



**SWISS ITALIAN  
VENTURE CAMP**

MILANO, 2ND JULY 2013  
SPAZIO EVENTI, CENTRO SVIZZERO - MILANO

**invite at:**



**SWISS ITALIAN  
VENTURE CAMP**

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**In collaboration with and with the support of:**

# PROGRAMME

- 09.00** **Participants' registration**
- 09.15** **Welcome greetings and introduction**  
**Swiss Chamber of Commerce in Italy,**  
Giorgio Berner, President  
**Ministry of Economic Development,**  
Barbara Clementi, VIII Dept. Manager
- 09.30** **Venture Capital. International overview,**  
**ABB SpA,** Paolo Leone, Country Marketing & Sales Manager
- 09.45** **Italian overview: Equity Crowd-funding model,**  
**Always,** Carlo Caiaffa, Founder
- 10.00** **Swiss Italian Venture Camp: the swiss environment**  
**Start up federal support**  
Roberto Poretti, Member of the Board of Swissparks  
**Start up local support**  
René Hausammann, Vice-President of Swissparks  
**Italian start up system, Trieste AREA Science Park,**  
Fabrizio Rovatti, Managing Director Innovation Factory
- The event will be moderated by Gianfranco Fabi,  
**Radio 24 - Il Sole 24 Ore** journalist
- 11.00** **Swiss Italian Venture Camp:**  
**Italian start up speed presentations**  
**Introduction: Italian Chamber of Commerce for**  
**Switzerland,** Fabrizio Macri, Secretary General
- 13 selected innovative start-up**
- 12.00** **Conclusions**  
**Radio 24 - Il Sole 24 Ore** Gianfranco Fabi, journalist
- 12.30** **Networking B2B sections and standing lunch**



## **GIORGIO BERNER**

**PRESIDENT**  
**SWISS CHAMBER OF**  
**COMMERCE IN ITALY**

BORN IN BERGAMO IN 1940, HE IS A SWISS CITIZEN. GIORGIO BERNER COMPLETED HIS STUDIES IN SWITZERLAND, WHERE HE EARNED A PHD IN ECONOMICS AT ST. GALLEN UNIVERSITY. HIS CAREER PATH DEVELOPED WITHIN THE ALUMINIUM INDUSTRY, WITH ALUSUISSE GROUP, LATER ABSORBED BY ALCAN. HE WAS AMONG THE TOP REPRESENTATIVES OF ALUSUISSE LEADING THE JOINT VENTURE WITH EFIM. AFTERWARDS, AS A MEMBER OF THE MANAGEMENT TEAM OF THE ALUMINIUM DIVISION, HE BECAME PRESIDENT OF THE "ALUSUISSE SALES & SERVICE CENTERS" BUSINESS UNIT, LEADING ITS STRATEGIC REPOSITIONING AND GROWTH AT EUROPEAN LEVEL. IN THE AFTERMATH OF THE INTEGRATION WITHIN ALCAN AND THE ACQUISITION OF THE FRENCH GROUP PECHINEY, HIS BUSINESS UNIT BECAME LEADER IN THE ALUMINIUM DISTRIBUTION.

GIORGIO BERNER WAS PRESIDENT OF THE EUROPEAN ALUMINIUM FOIL ASSOCIATION (EAFA).

SINCE JUNE 2009 HE IS PRESIDENT OF THE SWISS CHAMBER OF COMMERCE IN ITALY.

**BARBARA CLEMENTI**  
VIII DEPT. MANAGER  
MINISTRY OF ECONOMIC  
DEVELOPMENT

GRADUATED IN LAW AT THE UNIVERSITY OF PERUGIA, MRS CLEMENTI WAS ADMITTED TO THE ITALIAN BAR AT THE SECOND INSTANCE COURT OF ROME.

SINCE 2000, SHE HAS BEEN WORKING AS OFFICIAL FOR THE ITALIAN MINISTRY OF ECONOMIC DEVELOPMENT.

SHE WAS MEMBER OF THE NATIONAL CONTACT POINTS FOR THE OECD (NCPS), A COMMITTEE FOR THE PROMOTION AND IMPLEMENTATION OF GUIDELINES FOR MULTINATIONAL ENTERPRISES, AND APPOINTED AS REPRESENTATIVE OF THE MINISTRY FOR THE ITALIAN DELEGATION AT "THE PARIS CLUB", THE INTERNATIONAL FORUM FOR BILATERAL AND MULTILATERAL DEBT RESTRUCTURING.

IN OCTOBER 2011, SHE WAS APPOINTED DIRECTOR OF THE OFFICE FOR THE PROMOTIONAL SUPPORT TO ASSOCIATIONS, CONSORTIUM AND ITALIAN CHAMBERS OF COMMERCE ABROAD. SHE IS THE SECRETARY OF THE "COMITATO DI INDIRIZZO E RENDICONTAZIONE", A COMMITTEE FOR THE EVALUATION AND AGREEMENT TO REQUESTS FOR ASSISTANCE, PURSUING THE FONDO UNICO FOR VENTURE CAPITAL OPERATIONS (ENTRUSTED TO SIMEST SPA) AND THE FONDO BALCANI (ENTRUSTED TO FINEST SPA).





