



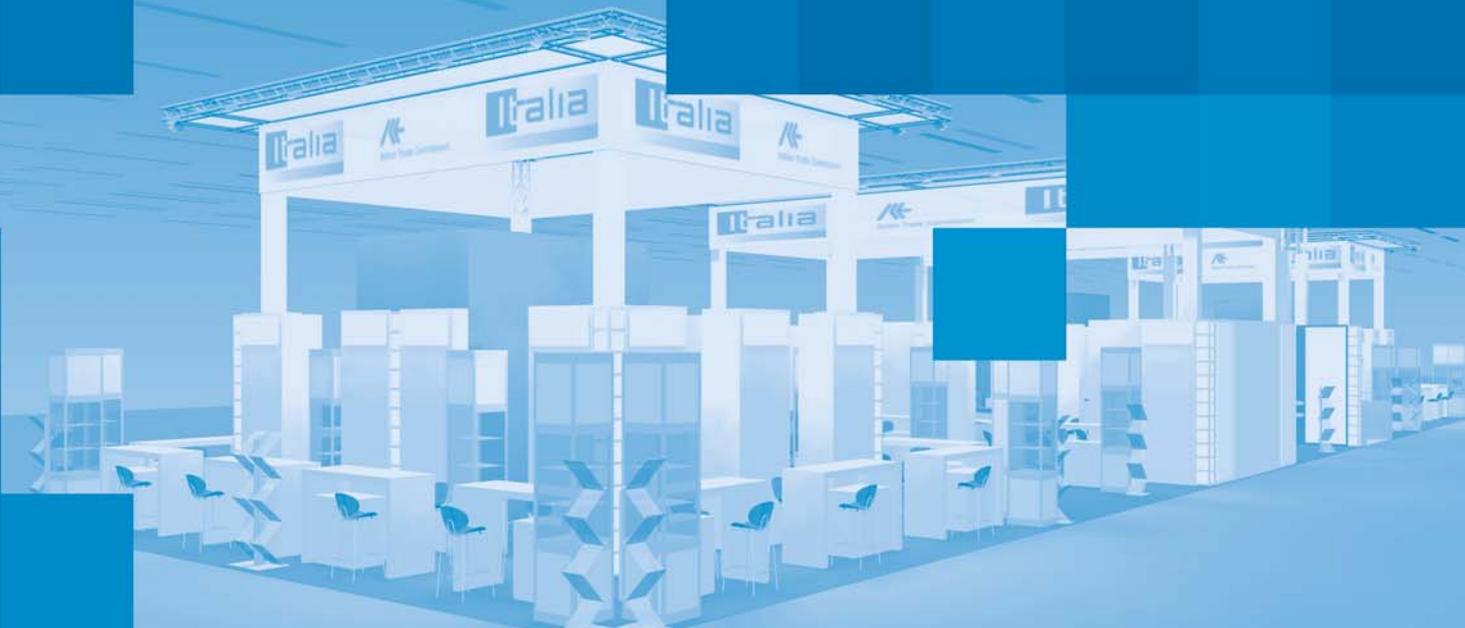
Italian Trade Commission

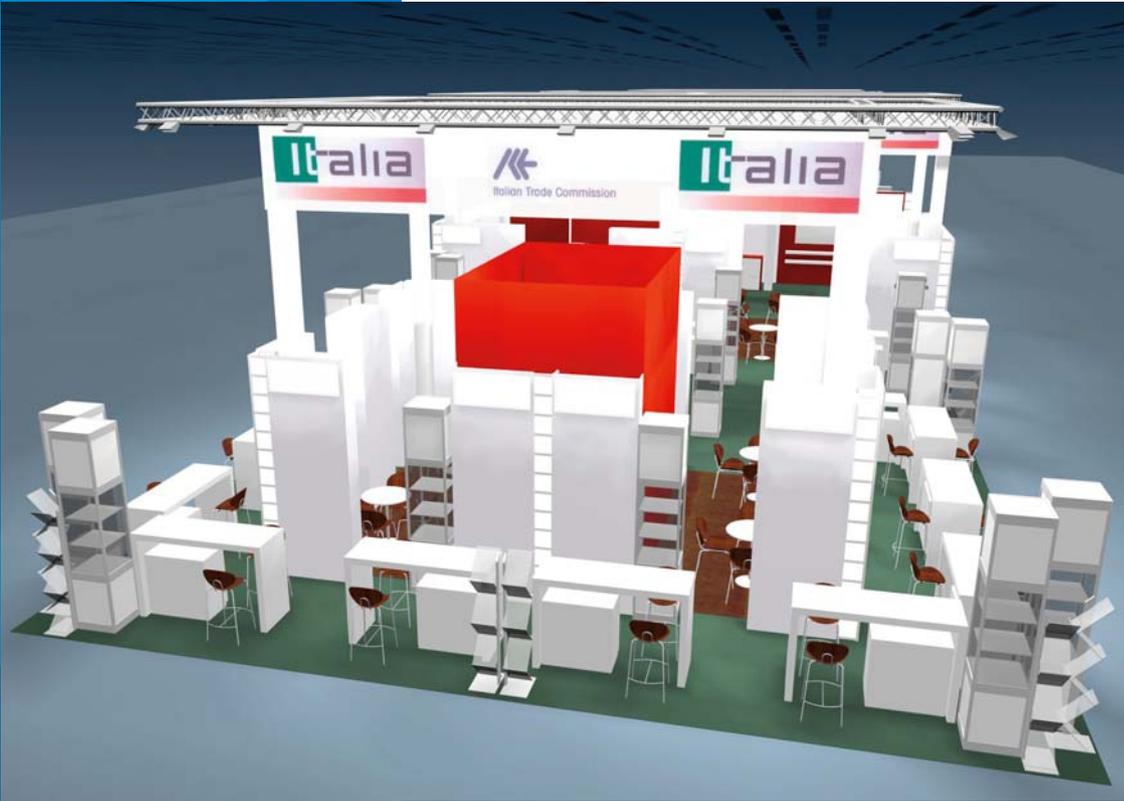


ITALIAN ICT AT CeBIT 2009

03 – 08/03/2009 HALL 09 BOOTH B 09

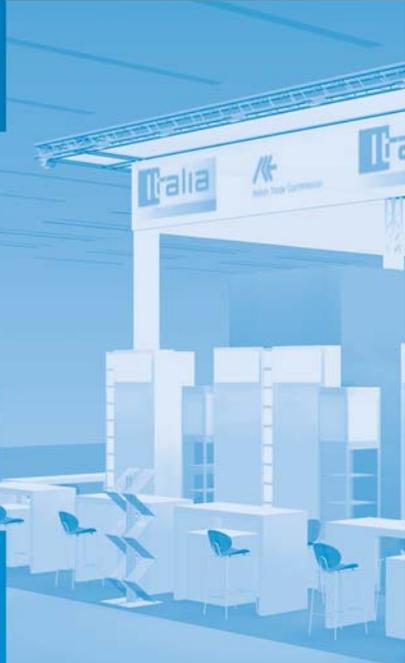
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MEET ITALY AT CeBIT 2009

HALL 09 BOOTH B 09



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Italian Trade Commission

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ITALIAN TRADE COMMISSION

The Italian Trade Commission (ICE, Istituto nazionale per il Commercio Estero) is the government agency entrusted with the promotion of trade, business opportunities and industrial cooperation between Italian and foreign companies.

ICE supports the internationalization of Italian firms and their consolidation in foreign markets and operates through 115 branch offices in 87 countries in the world.

ICE activities are financed by public and private funds: from the Ministry of Economic Development and from the companies, which use its services for advice, information and assistance.

The main activities and services include: information, promotion, multilateral cooperation and training.

