China Italy Best Startup Showcase & Entrepreneurship Competition 2018/2019 (BSSEC)

Grand Final

Nov 23-25, 2019
Foshan, China
OVERVIEW

China Italy Best Startup Showcase & Entrepreneurship Competition 2018/2019 (BSSEC) was co-held by Ministry of Science and Technology of China and Ministry of Education, Universities and Research of Italy, and was highly praised by authorities of 2 countries, and defined as an example for bilateral and multilateral international innovation entrepreneurship competitions. During the opening ceremony for the 9th China Italy Innovation Week, China Italy Best Startup Showcase & Launching Ceremony (Italy Stop) was smoothly organized on Dec. 4-6, 2018 in Milan, Italy. Mr. Wang Zhigang, Minister of Science and Technology of China, and Mr. Marco Bussetti, Minister of Education, Universities and Research of Italy, jointly witnessed BSSEC launching ceremony. The 2nd round of project collection was completed in February 2019 focusing on six major areas, namely Digital Economy, AI & Big Data, Intelligent Equipment, Advanced Production, Comprehensive Health, Sustainability & Green Innovation, 90 projects selected by the Italian and Chinese juries committee advanced to the Semifinal in China, which were respectively held in Zhuhai, Nanjing, Yancheng, Rome, Suzhou, from April to October. To promote further cooperation and open up with overseas excellent S&T resources, BSSEC Grand Final is held in Foshan during Nov 24-25, 31 projects selected to the Final and other high class Italian guests will be invited to the event, aiming to accelerate Foshan to be a highland of global high-quality development, with prevailing competence, innovation and influence.

Timeline

<table>
<thead>
<tr>
<th>Event</th>
<th>Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>2nd Round Preliminary</td>
<td>Dec, 2018-April, 2019</td>
</tr>
<tr>
<td>Semifinal in Sustainability &amp; Green Innovation</td>
<td>June, 2019</td>
</tr>
<tr>
<td>Semifinal in Comprehensive Health</td>
<td>Oct, 2019</td>
</tr>
<tr>
<td>Grand Final</td>
<td>Nov, 2019</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Milan</td>
</tr>
<tr>
<td>China</td>
</tr>
<tr>
<td>Italy</td>
</tr>
<tr>
<td>Zhuhai</td>
</tr>
<tr>
<td>Nanjing</td>
</tr>
<tr>
<td>Yancheng</td>
</tr>
<tr>
<td>Rome</td>
</tr>
<tr>
<td>Suzhou</td>
</tr>
<tr>
<td>Foshan</td>
</tr>
</tbody>
</table>

Launching Ceremony & Preliminary: Dec, 2018

Semifinal in Digital Economy & Intelligent Equipment: April, 2019

Semifinal in Advanced Production: September, 2019

Semifinal in AI & Big Data: Oct, 2019

SCALE

Italian Guests: 40+

Chinese Representatives: 110+
ITALIAN VIP

Lucia Pasqualini
Consul-general, Consulate General of the Republic of Italy in Guangzhou

ACITO VINCENZO MARIO
Regional Counselor of Basilicata Region

Freelance engineer since 1980 in Matera (Italy)
2019 – today Councilor of the Basilicata Region (Italy)
2016 – 2018 Councilor of the Municipality of Matera with responsibility for innovation and strategic planning

Amedeo Manzo
President of the Banca di Credito Cooperativo of Naples and vice-President of SPICI

ITALIAN JUDGES

Vincenzo Lipardi
Vice-Chairman & CEO, Campania NewSteel

He is an expert in policies for science communication, business start-ups and the internationalisation of research - innovative enterprises. He has been member of the Board of International Organisations and handled important scientific diplomacy projects for the Italian Ministry of Education, University and Research (MIUR).

From July 2017 to-date he is Vice Chairman of Campania NewSteel, the first business incubator in Southern Italy to be certified in accordance with the Italian law “Growth 2.0 Decree”, which he created and co-founded. The company, promoted by the IDIS Foundation – City of Science and the University of Naples Federico II, is specialised in business start-ups, technological transfer and digital innovation. Over the last few years, the Neapolitan incubator has created more than 150 start-ups and manages the China Italy Best Start-Up Showcase programme on behalf of the MIUR.

From July 2011 to march 2019: He has been Director of the Study Center and Strategic Marketing's Department. Member of the Board of Directors and, since December 2017, Secretary General of the IDIS Foundation – City of Science, which he created and co-founded together with physicist Vittorio Silvestrini. CittàdellaScienza is the cultural, scientific and innovation park.

From 2005 to 2011: Coordinator of the Institutional Communications Department, ICT and Information Society of the City of Naples where he developed the "City of Naples' Knowledge-Based Society Plan".

ACHIEVEMENTS FOR SCIENCE AND TECHNOLOGY COOPERATION BETWEEN CHINA AND ITALY (ENGLISH)

In March 2017 he obtained by the Italian government, the nomination of CittàdellaScienza as “Italian Point of Contact (POC) of the ASEM Cooperation Centre for Science, Technology and Innovation (ASEM-CCSTI).

In November 2016 he promoted the “China-Italy Maker Space”, a bilateral centre born with the aim of providing services for Business Creation, Innovation, International, Technology Transfer.

In 2016 promoted and realized the Italian pole of the CITC–Italy-China Technology Transfer Center, with two office in Naples and Bergamo.

From 2012 to March 2018: he was responsible for the “China-Italy Science Technology and Innovation Forum” the national cooperation programme between Italy and China promoted by the Italian Government and managed by the MIUR and the MAECI. The programme is aimed at the internationalisation of research-business innovation systems, with the goal of strengthening cooperation in science and technology between the two countries. The programme has been a huge success and in recent years has enabled the setting up of more than 600 agreements between Italian and Chinese companies, over 85 strategic projects included.

In November 2015: received the Award of Excellence by the Chinese Ministry of Science and Technology from the Chinese Minister for Scientific Research Wan Gang for his contribution to the cooperation between China and Italy in the scientific and technological field.
Roberto Luzi Crivellini
Partner, Macchi di Cellere Gangemi

Roberto Luzi Crivellini is an Italian lawyer specialized in international trade law, joint ventures and distribution agreements, as well as in litigation and international arbitration. He has gained significant experience in the Chinese market and in Spanish-speaking countries. He graduated in law in Bologna, and he holds a postgraduate degree at the University Institute of European Studies.

Roberto is admitted to the Verona Bar Association since 1999 and is Partner of Macchi di Cellere Gangemi Law Firm since 2015.

He is the co-founder of Legalmondo and is a member of the Executive Committee of International technology Transfer Network (ITTN); Roberto has also held the post of national representative for Italy of the International Young Lawyers (AIJA – International Association of Young Lawyers) where he was also president of Distribution commission.

Roberto is author of several articles and publications mainly concerning international distribution and international private law.

He is also co-author of the book “Doing Business abroad” and “Doing Business in China”, and a regular speaker on the subject of international contracts and China investments.

Roberto is native Italian speaker, and speaks fluently English and Spanish.

Angelo Coletta
President, ITALIA STARTUP

He graduated in Economics and Business at the University of Bari with 110 cum laude with a thesis on Internet and Electronic Commerce. He completed his studies with a Master in Innovation Management “Global Village for the future Leader” at the “Lee Iacocca Institute - Lehigh University” (Pennsylvania - USA).

During his entrepreneurial career he has always paid attention to continuing education by taking part in numerous courses and seminars, in Italy and abroad, on the topics of electronic commerce and innovation.

Over the years he has founded numerous successful companies, including Bookingshow, Upcommer and Futurenext and has intervened as Angel in 18months, Innovative SMEs that has created an innovative Cloud based Ticketing and Management solution for the Cinema and Museums sector, and in Promo & Management, a company that operates in the Sponsoring, E-Ticket solution, Marketing & communication, Events and public relations, Business Organization sectors. He currently holds the position of President of Italia Startup.

Anna Amati
Vice President, META GROUP

Anna is founder and executive director of META Group (www.meta-group.com), an international company with a consolidated experience in the innovation sector, from policies to tools, integrating assistance for economic development, dedicated services for the creation and acceleration of knowledge intensive companies and management of risk capital tools, in Italy and abroad, through META Ventures, the financial company of the Group.

