Smart Mobility

Focus:

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PROJECT DESCRIPTION

Q-cast turns a smartphone into a real-time mobile broadcasting & streaming service, allowing anyone to become an in-field reporter within their trade. Quintetto has developed the world's first multi-camera mobile streaming solution (Contemporary outgoing streaming of the smart-phone Front and Back camera). Combining true real-time with intelligent usage of compressed data to enable a multitude of services both for urban and rural areas. Q-cast is a cloud-based solution that allows a smartphone to communicate via both audio and video with the Q-cast control-room. The Q-cast control room can integrate seamlessly with any existing service whether it is for call-centers, civil services, healthcare, traditional broadcasting companies, etc. The Q-cast solution adheres to the strictest of security and privacy rules.

Q-cast In-field solution

Use the mobile phone as a live tool to solve in-field mechanical problems with the help from external consultants, engineers, etc. Stream and receive true real-time video while in-field to solve problems and collaborate.

Q-cast Civil services

Q-cast is also optimized for use by civil services, first responders, police, security, etc. Using the mobile phone as the engine, connecting external cameras and other IoT devises used as wearables, ensures that the appropriate information is revealed in true real-time to the correct people, at the right time from the right angle. Thus, helping to make on-the-sport decisions, solve problems and create solutions.

Q-cast Television

Q-cast can also be used for real-time interactive television. Most recently Hewlett Packard Enterprise launched its pTV powered by Quintetto for sales to television stations globally. The solution can be bought directly from Quintetto or from HPE globally. Fully tested in live environment and is the only streaming solution in the world that provides real-time multi-camera streaming through its underlying software platform, as opposed to using hardware.

Other uses for Q-cast includes, healthcare, citizen services, Know your customer solutions, etc.

Technology

Q-cast utilizes the Quintetto's proprietary platform, LETHO to compress data, optimize routing and enable true real-time streaming from several cameras even in poor network coverage. Said services are made available after 5 years of R&D within streaming, traversal server, turn server and security. Letho has produced products that have been awarded with the European Union seal of excellence.

BUSINESS OPPORTUNITY

We are looking for industrial and commercial partners to configure and propose solutions in the civil and industrial fields for the various countries. Q-cast addresses issues such as civil protection, information, health, security and safety.

As for the industrial partners, our aim is to attract investments in our company, starting from our plans.

We are also looking for financial investors to further our solutions on the global market.

APULIA | D4D (Digital 4 Democracy)

1.2

Proposer: Cedat 85 srl

Sector: ICT

Focus:

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PROJECT DESCRIPTION

Cedat 85, innovative SME, is the leading company in Italy in providing content from speech using advanced technologies.

Since the first half of the '90s, Cedat 85 has started, actively collaborating with IBM, the research in the field of the automatic recognition of the voice speaker dependent (re-speaking), up to patent a system of live reporting, entirely digital, that allows to eliminate all the equipment and media previously used: stenoterminali, dictaphones, recording plates, audio cassettes, coils and a system for monitoring research, review, integration and audio / video / text editing based on transcription of speech contained in multimedia sequences using speech recognition and speech to text indexing systems. Moreover, thanks to the continuous investments in R & D it has been possible to develop a "speaker independent" recognition system for the Italian, German, French, English (UK), English (US), Spanish, Portuguese, Brazilian languages that can easily be integrated with other foreign languages.

The company owns patents and registered Brands:

1. Patent n. 0001331981 – "Procedure to obtain simultaneous digital transcription of an oral exposure;
2. Patent n. 0001400352 "System for monitoring, researching, reviewing, integrating and editing audio / video / text based on the transcription of speech contained in multimedia sequences using speech recognition systems and speech to text indexing"
3. Application for Patent n. 102017000145109 "Equipment for processing an audio signal in writing"
4. Brand n. 0001428130 – "TRASCRIVI"
5. Brand n. 0001428128 – "MAGNETOFONO"
6. Brand n. 0001428131 – "+ VOCE"
7. Application for Brand n. 302018000013665 – "DIGITAL 4 DEMOCRACY"

MAIN LINES OF PRODUCTS/SERVICES

1. Mediamonitor - monitoring of radio, TV and web programming
2. Digital 4 Democracy – Virtual Agora of political-administrative assemblies aimed to encouraging transparency in institutions and the active participation of citizens
3. ADScribe – automatic verbalization system for Legal affairs and compliance offices (Banks, Insurance companies)
4. + Voce – search system in multimedia content where each word is linked to the millisecond of video for Innovation Depts, System Integrators
5. BeSmartCall – monitoring system for call center, marketing dept, Customer service operations

APULIA | D4D (Digital 4 Democracy)

2.2

Focus:

PROJECT

DIGITAL4DEMOCRACY is a highly powerful, advanced institutional communication solution developed by Cedat 85 Group that facilitates open government and real digital democracy through the automatic, real-time transcription and simultaneous archiving of government speeches and meetings, making them accessible via easily indexed and "searchable" digital content (accessible live as video is being recorded), and making it easier for citizens to take an active part in democratic life. The service has been lunched in Italy and abroad, in particular in the United Kingdom, and used by 250 Italian and 120 foreign public administration.