**PAOLO LEONE**  
**COUNTRY MARKETING & SALES**  
**MANAGER**  
**ABB SpA**

PAOLO LEONE, 59, GRADUATED IN MECHANICAL ENGINEERING AT POLITECNICO DI MILANO IN 1979.

HE STARTS WORKING IN 1980 AND JOINS ASEA IN 1981, HOLDING VARIOUS POSITIONS IN THE SALES AND MARKETING AREA UNTIL 1988, WHEN HE IS RESPONSIBLE OF THE SALES MANAGEMENT OF ABB ROBOTICS SPA.

IN 1993 HE IS APPOINTED CHIEF EXECUTIVE OFFICER OF ABB FLEXIBLE AUTOMATION SPA.

IN 2000 HE STOPS LEADING THE ITALIAN COMPANY TO TAKE THE INTERNATIONAL ROLE OF ABB GLOBAL MANAGER OF THE BUSINESS UNIT "MANUFACTURING INDUSTRY" IN ZURICH, WITH THE RESPONSIBILITY OF THE MANUFACTURING INDUSTRY MARKET.

HE RETURNS TO ITALY AS HEAD OF ABB ROBOTICS DIVISION IN 2003.

IN 2010 HE TAKES THE RESPONSIBILITY OF THE ITALIAN DISCRETE AUTOMATION AND MOTION DIVISION (650 PEOPLE, 300 M€).

IN 2011 HE TAKES THE ROLE OF COUNTRY MARKETING & SALES MANAGER FOR ABB ITALY (1B€).

## CARLO CIAFFA

FOUNDER  
 ALWAYS



AGED 45, CARLO CIAFFA HAS BEEN OPERATING IN TECHNOLOGY MARKETS IN INTERNATIONAL CONTEXTS FOR OVER 20 YEARS. AFTER HAVING CONTRIBUTED TO THE ESTABLISHMENT - ON BEHALF OF VALEO - OF THE UK ELECTRONICS ENGINEERING OPERATIONS, CARLO HAS MOVED TO VARIOUS MARKETING & SALES POSITIONS ACCOUNTABLE FOR ITALIAN, NORTH AMERICA, BRAZILIAN AND UK AUTOMOTIVE ELECTRONICS OEM MARKETS. BETWEEN 1999 AND 2002 HE HAS MANAGED, ON BEHALF OF FEW MULTINATIONAL COMPANIES, UP TO 50M€ YEARLY SALES OF ELECTRONICS COMPONENTS IN THE CONSUMER ELECTRONICS AND AUTOMOTIVE GLOBAL MARKETS, SERVING ITS MAJOR CE AN OEM BRANDS. IN 2002 HE HAS FOUNDED A CE COMPANY (MEDIAENABLING) ACTIVE IN THE DESIGN AND MANUFACTURING OF BRANDED PMDS (PERSONAL MEDIA DEVICES), LEVERAGING AN INVESTMENT OF 3M€ BACKED BY SARASLAB VENTURE CAPITAL. SINCE 2004, HE HAS CONTRIBUTED AS MANAGING PARTNER - SINCE ITS EARLY-SEED STAGE INCUBATED BY SARAS GROUP - TO THE SUCCESSFUL CREATION OF AKHELA, A TOP-100 ITALIAN CONSULTING & ENGINEERING ICT GROUP. IN 2012 CARLO HAS FOUNDED ALWAYS - WORLD-CHANGING IDEAS -, AN HOLDING COMPANY INVESTING IN TECHNOLOGY COMPANIES AND START-UP; CARLO CURRENTLY SERVES FINSA (PARTICIPATED BY ALWAYS), AN ITALIAN ICT SYSTEM INTEGRATOR, AS BUSINESS DEVELOPMENT PARTNER.





## **GIANFRANCO FABI**

**JOURNALIST**  
**RADIO 24 - IL SOLE 24 ORE**

BORN CITTADELLA/PADUA, JANUARY 15<sup>TH</sup>, 1948, MARRIED, TWO CHILDREN (GROWN UP).

EDUCATION : 1972, DEGREE IN POLITICAL SCIENCE, INTERNATIONAL ECONOMICS BRANCH, UNIVERSITY OF MILAN; 1974, LISTED IN THE ORDER OF JOURNALISTS.