ITALIENISCHES INSTITUT FÜR AUSSENHANDEL

Das Italienische Institut für Außenhandel (ICE) ist als staatliche Wirtschaftsvertretung Italiens zuständig für die Förderung von Handel, Geschäftsentwicklung und industrieller Kooperation zwischen italienischen und ausländischen Unternehmen.

Dank einer weltweiten Präsenz von 115 ICE Büros in 87 Ländern fördert ICE sowohl die Internationalisierung italienischer Unternehmen als auch ihre Konsolidierung in ausländischen Märkten.

ICE wird vom italienischen Ministerium für Wirtschaftsentwicklung (Ministero dello Sviluppo Economico) und von privaten Unternehmen, die Dienstleistungen von ICE in Anspruch nehmen, finanziert.

Zu den wichtigsten Dienstleistungen und Aktivitäten, die von ICE angeboten werden, gehören: Informationen, Förderungen, multilaterale Kooperation sowie Schulungen.



Ministero dello Sviluppo Economico

The Ministry of Economic Development (Ministero dello Sviluppo Economico) establishes directives and has a supervisory role on the activities of ICE Promotional Program.



Italian Trade Commission
Investment Desk

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Jens Bruch – Trade Analyst

ICE INVESTMENT DESK

Über Italien informieren und potentiellen Investoren mit Rat und Tat zur Seite stehen – das sind die Aufgaben des Investment Desks des Italienischen Instituts für Außenhandel.

Der Unternehmer wird in allen Phasen seiner Entscheidungsfindung unterstützt – von der Erstinformation bis hin zur erfolgreichen Ansiedlung.

Gezielte Brancheninformationen, Auskünfte zu den rechtlichen und steuerlichen Rahmenbedingungen sowie die Vermittlung von kompetenten Ansprechpartnern zählen zu den angebotenen kostenlosen Dienstleistungen, die eine problemlose Realisierung des Investitionsprojekts in Italien ermöglichen.

Der Investment Desk stellt auf Veranstaltungen den Wirtschaftsstandort Italien vor, informiert interessierte Unternehmer in Seminaren und Workshops über die Rahmenbedingungen in Italien sowie über die besonderen Kompetenzen einzelner Regionen.

Das Netz der ICE Büros in Italien sowie die guten Kontakte zu Territorialmarketing- und Investitionsagenturen, Anwälten, Steuerberatern, Übersetzern und staatlichen Stellen ergänzen die vom Investment Desk gesammelten und aufgearbeiteten Informationen und ermöglichen die Vermittlung von Kontakten und fachlichen Ansprechpartnern vor Ort.

ICE INVESTMENT DESK

Informing about Italy and assisting potential Investors – these are the key issues of the Investment Desk of the Italian Institute for Foreign Trade (ICE).

Entrepreneurs are supported during all stages of their decision finding process, covering all information and assistance necessary to make a successful investment decision.

The Desk is providing tailor-made sector information as well as information about the legal and fiscal framework in Italy. Furthermore, it procures professional local contact partners. All these services are free of charge and targeted on investment implementation without any problems.

Other issues of the Investment Desk are the presentation of Italy as a business location, the information of interested entrepreneurs about Italy's legal, fiscal and economical framework and about the particular strengths of selected regions by seminars and workshops.

The ICE network in Italy and the proficient contacts to local investment- and territorial marketing agencies, lawyers, translators, tax accountants and governmental bodies are complementing the information procured by the investment desk and are enabling the intermediation of contact partners directly in Italy.

THE ICT SECTOR IN ITALY

THE ICT MARKET

Italy is the fourth largest ICT market in Europe with 58 Million consumers and as one of the major markets worldwide, many international enterprises, like Motorola and Microsoft, have already located their R&D laboratories as well as their centres of excellence here.

Information and Communication Technology (ICT) market in Italy has continued its positive trend in the last few years: in 2007 the aggregate market grew about 0.9% (2006: 2.0%) but, while the IT-sector has recorded a growth of 2.0%, the TLC-sector only grew by 0.4%. This decline is due to the intense competition between the firms and the implementation of new technologies which have caused prices and tariffs to drop. The Italian market has grown in 2007 by 0.9%, reaching a value of € 64.39 Billion, a faster growth compared to Germany (-1.7%), but a slower growth compared to the major European countries of the United Kingdom (+2.0%), France (+2.2%) and the Spanish market (+4.5%).

	2005 (FY)	trend	2006 (FY)	trend	2007 (FY)
TOTAL ICT	62,611	2.0%	63,844	0.9%	64,390
IT	19,496	1.6%	19,804	2.0%	20,190
TLC	43,115	2.1%	44,040	0.4%	44,200

AI Tech Assinform – NetConsulting data

THE IT MARKET: HARDWARE, SOFTWARE AND SERVICES

In 2007, the Italian IT market achieved a turnover of more than € 20 Billion, an increase of 2.0% compared to the preceding year. One of the main reasons was the fast growing hardware market (+4.8%) which includes the demand for PC desktop renewals and for smart hand-held devices as well as for PC notebooks. The trend for an increasing preference for portable computers also continued in 2007, both in the business and consumer world. The consumer segment grew 21.1% in PC sales, thanks to a price reduction which

has enlarged the access to the mass market, as well as an increasing internet and broadband penetration in the private households due to an increasing need in digital content – with music at the forefront – and a change in consumer purchase patterns switching towards a mass demand for technological products, which are now targeted to a much broader range of consumers than in the past.

Compared to 2006, the Software and Service sector achieved a positive variation of 1.2%. In 2007 especially, the software market contributed to this upturn (+3.2%). The service sector showed a slight increase of 0.3% and now has a value of € 9,317 Million. In 2007 investment in hardware products reached € 5,733 Million (+4.8%). In contrast, the Technical Support segment continued its negative trend with a 4.1% drop.

The volume of Personal Computer sales reached 5,633,000 units (+13.1%) in 2007. Trends in this segment confirm the preference for portable computers rather than desktop systems, both in the business and in the consumer world. In 2007, the sales increases of notebooks in units (+22.0%) are significantly more important than those of desktops (+2.9%).

In terms of spending level, Banks have consolidated their dominance and record a growth of 1.7%. This is due to an upturn in investment in IT after a long phase characterized by consolidations and rationalisation as a consequence of the numerous mergers carried out in 2005 and 2006, which have still dominated the year 2007 and will continue in 2008.

The second sector by importance is Industry which can finally record a positive trend (1.9% compared to -1.3% in 2006) after still suffering from the international financial crisis as well as the Dollar-Euro appreciation. The telecommunication market has a brilliant prediction for the year 2008. After the slowdown it will raise by 2.1 percentage points, with a probable value of € 45.130 Billion. One impact factor are new services regarding the convergence of fixed-mobile networks or multimedia services.

Thanks to consistent investment in new technologies and to the development of e-government projects, the Utilities sector has achieved the most significant growth of 3.4%. Unfortunately, the sectors relating to Defence and Space, Distribution and Services and Local Public Institutions have recorded a decrease, in particular Defence and Space with a negative growth of -3.5%.

THE ICT SECTOR IN ITALY

Also the behaviour of the Central Public Administration sector is still rather disappointing, however, the Health sector seems to recover from the last years shrinkage of public spending (2.1% compared to 0.9% in 2006).