BUSINESS OPPORTUNITY

Business/technology partners: the company has an interest in meeting realities that develop applications with artificial intelligence and Bot, based on ASR solutions.

The voice is the most used means of communication in the various sectors, giving to the speaker recognition a leading role in the development of everyday applications.

The application scenarios of ASR technologies are different:

1. the IOT sector (Internet of thinghs) that is literally exploding but at the same time highlights problems both of simplicity of access (the voice is essential) and of security (authorization of sending commands) as well as structure of the environment (smart home)
2. the banking / financial sector which on the one hand needs to simplify the life of its users and on the other to guarantee the necessary security
3. the call center sector in which "Virtual Assistants" could allow the use of the most advanced technologies in user interfaces as an innovative tool for the help and simplification of the work of those working in companies or in the public sector both in contact with customers and in the monitoring of activities and in the analysis of market strategies
4. the field of biometric technologies, advanced and intelligent integrated systems that can replace complex password-based procedures, pins, cards and the like sometimes difficult to remember and often not available when needed, with biometric identification technologies based on speech recognition technology, capable of simplifying access to services, while ensuring - thanks to the use of anti-spoofing technologies on the one hand and the artificial intelligence and the Big-data on the other - the necessary level of privacy and safety

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LAZIO | OLOS®

Proposer: **BLUE CINEMA TV LTD. COMPANY**

Sector: **INTERACTIVE TECHNOLOGY**

Focus:

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PROJECT DESCRIPTION

OLOS® is a procedure for creating an interactive audiovisual interface that reproduces human beings. The OLOS® platform reaches it by changing the assumption that this is just a matter of engineering, and by leveraging a pragmatic and effective fusion of human creativity and state of the art technologies from IT and digital cinematography. In OLOS®, human beings of flesh and blood supply all the expressions and actions that the interfaces will use in their interaction with human users. They do so by playing parts and roles as in a performance. These performances are then captured as sequences of images at very high visual output through techniques of holographic simulation, and are deployed at the front-end of a highly distributed and interactive IT infrastructure, directly connected to the cloud, and capable of linking users to all the available computational and information resources. The resulting interfaces look and behave so human that it makes sense to refer to them as holographic human beings. OLOS® anthropomorphic interfaces have already been deployed in a variety of real-life contexts. The OLOS® platform is indeed evolutionary, and is compatible with various degrees of complexity and sophistication of the deployable interfaces.

Moreover, OLOS® manages the interactive communications through an artificial intelligence system, contributing to a positive impact on the future of the methodology.

BUSINESS OPPORTUNITY

Interfaces that reproduce perfectly the human expression and figure were so far considered as a fundamentally unreachable goal; target that OLOS® has managed to achieve. In fact, besides to perfectly reproducing the expression and the human figure, technology offers the opportunity to create a relationship between man and technology by interactive and engaging. Aside the full user experience, it can be used in many different situations such as Cultural Heritage, info points, learning pathways and live entertainment. Moreover, it can be used to interact with users when there is need for visual commercial demonstration, such as training, trying on clothes and make-up session; thus offering consumers the security they need to purchase products through proofs and interactive simulations. Therefore, the opportunity offered by OLOS® is to arouse interest in the public, especially within the sectors of Cultural Heritage and live shows, through a fruition of the service increasingly interactive and less passive.

DIGITAL ECONOMY & SMART MANUFACTURING

EMILIA-ROMAGNA | BIG DATA TECHNOPOLE- BOLOGNA HUB

1.2

Proposer: REGIONE EMILIA-ROMAGNA

Sector: DIGITAL ECONOMY, SUPER COMPUTING, BIG DATA

Focus:

CONTACT INFO

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Paola Maccani (Head); Sabino Alvino (Expert)

PROJECT DESCRIPTION

The Big Data Technopole is located in the area of the "Former Tobacco Factory" in Bologna, in a supportive business environment boasting a critical mass of research centers and innovative companies.