CAREER: 1972-79, STAFFER "IL GIORNALE DEL POPOLO", DAILY IN LUGANO (SWITZERLAND); 1979, JOINED "IL SOLE 24 ORE" (ECONOMIC AND FINANCIAL DAILY), MILAN, AS STAFFER ON THE FINANCIAL, CULTURAL AND ECONOMIC PAGES, THEN CHIEF REPORTER OF THE SECTION "ECONOMIA ITALIANA", AND FINALLY SUB-EDITOR; 1987-90. DEPUTY EDITOR-IN-CHIEF "MONDO ECONOMICO" (WEEKLY MAGAZINE, IL SOLE 24 ORE GROUP); 1991, DEPUTY EDITOR-IN-CHIEF "IL SOLE 24 ORE"; OCT. 2001-JULY 2009, SENIOR DEPUTY EDITOR-IN-CHIEF "IL SOLE 24 ORE"; OCT. 2008-JULY 2010, EDITOR RADIO 24; AT PRESENT: INDEPENDENT JOURNALIST, LECTURER IN ECONOMIC SUBJECTS ON THE MASTER COURSE IN COMMUNICATION, CATHOLIC UNIVERSITY OF MILAN, CONTRIBUTOR OF NEWSPAPERS AND RADIO IN ITALY AND SWITZERLAND (CANTON TICINO).

## ROBERTO PORETTI

### MEMBER OF BOARD SWISSPARKS

AFTER HAVING OBTAINED A DEGREE IN POLITICAL ECONOMICS AT THE UNIVERSITY OF FRIBOURG, ROBERTO PORETTI WORKED AT THE FEDERAL LABOUR MARKET POLICY OFFICE (NOWADAYS SECO) FROM 1979 TO 1985. AFTERWARDS, HE WAS RESPONSIBLE FOR THE ECONOMIC PROMOTION OF THE "CANTONE TICINO" (1985-1992) AND IN CHARGE FOR EUROPEAN AFFAIRS (FROM 1990 TO 1992). IN 1994, HE WAS MANDATED BY THE CANTONAL GOVERNMENT TO DEVELOP THE INITIATIVE "TRANSFER MONTEFORNO" – IN ORDER TO FIND A SOLUTION FOR MORE THAN 350 WORKERS WHO HAD BEEN DISMISSED FROM THE STEELWORKS OF BODIO/GIORNICO – AND TO MANAGE IT FOR MORE THAN ONE YEAR. FROM 1995 TO 2002 ROBERTO PORETTI WAS CEO OF CABLECOM TICINO SA AND MEMBER OF THE BOARD OF CABLECOM HOLDING AG. IN 2003 HE STARTED HIS OWN BUSINESS ACTIVITY AS CONSULTANT FOR PRIVATE COMPANIES AND PUBLIC ORGANIZATIONS. IN 2004, HE WAS MANDATED BY THE FOUNDATION FOR THE LUGANO FACULTIES OF THE USI TO SET UP THE START-UP PROMOTION CENTER ([WWW.CPSTARTUP.CH](http://WWW.CPSTARTUP.CH)) IN LUGANO, AIMED AT SUPPORTING ENTREPRENEURS IN THE DEVELOPMENT OF THEIR INNOVATIVE BUSINESS PROJECTS. CURRENTLY, ROBERTO PORETTI IS STILL THE COORDINATOR OF THE START-UP PROMOTION CENTER AND HE ALSO MANAGES THE "CTI ENTREPRENEURSHIP" TRAINING PROGRAM IN TICINO.





## RENÉ HAUSAMMANN

VICE-PRESIDENT  
SWISSPARKS

STUDIES IN PHYSICS AT ETH ZURICH AND PHD AT UNIVERSITY OF GENEVA. WORKED 10 YEARS IN RESEARCH AT THE SWISS PSI, AT CERN IN GENEVA, LOS ALAMOS NATIONAL LAB IN THE US, DESY IN HAMBURG. 12 YEARS IN INDUSTRY, OF WHICH 8 YEARS IN SUPERCOMPUTING AS FOUNDER AND CEO OF THE SWISS BRANCH OF THE JAPANESE NEC CORPORATION IN LUGANO IN COOPERATION WITH THE SWISS CENTER FOR SCIENTIFIC COMPUTING.

SINCE 2000 AT THE INTERFACE BETWEEN UNIVERSITY AND BUSINESS: FOUNDER AND CEO OF THE TECHNOPARK® WINTERTHUR (11 YEARS OLD, 10'000M2, 50 TENANT COMPANIES) AND MANAGER OF THE TECH TRANSFER OFFICE OF THE ZHAW ZURICH UNIVERSITY OF APPLIED SCIENCES. BOARD MEMBER SINCE THE FOUNDATION OF THE SWISS ASSOCIATION OF TECHNOLOGY PARKS AND INCUBATORS SWISSPARKS.CH

**FABRIZIO ROVATTI**  
MANAGING DIRECTOR  
INNOVATION FACTORY  
TRIESTE AREA SCIENCE PARK

AFTER COMPLETING A UNIVERSITY DEGREE IN MATHEMATICS AND TAKING A DEGREE IN PIANO, FABRIZIO ROVATTI WORKED AS PROJECT MANAGER FOR EUROPEAN AND ITALIAN PROJECTS AT THE MOVE CENTRE (MOBILITY AND GUIDANCE TOWARDS EUROPE) OF UNIVERSITY OF TRIESTE.