	2005 (FY)	trend	2006 (FY)	trend	2007 (FY)
HARDWARE	5,278	3.7%	5,473	4.8%	5,733
SOFTWARE	4,082	2.7%	4,192	3.2%	4,325
SERVICES	9,253	0.4%	9,289	0.3%	9,317
TECHNICAL SUPPORT	883	-3.7%	850	-4.1%	815
TOTAL IT	19,496	1.6%	19,804	2.0%	20,190

AITech Assinform – NetConsulting data

THE TLC MARKET

In 2007 the Italian telecommunication market had to face a difficult and challenging period. This was due to the market situation as well as to the regulative interventions. Hence, the market in 2007 records a growth rate by 0.4 percentage points, reaching a value of € 44,200 Million. While the percentage of fixed telephony sank by 1.3%, mobile telephony showed a positive performance, growing in 2007 by 1.8% and widening the gap between the two components in its favour. Internet services increased by 8.2% (in value about € 2.780 Billion), while the segments of voice component and data transmission are showing pronounced declines of 5.1% and -6.0% respectively due to the downward trend in fixed network communication and the lessening importance of traditional channels in data transmission. The VAS segment concerning fixed networks records in 2007 a growth of +3.8%. This is due to the strong growing segment of the data centres, web services and the outsourcing of the contact centres. In 2007 the Italian mobile market has recorded a value of € 18.5 Billion. Although it is showing a decrease from 5.1% to 2.6%, the service segment of the mobile phones is still the motor of the TLC sector. The decline can be easily explained by the regulative interventions regarding for instance the abolishment of the additional fee paid by the prepaid card clients.

The SMS service is still one of the most important ones as it generates half of the turnover. However, the provided mobile services like internet access and E-mail are catching up as well, both in the business section and the consumer market. This trend is due to the improvement of the 3G network, that led the majority of the competitors to offer mobile data transmission via HSDPA, facilitating mobile access to internet and enterprise applications.

In 2007 about 8.81 Million (+10,8% compared to 2006) new mobile telephony lines were activated in Italy. This has meant that at the end of 2007 almost 91 Millions SIMs were already active, of which 22.725 Millions were UMTS lines. This means a tremendous growth of 35% compared to the last year.

Moreover, in the last year the gap between the number of mobile telephony lines and the number of users continued to widen. In fact, while the number of lines has grown by 10.8% / 8.81 Million in the course of the year, the number of users remained nearly stable (+2.2%) / 45.9 Million.

	2005 (FY)	trend	2006 (FY)	trend	2007 (FY)
TOTAL FIXED TLC	20,490	-0.4%	20,398	-1.3%	20,130
TOTAL MOBIL TLC	22,625	4.5%	23,642	1.8%	24,070
TOTAL TLC (F+M)	43,115	2.1%	44,040	0.4%	44,200

AITech Assinform – NetConsulting data

THE E-CONTENT MARKET

In Europe, as in Italy, 2007 has confirmed the increase in the digital market called e-content. This market includes, for example, entertainment for mobile telephones and web, logos and ring tones for cell phones, audio-visual content (music and video) downloadable from internet, teaching material, news in electronic format and other content usable through the web, mobile phones or terrestrial digital TV.

As in other European countries, the e-content market in Italy was characterized in 2007 by the intensification of the prosumer phenomenon and its ability to guide digital contents supply towards

THE ICT SECTOR IN ITALY

the development of new services and new contents defining in this way the guidelines for future market evolution.

On the other hand, the development of e-content supply is more and more determined by newcomers from the internet. These newcomers are setting new rules and standards that are often remarkably different from those in force in the traditional media and entertainment sector.

The Italian e-content market has grown in 2007 at a double percentage rate, reaching a market volume of more than € 5.157 Million in 2007. This increase was supported not only by extremely positive development of online advertising (+47.5%), but also by an interesting growth of contents liable to pay (+16.9%), like video, mobile and online entertainment. According to sector experts, this strong growth of the Italian e-content market will continue also in the year 2009.

E-COMMERCE

The development of B2C electronic commerce in 2007 has slowed down. It is the first year since 2000 that the market growth is less than 40%. In 2007 it reaches 30% and achieves a value of € 5.328 Billion. While this decrease can be explained by the still existing Italian distrust of distance acquisition or online payment, the tourism and apparel industry had continued their positive heading. In 2007, for instance, the tourism segment accounted for half of the online market with a transaction volume of € 2.6 Billion (40% growth rate). Here the two main components were hotel booking and vacation packages.

The Italian e-commerce market is characterized by less than 20 key players which are equally divided in Dot Com and traditional enterprises, sharing more than three quarters of the market with mostly domestic sales (83% of total sales take place in Italy).

TELEVISION MEDIA

In Italy, where 22.8 Million families own a TV set, the development of new services is strongly influenced by the rapidly evolving national scenario, with different levels of alliances and competition among market players in general entertainment TV, pay TV and digital TV and previously unthought-of applications such as web TV, user generated content, video players and video search engines.

Broadcasters and pay TV are increasingly promoting interactive TV solutions as a reaction to web portals and user generated content, following a "push" model and offering users a broad range of personal solutions for their services.

In 2007, satellite television increased its market penetration up to 26%, while the diffusion of digital terrestrial TV grew even faster, reaching 4,650,000 Italian families by the end of 2007; and shaping in this way a new market determined by the new potential offered by digital technology.

In 2007, the market for pay TV in Italy showed a sharp raise in its values, that was based mainly on a remarkable increase in the number of users; the business volume of this sector augmented for 68.7%, reaching 210 Million Euros

More important were IP-TV in Europe, where the number of users increased by 69% compared to the previous year, thanks to France and Spain. In Italy, however, the market is still fairly low which can be explained through the competition with the satellite solutions. In 2007 IP-TV generated a turnover of € 150 Million (€ 116 Million in 2006). although the national market was one of the first that started commercial offerings of these services, and mobile TV, where the Italians, as in other parts of Europe, seem to be reluctant to watch TV on mobile handsets. According to Assinform, at the end of 2007 only about 500,000 subscribers were using actively Mobile TV, but this number is expected to rise in 2008.



ABLATIV SCRL

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Contact:
Sandro Usai

Date of foundation: 2006

Employees: 4

Turnover: 200,000 Euro

MAIN ACTIVITY

Ablativ is a Non-Profit Consortium Company With Limited Liability formed early in January of 2006 with the aim of promoting the integration of Telecommunications, Informatics and Radio Technologies, and propose them as global solutions for improving service levels on Farms and Public Administrations.

The characterization of the Non-Profit is the synthesis of philosophy that animates the shareholders and that aims to aggregate the various internal and external expertise. The need to integrate IT services with the knowledge of people and companies has become indispensable if we want to achieve high levels of efficiency and effectiveness. The spirit that animates the Ablativ business action is based on the awareness that the technological knowledge, the knowledge of issues and professional competence are the basis for best results in projects with high integration.

COMPANY STRENGTHS

High Quality Products: TELCOUNT is an open source platform for the acquisition and processing of telephone traffic data. The solution is directed to the realities that have one or more telephone exchanges that serve multiple offices or branches.

Licenses | Trade Marks | Quality Certifications: Ablativ is certified about Stonesoft technologies.

Innovative Processes | Services | Products: The need to integrate IT services with the knowledge of people and companies has become indispensable if we want to achieve high levels of efficiency and effectiveness. For this reason, members and partners of Ablativ are companies that operate in specific areas of Telecommunications, Informatics and Radio.

R&D Capacity: Ablativ is currently involved in research projects.

Expertise: The consolidated professional experience of members and partners allows to play consultancy and promotion of integrated solutions. About Telecommunications, Ablativ has technicians specialized in various technologies such as Alcatel, NEC-Philips, Selta, Siemens, Samsung. As regards the Radio, Ablativ work both on SDH and PDH, whose ensure the installation of all the infrastructure, and on Hiperlan systems and Wi-Fi.