Architect, innovation enabler, she has acquired more than 20 years of experience in economic development policies and mechanism supporting innovation of companies and territories, with a particular focus on technology transfer and spin-off creation. Italian coordinator of the Global Entrepreneurship Week for the Kauffman Foundation and coordinator in charge of GEC Milan 2015.

She was Board Member of ITALIA Startup (2014-2018), with a mandate for Education. Member of the Administration Board of LV.EN. Holding and member of IAG, Italian Angels for Growth and Angels4Women. Anna is board of member of META Ventures.
Gabriella Megale
CEO, SVILUPPO BASILICATA SPA

Gabriella Megale graduated in 1996 at the University of Salerno in Economics, and afterward decided to attend a Master in Business Administration at the SDA Bocconi.

From 2007 to 2011, Gabriella was the President of the Young Entrepreneurs Committee of CONFINDUSTRIA Basilicata (Association of manufacturing companies) and she also chaired the Interregional Committee South 'Italy' of CONFINDUSTRIA.

From 2015 to 2018 she was also a member of the Board and Council of the Chamber of Commerce of Potenza.

From 1995 to 2019, she was the sole Administrator of the SULZER SUD S.r.l., a company specialized in the manufacture of precision mechanical components, equipment and gears.

In September 2019, she was appointed as the Sole Administrator of SVILUPPO BASILICATA S.P.A., the Development Agency and Financial Institution of the Basilicata Region. SVILUPPO BASILICATA’s mission is to boost the regional economic growth by providing financial incentives to foster the creation of new companies and innovative startups.
CHINESE JUDGES

**Jingxin Huang**

*Deputy General Manager of Credit Business Department of China CICC Wealth Securities Co., Ltd.,*  
*Deputy General Manager of CIC Securities Investment Co., Ltd.*

Mr. Huang has long served as investment banker for financial institutions such as securities company or commercial bank etc. He has held comprehensive management position in financial institutions for a long time. He has extensive investment and financing experience and operational management experience. Mr. Huang is a judge of the Shenzhen S.R.S.N Enterprise Innovation and Entrepreneurship Competition, a judge of the “3315” Industrial Incubation Project of Ningbo City, a think tank expert of the China Decoration and Decoration Association, and a think tank expert of the Leading Enterprise Research Institute of the Ministry of Industry and Information Technology. Mr. Huang currently serves as Deputy General Manager of Credit Business Department of China CICC Wealth Securities Co., Ltd., Deputy General Manager of CIC Securities Investment Co., Ltd., and concurrently serves as Director of Beijing CIC New Equity Investment Fund Management Company.

---

**Xiangpu Huang**

*Chairman/general manager, Deepshire Capital*

With twenty-five years of securities working experience, decade of investment banking and venture capital experience. Worked in the southern securities financial department and the Investment banking department of Guotai securities, Chinaliance securities Hantang securities and other securities companies. Been engaged in enterprise equity and equity financing. Served the general manager of large domestic securities companies, regional headquarters and the core member of the investment banking department of headquarters.  

Presided the restructuring of more than twenty large state-owned enterprises, private enterprises, foreign-funded enterprises, private equity, bond issuance and stock issuance. Conversant with the capital operation of enterprise equity and debt financing, familiar with the laws, regulations and institutional background of China’s capital market and has maintained close communication and cooperation with relevant parties.  

Engaged full-time in venture capital since 2009, accumulated investment projects has exceed ten cases, among which three projects has successfully withdrawal through listing, merger and acquisition. The annual return on investment has exceeded expectations.
WeiQiang Qian

Vice president of China Association of Inventions, president of Foshan China Academy of Invention Achievement Transformation, Secretary of Party committee and vice president ofEnergy Research Institute of ENN Group.

WeiQiang Qian is a Peking University EMBA master and a senior economist. He has been engaged in high-tech innovation for a long time, committed to key technological breakthroughs and industrial innovation practices in major areas of national demands such as environmental protection, renewable energy, microalgae and bio poly production. He has played an important role in promoting international exchange and industrial cooperation, and achieved fruitful results.

In 2018, Qian WeiQiang signed a strategic cooperation framework agreement with Government of Foshan on behalf of China Association of Inventions. Thus China Academy of Invention Achievement Transformation (CAIAT) officially settled in Foshan. Since its establishment, WeiQiang Qian has led CAIAT to provide strong support for the introduction and incubation of high-tech projects in Foshan by organizing expert seminars, forums and events, introducing international and domestic leading technology teams and projects, building platforms for invention achievement transformation and intellectual property operation, establishing a market-oriented independent operation company, and building branches worldwide for invention achievements transformation. As a result, Foshan’s scientific and technological service and “mass entrepreneurship and innovation” atmosphere have been further improved, which not only publicized the scientific and technological environment of Foshan and Guangdong-Hong Kong Macao-Bay area, but also attracted many scientific and technological talents and scientific research projects to Guangdong to start their own businesses.

In the field of innovation and entrepreneurship, as a pathfinder of microalgae cutting-edge technology, WeiQiangQian took the lead in carrying out unremitting research and practice in microalgae oil extraction and carbon sequestration. In recent years, based on high-efficiency breeding technology, he has extended research result to a variety of microalgae high value-added products. In 2014, “艾优味” brand EPA nutritious egg, which was based on new microalgae formula, was launched. This product realized the breakthrough of EPA existence in land food, became the “recommended product designated by the first National Diet therapy and Health Preservation Conference”. It won the “International Invention and Entrepreneurship Award” at the 9th International Invention Exhibition in November 2016, the “Invention and Entrepreneurship Award” at the 22nd National Invention Exhibition in 2017, and the gold medal for invention in the first Silicon Valley Invention Exhibition in the United States. In 2017, U.S. congressman Meixin Zhao, on behalf of the U.S. Congress, presented WeiQiang Qian the “Lifetime Achievement Outstanding Chinese Award.”
Xiaoming Tu
General manager of Leaguer Innovation Center, Foshan
Managing partner of Hunter Fund LLP

Mr Tu received a bachelor's degree in Mathematics from Tsinghua University and a master’s degree in Economics from Jinan University. He is a senior visiting scholar at San Francisco State University and the senior economist of finance. Mr. Tu once served as the general manager of HUAXIN(HONG KONG)CO.LTD. Now he is the general manager of Leaguer Innovation Center, Foshan, which is a new research and development institution set up in Foshan by the Research Institute of Tsinghua University in Shenzhen (RITZ). He is also the managing partner of Hunter Fund LLP. He has abundant experience in senior management, investment and financing management of domestic and foreign-funded enterprises. In the meantime, he has been appointed as the entrepreneurial mentor of Foshan. He has served in Foshan Industry for many years, guiding enterprises in capital allocation and operation, technology research and development, market prospect analysis, financial analysis, etc., and helping settled projects to achieve outstandingly in science and technology project funding etc., so as to provide scientific and technological innovation services for the transformation and upgrading of the enterprises and industrial development in Foshan.

Mr. Tu presided over the construction, management and operation of Leaguer Science Park, Foshan, founded by the RITZ. At present, the park has become a key project of strategic cooperation agreement between Tsinghua University and Guangdong Province. It is an important carrier for the RITZ and Leaguer Group Co., ltd. in Foshan to implement the incubation of science and technology innovation. It is also a base for the transformation of science and technology achievements of Tsinghua University and the innovation of alumni of Tsinghua University Entrepreneurial base. Through the construction of science and technology innovation service platform, many high-quality innovation and entrepreneurship projects at home and abroad and Tsinghua alumni entrepreneurship projects have been introduced and settled in Foshan. Two projects have obtained the support of Pearl River talent team in Guangdong Province, and more than ten projects have obtained the entrepreneurship support funds at all levels in the urban area and the entrepreneurship investment funds.

Wang Jianqiu
Investment Director, Haozheng Songyue Fund Management Company

Mr. Wang Jianqiu graduated from Peking University and Renmin University, with the background of science, engineering and finance. He served Beijing enterprises group and Beijing Changguang Investment Co., Ltd. and was responsible for enterprise operation, project investment and fund establishment. He has nearly ten years of investment experience in the field of new energy, new materials and environmental comprehensive renovation. He has successively held the positions of chief engineer and general manager of several subordinate enterprises of Beijing enterprises group, and served as the deputy director of investment planning department of subordinate secondary group. Participated in the establishment and post investment management of multiple funds under related brands of Changguang investment, held the positions of general manager of the fund company and investment director of the investment company, and now holds the position of investment director of haozhengSongyue fund management company. The total number of investment projects is dozens, and the scale of the fund under management is more than 3 billion yuan.