THEN HE STARTED WORKING IN THE TECHNOLOGY TRANSFER DEPARTMENT OF AREA SCIENCE PARK, THE LEADING MULTI- SECTOR SCIENCE PARK IN ITALY AND A NATIONAL RESEARCH BODY UNDER THE AEGIS OF THE MINISTRY OF UNIVERSITY AND RESEARCH. IN THIS PERIOD HE DEVELOPED AND MANAGED PROJECTS WITH A STRONG FOCUS ON INNOVATION; AMONG THESE SOME PROJECTS IN COLLABORATION WITH M.I.T. MASSACHUSETTS INSTITUTE OF TECHNOLOGY AND SRI (STANFORD RESEARCH INSTITUTE) INTERNATIONAL.

HE IS CURRENTLY MANAGING DIRECTOR OF INNOVATION FACTORY, INCUBATOR AND IN-HOUSE COMPANY OF AREA SCIENCE PARK, WHOSE MAIN MISSION IS TO SUPPORT RESEARCHERS TO TRANSFORM NEW INNOVATIVE IDEAS INTO SUCCESSFUL COMPANIES.





## **FABRIZIO MACRÌ**

**SECRETARY GENERAL  
ITALIAN CHAMBER OF  
COMMERCE FOR SWITZERLAND**

WITH A DEGREE IN POLITICAL SCIENCE AND AN EXECUTIVE MASTER IN INTERNATIONAL STUDIES AS ACADEMIC BACKGROUND, FABRIZIO MACRÌ BEGAN HIS CAREER AT THE ITALIAN CHAMBER OF COMMERCE FOR GERMANY, WHERE HE WAS IN CHARGE OF THE IDENTIFICATION OF BUSINESS OPPORTUNITIES FOR ITALIAN COMPANIES IN GERMANY AND MANAGEMENT OF INTERNATIONAL PROJECTS IN COLLABORATION WITH VARIOUS ITALIAN INSTITUTIONAL BODIES.

IN 2007 HE MOVED TO ZURICH AS MARKETING MANAGER AT THE ITALIAN CHAMBER OF COMMERCE FOR SWITZERLAND. AT THAT POINT, THE MAIN TASKS ENTAILED SCANNING THE SWISS MARKET FOR PRIVATE AND INSTITUTIONAL INVESTORS INTERESTED IN PROMOTING THE BUSINESS ACTIVITIES OF EXPORTING ITALIAN COMPANIES AND THEN DEFINING THE MOST SUITABLE COMMUNICATION STRATEGY TO APPROACH THEM.

SINCE 2012, HE IS SECRETARY GENERAL AND LEADS THE ITALIAN CHAMBER OF COMMERCE TEAM. THE AIM IS INCREASING THE MADE IN ITALY MARKET SHARE IN THE SWISS BUSINESS ENVIRONMENT BY MEANS OF PROMOTION ACTIVITIES, MARKETING ANALYSIS AND INDUSTRIAL INVESTMENTS CONSULTING.



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## 13 SELECTED INNOVATIVE START-UPS.

THE PRESENTED ITALIAN START-UPS, ARE ACTIVE IN THE GREEN ECONOMY AND RENEWABLE ENERGIES SECTORS AND THEY HAVE BEEN SELECTED AMONG SCIENTIFIC AND TECHNOLOGICAL PARKS.

THE 13 START-UPS HAVE BEEN SELECTED ON THE BASIS OF THE HIGH LEVEL OF TECHNOLOGICAL INNOVATION AND INTEREST THAT THE SWISS MARKET, INVESTORS, INDUSTRIAL PURCHASERS AND RESEARCH INSTITUTES MAY POTENTIALLY EXPRESS.

FIVE OF THOSE START-UPS ARE CHARACTERIZED BY THE HIGH LEVEL OF TECHNOLOGICAL INNOVATION AND SIMPLIFICATION IN THE PROCESS OF GENERATING ENERGY FROM RENEWABLE SOURCES:

1. IN THE FIELD OF **WIND ENERGY** ONE OF THEM HAS DEVELOPED A NEW GENERATION OF WIND TURBINES FOR URBAN AND SMALL SCALE APPLICATION FOR A DISTRIBUTED RENEWABLE ENERGY PRODUCTION; THE OTHER HAD THE VISION TO CREATE LIGHT, DYNAMIC AND INTELLIGENT MACHINES IN ORDER TO REACH AND EXPLOIT THE HIGH ALTITUDE WIND);
2. IN THE FIELD OF **SOLAR ENERGY** THEY DEVELOPED PHOTOVOLTAIC PANELS WHICH ARE THE FIRST MONO AND POLYCRYSTALLINE FLEXIBLE PANELS APPEARED ON THE MARKET;
3. IN THE FIELD OF **TIDAL ENERGY** THEY DEVELOPED AN INNOVATIVE AND UNIQUE MARINE CURRENT DEVICE OF WHICH A FIRST PROTOTYPE HAS ALREADY BEEN BUILT AND TESTED IN SLOW CURRENT.