CUSTOMER REFERENCES

Private companies and government organization

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

SOFTWARE

- Application software for cooperate function (cooperate communications, customized applications)
- Other

MULTIMEDIA

- Architecture for multimedia applications
- Ergonomy
- Multimedia applications for specific sectors
- Other

MISCELLANEOUS

- Software migration

TYPE OF COOPERATION

- Commercial intermediary (distributor, general agent, etc.)
- Development of new projects (R&D)
- Identification of new customers
- Development of new products



AGILETEC SRL

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Contact:
Walter Ambu – Managing Director

Date of foundation: 2004

Employees: 14

Turnover: 318,000 Euro

MAIN ACTIVITY

Agiletec is a software house and system integrator founded in 2004 by a team of software engineers with a strong background in providing enterprise solutions based on Open Source components. Agiletec is founder and maintainer of the open source jAPS project (www.japsportal.org).

The Agiletec team is specialized in designing, developing and managing complex software projects, aspire to excellence in quality standard through an Agile process during the life cycle of software development.

Agiletec adopts an Open Source business model based on knowledge sharing, creativity and professional competence of team.

Agiletec provides professional services, consultancy, support and custom development for innovative solutions based on Open Source technologies, Java EE platform and mobile application.

The agile and adaptive spirit of the company add an immediate and measurable advantages to clients and technological partners.

COMPANY STRENGTHS

High Quality Products: jAPS 2.0 is an Open Source professional platform for the creation on Internet and Intranet informative, collaborative and service-based portals.

The jAPS 2.0 Suite consists of:

- **Agile Portal System:** a framework designed to provide a set of basic components to create flexible and accessible customized portals and to integrate application services
- **jACMS (java Agile Content Management System):** a Web Content Management System easy to use and accessible by people with disabilities and complying with accessibility requirements defined by the standard of W3C WCAG
- **jAPSMobile:** a CMS mobile solution, based on J2ME platform, to create and publish contents and pictures on web portals and intranets
- **GeojAPS:** a software solution to manage geographic information easily and efficiently through jAPSMobile and jACMS
- **jAPSItra:** an Intranet solution suitable for all organizations that intend to adopt a flexible tool to share information, integrate business application services.
- **AgileMTP:** a software platform for the model test of GSM and UMTS devices. The solution allows to make highly parameteriz-

able automatic test (audio, video, data) and to develop additional types of tests

Innovative Processes | Services | Products: We use an “agile” process model in software development. We manage complex projects, ensuring high level of quality in software life cycle and products.

R&D Capacity: Agiletec is currently involved in government and private innovative research projects. AgileLab is the R&D department with professional competences in innovative technologies.

Expertise: Wide range of professional services (training, consulting, custom software development, agile methodologies, agile project management, R&D projects), Content Management, Mobile applications, GIS, web application based on Java EE platform, Open Source projects management

CUSTOMER REFERENCES

Private companies, research centres, ICT companies, government organization

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

SOFTWARE

- Application software for cooperate function (cooperate communications, customized applications)
- Other

MULTIMEDIA

- Architecture for multimedia applications
- Ergonomy
- Multimedia applications for specific sectors
- Other

MISCELLANEOUS

- Software migration

TYPE OF COOPERATION

- Commercial intermediary (distributor, general agent, etc.)
- Development of new projects (R&D)
- Identification of new customers
- Development of new products

AKHELA SRL

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Contact:

Fabrizio Airoidi

Date of foundation: 2004

Employees: 214

Turnover: 16,225,000 Euro

Export Destinations: USA, UK, France

Export: 4%

Status: Private

MAIN ACTIVITY

Akhela already delivers its services abroad, mainly through resident consultants. Akhela's strategy for export is based on the achievement of international certifications, such as CMMI and ITTL, and on building commercial partnership with world leaders such as VMware, IBM, BMC Software etc.

COMPANY STRENGTHS

High Quality Products: ASI (Akhela Site Inspector): automatic tool for code inspection

Brainaetic: knowledge management tool

VoIP SDK: Audio/Video streaming over IP SDK platforms

Licenses | Trade Marks | Quality Certifications: ISO 9001, CMMI DEV Maturity Level 2, ITIL (for 10 internal project manager)

Innovative Processes | Services | Products: IT Area: Services and products for Security, Design and development of IT architectures, tools for knowledge management & business intelligence.

Embedded Area: design and development of systems for automotive and multimedia applications

Networking: Centro di Competenza ICT Sardegna

R&D Capacity: 10 people

Expertise: IT Area: Datacenter Automation, Virtualization, Logical security, Industrial security. Embedded Area: systems for automotive, industrial and domotics.

CUSTOMER REFERENCES

- BNL
- Saras
- Magneti Marelli
- Enel
- Landi Renzo
- Eldor
- Fujitsu Siemens
- Telecom Italia
- Acea
- Sorgenia

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

SOFTWARE

- Software engineering tools (CASE, ...)
- Software development tools
- Software security/quality
- Application software for cooperate function (cooperate communications, customized applications)

MULTIMEDIA

- Architecture for multimedia applications
- Multimedia applications for specific sectors

NETWORK

- Network management (sw and systems)
- Network security & diagnostic
- Network measuring tools
- Network modelisation & optimisation

MOBILE | BROADCASTING | SATELLITE | COMMUNICATIONS

- Systems for text communications (e-mail)

DEVELOPMENT OF SERVICES

- Online services, ASP
- E-money
- Help-desk, housing fully equipped sites, call center
- Banking, insurance, financial services

MISCELLANEOUS

- IP network design solutions
- Remote monitoring of telecom sites
- Software migration

TYPE OF COOPERATION

- Commercial intermediary (distributor, general agent, etc.)
- General commercial assistance
- Reciprocal/common distribution agreement



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Contact:

Andrea Pili – Managing Director

Date of foundation: 1997

Employees: 8

Turnover: 500,000 Euro

Status: SME

MAIN ACTIVITY

Axis Strategic Vision was founded in 1997 and benefits from the experience of a team that has been involved in new mobile and web solution technology for over 10 years.

The company has a head office in Milan and research laboratory in Sardinia. Its broad client base derives from every market sector. Axis is a facilitator and its mission is straightforward: to permit small enterprises and large organizations to maximize the potential benefits of mobile technologies.

Although initially focussed on the development of web applications for document management and software for on-line booking, the company began to build know-how in mobile computing in 2003. Following a research and development project, it launched its mobile content delivery platform, Polarix™, in 2007.

The initial project was to create a Client-Server distribution system, the Client being a mobile device. Aiming to stand out from other M-Site products (sites that can be navigated from the mobile telephone browser), Java-based software was created to be installed onto the telephone. This personalized interface, together with the seamless compatibility of the different models available, delivers a striking user experience. The application is distributed in OTA mode (Over the Air) by means of sending an SMS Push, which allows it to be downloaded and installed instantly onto a mobile telephone. Further updates of the application are also obtained in the same quick and simple way.

The platform has an administration panel, which is accessible via the web browser. This allows real-time monitoring of application download status according to model and operator, as well as providing a statistical basis on mobile usage for market and usability analysis.

Some special features of the platform include: localization for geo-targeting activity, the Push Door which enables alert management for start-up of the application when triggered by a specific event, and finally communication with other users via other channels such as Bluetooth™ and Wi-Fi, which already feature on some mobile telephone models.

Along with mobile application, Axis provides integrated systems for proximity marketing with the support of specialist partners in digital signage. Using Bluetooth tools it is possible to manage direct marketing activity at the client's point of sale, with a range of 1 to 150 metres within which information such as text, photo or video can be received.

The platform has a control panel via web browser, which allows the management of one or more devices anywhere across the country. Together with other digital signage instruments (audio and video), proximity marketing achieves maximum return on investment. Along with these instruments, Axis also supplies all the necessary technology for In-store Measurement - the most up-to-date technology for measuring visual marketing efficiency right at the point of sale.