Jing Lai
President of South China Household Electric Appliances Research Institute,
Vice - Chief Engineer of China Electric Institute
PROJECTS

A. Digital Economy
   A1. Cubbit ................................................................. 10
   A2. YOCABÉ ............................................................... 11
   A3. Yakkyo ................................................................. 12
   A4. Mindesk ............................................................... 13
   A5. TOLEMAICA ......................................................... 13
   A6. MyCircle ............................................................ 14

B. Intelligent Equipment
   B1. DIGITALGREEN .................................................... 15
   B2. Future Fashion ..................................................... 16
   B3. Inesse ................................................................. 17
   B4. FlairBit ............................................................... 18
   B5. INSPIRE ............................................................. 19
   B6. Experenti ............................................................ 20

C. Green Innovation & Sustainability
   C1. Personal Factory .................................................. 21
   C2. PONICS ............................................................... 21
   C3. eProlInn ............................................................. 22
   C4. Notredame .......................................................... 22
   C5. Idroluppolo .......................................................... 23

D. AI & Big Data
   D1. Edugo.ai ............................................................... 24
   D2. Else Corp. ............................................................ 25
   D3. Knowoogle ........................................................... 25

E. Advanced Production
   E1. Nextema .............................................................. 26
   E2. TechMass .............................................................. 27
   E3. EMC2 ................................................................. 27

F. Comprehensive Health
   F1. Genenta Science ...................................................... 28
   F2. Vaxxit ................................................................. 30
   F3. Pedius ................................................................. 31
   F4. SoftMining ............................................................ 32
   F5. Vision Engineering ................................................ 33
   F6. E-LISA SRL .......................................................... 33
A. Digital Economy

A1. Cubbit

Project Introduction:

Cubbit is a hi-tech startup that develops innovative software for the cloud industry, it’s headquartered in Bologna, Italy and got selected in 2018 by Techstars & Barclays' accelerator in Tel Aviv, Israel.

Both Techstars – recognised as one of the top 3 startup accelerators in the world – and Barclays – among the leading global banks with more than 80,000 employees worldwide – invested in Cubbit. The start-up is also backed by the Italian VC fund Barcamper Ventures and 2 business angels. Total capital raised accounts for €530k.

We have been selected by the EU for Horizon2020 and Climate-KIC programs due to the contribution of our innovative technology to Sustainable Development Goals for 2030. Our Tech team is highly skilled and was awarded with the 2016 Italian National Prize for Innovation. 14 people work hard to make Cubbit the new standard of the cloud.

Cubbit has developed a technology that disrupts the global cloud industry by eliminating the root cause of its problems: centralised web farms. Cubbit replaces them with a distributed data-center based on a peer-to-peer network made of domestic servers that is cost-saving, scalable and safe. It is also environmentally sustainable: Cubbit uses around 10 times less energy than centralised cloud.

Cubbit's software recycles a user’s resources of internet bandwidth, CPU and storage that are currently unexploited. We re-sell them to business customers (SMEs) in the form of cloud services with the highest level of Sync and Share and cyber security, at a half price. Users get a forever-free cloud storage service, plus they will earn money back to be reinvested in charity causes.

On average, a user provides Cubbit with infrastructure that can be resold in the form of B2B web services for up to 180€/y, while bearing operating costs of just 3€/y. This results in a potential 60x gross margin.

Award:

€10k Telecom Italia TIM WCAP 2017
€6k NIDI Innovami 2017 Award
€25k National Innovation Prize 2016
€10k Myllennium Award 2016
A2. YOCABÈ

Project Introduction:

YOCABÈ is an Italian innovative start-up founded in late 2016 with the goal of building a better, more convenient and intelligent solution for fashion brands to sell on the global top online retailers. We use our own YOCABÈ’s shops on top retailers acting as multi-brand windows for our partners to distribute their products. Top generalist retailers such as Amazon, T-Mall, Veepee, Walmart, OTTO, etc. as well as fashion specialised ones such as Zalando, La Redoute, Galleries Lafayette, etc. are more and more prioritising investments in their marketplace solutions to allow their loyal customer accessing a larger offering without taking excessive inventory risks. In little more than 2 years YOCABÈ has built a multi-million business, has become the partner for over 30 Italian midsize fashion brands and has created its shows on the main online retailers in EU covering over 70% of e-commerce customers in the top EU countries. We are now working at expanding our distribution to the USA and looking at China and Asia as next key geographies.

Our Smart-Logistics technology allows us to connect to brands warehouses, mono-brand and multi-brand shops and wholesalers to access to the largest amount of product available. Our Smart-Catalogue technology allows us to build specialised catalogues in every language, optimised for each specific channel. Thanks to our technology and our connections with midsize Italian fashion excellences we want to use our multi-brand model to create specialised shopping windows in China where Chinese consumers can access to high quality fashion products and excellences beyond the most known luxury brands. We are sure this is the next frontier for fashion in China.

We are looking for Chinese partners to build together wish us an exclusive access to all the hidden gems in Italy for the fast growing Chinese and Asian markets.

On the other hand, Chinese brands willing to reach the European markets can work with us by using our established shops on top online retailers as well as our local operations to sell their products to over 70% e-commerce customers in Europe.
A3. Yakkyo

Project Introduction:

Yakkyo is a startup that redefines the concept of dropshipping from China. In 2018 we published a Web App that helps dropshippers automate all their business daily tasks. Using Yakkyo, they can focus on selling, because we will do all the rest: sourcing products, private labeling, logistics. Yakkyo has an office in Rome focused on marketing and customer care and one in Shenzhen, focused on sourcing and shipping.

Yakkyo is a dropshipping service that thanks to a software allows e-commerce managers, the "dropshipper", to automate the process of purchase, sale and shipment of products sold through e-commerce. The operation is very simple: the dropshipper connects his e-commerce managed through Shopify or WooCommerce to Yakkyo, and every time he receives an order from his client, the order is automatically forwarded to Yakkyo who buy the goods in China and sends it directly to the final customer. In this way the dropshipper simplifies and speeds up the process of supplying and selling products that it does not own in stock.

The main strength of Yakkyo is the technology supplied to the dropshipper that allows the total automation and management of the entire sales process. The dropshipper, once received the order on its e-commerce, will not have to do anything anymore. He will think of everything Yakkyo:

- Yakkyo provides a dropshipper technology that allows it to automatically transfer received orders;
- Yakkyo takes care of the purchase and receipt of the product from the Chinese supplier;
- Yakkyo takes care of shipping directly to the customer (end-user)

Yakkyo business model is a mark up on the products sold (average form 20% to 45%). To date, all dropshipper, can install the Yakkyo software for free, while from 2019 the service will be available upon payment of a monthly fee.

Yakkyo has currently been promoted mainly through:

• SEO campaigns that guarantee excellent visibility on the main search engines;
• Yakkyo blog;
• Participation in events (Affiliate Expo Rome, AWA 2018 Bangkok, Affiliate Summit West Las Vegas 2019);
• Promotion on the main social network, Facebook and Instagram;
• Facebook & Instagram campaigns;
• Affiliate Program that provides a “premium” to the dropshipper who presents another dropshipper to Yakkyo.
A4. Mindesk  
**Project Introduction:**

Engineers, designers and architects can spend up to $20,000 of dollars in physical prototypes and Virtual Reality preparation for project reviews and concept development.

Mindesk allows them to achieve the same results and more at zero costs by connecting their CAD projects directly into Virtual Reality. Unlike other VR CAD solutions, the transition happens in a click, without preparing anything.

Furthermore, with Mindesk CAD users can host interactive design review sessions where they can dynamically edit the project while their clients give them feedback in VR.

Mindesk is natively integrated with Solidworks and Rhinoceros, and recently partnered with Epic Games to bring Photorealistic CAD experience to life.