THE LAST START-UP OF THE RENEWABLE ENERGY PRODUCTION GROUP HAS DEVELOPED ENERGY STIRLING ENGINES THAT CAN BE USED IN MULTI ENERGY SOURCES SUCH AS MICRO CHP AND CONCENTRATOR THERMAL SOLAR SYSTEMS OR TO CONVERT INDUSTRIAL WASTE HEAT INTO ELECTRICITY IN THE INDUSTRIAL PROCESS, WORKING WITH LOW TEMPERATURE COMPARED TO THE COMPETITORS.

OTHER TWO COMPANIES BELONG TO THE HOME AUTOMATION SECTOR: ONE PROVIDES A SMART CONTROL SYSTEM ABLE TO CONTROL AND OPTIMIZE ENERGY CONSUMPTION RELATED TO GAS, ELECTRICITY AND WATER USAGE AND THE OTHER ONE HAS DEVELOPED A PRODUCT WHICH IS A FULL DIGITAL, CLASS A++, NEXT GENERATION BUILDING AUTOMATION SOLUTION THAT ANTICIPATES USER'S GESTURES REGARDING LIGHTING, ENTERTAINMENT, COMMUNICATION, SECURITY & ENERGY CONSUMPTION CONTROL.

THE REMAINING START-UPS BELONG TO THE FOLLOWING SECTORS:

- **CORPORATE ENERGY SAVINGS:** THEY PROVIDE A SOLUTION IMPROVING THE ECONOMICS OF VIRTUALIZED DATA CENTERS WITH AN INTELLIGENT AND SECURE SOFTWARE PLATFORM;
- **CHEMICAL INDUSTRY:** THEY PROVIDE RELEVANT CHEMICAL COMPOUNDS TO PRODUCE MATERIALS EXPLOITING RAW MATERIALS AND LOCAL LABOR WHILE LOWERING TRANSPORT, LOGISTICAL COSTS AND CO2 EMISSIONS;
- **INDUSTRIAL BIOCATALYSIS:** THEY OFFER ECONOMICALLY AFFORDABLE AND ENVIRONMENTALLY FRIENDLY BIOTECH SOLUTIONS TO INDUSTRIES WILLING TO SWITCH FROM TRADITIONAL CHEMICAL TO BIOCATALYSED PROCESSES;
- **WASTE MANAGEMENT:** THEY PROVIDE THE NEW GENERATION SYSTEM FOR REUSE/RECYCLE/RECOVERY OF MSW BASED ON HYDROMECHANICAL TECHNOLOGY;
- **SMART BUILDING:** THEY CREATE ECOTHERMAL PRODUCTS TO SAVE ENERGY AND MAINTAIN THE RIGHT TEMPERATURE, WITH ANTI-BACTERIAL AND SANITIZING FEATURES, AND ABLE TO IONIZE THE ENVIRONMENT AROUND THEM;
- **AEROSPACE ENGINEERING:** THEY DEVELOPED A CONVENIENT SOLUTION TO COUNTER SPACE POLLUTION AND TO MINIMIZE THE RISK OF COLLISION AMONG SPACECRAFTS.

## COSENZA, UNICAL, INCUBATORE TECHNEST

THE DATA CENTER INFRASTRUCTURE MANAGEMENT (DCIM) SOLUTION IMPROVES THE ECONOMICS OF VIRTUALIZED DATA CENTERS WITH AN INTELLIGENT AND SECURE SOFTWARE PLATFORM REDUCING THE ENERGY BILL AND INCREASING THE EFFICIENCY AND THE RELIABILITY.

### CORPORATE ENERGY SAVINGS.

TARGET: FUNDING AND NEW CLIENTS

**COMPANY:** ECO4CLOUD S.R.L

GIORDANELLI RAFFAELE  
TEL +39 0984 494276  
[giordanelli@eco4cloud.com](mailto:giordanelli@eco4cloud.com)  
[www.eco4cloud.com](http://www.eco4cloud.com)

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## COSENZA, UNICAL, INCUBATORE TECHNEST