These systems make it possible to:

- count the number of individuals and transit time within the visibility field of the camera (Dwell time)
- measure time of exposure (Attention time)
- identify gender

A special webcam inserted either into the multimedia display, in the floorstand or on shelving, can read data from each installation and transmit it to our server in real time.

Axis is committed to delivering services that are useful and straightforward to use, independently of network and platform, in order to add value to the services of our clients and their users. Axis accompanies the client from outline stage, through planning, development and delivery of our innovative mobile marketing solutions and services. Value is added internally to the company through the latest scientific developments.

COMPANY STRENGTHS

High Quality Products: Polarix Mobile Platform

CUSTOMER REFERENCES

- Value Team
- Volksbank

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

DEVELOPMENT OF SERVICES

- Banking, insurance, financial services

TYPE OF COOPERATION

- Commercial intermediary (distributor; general agent; etc.)

CENTRO ESTERO PER L'INTERNAZIONALIZZA- ZIONE SCPA

(Piemonte Agency for
Investments, Export and Tourism)

Corso Regio Parco, 27/29
10152 Torino – ITALY

Phone: 0039 011 6700511

Fax: 0039 011 6965456

info@centroestero.org

www.centroestero.org

Contact:
Rosanna Viola

Date of foundation: 2006

Status: Government – non-profit

MAIN ACTIVITY

Based in Torino, Italy, Piemonte Agency for Investments, Export and Tourism is the key reference point for foreign enterprises wishing to come to know about the local economic system, looking for information on business opportunities in the area and searching for a quality destination for direct investment. Piemonte Agency, in fact, matches the local production offer with the needs expressed by foreign markets and assists local companies in their international activities. On the other hand, Piemonte Agency is also the one-stop-shop for companies wishing to locate in Piemonte. The Agency advises investors on every aspect of starting and running a business in Piemonte, providing assistance at every stage of the project and manages the Regional Investment Contract, an innovative financial instrument created and implemented by the Region to encourage the arrival and development in Piemonte of new investments. www.centroestero.org

CUSTOMER REFERENCES

- SMEs

TYPE OF COOPERATION

- General cooperation



CONSORZIO NAZIONALE INTERUNIVERSITARIO PER LE TELECOMUNICAZIONI (CNIT)

Via Gian Paolo Usberti, 181/A
43100 Parma – ITALY

Phone: 0039 0521 905757

Fax: 0039 0521 905753

daniele.giusto@cnit.it

www.cnit.it

Contact:
Maurizio Murrone

Date of foundation: 2002

Employees: 15

MAIN ACTIVITY

CNIT (National Inter-University Consortium for Telecommunications) is a non-profit Consortium among 37 Italian Universities, whose main purpose is to coordinate and foster basic and applied research activities also looking for cooperation with national and international bodies and industries and provide advanced education and training in the area of telecommunications. The National Laboratory for Multimedia Communications of CNIT (National Consortium for Telecommunications) was founded in May 2000. The Lab currently employs 2 full time research, 1 technical and 1 administrative staff members. The current project activities are coordinated by staff from the CNIT Research Units at the Universities of Naples, Florence, Cagliari and Genoa. In the recent years, the Laboratory has been continuously active in this field, within a number of other national projects, in which it has been either partner or main contractor. Activities are currently concerning four projects, namely, AIBER, ARDDIS, IKNOS and MISCITU. AIBER aims at developing a distributed information service platform for multi-channel integrated access to the Cultural Heritage of the Campania region; ARDDIS is relevant to new paradigms for agile communications for cognitive radio, based on multi-band wavelet analysis. The main goal is to actively attend the activities of the IEEE Standards Coordinating Committee 41 (Dynamic Spectrum Access Networks) and to propose within this framework the outcome of the research activity. IKNOS intends to develop tools and techniques to provide Quality of Service in Next Generation Networks, for the integrated support of multimedia traffic. MISCITU's goal is to provide the dissemination of heterogeneous services, such as info-mobility, real-time billing on urban vehicular networks using Bluetooth and RFID wireless technologies. MISCITU and AIBER are, in fact, complementary projects.

COMPANY STRENGTHS

R&D Capacity: 36 research centers in Italy

Expertise: Communication Engineering

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

TELECOMMUNICATIONS, NETWORKING

- Network systems and services (optical fiber equipment, microwave equipment, wireless network, ...)

MULTIMEDIA

- Multimedia applications for specific sectors

MOBILE | BROADCASTING | SATELLITE COMMUNICATIONS

- Broadcast equipment and services
- Mobile communications systems (smart cards, cordless mobile terminals)
- Satellite communications (Vsat, satellite equipment)
- Digital broadcast systems (digital TV)
- Cable TV equipment and services/Fiber optics
- Videocommunication systems (videoconference)
- Systems for voice communications (voice technology, voice mail)



**CRS4 –
CENTER FOR ADVANCED
STUDIES, RESEARCH AND
DEVELOPMENT IN SARDINIA**

Science & Technology Park of Sardinia
Località Piscinamanna Ed.1
09010 Pula – ITALY

Phone: 0039 070 92501
Fax: 0039 070 9250216

info@crs4.it

www.crs4.it

Contact:
Alessandro Soro – Researcher

Date of foundation: 1990

Employees: 180

MAIN ACTIVITY

CRS4 (Center for Advanced Studies, Research and Development in Sardinia) is an interdisciplinary research center developing advanced simulation techniques and applying them, by means of High Performance Computing, to the solution of large scale computational problems, and developing innovative applications in the field of the Information and Communications Technology.

At CRS4, research and development is done in mobile, wireless, broadband communications, software and computing technologies that are reliable, pervasive, interoperable and can be adapted to accommodate new applications and services. **Open standards** and open source software are used as much as possible, to ensure interoperability of solutions and to further innovation. The new paradigm of **Ambient Intelligence** builds on three recent key technologies: Ubiquitous Computing, Ubiquitous Communication and Intelligent User Interfaces. An Intelligent User Interface enables the inhabitants of the Ambient Intelligence environment to control and interact with the environment in a natural (voice, gestures) and personalized way (preferences, context). Internet standards have opened up opportunities for new classes of devices that extend beyond the desktop-computer paradigm into one that relies on more affordable, easier-to-use, and easier-to-maintain appliances to access the Internet. The vision is for Internet access by anyone, anytime, anywhere, and on any device: a truly **Pervasive Internet**.

The key technologies employed include:

- Mediacenter Appliances
- Multitouch user interfaces
- Optical systems for video surveillance and intelligent Input/Output
- Sensor computing and wireless applications (RFID, Bluetooth, ZigBee)
- COTS technologies for telemedicine applications
- Domotic applications and protocols (X10, Zwave, Konnex, UpnP)
- Geo-spatial and mobile applications
- Location-based computing

These technologies are used to implement proof of concept applications for of Home automation, Home entertainment, Office automation, Virtual presence and collaboration.

COMPANY STRENGTHS

R&D Capacity: Our research explores open issues in the design of domotic applications (usability, new devices, protocols) are User Interfaces (Bare Hand interaction, Tangible interfaces), and make strictly use of open protocols and open source software and infrastructures.

Expertise: We offer to industrial and research partners the know-how of a skilled research group.