Mindesk's mission is to solve design iterations slowdowns for Architect, Engineers and Designers by filling the gap between CAD and Virtual Reality. Our platform offers the possibility to read, navigate, interact, edit, and create CAD models immersed in the VR. The platform is collaborative and is the only one in the market that doesn't need to export or prepare CAD models as it is natively integrated with the mail CAD software already available on the market.

The company relies on strategic partnerships signed with the most influential tech players worldwide like Intel, Microsoft, HTC Vive, Epic Games, Dassault Solidworks and McNeel North America to build the ultimate VR CAD experience for professionals and enterprises.

A5. TOLEMAICA  
**Project Introduction:**

TOLEMAICA is an Innovative Neapolitan Startup that offers a certified service with legal value of datacertation and geolocation of photographs and voice content in an automatic and instantaneous way.

This service obtained a) national and international Copyright; b) positive Patent response of Italian Ministry (MSE) and from the WIPO (World Intellectual Property Organization): thanks also to the technical partnership of NttData, the new patented technology has acquired the name of IAC (Instant Automatic Certification).

The archive of photos and/or voice and certificates with legal value can be consulted remotely and in completely exclusive way.

In these first months of activity we built market partnerships with commercial giants such as TIM (Telecom Italia) and SKY (Television) and software house like NttData. The first versions of the service through smartphone apps (iOS and Android) were created for private use with the "OwnClick" brand and for business use with the "DataClick" brand and "DataSound".

The IAC technology is a new SYSTEM useful to solve problems of individuals, professionals, companies and public institutions; flexible and usable with smartphones, or other equipment provided by costumers, such as Scanners, Camera, Palmtop, Drones, CombatCam, and compatible with every existing App through API (Application Program Interface).

New patented versions of the service for certification with legal value of the contents (date and place) collected by smartphones and other devices are soon to be presented as DataVideo (video certification), DataCall (calls certification), DataVoice (certification audio recordings), DataDoc (certification digital recognition of those who approve a contract also by smartphones),>DataFile (certification files sent by email), DataChat (certification chat messages).

Finally, the maximum transversality and the economic / financial structure of the business, which is almost exclusively based on variable costs, are a fundamental premise for maximum geographical replicability and in different market targets.
A6. MyCircle

**Project Introduction:**

"MyCircle" combines travel lovers' wishes, with tour operators needs, by creating new interactive purchasing process between demand and supply.

The platform aims at setting up temporary buying groups devoted to touristic packages/attractions such as but not limited to entrance tickets for a museum, amusement park, days in a holidays villages, boat trips and cruises.

Verified travel agencies and tour operators can easily upload their offers into the Mycircle system and find new clients for their unsold group products and plans. The platform increases the agencies' sales network by gaining access to an international market.

The final customers (both individual or groups), can select a specific tourist package from the list, join the "circle" becoming part of a "temporary community".

In this way, they can book online the activity and gain at least 20-30% range of discount from the full price.

By creating or joining an existing group of twenty people or higher, the user can access all the benefits of the offers on the market and still travel alone. Additionally, anyone that is a single traveler can choose to share his/her experience with other Mycircle members, by giving information on the platform. Mycircle gives to individual travelers and groups the chance to meet people sharing the same interests, age, destinations!

Never the less Mycircle is a unique, innovative model of purchasing group vacations, enriching the adventure of visiting the world and meeting exciting travelers, bringing together likewise individuals.

**Award:**

We are a publicly traded investment fund
B. Intelligent Equipment

B1. DIGITALGREEN

Project Introduction:

DIGITALGREEN s.r.l. is the Italian new born StartUp company that developed the first E-commerce platform for the online trade of high-quality agricultural products grown in Mediterranean European areas named “VirtualHub”.

To shorten the supply chain and connect growers with Point of Sales (POSs) in Europe we integrated our B2B trading platform with a Cloud-based ERP software tool for the firm’s management highly customized depending on growers’ specific needs and requirement. The ERP software includes modular functionalities for the remote control of RFID tags, Greenhouse Sensors and allows growers to generate a wide array of GS1 Encryption Codes for the handling of products inside and outside the firm boundaries.

In this way, product and production data valuable from a market point of view are processed, stored and made available in our VirtualHub that works as a 360° management tool for growers and as a trading platform for high-quality agricultural products accessible by POSs.

We applied principles of aggregate sales and inventory planning proven to be successful in business cases such as “Amazon” and “Walmart” and not yet fully exploited for the perishable goods supply chain management in the European scenario. The underlying idea is that, by converting real-life production and logistical aspects onto numerical variables that can be optimized using simple AI algorithms and other multi-linear programming tools, we can optimize growers’ operation not individually but as a whole.

Thanks to DIGITALGREEN s.r.l. 60,000 growers in Southern Italy, Spain and Greece will access to a new agricultural data intelligence service for to commercialize their elite products to 250,000 European POSs autonomously, without the needs other third actors to mediate the transactions, benefiting from all the advantages that direct trade, higher automation level and electronic data interchange can bring to them at once.

Award:

won the second place in the Italian national competition on Innovation (PNI) in the category of ICT.
B2. Future Fashion

Project Introduction:

DIS - Design Italian Shoes is the custom-made shoe brand that modernizes excellent Italian craftsmanship through the use of cutting-edge technology: a proprietary 3D Shoes Configurator purposely developed and structured to be placed inside retail stores as a touch screen. It’s a real creative process that allows stores and customers to play with more than 50 million combinations of leathers, accessories and soles, in order to create a unique shoe each time, as unique as each person, while stores won’t have storage rooms cluttered anymore.

Production takes just 10 days and it is done in “Le Marche” region (Central Italy), inside traditional shoemaking workshops with over 100 years of experience, where the know-how of the master craftsmen is thoroughly treasured and passed on from one generation to another. A long-standing family-owned manufacturer that has been shaping the renowned “Shoe Valley” network, the Made in Italy footwear district, which is the worldwide pride for shoe manufacturing.

DIS company was founded in 2015 when brothers Andrea and Francesco Carpineti met Michele Luconi. With their distinctive backgrounds the desire of boosting the Italian craftsmanship whilst innovating the retail sector becomes reality.

Their idea was to merge the artisanal shoe manufacturing process, preserving the exclusive high quality Made in Italy signature, with an innovative customer-centric purchasing experience.

Through their innovative 3D Configurator, the customer gets engaged along the entire customisation process, both online and in-store, from measuring feet to designing and choosing the smallest details, like monograms or matching custom belts.

Nowadays DIS is distributed worldwide through www.dis.shoes and through several premium stores, giving the chance to everyone, everywhere, to express their personality and create unique shoes. As DIS philosophy says “Be Different, Be Yourself”.

Award:

2014 - Winner e-capital - Business Plan Competition
2014 - Finalist Premio Marzotto
2014 - Finalist Premio Unicredit Start Lab
2014 - Finalist Startup Initiative Intesa San Paolo
2016 - Finalist Europe Startup Award
2018 - Innovative Younger Entrepreneur Confindustria Marche
B3. Inesse

Project Introduction:

Inesse Corporation Ltd is a company incorporated under English law, established in January 2016, with its registered office in London and an Italian branch in Imola, from which all operations are managed.

It is registered with the Chamber of Commerce of Bologna as an innovative start-up with a high technological content.

The design takes place in synergy with the University of Bologna - Faculty of Engineering.

What we do

Our goal is to renew the nautical sector, technologically stopped for decades, introducing Superfoils 15, a unique boat in the world, a luxury yacht of over 15 meters, which - thanks to the use of real wings (called foils) - is able to "fly" on the water, the result of design, studies and testing of the highest level that hides a technological secret that will revolutionize the concept of navigation...

Superfoils15 is a new way of living yachting. We had to create a brand new word (that we patented) to clearly define this: IcaRoBoat. Icaro was a a figure of the Greek methodology who first tried to fly. Robo(a)t alludes to so much technology present in SF15.

Superfoils 15 will have:

Absolute performance characteristics: unimaginable top speed for a standard boat with the same characteristics

Unparalleled navigation comfort

Green core: sensitive reduction in fuel consumption (up to 40%) and consequent increase in autonomy

Inesse Corporation's approach aims also to create a new concept of luxury: cult objects that are also usable, sustainable and intriguing.

SF15 is not just frontier technology. It is an Icon.