THE COMPANY PROVIDES A SMART CONTROL SYSTEM CALLED IRC (INTELLIGENT REMOTE CONTROLLER) ABLE TO CONTROL AND OPTIMIZE ENERGY CONSUMPTION RELATED TO GAS, ELECTRICITY AND WATER USAGE. MOREOVER, THE SMART CONTROL IS ABLE TO CONTROL MORE ENVIRONMENTS GOING TOWARDS AN ADVANCED CONTROL SYSTEM FOR THE SMART CITIES CONTEXT. IT IS INTEROPERABLE WITH THE MAIN AUTOMATION STANDARD AND IT IS ENRICHED BY ADVANCED FEATURE DERIVED BY SEMANTIC WEB, ARTIFICIAL INTELLIGENCE FOR THE USER PROFILING, AMBIENT INTELLIGENCE AND BIG DATA ANALYSIS. IT IS SUITABLE FOR LARGE ORGANIZED DISTRIBUTION, SHOPS (ALSO CHAINS OF SHOPS), OFFICES, HOME AND BUILDINGS. ITS SYSTEM CONTRIBUTES TO IMPROVE SIGNIFICANTLY THE SECURITY, SAFETY, COMFORT AND ENERGY EFFICIENCY OF THE PLACES WHERE WE LIVE.

### DOMOTIC.

TARGET: FUNDING AND NEW CLIENTS

**COMPANY:** SPINTEL .S.R.L

DE RANGO FLORIANO  
TEL +39 0984 494283/4  
[info@spintel.it](mailto:info@spintel.it)  
[derango@deis.unical.it](mailto:derango@deis.unical.it)  
[www.spintel.it](http://www.spintel.it)

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## VIBO VALENTIA

THE COMPANY OPERATES MAINLY IN THE CHEMICAL INDUSTRY FOR CONSTRUCTION BY PROVIDING RELEVANT CHEMICAL COMPOUNDS FOR THE PRODUCTION OF DRY MORTARS WITH ITS INNOVATIVE PATENTED PRODUCTION PLANT ORIGAMI 5 (ONLY 6 M2): A MORE EFFICIENT SYSTEM TO PRODUCE SUCH MATERIALS EXPLOITING RAW MATERIALS AND LOCAL LABOR WHILE REDUCING TRANSPORTATION, THEREFORE LOWERING LOGISTICAL COSTS AND CO2 EMISSIONS.

### CHEMICAL INDUSTRY.

TARGET: NEW CLIENTS

COMPANY: PERSONAL FACTORY SRL

FRANCESCO TASSONE  
TEL +39 0963 74 257  
[francesco.tassone@isolmix.com](mailto:francesco.tassone@isolmix.com)  
[www.personalfactory.eu](http://www.personalfactory.eu)



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## TRIESTE C/O BIC INCUBATORI FVG

THE COMPANY OFFERS ECONOMICALLY AFFORDABLE AND ENVIRONMENTALLY FRIENDLY BIOTECH SOLUTIONS TO INDUSTRIES WILLING TO SWITCH FROM TRADITIONAL CHEMICAL TO BIOCATALYSED PROCESSES. THANKS TO ITS SCIENTIFIC EXPERIENCE AND PARTNERSHIPS, CUSTOMERS ARE ASSISTED IN ALL NEEDS, FROM THE SELECTION OF THE RIGHT PRODUCT AT THE EARLY STAGE OF THE PROJECT, TO INDUSTRIAL SCALE PRODUCTION. BIOCATALYSED PROCESSES AVOID THE USE OF ORGANIC SOLVENTS AND ALLOW TO RECYCLE THE BIOCATALYST, THUS LOWERING ENERGY CONSUMPTION AND PRODUCTION COSTS.

### INDUSTRIAL BIOCATALYSIS.

TARGET: FUNDING AND NEW CLIENTS

COMPANY: SPRIN SPA

CANTONE SARA  
TEL +39 040 8321592  
[cantone@sprinttechnologies.com](mailto:cantone@sprinttechnologies.com)  
[www.sprinttechnologies.com](http://www.sprinttechnologies.com)



## **TECHNO AREA C/O AUTOPORTO GORIZIA**

THE COMPANY HAS DEVELOPED ITS ENERGY STIRLING ENGINES WITH INNOVATIVE PATENTED CONFIGURATIONS (SIZE: FROM 1 TO 24 KW) THAT ALLOW TO OPTIMIZE PERFORMANCES AND RELIABILITY RELATED TO THE COMPETITORS. ENERGY STIRLING ENGINES ARE EXTREMELY CUSTOMIZABLE, WITH VERY HIGH GLOBAL EFFICIENCY THAT CAN BE USED IN MULTI ENERGY SOURCES SUCH AS MICRO CHP AND CONCENTRATOR THERMAL SOLAR SYSTEMS OR TO CONVERT INDUSTRIAL WASTE HEAT INTO ELECTRICITY IN THE INDUSTRIAL PROCESS, WORKING WITH LOW TEMPERATURE (350-400°C) COMPARED TO THE COMPETITORS (800°C).