The renovation project of the area has been selected through an international architecture competition.

In the same area will be located:

- 4 of the 20 world most powerful HPC computers by 2020
- Innovative companies related to the sectors of the digital economy
- the data centre of ECMWF (European Centre for Medium-Range Weather Forecasts)
- Cineca, an Inter-university consortium with supercomputer ranking first in the EU as regards calculation systems for scientific research and Big Data
- Bi-Rex (Big Data Competence Center) involving 61 public and private stakeholders, committed to connect Big Data to industry
- other relevant national Research Centres: INFN (National Institute for Nuclear Physics), ENEA (Italian National Agency for New Technologies, Energy and Sustainable Economic Development), CINI (National Interuniversity Consortium for Informatics)

Emilia-Romagna is the first Italian region according to the Digital Economy and Society Index and Bologna is the first Italian city in the Smart City Index (E&Y, 2016).

The region has:

- a digital network for PA
- a connection to the HS networks GARR/GEANT
- about 1.800 researchers and 86 degree programmes in the field of digital economy
- 26 master degree programmes concerning Industry 4.0
- a network of PPPs organized in specialized "Clust-ER"

EMILIA-ROMAGNA | BIG DATA TECHNOPOLE- BOLOGNA HUB

2.2

Focus:

BUSINESS OPPORTUNITY

An area of about 40,000 sq.m of the Big Data Technopole in Bologna will be available for new investments:

- 10,000 sq. m for new facilities to be built
- 30,000 sq. m through renovation of already existing buildings (the five floors building “Ballette”of 25,000 sq. m the “Salt Warehouse” of 5,000 sq. m suitable for Conference Center)

Timing: a first area of 25,000 sq. m will be completed by 2021 (the area for ECMWF by 2019).

Main targets for new investments:

Companies and public/private organizations and research centres in the sectors of digital economy, artificial intelligence, big data with applications in manufacturing, agrifood, life sciences, climate change, environmental protection, IP, Humanities, Smart Cities; etc. ;

International organizations (universities, research institutes, foundations, etc.);

International agencies/organizations (also with relationships with ECMWF);

Co-working and spin-off areas and conference centres;

Common services, spaces and security of the Technopole will be managed by a unique subject. Part of the energy supply will come from renewable resources. Incentives could be provided.

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FRIULI VENEZIA GIULIA | Additive FVG Square

Proposer: FRIULI INNOVAZIONE

Sector: SMART MANUFACTURING

Focus:

CONTACT INFO

Autonomous Region of Friuli Venezia Giulia – Central Directorate for productive activies and tourism - FVG Investment Agency // Friuli Innovazione Research and Technology Transfer Centre

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PROJECT DESCRIPTION

Additive FVG Square is an initiative launched by Friuli Innovazione - Research and Technology Transfer Centre based in Udine. It is implemented in collaboration with COMET - Friuli Venezia Giulia Metal Cluster, with the participation of the University of Udine, in partnership with EOS and AM Ventures, and together with five important regional companies (Brovedani Group, Cividale Group, SMS Group, Thermokey and Wartsila).

Additive FVG Square is a SPACE OPEN TO COLLABORATION dedicated to the development of skills of companies in the field of additive technologies. A cutting-edge center, with a system for industrial 3D printing of metal parts, where companies can learn and experience additive technologies in a concrete and market-oriented way.

Additive FVG Square represents the center of an ECOSYSTEM OF INTEGRATED SERVICES FOR ADDITIVE MANUFACTURING (AM), where the actors of the innovation and research system can learn, experiment and grow companies to make them competitive in the changing scenario of global competition.

BUSINESS OPPORTUNITY

The BUSINESS OPPORTUNITY FOR FOREIGN COMPANIES is the possibility to be hosted in the Science and Technology Park in Udine (where Additive FVG Square is located) and be involved in the AM FVG ecosystem, which is characterized by:

- an advanced university research laboratory in AM and virtual prototyping
- a large manufacturing cluster with about four thousand companies
- professional schools and technical institutes nationally known
- a leader enterprise in using AM technology
- large manufacturing enterprises interested in developing AM
- an industrial area offering infrastructures and services for companies development

FRIULI VENEZIA GIULIA | Development of a platform devoted to Artificial Intelligence for manufacturing companies' innovation

Proposer: Cluster of Digital Technologies (DITEDI)

Sector: SMART MANUFACTURING

Focus:

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PROJECT DESCRIPTION

The Region FVG – and the city of Udine in particular – aims to achieve a leading role in the development of Artificial Intelligence expertise and applications. Significant investments in human capital and technological tools have been already carried out in the past few months and many others have been planned, especially for the realization of a "living lab" at the University of Udine. Firstly, the living lab has the aim to connect the research world, ICT professionals and manufacturing companies, for the research and development of "autonomous machines" and systems, which will be capable of making independent decisions on the basis of "machine learning". Secondly, information and the latest technological tools will be available for the companies, in order to support the digital transformation processes of traditional SMEs.