Stylistic and unique, the interior of SF15 will be characterized by incredible choices in terms of materials and design. Something never seen in boating. To live an experience even inside your boat.
B4. FlairBit

Project Introduction:

FlairBit delivers its platform as a service (PaaS) Senseioty designed to collect data from heterogeneous data sources, store these data into Big-Data lakes and to process these data by using Artificial Intelligence algorithms to generate insights helping decision makers to boost the operational efficiency. Senseioty is used by many important customers in different application domains e.g., Smart Manufacturing, Smart Agriculture, Fleet Management, Life Science and Connected Equipment for monitoring and remote control, process optimization, fraud detection, predictive maintenance.

As an example, one of the most interesting application of Senseioty is in the Smart Manufacturing domain to rapidly implement and operate artificial intelligent applications for the Industrial IoT and Industry 4.0, revolving around the concept of insights-engineering, the seamless integration between data ingestion and distribution, big data analytics and on-line machine learning. Senseioty platform addresses the major pain points of manufacturing industry and assists the digital transformation in the Industry 4.0. Downtimes, scrap and rework costs, raw material waste and other operational inefficiencies are a manufacturing reality impacting organizations across all industries and product lines.

Senseioty IoT micro services provide:
- Heterogeneous data ingestion of IT and OT data to completely digitalize operations records
- Data platform to enable advanced analytics on-top-of collected data
- Bidirectional communication with the shop floor and the production line to distribute insights
- Edge and fog computing to increase insights availability, reduce latencies and improve overall system efficiency.

Senseioty simplifies the ingestion and consolidation of large amount of IT and OT data from the production line, MES and ERP systems. Senseioty machine learning models can be selected and configured to:
- Detect anomalies on the production line and defective material
- Generate early warnings for worn out fixtures and jigs
- Assist QA to reduce rework loops suggesting the optimal corrections
- Early detect scraps
B5. INSPIRE

Project Introduction:

Inspire is an Italian startup, spin-off of Genoa University, founded in 2017 by a team of entrepreneurs, managers, engineers and professors with years of strong expertise in computer technology, systems automation, microelectronics and telecommunications.

The company designed and patented an innovative drone management platform named M.A.R.S. (Multiple Airdrones Response System).

The M.A.R.S. platform enables drone continuity of service, overcoming the limitations of battery autonomy and fractionable payloads, extending drone usage for continuous and virtually never-ending operations.

The M.A.R.S solution provides the following benefits and improvements:

- integrated logistics for drone swarms storage and deployment;
- dynamic scheduling system for drone autonomous landing / takeoff;
- automatic battery replacement / recharge system;
- fractionable / multi-role payload storage and management;

The main advantage of the system is its versatility and scalability: it is customizable to different applications and adaptable to the majority of commercial drones.

Drones are an explosive market: the change in perspective of utilization from single drone to swarms configuration opens up new scenarios and applications in many fields such as wildfires prevention, precision farming, video surveillance, etc. Inspire has developed the M.A.R.S. platform to grow up into industrial applications market supporting this forthcoming evolution. The first operational prototypes are scheduled within the end of 2019.

Inspire is interested in establishing industrial and economical partnerships in order to scale up business and market offers.

Award:

The project M.A.R.S. “Multiple Airdrone Response system” was one of the finalists in the Liguria Smartcup competition 2016.
B6. Experenti

Project Introduction:
Experenti was born out of a strategic vision of professor Amir Badissersa, founded by studying Gartner’s Hype Cycle trends and carrying out research that identified the innovative potential of Augmented Reality applied to the corporate market (b2b) rather than to the final consumer.


Strengths:
DEVELOPMENT: Experenti is not just a seller of AR/VR solutions, but through its Engineering division it is able to develop tailor-made solutions for its clients.
AGILE: Thanks to the use of AGILE methodologies, Experenti is able to position itself on the market with products that maximise value for the client while containing costs at the same time.
MADE IN ITALY: Experenti offers augmented experiences that leverage the aesthetic value and style typical of Made in Italy products.

our business:
AR/VR/Mixed Reality offers us new opportunities to make our work tools more efficient and persuasive.
AR/VR/Mixed Reality breaks down the barriers between digital and physical. In fact, it allows you to enjoy all the digital information - data, text, sound, video, etc. - integrating it with the real physical context.
Experenti is unique because it doesn’t offer a simple Augmented Reality tool, but it generates value for its clients through Augmented Reality. (Excerpt from a conversation with Gartner).

Augmented Reality is the enhancement of human sensory perception through information, usually electronically manipulated and conveyed, which would not be perceivable by the five senses.
The dashboard of a car, the interactive predictive manufacture or remote robotic surgery are all examples of Augmented Reality.
C. Green Innovation & Sustainability

C1. Personal Factory

**Project Introduction:**

Personal Factory has developed a compact industrial machine (less than 10 m²) for the Just in Time production of chemical premixed material used in the building material market. The machine represents a plug and play system for production and packaging of virtually any dry mix material: it decouples raw materials and high value chemicals, and can be operated by any unskilled person employed even in non-manufacturing oriented companies (such as local distributors, complementary producers, construction companies, coatings resins and paints producers, large corporations in cement & chemical sectors). Personal Factory represents the best in class solution in construction drymix and chemicals sectors. Such complete solution is named Origami. The solution is composed by 3 different parts: the plant, the cloud manufacturing technology, and the consumable.

<table>
<thead>
<tr>
<th>Year established: 2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project stage: Industrialization</td>
</tr>
<tr>
<td>Fund Received: /</td>
</tr>
<tr>
<td>Website: <a href="http://www.personalfactory.eu">www.personalfactory.eu</a></td>
</tr>
<tr>
<td><strong>Cooperation Partner:</strong> local distributors, complementary producers, construction companies, coatings resins and paints producers, large corporations in cement &amp; chemical sectors</td>
</tr>
</tbody>
</table>

C2. PONICS

**Project Introduction:**

PONICS is an innovative start-up that puts on the market integrated solutions for the design, construction and management of fish farming, in a symbiotic environment with aquaculture combined with hydroponics. The aim is to create plants that enable the development of urban aquaponic farms. The Acquaponica is an innovative cultivation solution aimed at creating eco-friendly ecosystems with zero impact, environmentally friendly and eco-sustainable, combining the growth of plant species, plants and models of sustainable and replicable vertical urban farms through the use of innovative aquaponic plants, designed to optimize, with vertical solutions, the cultivable surface, facilitating the management through the assistance of automation systems and web based software applications, developing a circular economy model with a view to Agriculture 4.0. Ponics was established in May 2017, to date has made three pilot plants to mature the knowledge and skills necessary for pre-industrialization of products and to verify the olfactory properties and flavor of vegetables produced with aquaponic systems.

<table>
<thead>
<tr>
<th>Year established: 2017/5/16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project stage: Industrialization</td>
</tr>
<tr>
<td>Fund Received: €180k</td>
</tr>
<tr>
<td>Website: <a href="http://WWW.PONICS.IT">WWW.PONICS.IT</a></td>
</tr>
<tr>
<td><strong>Cooperation Partner:</strong></td>
</tr>
<tr>
<td>1. Contractor(urban architecture)</td>
</tr>
<tr>
<td>2. Agricultural aquaponic plants</td>
</tr>
<tr>
<td>3. IoT Green-Lux Interior Design</td>
</tr>
</tbody>
</table>
C3. eProInn

Project Introduction:

eProInn is a spin-off company born within the Energy and Propulsion Laboratory of the University of Salerno. The team has received several honors and awards for the research activities focused on hybrid-solar vehicles, presented at several international events and it had already developed a working prototype of a hybrid-solar vehicle within the framework of a EU project. The project LIFE-SAVE focuses on the development of a kit aimed at converting conventional cars into hybrid solar vehicles, reducing fuel consumption and emissions, increasing range and improving performance without affecting safety. The kit can be potentially applied to the majority of existing vehicle fleet, specifically front-wheel drive cars. It addresses urgent and pressing issues: the reduction of fossil fuel consumption and related costs; the containment of CO2 emissions; the reduction of polluting emissions of combustion products.

Our aim is to promote the development and industrialization of a kit to convert a traditional car into a hybrid solar vehicle, reducing consumption and emissions. The conversion system, patented and already applied on a FIAT Punto, can be applied to all conventional front-wheel drive vehicles, with costs much lower than those for the purchase of a new hybrid or electric vehicle.