### **RENEWABLE ENERGY PRODUCTION AND HEAT RECOVERY.**

TARGET: FUNDING AND NEW CLIENTS

**COMPANY:** INNOVATIVE TECHNOLOGICAL SYSTEMS S.R.L

LADINI ALESSANDRO  
TEL +39 040 3757650  
[info@its-energy.net](mailto:info@its-energy.net)  
[www.its-energy.net](http://www.its-energy.net)



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## **TRIESTE C/O AREA SCIENCE PARK**

WASTE & CO2 BUSTER PLANT – THE NEW GENERATION SYSTEM FOR REUSE/RECYCLE/RECOVERY OF MSW BASED ON HYDRO-MECHANICAL TECHNOLOGY - ALLOWS FOR RECOVER OF 90% OF RECYCLABLE MATERIALS BY TYPE. WITH MULTIPHASE BIOLOGICAL TREATMENT ALL ORGANIC MATERIAL IS USED TO PRODUCE UP TO 40% MORE BIOGAS WITH 75% OF METHANE. THE PLANT IS MODULAR, WITH LOW CONSTRUCTION AND MANAGEMENT COSTS, HIGH ECONOMICAL GAIN AND HIGH ROI.

### **WASTE MANAGEMENT.**

TARGET: FUNDING AND NEW CLIENTS

**COMPANY:** N.R.E. RESEARCH S.R.L

PIERI MARCO  
TEL +39 392 9135848  
[marco@nreresearch.com](mailto:marco@nreresearch.com) ; [erica@nreresearch.com](mailto:erica@nreresearch.com)  
[www.nreresearch.com](http://www.nreresearch.com)



## TORINO

THE COMPANY IS A RADICAL INNOVATION IN RENEWABLE ENERGY AND IT ORIGINATES FROM A RADICAL CHANGE OF PERSPECTIVE. THE VISION IS TO CREATE LIGHT, DYNAMIC AND INTELLIGENT MACHINES IN ORDER TO REACH AND EXPLOIT THE HIGH ALTITUDE WIND. IN THE AIR, AIRFOILS OR POWER KITES AUTOMATICALLY CONTROLLED TO HARVEST HIGH-ALTITUDE WIND. AT THE GROUND, THE EQUIPMENTS REQUIRED TO GENERATE ELECTRICITY. TWO CABLES LINK THE KITE TO THE GENERATOR AND TRANSMIT THE TRACTION FORCES WHICH ARE CONVERTED INTO ELECTRICAL POWER. THE "CORE" OF THE SYSTEM IS THE SOFTWARE THAT AUTOMATICALLY CONTROLS THE FLIGHT OF THE KITE IN ORDER TO OPTIMISE THE ENERGY GENERATION.

**RENEWABLE ENERGY PRODUCTION (EOLIC ENERGY).**

TARGET: FUNDING AND ACADEMIC PARTNERS

**COMPANY:** KITENERGY S.R.L

STEFANO MILANESE  
TEL +39 011 22 58 261  
[info@kitenergy.net](mailto:info@kitenergy.net)  
[www.kitenergy.net](http://www.kitenergy.net)



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## TORINO

PHOTOVOLTAIC PANELS WHICH ARE THE FIRST MONO AND POLYCRYSTALLINE FLEXIBLE PANELS APPEARED ON THE MARKET. THEY ARE EXTREMELY LIGHT (2 KG/MQ, 8 TIMES LIGHTER THAN RIGID PANELS IN CRISTALLIN SILICON) AND THIN (1,7 MM OF THICKNESS). THEIR EFFICIENCY IS NEARLY 3 TIMES HIGHER COMPARED TO THE OTHER FLEXIBLE PANELS IN AMORPHOUS SILICON. THEY ARE UNBREAKABLE (THANKS TO THE ABSENCE OF GLASS AND FRAME) AND TOTALLY RECYCLABLE. THANKS TO THE CERTIFICATIONS IEC EN-61215 AND IEC EN-61730, THESE PANELS ARE A VIABLE ALTERNATIVE TO STANDARD PHOTOVOLTAIC PANELS FOR CIVIL AND INDUSTRIAL COVERS.

**RENEWABLE ENERGY PRODUCTION (SOLAR ENERGY).**

TARGET: FUNDING AND NEW CLIENTS

**COMPANY:** ENECOM S.R.L

DIEGO AVESANI  
TEL +39 346 96 75 557  
[diego.avesani@enecom-hf.com](mailto:diego.avesani@enecom-hf.com)  
[www.enecom-hf.com](http://www.enecom-hf.com)



## TORINO

THE COMPANY, A NEWCO IN THE FIELD OF NANOTECHNOLOGY, PRESENTS TOGETHER WITH ENERGY SOLVE A RANGE OF INTEGRATED SERVICES CALLED "ECOQUALIFY: QUALIFY THE NEW, REQUALIFY THE BUILT". IT IS A CERTIFIED METHOD THAT AGGREGATES COMPETENCIES AND SOLUTIONS TO GIVE SMART-GREEN SOLUTIONS FOR BUILDINGS: ENERGY SAVINGS, ENVIRONMENT PROTECTION, MAINTENANCE SAVINGS AND EFFECTIVENESS, THUS QUICK RETURN ON INVESTMENT PLUS ENERGY-ENVIRONMENT QUALIFICATION. ONE EXAMPLE PRODUCT OVER ALL: ECOTHERMO PAINT INTERIOR AND EXTERIOR, ECOTHERMO SHEETS – ECOTHERMAL PRODUCTS TO SAVE ENERGY AND MAINTAIN THE RIGHT TEMPERATURE, WITH ANTI-BACTERIAL AND SANITIZING FEATURES, AND ABLE TO IONIZE THE AMBIENT AROUND.