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

SOFTWARE

- Application software for cooperate function (cooperate communications, customized applications)

MULTIMEDIA

- Architecture for multimedia applications
- Ergonomy
- Multimedia applications for specific sectors

TYPE OF COOPERATION

- Development of new projects (R&D)
- Development of new products
- Other

CSI-PIEMONTE

Corso Unione Sovietica, 216
10134 Torino – ITALY

Phone: 0039 011 3168111
Fax: 0039 011 3168212

csi.redazione@csi.it

www.csipiemonte.it/en

Contact:
Silvia Andernello – International Pro-
jects Directorate Proposals Manager

Date of foundation: 1977

Employees: 1.212 (31st December 2008)

Turnover: 176,780,000 (31st December
2007)

Status: Government – non-profit

MAIN ACTIVITY

CSI-Piemonte is an ICT consortium founded in 1977 and it is constituted by 75 public stakeholders of the Piedmont region in Italy. CSI-Piemonte serves most of the public bodies (e.g. Local Public Administrations, Universities, and Hospitals) of the region. CSI-Piemonte is the largest Italian ICT company developing public projects, building ICT infrastructure, disseminating online value added services connecting local PA's and private SME companies. CSI-Piemonte operates in several different fields of activity: agriculture and forestry, environment and territory, demography, land registry and taxation, production activities, training and work, education and cultural heritage, healthcare and social welfare services, administration, accounting and personnel systems.

COMPANY STRENGTHS

High Quality Products: see “Piano di Attività 2008 del CSI-Piemonte”
www.csipiemonte.it/dwd/pianoattivita2008.pdf

Licenses | Trade Marks | Quality Certifications: see “Certification”:
www.csipiemonte.it/en/certificazioni.htm

Innovative Processes | Services | Products: see “Piano di Attività 2008 del CSI-Piemonte”
www.csipiemonte.it/dwd/pianoattivita2008.pdf

R&D Capacity: Expenditure R&D in 2007: 4,300,000 Euro

CUSTOMER REFERENCES

- Public bodies
(local public administrations, universities, hospitals)

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY



EURESYS SRL

Via Sansovino, 217
10151 Torino – ITALY

Phone: 0039 011 2621925

Fax: 0039 011 2222617

commerciale@euresys.it

www.euresys.it

Contact:

Aldo Castoldi

Date of foundation: 1989

Employees: 12

Turnover: 1,200,000 Euro

Export destination: Europe

MAIN ACTIVITY

Euresys supports any company in human resource management and shop floor data collection using the experience gained during more than ten years of carrying out projects in the data collection sector.

The structure of Euresys offers high quality consultancy and training services, guaranteeing both information support and “standard-related” support for any software and hardware installation of Time & Attendance, Access control and S.F.D.C. systems.

Euresys presents the new software suite EPX that gives an high level solution to the market of Human Resource and Plant management systems in Europe.

The modules included in EPX are:

- Human Resources
- Time & Management
- Travel expence
- Access control
- Shop Floor Data Collection

Most important characteristics are:

- Multilanguage software procedure already available in English, German, French and Italian languages.
- Total intellectual and commercial property of the source codes
- Only one database for all the modules
- DBMS based on the standard SQL-based DBMS
- Import / export from and to SAP (certified communication via RFC and IDoc, via ALE, XML)
- Connection to KABA, TMC/Zucchetti and many others T/A terminals.

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY



FLOSSLAB SRL

Viale Elmas, 142
09122 Cagliari – ITALY

Phone: 0039 070 240149
Fax: 0039 070 2128955

info@flosslab.it

www.flosslab.it

Contact:
Sara Didaci

Date of foundation: 2007

Employees: 14

Turnover: 450,000 Euro

MAIN ACTIVITY

FlossLab is a technology innovation company developing new software products as well as providing consultancy and bespoke development. It makes use of an aggressive agile development process that enables the customer to change requirements throughout the entire software lifecycle. FlossLab has also significant knowledge in open source software development and in the use of open source components.

We can provide consultancy in Java J2EE development, Object-Oriented analysis and design, Agile Software Development and Software Quality.

We offer training services for organizations willing to develop their knowledge and expertise in the software field.

We place a strong emphasis on the quality of the software that we produce. By maintaining high software quality a project can remain flexible and adaptable to the changing needs of the business. An agile development process, automated tests and continuous integration are used to achieve such quality.

We have experience of methods for measuring and understanding the quality of your software.

- **Software product: Jmetrics**, a suite to measure object-oriented software systems, giving sophisticated statistical information about the system;
- **Software product: FLOSS-AR**, Register of Research software for universities and research institutes, developed with a complete OO approach and fully customizable, released with an Open Source license;
- **Software product: FLOSS-HIS**, Health Information System derived from Care2X Open Source project, adapted for privacy management and easily customizable for specific Health organizations. It is released with GPL Open Source license;
- **Software product: jAPS**, java Agile Portal System is a framework solution developed with a complete OO approach adapted to build internet and intranet portals and web applications for private companies and government organization. It is released with GPL Open Source license.

COMPANY STRENGTHS

High Quality Products: Our flag products are:

- Jmetrics, a suite to measure object-oriented software systems, based on leading-edge university research on OO metrics and complex graph theory applied to software graphs
- Register of Research software for universities and research institutes, developed with a complete OO approach and fully customizable

Licenses | Trade Marks | Quality Certifications: Many of our software products are released with an Open Source License, to ease spreading and customer collaboration. The company's business model is based in this case on selling services linked to the software

Innovative Processes | Services | Products: We use an agile software development process, that enables us to be in control of our projects, to change requirements throughout the software life cycle, and to achieve a high software quality.

We are specialized in choosing existing open source projects assessing their architectural quality, and in cooperating to their development, customization and localization, also creating "forks".

We have a significant experience in object-oriented technologies (studied since 1986) and agile methodologies (since 1998), and in helping software organizations to take advantage of these technologies.

R&D Capacity: Being an university spinoff, FlossLab founders have a large experience and capacity to perform research. FlossLab is currently involved in research projects for almost one Million Euros, and is looking for partners for presenting EU research projects in the 7th F.P.

Expertise: FlossLab is a spinoff of Cagliari University recently founded. However, it is based on the experience and know-how of its founders, who have been leading researchers in the field of programming and software engineering for more than 20 years.

CUSTOMER REFERENCES

Software houses, private firms, public bodies

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

SOFTWARE

- Software development tools
- Application software for cooperate function (cooperate communications, customized applications)
- Other

DEVELOPMENT OF SERVICES

- Online services, ASP
- Internet services (internet access, search engines)

MISCELLANEOUS

- Software migration

TYPE OF COOPERATION

- Development of new projects (R&D)
- Identification of new customers
- Development of new products

FONDAZIONE TORINO WIRELESS

Corso Galileo Ferraris, 64
10129 Torino – ITALY

Phone: 0039 011 19501301

Fax: 0039 011 5183161

marco.ramella@torinowireless.it

www.torinowireless.it

Contact:

Marco Ramella Votta

Date of foundation: 2002

Employees: 0 to 20

Status: Government – non-profit

MAIN ACTIVITY

- Technical and managerial support for SMEs and entrepreneurs
- Internationalization of SMEs
- Access to venture capital
- Innovative projects involving companies and research centers

COMPANY STRENGTHS

Networking: We have specific actions for the companies that are related to our structure.

R&D Capacity: We have strong links with research centers in the Region, such as Politecnico di Torino, Istituto Superiore Mario Boella, CSP.

Expertise: Business development, finance, technologies

CUSTOMER REFERENCES

- Value Team
- Telecom Italia

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

TYPE OF COOPERATION

- Transfer technology or production license
- Joint creation of an enterprise or consortium

FSC – FUTURE SOLUTIONS COMPANY SRL

Via Randaccio / bis
10147 Torino – ITALY

Phone: 0039 011 19682609

giovanni.tumino@fscompany.eu

www.fscompany.eu

Contact:
Giovanni Tumino – Managing Director

Date of foundation: 2008

Employees: 2

MAIN ACTIVITY

- CRM application (Confinova) is a vertical solution for complex products and sales processes.
- ESD – Expert System for Diagnostics. The tool allows technicians or physicians to define a flow of questions and answers or automatic data input controlled by rules, without the intervention of a software developer.