Year established: 2014/4/23
Project stage: Pilot
Fund Received: €500k
Website: www.eproinn.com
Cooperation Partner: Enterprises with the hybridization system at the end of the production line in the automotive sector

C4. Notredame

Project Introduction:

Notredame s.r.l. is one of the most promising start-ups founded inside University of Calabria, in Italy. Notredame s.r.l. is interested in discovering new electrochromic couples and electrolytic system, in order to improve smart windows features for the energy saving of the buildings. Notredame s.r.l. tests electrochromic couples that show different colorations, trying to achieve and control IR absorption too. Notredame s.r.l. is currently testing different types of electrochromic materials: organic, polymeric and inorganic. The research project of the company aims to develop an advanced device based on an electrochromic material that, applied on a windows, allows to tune thermal and optical transmission for the adjustment of interior living conditions. It consists in the development of a device technology, based on an electrochromic, adhesive, flexible, energetically self-sufficient and wi-fi controlled layers system that can be applied to the new and existing buildings’ windows, in order to obtain up to 30% of the energy savings. The objective of the company is to offer to the customers the possibility of transforming a traditional window to a smart one with the ability of modulating the light and heat transmission between the interior and exterior of the buildings, thus optimising the use of winter heaters and summer air conditioners, resulting in a reduced energy consumption.

Year established: 2010/9/12
Project stage: Incubation
Fund Received: €4000k
Website: http://www.notredamesrl.com/it/
Cooperation Requirement: Equipment Provider & Sales Partner
C5. Idroluppolo

Project Introduction:

Idroluppolo innovates the production technique of hops through hydroponics. After the first experimental phase, we will create a 1000 square meter greenhouse to further develop our innovations: a nutritive solution dedicated to hops and I.O.T. sensors to monitor the production from remote. We will supply various products and services, such as: hydroponic plant, nutritive solution, sensors, consultancy, transformation, sale (in the future) and reuse of processing waste, creating a complete package. There advantages: Less of 50% water consumption. 4X production. Greenhouse production: protect our crops from the climate changes and pests and we can control also different environmental parameters for producing hops everywhere in the world. No pesticides: We cultivate in our inert substrate, and in a controlled environment. Multiple production per year: with the use of our LEDs lamps with a specific spectrum. Stress: with the modulation of light and nutrients we can induce stress in the plant, it will defend itself and will produce some secondary metabolites, such as flavonoids and terpenes, that modify the organoleptic properties of hops, modifying and improving their taste and aroma.

Year established: 2018/11/23
Project stage: Pilot
Fund Received: €200k
Website: http://idroluppolo.pages.libero.it/
Cooperation Partner: Technical Partners
D. AI & Big Data

D1. Edugo.ai

Project Introduction:

We @edugo.ai are an e-learning platform. After having had real human interaction with professional mandarin teachers, we use AI technology to supplement the learning experience with personalized reviews of the class content to extend the power of our teachers.

This combination helps students to save time, focus on spoken language and build customized curriculums.

Product description: In May 2019 Edugo AI released its mobile APP edugo.ai which is fundamentally an e-learning platform. Building upon real human interaction with professional mandarin teachers, edugo.ai uses AI technology to supplement the learning experience with personalized reviews of the class content to enhance the power of the teachers. With the combination of native teachers that users interact, practice and learn Chinese with an AI technology, edugo.ai really helps users to save time, focus on spoken language and build customized curriculums that are related to specific professions, industries as well as user’s daily life. Thanks to the spaced repetition system that is built into our product, the studied content smoothly moves into the long-term memory.

Technology Innovation: The APP uses a set of AI (Artificial Intelligence) technologies related to NLP (Natural Language Processing) applied to understand the Chinese language. We have built a set of algorithms that are specific to analyze language for L2 (speakers of other languages) learners. Our algorithm takes into consideration the language level of each student. Based on each student the system is able to curate content from a conversation with the teacher and create a set of exercises that are completely tailored to the learning objective of the student. This way the teacher can spend a short amount of time having natural conversations with the student. The system captures the mistakes and areas of improvement of the student and generates a customized lesson instantaneously. Since we are able to recognize the conversation between a teacher and a student, we are able to collect a big amount of data that are useful to improve our classification algorithm.
D2. Else Corp

Project Introduction:
ELSE Corp is an Italian startup that offers technological solutions for 3D & AI based Mass Customization such as Virtual Retail and Cloud Manufacturing to fashion brands, retailers, manufacturers and designers; using E.L.S.E., a Cloud API Platform, powered with AI, machine learning and deep learning, puts together the front-end retail processes such as 3D product personalization and virtual commerce, with a cloud-based back-end processes like virtual fitting and order generation for smart hybrid manufacturing. The startup is committed to creating value not only for the market but also for society by redefining the Value Chain for the fashion industry through Applied Research. ELSE CORP relies in open innovation and collaboration with industry leaders to develop innovative sustainable, transparent and traceable business processes and Distribution Models through market trials. Their services, named “Virtual Retail”, aims to accelerate the transformation of the industry towards a personalized, direct to consumer, customer-pull approach, enhancing the customer’s virtual shopping experience and optimizing the Virtual Retail value and service delivery chain.

D3. Knowhedge

Project Introduction:
Knowhedge S.r.l. is a new Open Engineering and Innovation consulting boutique start up established in Genoa, North West Italy, and specialised in helping large organizations embrace exponential technologies (e.g. IoT, deep/life-long machine learning, artificial intelligence and neural computing chipsets, Distributed Ledger Technologies, edge/fog computing & micro-servicing, etc.) at the digital workplace whilst working with new smart machines, architectures and appliances in the emerging “Smart Machine Economy”. Knowhedge consultants to date have created/invented, patented and optionally seeded/invested into very innovative startups using AI, IOT and/or blockchain to improve human learning, safety, process automation and performance support into new man-machine collaboration scenarios of the new “Machine Economy”, amongst which WAVENURE.AI & BRAINO.AI (FINTECH), SMARTTRACK.IO (INDUSTRY WORKER SAFETY), SKILLWARE.COM (SOFTWARE TRAINING),…

Today KNOWHEDGE is seeking co-investors for MYWAI™, an innovative new edge computing solution submitted on 3/05/2018 to the Italian Patent Office (submission Nr. 102018000005044) in order to design, deliver and run certified low power, low data AI algorithms directly at the edge of Industry 4 plants, machinery and new generation IOT appliances by means of Neurocomputing chips, accelerated IOTA blockchain access and NLP, enabling new levels of AI eXplainability, trustability, reliability and affordability.

MYWAI™ is a new business idea based on an innovative HW+SW technology, designed and pre-seeded by KNOWHEDGE SRL during 2018 and submitted on 3/05/2018 to the Italian Patent Office (submission Nr. 102018000005044) to design, deliver and run certified low power, low data AI algorithms directly at the edge of Industry 4 plants, machinery and new generation IOT appliances on the desktop of Healthtech & Fintech professionals by means of advanced chips enabling Neurocomputing, Natural Language Processing and blockchain access directly at the edge without the need to ship large quantities of data onto large cloud providers….often unknown and untrusted.
E1. Nextema

Project Introduction:

NEXTEMA is an innovative startup, spin-off of the Industrial Engineering Department of the University of Bologna. The company have four different business units: 1) Production of integrated laser manufacturing systems; 2) Advanced Manufacturing; 3) Automation Technologies; 4) Industry 4.0 consultancy. Our products and consultancies are aimed at solving complex problems related to manufacturing processes and at developing innovative, robust, cost-effective technological solutions.

Nextema solution is the utilization of High Power laser as heating sources and fully automated toolpath management. Nextema produced and installed first stand-alone 8-controlled-axis Laser Heat Treatment Cell in 2017. Other applications of the Laser Heat Treatment concepts were applied by integrating laser apparatus in existing CNC 5 axis machines, creating an integrated machining-heat treatment integrated manufacturing center. In 2019 the company launched an innovative concept of integrated laser hardening and additive/subtractive machining system on the market offering: 1) surface laser heat treatment for steel mechanical components, capable of generating surface hardening; 2) the production and/or repair of unique and tailor-made mechanical components, thanks to additive manufacturing technology.