### SMART BUILDING.

TARGET: NEW CLIENTS

COMPANY: ECOSOLUTIONS S.R.L

GIORGIO ROMEO  
TEL +39 011 09 20 110  
[g.romeo@ecosolutions-nano.com](mailto:g.romeo@ecosolutions-nano.com)  
[www.ecosolutions-nano.com](http://www.ecosolutions-nano.com)



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## TORINO

THE COMPANY DEVELOPED 3 MAIN PRODUCTS: "FACILE" IS A FULL DIGITAL, CLASS A++, NEXT GENERATION BUILDING AUTOMATION SOLUTION THAT ANTICIPATES USER'S GESTURES REGARDING LIGHTING, ENTERTAINMENT, COMMUNICATION, SECURITY & ENERGY CONSUMPTION CONTROL. IT IS OPTIMAL FOR ALTERNATIVE ENERGY SOURCES EXPLOITATION AS WELL AS PROACTIVE ELEMENT IN BUILDING INTEGRATED SMART GRIDS. "TAG" : OBJECTS OF DELIGHT : NEW EMOTIONS WITH THE INTEGRATION OF TECHNOLOGY INTO GEMSTONES. "TERALUCE": TRANSLUCENT STONES LIKE ONYX BACK-LIGHTED WITH FIBER OPTICS (PATENTED).

### DOMOTIC.

TARGET: FUNDING

COMPANY: EGT S.R.L

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## MILANO

THE COMPANY OFFERS SMART PROPULSIVE DEVICES TO BE INSTALLED ON SATELLITES BEFORE LAUNCH AND ABLE TO DECOMMISSION THEM AT THE END-OF-LIFE IN A QUICK, SAFE AND CONTROL MANNER. AT THE SAME TIME, THE EFFECTIVE AND CONVENIENT SOLUTION FOR SPACE POLLUTION MINIMIZES THE RISK OF COLLISION WITH OTHER SPACECRAFTS OR PEOPLE AND ASSETS ON EARTH, GIVING THE CHANCE TO SPACE OPERATORS TO HAVE A POSITIVE IMPACT ON OUR SOCIETY: THE FIRST STEP TOWARDS A SUSTAINABLE SPACE EXPLOITATION.

### **AEROSPACE ENGINEERING.**

TARGET: FUNDING AND ACADEMIC PARTNERS

**COMPANY:** D-ORBIT SRL

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## LECCO

THE NEW GENERATION OF WIND TURBINES FOR URBAN AND SMALL SCALE APPLICATION FOR A DISTRIBUTED RENEWABLE ENERGY PRODUCTION. NOISELESS, FREE OF MAINTENANCE, ENVIRONMENTALLY-FRIENDLY AND WITH INNOVATIVE TECHNOLOGICAL CONCEPT, IT IS THE REAL ALTERNATIVE TO PHOTOVOLTAIC IN GREEN CITY DESIGN FOR A SAFE INVESTMENT AND HIGH PROFITABILITY.

### **RENEWABLE ENERGY PRODUCTION (EOLIC ENERGY).**

TARGET: FUNDING

**COMPANY:** WINDUP SRL

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## NAPOLI

THE COMPANY HAS DEVELOPED AN INNOVATIVE AND UNIQUE MARINE CURRENT DEVICE NAMED GEM, THE OCEAN'S KITE, OF WHICH A FIRST PROTOTYPE HAS ALREADY BEEN BUILT AND TESTED IN SLOW CURRENT. NEXT OBJECTIVE IS TO BUILT AND TEST A BIGGER PROTOTYPE TO BE DEPLOYED IN MESSINA STRAIT WHERE STRONG CURRENTS ARE PRESENT.

IT HAS ALSO BEEN WORKING FOR A LONG TIME TO OBTAIN PERMITS TO DEVELOP AN OPEN FIELD LABORATORY IN MESSINA STRAIT WHERE IT WILL BE POSSIBLE TO TEST DIFFERENT TYPES OF MARINE AND RIVER CURRENT DEVICES.

### **RENEWABLE ENERGY PRODUCTION (TIDAL ENERGY).**

TARGET: FUNDING AND ACADEMIC PARTNERS

**COMPANY:** SEAPOWER S.R.L

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