COMPANY STRENGTHS

High Quality Products: The vertical solution allows to implement very low cost projects and an high level of success

Licenses | Trade Marks | Quality Certifications: The product is sold by license per user (inquiry users are license free)

Innovative Processes | Services | Products: Integration with the MSOffice tools and communication services

Networking: Usable via internet connection and in disconnected mode by synchronization

R&D Capacity: Products are continuously update to the last technology

Expertise: The company partners bring 20 years of experience in ERP and CRM development and implementation

CUSTOMER REFERENCES

- Hexagon Metrology
- Acma GD
- Volpak

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY SOFTWARE

- Application software for cooperate function
(cooperate communications, customized applications)

TYPE OF COOPERATION

- Commercial intermediary (distributor, general agent, etc.)
- General commercial assistance
- Reciprocal/common distribution agreement



INCOMEDIA SRL

Via Burolo, 22
10015 Ivrea – ITALY

Phone: 0039 0125 253491

Fax: 0039 0125 253491

sales@websitex5.com

www.incomedia.eu

www.websitex5.com

Contact:

Federico Ranfagni – Sales Manager

Date of foundation: 1998

Employees: <15

Export: 50%

Export Destinations: worldwide

Status: SME

MAIN ACTIVITY

Incomedia is the leading independent developer and publisher of multimedia software for the PC. Founded in 1998, Incomedia is privately owned with operations in Italy, Germany and the UK. Incomedia's flagship product Website X5 is currently sold in over 40 countries through a well-established network of International distributors, resellers and retailers including FNAC, Media Markt, Carrefour, Interdiscount, Mondadori, Merlin, Wellcome, Manor, Euronics, Office Max, Surcouf, Cultura, Virgin, Media Saturn, Lecer, Auchan, Champion, to name a few.

Website X5 is available in 16 languages. To date the software has over 100 favourable reviews globally from some of the most respected magazines and websites. As well as being available from many of the world's most prestigious stores, Website X5 and the Incomedia range of software are also available directly from the Incomedia website.

COMPANY STRENGTHS

High Quality Products: The award-winning Website X5 was developed with the aim of bringing high-end website creation software at affordable prices to home, business and education users. The software is designed specifically for users who want to publish high-quality websites and online shops, with a professional look and feel in just 5 simple steps. It is completely visual with users requiring no HTML programming skills; all they need to know is what they want to say and Website X5 takes care of the rest.

Licenses | Trade Marks | Quality Certifications: WEBSITE X5, INCOMEDIA

CUSTOMER REFERENCES

- End users
- Small and medium enterprises
- Associations
- Schools



SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

SOFTWARE

- Software development tools
- Application software for cooperate function (cooperate communications, customized applications)

DEVELOPMENT OF SERVICES

- E-commerce
- Internet services (internet access, search engines)

TYPE OF COOPERATION

- Commercial intermediary
- Identification of new customers
- Reciprocal/common distribution agreement

INTELBANQ SRL

Via Brandizzo, 123
10088 Volpiano – ITALY

Phone: 0039 011 9885643

Fax: 0039 011 9882894

paolo.ciravegna@intelbanq.com

www.intelbanq.com

Contact:

Paolo Ciravegna –
Sales and Marketing Director

Date of foundation: 2007

Employees: 5

Export Destinations: North America,
Latin America, Asia, Europe

Export: 90%

MAIN ACTIVITY

Intelbanq an Italian innovation driven R&D company provides check and item capture solutions to support client's projects to move all their paper based information and values into a digital format both certified and secure.

Our newest product, The EasyScan check scanner helps the operator to finalize and balance the transaction while the client is still in the branch. Images are quickly captured and made available for data entry, transmission and easy handling. EasyScan maximizes ROI in an amazingly short time making branch and corporate remote capture a real and affordable opportunity.

To the traditional automatic feeder check scanning products EasyScan offers the unique capability of capturing images of rigid documents like ID cards and driving licenses as well as a number of innovative options like magnetic and chip card processing, biometric fingerprint sensor and more. All within a really small footprint.

COMPANY STRENGTHS

High Quality Products: development of innovative image based document processing solutions.

Innovative Processes | Services | Products: holistic view of payment processing. Providing compact, efficient, all in one technological solutions.

Networking: worldwide connections and distribution channels specifically addressing the banking market segment.

R&D Capacity: flexibility and fast prototyping and development of new customized solutions based on our customers request.

Expertise: more than 20 years of experience all together within our management team in banking hardware and software solutions and particularly check processing and imaging.

CUSTOMER REFERENCES

- Banks
- Utility Companies
- Financial Institutions
- Corporate

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

HARDWARE

- Hw implementation and peripheral (terminal, boards, printers,...)
- Other

DEVELOPMENT OF SERVICES

- Banking, insurance, financial services

TYPE OF COOPERATION

- Commercial intermediary (distributor, general agent, etc.)
- Identification of new customers
- Reciprocal/common distribution agreement



INTELISEMANTIC SRL

Via Giaglione, 7
10126 Torino – ITALY

Phone: 0039 011 5690429

Fax: 0039 011 19790879

info@intellisemantic.com

www.intellisemantic.com

Contact:
Alberto Ciaramella – CEO

Date of foundation: 2005

Employees: 4

Export: 25% in 2008

Export Destinations: US in 2008

Status: Private

MAIN ACTIVITY

IntelliSemantic mission is to ease the search of internet or intranet documents and multimedia by using intuitive interfaces and advanced solutions, including semantic technologies.

IntelliSemantic provides the following products or services:

- IntelliFacet Professional, a search and navigation engine for knowledge management and document repositories, customized for different kind of users by semantic mapping based on specialistic domains (e.g. IntelliLegal)
- IntelliFacet Standard, multidimensional navigation interface and robust search engine for eCommerce sites
- IntelliPatent, a ASP solution for monitoring worldwide patents
- Custom development of advanced semantic solutions
- Custom development of knowledge data bases (i.e. ontologies)
- Training and feasibility studies for semantic based projects

COMPANY STRENGTHS

High Quality Products: in advanced Web applications

Innovative Processes | Services | Products: advanced search and navigation engines, semantic applications development, knowledge data bases development

Networking: e-Lite research group of the Politecnico di Torino (<http://elite.polito.it>)

R&D Capacity: IntelliSemantic since its beginning cooperates with e-Lite research group of the Politecnico di Torino active in intelligent web applications such as semantic technologies. IntelliSemantic solutions include technologies developed by this university research group and custom developments of advanced semantic solutions carried out together.

Expertise: Semantic technologies and applications, Information Retrieval, Knowledge data bases development, Open Source Software



CUSTOMER REFERENCES

- Media and web industry for custom semantic projects
- Knowledge intensive industries and professional practices
- E-commerce and portal sites
- R&D of high tech companies

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

TYPE OF COOPERATION

- Development of new projects (R&D)
- Transfer technology or production license



LTT SRL

Via Livorno 60,
10144 Torino – ITALY

Phone: 0039 011 2258071

Fax: 0039 011 2258079

info@logitagtech.it

www.logitagtech.it

Contact:

Gianluca De Cantis – Marketing

Date of foundation: 2006

Employees: 2

Turnover: 180,000 Euro

MAIN ACTIVITY

LTT designs and realizes products and services based on RF-ID in HF frequency.

Our main products are:

- Access control systems: LTT have a family of products available from the single access to management of remote areas
- Bike sharing: a system for self service sharing of bike / sky
- OEM: LTT offers a complete family of RF-ID proximity readers from the simple antenna to the complete autonomous terminal.

For our products we are looking for local distributors.