The ultimate goal is the creation of an international reference center located in the spaces already identified and financed by MISE, MIUR and FVG Region, with the participation of the major regional research and technology-transfer agencies, the business world and the ICT Cluster.

The public-private partnership is composed of the main regional stakeholders of innovation and digital transformation: the national research park 'AREA Science Park'; Science and Technology parks such as 'Friuli Innovazione' and 'Polo Tecnologico di Pordenone'; the University of Udine; ITS Malignani, Volta and Kennedy (higher technical institutes); consortiums such as COSEF and Carnia Industrial Park; the industrial associations Confindustria Udine and Assindustria Pordenone; some important regional companies such as beanTech, InAsset, Esteco, Eurotech, Teorema Engineering, ModeFinance and others.

The technological equipment of the "Artificial Intelligence and Data Analytics lab" is being defined in agreement with the Department of Mathematics, Informatics and Physics (DMIF) of the University of Udine.

Given the academic skills and the manufacturing and digital enterprises of the area, with this project the Region of Friuli Venezia Giulia aspires to become an international point of reference on the AI subject, working on the production system digitalization to aim for the realization of a "Manufacturing valley" 4.0.

BUSINESS OPPORTUNITY

The development of an international reference center of the Artificial Intelligence within the University of Udine area, providing additional resources to the initiatives already launched by the greatest public and private stakeholders, in particular regarding the technological equipment of the already-under-construction living lab located in the areas of the University of Udine. The living lab aims to become the headquarter of the international center and to reach a level of excellence with other partners, which would allow the international companies and research organizations to be engaged in its activities.

Thanks to the additional targeted investments there will be the chance to develop further research and applications in this field, allowing the growth of regional ICT companies and the digital transformation of local manufacturing companies. This would permit them to stay world market leader in their industry and further improve their competitive level, with resulting positive effects on both the whole economic and social system of FVG Region.

LOMBARDY | MIND – Milano Innovation District

Proposer: REGIONE LOMBARDIA

Sector:
DIGITAL: PROP-TECH, IOT, FIN-TECH, ARTIFICIAL INTELLIGENCE, CYBERSECURITY, AUGMENTED REALITY
SMART MOBILITY
HEALTH INDUSTRY

Focus:

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PROJECT DESCRIPTION

Arexpo SpA is the owner of the 100 hectares site in Milan, located just a few miles North-West of the city centre, which hosted the six-month Universal Exposition in 2015. Capitalising on the extraordinary success of this event, Arexpo SpA is currently transforming the site into "MIND" a world-leading Science, Technology and Innovation Park, a business friendly "innovation ecosystem" for domestic and international players, a "catalyst" for sustainable socio-economic growth, a new vibrant community fully integrated with the city centre of Milan.

MINDlab is a call for non-binding expressions of interest regarding the development of field testing, experiments, pilot projects, applications, innovative systems and technologies in a "living lab" environment.

The purpose of MINDlab is to create an ecosystem which fosters social innovation processes, generating large-scale impact, for a better quality of urban life. The deadline for the submission is the 31st of December 2018, 12:00 CET.

BUSINESS OPPORTUNITY

MIND concept: creating a place with a smart mix of people and public-private stakeholders.

- a destination full of advantages and opportunities for world-class innovative companies (national and multinational companies with innovative technologies, solutions and products who require a physical test bed at urban scale), universities and research institutes
- a catalyst for responsible and sustainable socio-economic growth of local communities and businesses
- expected daily population: 20.000 Students, 5.000 researchers, 30.000 workers, 2.000 residents and 10.000 visitors
- a new ecologically-sound urban area, with great infrastructure, fully integrated with the city centre of Milan
- potential for a mixed-use development totaling up to 480,000 square meters of Gross Floor Area
- a vibrant community, high quality cultural activities, public realm, recreational facilities
- three major anchors: Human Technopole (a national cross-disciplinary research infrastructure), Research and Treatment Hospital Galeazzi and the new scientific Campus of University of Milan
- 440.000 sqm of public realm and green infrastructure

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