Year established: 12/10/2015
Project stage: Industrialization Stage
Intellectual Property: 2
Turnover at 2018: 940,915.60 €
Financing Amount: 5M €
Preferred Cooperation: willing to start business in China;
Chinese CNC machine manufacturer willing to integrate our technologies to their machines.
Website: www.nextema.com
E2. TechMass

Project Introduction:
TechMass brings together people with acquired skills in decades of experience in large manufacturing industries (primarily Procter & Gamble), as well as in the development of digital tools for banks and insurance companies for the consumer world. Our previous experiences have allowed us to understand and study the limits and difficulties of the reference approaches and create a system that breaks down traditional barriers.

We implement lean manufacturing principles through an IoT cloud-based tool and a digital platform based on Machine Learning; it facilitates the line operators in monitoring and improving the efficiency of manufacturing production floor. It helps to increase productivity and reduce costs.

Advantages of the platform:
1) Paul: Literally Plug & Play, Paul can be installed in minutes; It works even without any PLC connection; Digital I / O, analog, manages MQTT, OPC UA, ModBus and other PLC communication protocols; Bluetooth interfaces, Wi-Fi.
2) App for operators: Designed to help operators and involve the team, facilitating the exchange of knowledge; It provides the right information, at the right time, interacting with operators in real time; Extremely easy to use; Available for mobile devices on Android or iOS.
3) Online dashboard: It allows you to configure the hardware in a simple and independent way to independently manage continuous improvement; Effective and actionable reports & analyzes, with essential information only; Designed to highlight losses, track progress and improvements; Supports decisions by providing quantitative and qualitative data.

Project stage: Industrialization Stage
Preferred Cooperation: willing to start business in China
Website: http://techmass.io

E3. EMC2

Project Introduction:
EMC2 SRL is an innovative start up. Our team designed and sell an innovative chip tuning box for engine efficiency improvement app controlled and with big data optimization in base to the driving habits.

The Italian Box it’s a chip tuning box for the engine (car, truck, boat,…) efficiency increase. The chip is linked to the engine (installation is very easy), and through a specific software optimize the calibration of the engine management system, in base to the fuel conditions, air parameters,… but also in base to the desires of the customer. So the box permits to get an average increase of the power and torque of the engine of the 25% and a fuel consumption decrease of the 10%. Thanks to the specific app, in fact, the driver can change in real time from different maps. The APP in fact collect some big datas about the driving habits, and so after some months it can suggest to the driver some specific settings in order to get the best optimization. At the same time these datas (in anonymous way) can be supplied to car manufacturers or other players interested in driving habits of specific customized drivers.

We’re also working on an implementation of the software and app specific for China market, in order to permit a control from remote of some parameters of the car. For example, the possibility to do not permit the car use (cutting the power) if the user didn’t pay the insurance. Or limit the speed of the car at 50 kmh when passing in a 50kmh zone, or send an immediate bill (in cities with no camera).

Year established: 2016
Project stage: Industrialization Stage
Cooperation Requirements: Finding distributors
Website: WWW.THEITALIANBOX.COM
F1. Genenta Science

Project Introduction:

Genenta Science, a clinical-stage biotechnology company pioneering the development of hematopoietic stem cell gene therapies for cancer (Temferon™).

Genenta develops an ex-vivo gene transfer strategy into autologous hematopoietic stem/progenitor cells (HSPCs) to delivery immunomodulatory molecules directly via tumor-infiltrating monocytes/macrophages (Tie2 Expressing Monocytes - TEMs). Genenta’s proprietary product is Temferon™. The targeted expression of the immunomodulatory molecule in TEMs is achieved combining a transcriptional and post-transcriptional microRNA-mediated control. Thanks to these mechanisms, TEMs become capable to express the immunomodulatory molecule (Interferon-alpha, “IFN-α”) in the tumor microenvironment. TEMs are endowed with a pro-angiogenic activity and are spontaneously and actively recruited by developing tumors to sustain their growth. Thanks to the immune-gene transfer, TEMs become the tool for the local delivery of the immunomodulatory molecule. In the preclinical models, the local IFN-α release triggered both a direct (anti-angiogenic, pro-apoptotic) and an indirect anti-tumor effect (immune response). In contrast to antigen-restricted Chimeric Antigen Receptor T cells (CAR-T), Temferon™ may reach not only hematologic disorders but more importantly, also solid tumors. In addition, its immune-modulatory functions may trigger a long-lasting immune response towards multiple tumor antigens. As a result, Temferon™ should be able to break the tumor immune-tolerance by reprogramming the tumor immune microenvironment.

Genenta obtained the regulatory approvals for two Phase I/II clinical trials in early relapse Multiple Myeloma patients after front line therapy and newly diagnosed Glioblastoma Multiforme patients.

Genenta’s headquarter is in Milano (Italy) and Genenta has an office in Alexandria Center’s LaunchLabs, New York (NY, USA). The Company is part of Assobiotec, Italia StartUp, and ELITE (London Stock Exchange Group).

Genenta raised more than €30M in three different rounds of financing.

<table>
<thead>
<tr>
<th>Time established: 2014/7/24</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees: 15+</td>
</tr>
<tr>
<td>International Team: √</td>
</tr>
<tr>
<td>Number of registered patents: 5</td>
</tr>
<tr>
<td>Turnover 2017 (in €): /</td>
</tr>
<tr>
<td>Website: <a href="http://www.genenta.com">www.genenta.com</a></td>
</tr>
</tbody>
</table>
F2. Vaxxit

Project Introduction:

Vaxxit SRL aims to bring to market the recombinant HIV Tat immunotherapy (rTAT) developed by the National Center for HIV/AIDS Research (CNAIDS) at the Istituto Superiore di Sanità (Italian NIH, Rome, Italy). The therapeutic use of rTAT is protected by granted Vaxxit patents that ensure commercial exclusivity until 2032 in the USA, Europe and South Africa. Beyond 2032, a rich pipeline of next generation products (mAbs, recombinant proteins and peptides, new combinations and uses also for cancer, companion diagnostics) can be protected with undisclosed patentable know-how. The rTAT strategy is radically different from the canonical strategies directed against the ever-mutating ENV proteins of the external coating of the virus that have not worked so far. In contrast, rTAT targets HIV-1 Tat, a key HIV virulence factor for both infection and viral latency. Tested in preclinical monkey studies and in 5 human clinical trials: 3 phase I studies (2 preventive and 1 therapeutic) and 2 phase II therapeutic trials in Italy (8 years) and in South Africa (3 years). The phase II studies not only confirmed a robust increase of CD4+ T cells and of CD4+/CD8+ T cells ratio, highest in volunteers who started therapy late (“latecomers”: 40% of the world HIV population) and were responding poorly (“immunological poor responders”), but, more importantly, the 8-year Italian study showed a drastic acceleration (4-7 times) of the reduction of the virus reservoirs as compared to therapy alone (1). These characteristics are present in rare HIV patients called "post-treatment controllers" who are capable of controlling the virus after stopping therapy. It is conceivable, therefore, that rTAT could have increased these capabilities in treated volunteers. This hypothesis will be tested in a phase IIb study of programmed and controlled therapy interruption (in planning) and, if confirmed, the study will open new perspectives for cure and eradication of HIV.

Time established: 2012/7/6
Number of employees: /
International Team: √
Number of registered patents: 2
Turnover 2017 (in €): /
Website: www.vaxxit.com
F3. Pedius

Project Introduction:

Pedius is a communication service that allows the Deaf and Hard of Hearing to make phone calls, without a third party intermediary, 24/7. We are on a mission to make calling and basic communication more accessible and inclusive for Deaf people. Users type or speak their message into their device and Pedius sends it to the contact they choose, using either the user’s own voice or an automated voice through speech synthesis. In real-time the user reads the written translation of the recipient’s answer, thanks to Pedius’ voice recognition software. Pedius has also developed relationships with large companies that want accessible services for all clients.

Time established: 2013/10/24
Number of employees: 13
International Team: ×
Number of registered patents: /
Turnover 2017 (in €): /
Website: www.pedius.org
F4. SoftMining

Project Introduction:

Short Description: The mission of SoftMining is to change the way to perform research in Life Sciences using Artificial Intelligence and dedicated in-house algorithms. Over the last ten years, our group has developed new methods for the design of drugs and to check their potential toxicity without the use of animal models. Our primary goal is to design new drugs rapidly and economically. SoftMining has also developed new techniques of data mining currently applied to the analysis of biomedical data.

One-Line Pitch: The computational revolution in life sciences and data mining

Business Summary: We developed new methods based on artificial intelligence. Our technologies provide a comprehensive platform for computational assisted drug design. SoftMining offers a broad range of computationally aided drug design services to support the research of pharmaceutical companies. We are continually developing new technology to meet the ever-changing needs of the market (www.softmining.it).

Other applications of SoftMining tools are in the field of Digital Health, Search Engines, and Semantic Analysis.

Target Market: SoftMining offers to Big Pharma new tools for drug design that permit to speed up the Research and Development stage. SoftMining applies AI methods for data and knowledge mining for process optimization. We plan to expand our activities in China and Japan during 2020.

Products: We have developed:
1. AI-based drug discovery platform that is 10x more productive than current industry standards.
2. AI-based platform for materials optimization
3. Semantic analysis tool
4. E-health applications.

More info at www.softmining.it.

Services: We assist companies active in the life sciences field as CRO. We offer our AI technologies in biomaterials development.

Goals: we are looking for partners for co-developing novel drugs. We are looking for companies in the digital health field.

---

**Time established:** 2019/1/25  
**Number of employees:** 8  
**International Team:** ×  
**Number of registered patents:** 0  
**Turnover 2017 (in €):** /  
**Website:** www.softmining.it
F5. Vision Engineering

Project Introduction:
Vision Engineering Italy srl is a medtech SME focused on research and development of innovative medical devices for eye care. The company’s legal form is a limited liability company. It is registered in the ordinary section of the Chamber of Commerce in Rome (RM1395861). The firm’s corporate purpose includes the research and development, production, distribution, marketing, installation and maintenance of innovative products and services for improving eye care. The company’s activities are primarily devoted to the development of medical devices for the treatment of corneal diseases. The firm has developed the first available theranostic UV-A device, Chromo4Vis, for treating keratoconus, which is the primary cause of corneal transplantation worldwide. In addition, our company has developed a point-of-care UV-A device, Vetuvir, for the treatment of corneal infections in veterinary medicine. The device induces a photo-oxidative antimicrobial process by irradiating the affected cornea soaked with riboflavin (Visioflavin).

Time established: 2014/1/31
Number of employees: 2
International Team: x
Number of registered patents: 3
Turnover 2017 (in €): /
Website: www.visioeng.com

F6. E-LISA SRL

Project Introduction:
E-LISA is an innovative start-up established on 27 September 2016. The company operates in the ICT services sector supporting medicine; in particular, the company deals with scientific research in the field of traumatology and the development of ICT systems conceived specifically for critical applications in orthopedics. The technological solution developed by E-LISA concerns about a set of services for the dissemination of knowledge and for pre-operative planning in the field of orthopedic surgery. Having an upper limb surgery expert available in the social structure, the shoulder is the first anatomical district on which E-LISA started its research and development work. In the social structure there are: an engineer specialized in the realization of mathematical models; an expert in business management, marketing and communication; the Pineta Grande SpA company, owner of 7 health facilities, GM Medica Srl, operating teather manufacturer. The E-LISA project starts with a remarkable research activity and with the experience developed on field by the founding members.

Time established: 2016/9/27
Number of employees: /
International Team: x
Number of registered patents: 1
Turnover 2017 (in €): /
Website: www.e-lisa.com
The Introduction of China Academy of Invention Achievement Transformation in Foshan

China Academy of Invention Achievement Transformation in Foshan was approved by the China Invention Association in September 2017, under the new situation of a strong country of science and technology. It was initiated by more than 100 administrative institutions, scientific research institutes, financial institutions and well-known enterprises at home and abroad. On November 23rd, 2017, the Government of Foshan and the China Invention Association signed a strategic cooperation framework agreement. China Academy of Invention Achievement Transformation settled in Foshan High-Tech Zone, and established Foshan China Academy of Invention Achievement Transformation as the actual operation unit.

With the goal of collaborative innovation, opening up and win-win, the Institute implements the operating mechanism of “Institute+Enterprise+Project+Responsibility+System+Residential Research”. It widely cooperates with famous universities and scientific research institutions at home and abroad to vigorously introduce high-end talent teams and projects. To promote the construction of the transformation platform of scientific and technological achievements, as well provide the technical, personnel and service support for the development of China’s industrial innovation, the institute actively creates a scientific and technical service base with high-end element gathering, talent cultivation, technology research and development, achievement transformation and industrial upgrading.

To provide assistance for the transformation of scientific and technological achievements to the ground, our institute has set up six service companies including the transformation of scientific and technological achievements, industrial operation, leading information services, intellectual property rights, scientific and technological services, innovative talent services.

The Institute has established North American and Belorussian branches in 2019, and two branches in Hong Kong and Macao are under preparation. Based on Foshan, radiating Guangdong-Hong Kong-Macau Greater Bay Area, facing the whole country and the whole world, the Institute will industrialize the achievements of the invention and become an important supporting platform for the transfer of international advanced technology, industrial research and the transformation of achievements in the future.

- **Vision:**
  Be a respected and innovative research institute.

- **Mission:**
  To serve the enterprise and the inventor,
  To make the invention transfer faster and more valuable.

- **Values:**
  Self-respecting and self-driving; Excellence striving;
  Win-win achieving; Co-creation and sharing.

- **The principle of project initiation and control management:**
  1. Five-dimensional technical evaluation: Progressiveness, Maturity, Economical efficiency, Feasibility, Marketability.
  2. Three-dimensional value evaluation: Nice input, Short period, Long benefit.
  3. Five-dimensional talents and team Evaluation: Openness, Inclusiveness, Learning, Historic and Integrity.
国际技术转移协作网络 (ITTN) (www.ittn.com.cn) 在科技部指导下，于2011年1月成立，由15个国家40余家国际技术转移专业机构共同发起，目前由中国国际科学技术合作协会指导工作，以市场化机制运营。2018年，ITTN运营机构获科技部国合司与火炬中心共同认定，成为2017年度国际技术转移中心类国家国际科技合作基地。

截至目前，ITTN累计聘请156位国际技术转移组织、大学技术转移办公室等影响力人物加入ITTN国际委员会，建立了覆盖49个国家、618个国际技术转移机构的海外会员体系，形成全球范围的资源协作网络。目前已在苏州、北京、深圳、成都等13个城市设立办公室，授权在休斯顿、米兰、伦敦等城市相关机构建立6家海外分中心和代表处，每年举办国际技术转移交流活动超过300场次。累计承担国家科技部、国家发改委、中国科学技术交流中心等委托国际科技创新合作机制专项工作超过25个。

International Technology Transfer Network (ITTN) (www.ittn.com.cn) was jointly initiated by over 40 international technology transfer organizations from 15 countries, and was founded in January of 2011 under support of Ministry of Science and Technology of China (MOST). Now, ITTN is operating in a market-oriented operation mode under guidance of China Association for International Science and Technology Cooperation (CAISTC). In 2018, ITTN was jointly certificated by International Cooperation Department of MOST and Torch High Technology Industry Development Center of MOST as China National International Science and Technology Cooperation Base (international technology transfer center group) of 2017 with the name of China National International Science and Technology Cooperation Base of Technology Transfer Information Service.

So far, ITTN has recruited 156 professionals from international technology transfer organizations, Technology Transfer Offices of universities and innovation enterprises into ITTN International Committee, and developed a world-wide resource collaboration network on the basis of partnership with 618 international technology transfer organizations from 49 countries. ITTN has established branch offices in 13 domestic cities of Suzhou, Beijing, Shenzhen, Chengdu, etc. Moreover, ITTN has also established 6 authorized overseas subcenters and representative offices in Houston, Milan, London, etc. ITTN annually organizes, undertakes and supports over 300 sessions among international technology transfer exchange activities in China. So far, ITTN and its subordinations have been assigned by MOST, National Development and Reform Commission (NDRC), China Science and Technology ExchangeCenter (CSTEC) to operate totally 25 official international S&T innovation cooperation platforms.

联系我们 Contact Us
电话 Tel 010-84351699
邮箱 Email service@ittn.com.cn
网址 Website www.ittn.com.cn