LTT has in add a great experiences in project and services on automatic identification components for:

- track and trace in industrial production,
- logistics
- asset management
- library management systems

For our products we are looking for local partners.

COMPANY STRENGTHS

High Quality Products: all hw components are internally designed and realized. This permits cost reduction and elevate flexibility

Innovative Processes | Services | Products: high customization

Networking: strong partnership with Microsoft embedded certified sw producer

R&D Capacity: great experiences in hw and firmware R&D

Expertise: The management has a 20 years experience in electronics and has an high skill in logistics solutions

CUSTOMER REFERENCES

building automation suppliers, System integrators in industrial processes, Governments, any kind of business that requires automatic identification



SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

HARDWARE

- Data processing systems

MISCELLANEOUS

- Contactless/Dual interface cards, transponders

TYPE OF COOPERATION

- Commercial intermediary (distributor, general agent, etc.)
- Development of new projects (R&DT)
- Identification of new customers
- Reciprocal/common distribution agreement
- Direct investments
- Financial participation

MICRONTEL SPA

Via Umbria, 13
10099 San Mauro Torinese – ITALY

Phone: 0039 011 2234811

Fax: 0039 011 2234843

alberto.revelli@tin.it

www.microntel.com

Contact:

Alberto Stefano Revelli – Export
and Foreign Relations Manager

Date of foundation: 1986

Employees: 40

Turnover: 4,000,000 Euro

Export Destinations: Poland, Spain

Export: 10%

MAIN ACTIVITY

Microntel designs, manufactures and supplies Access Control and Security, Time and Attendance and Shop Floor Data Collection Systems.

Microntel, company certified ISO 9001:2000, focuses on state-of-the-art technology, with the mission of providing top notch hardware and software solutions and services, supplied to a client range of over 3.500 customers to date, encompassing internationally renowned brands.

Founded in Torino in 1986, Microntel is based in Torino and includes a subsidiary near Milan. Since 2007 the company is also established in the city of Valencia (Spain), under the name of Microntel Ibérica S.L.

To provide a prompt and qualified service, Microntel relies on a network of regional partners in Italy, and is cooperating with international organizations to reach foreign markets.

COMPANY STRENGTHS

High Quality Products: state-of-the art hardware and software solutions, with a high degree of flexibility

Licenses | Trade Marks | Quality Certifications: CE, GS – Tuv and ISO9001:2000 certifications

Innovative Processes | Services | Products: Real Time and entirely Web based Software

Expertise: 22 years experience in the Data Collection Market

CUSTOMER REFERENCES

More than 3,500, divided between private corporations and the public sector.

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

HARDWARE

- Hw manufacture, implementation and integration with systems and peripherals (terminals, boards, printers, building security)

SOFTWARE

- Application software for customized applications
- Integration with payroll software, building security solutions, ERP s.

NETWORK

- Network management (sw and systems)

TYPE OF COOPERATION

- Commercial intermediary (distributor, general agent, etc.)

MINTEOS SRL

Corso Castelfidardo, 30/A
10129 Torino – ITALY

Phone: 0039 393 9738406

Fax: 0039 011 5645126

brini@minteos.com

www.minteos.com

Contact:

Marco Brini – CEO

Date of foundation: 2005

Employees: 10

Turnover: 17,600 Euro

Export Destinations:
Switzerland, South Korea

Export: 50%

Status: SME

MAIN ACTIVITY

Minteos has developed an automatic natural hazards detector. Naturalert is an innovative system that performs real-time monitoring to detect wildfires, floods, landslides, gas leakage, air pollution. Automatic little wireless sensors are deployed on the environment. In case of danger, the platform will alert key people through internet, mobile phones and sms, in just 5 seconds.

A 3 year R&D effort produced a ready-to-use solution which enable any territory manager to easily monitor all the environmental risks simply connecting to Minteos software by internet. One software and one network connect to specialized sentries to detect:

- Wildfires: Minteos FireLess sentries
- Floods: Minteos FloodAlert sentries
- Landslides: Minteos LandAlert sentries (currently under development)
- Air pollution: Minteos Particulate Sensor
- Air quality: Minteos SensAir
- Gas leakage: actually Minteos HCl detection

Minteos sentries are based on Minteos micro radio-sensors. They are totally reliable, little, easy to install and they do not require any maintenance.

COMPANY STRENGTHS

High Quality Products: Innovation on products and high technology

Licenses | Trade Marks | Quality Certifications: Patents

Innovative Processes | Services | Products:

- **APPROACH:** a new way to monitor the environment through small, cheap and wireless sentries, which are easy to install and eventually be removed.
- **MODULARITY:** the solution is based on a single framework which can be integrated to many different sentries to monitor different parameters
- **RELIABILITY:** all the sentries are thought to be totally reliable against fake alarms
- **POWER CONSUMPTION:** every electronic component and the wireless communication are developed to reduce power consumption giving all the solution a total autonomy (it does not need to be connected to a power grid)

- **MONITORING SOFTWARE:** the system is multi-user (many different users can connect to it with different levels of permission), multiservice (it can manage and monitor different kinds of services) and multichannel (the alarm is sent via web, e-mail, phone and sms).

Networking: MINTEOS RF protocol enable for communication at very low power. Expertise: Ten years in IT market

R&D Capacity: MINTEOS has a strong R&D division focused on new products

Expertise: Wireless sensor networks, sensors, RF, GPRS, electronic projects, firmware, GIS software, middleware

CUSTOMER REFERENCES

- **Government:** Central and local Administrations for natural hazard protection and prevention Service companies
- Companies providing monitoring services to government
- **Private:** Owners of big land properties

SECTOR

**ICT – INFORMATION AND COMMUNICATION TECHNOLOGY
TELECOMMUNICATIONS/NETWORKING**

- Network systems and services (optical fiber equipment, microwave equipment, wireless network)

LAN/WAN

- Gateway
- Modem

MISCELLANEOUS

- Remote monitoring of telecom sites

TYPE OF COOPERATION

- Commercial intermediary (distributor, general agent, etc.)
- Development of new projects (R&D)
- Identification of new customers



MOONWAY.IT

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21052 Busto Arsizio – ITALY

Phone: 0039 0331 323650

info@moonway.it

www.moonway.it

Contact:
Jonathan Piran – Administrator

Date of foundation: 2002

Employees: 16

Export: 5%

Export Destinations: Europe

MAIN ACTIVITY

Didit is a new multimedia kiosk for digital information and digital advertising; the particular application and the technologies make it an innovative tool of content management.

Didit is studied to get the maximum vision, with the minimum effort, easy setup thanks to the plug and play system.

The platform permits to manage all device and updating from a remote location through internet or in wi-fi lan.

The vertical screen integrates easily interaction between human being and machine. The touch screen add-on gives easy access to several functions.

The Bluetooth device can send text messages, infos, maps, videos, games, commercial.

COMPANY STRENGTHS

High Quality Products: Didit series, interactive Table, Ice screen, softwares Didit manager

Licenses | Trade Marks | Quality Certifications: Didit

Innovative Processes | Services | Products: Didit kiosk, system integrator, technology advertising

R&D Capacity: 7%

CUSTOMER REFERENCES

- Government & public offices
- Exhibition & convention hall
- School & academy, airports and station
- Hospital & hotel
- Multinational companies
- Shopping malls
- Advertising agencies
- Bookcases and libraries
- Bar & restaurant
- Movie theater

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

HARDWARE

- Data processing systems (server, ws, mainframe, notebook,...)
- Hw implementation and peripheral (terminal, boards, printers,...)

SOFTWARE

- Operating systems
- Application software for cooperate function (cooperate communications, customized applications)

TELECOMMUNICATIONS / NETWORKING

- Connectivity tools
- Bluetooth systems and sw

MOBILE / BROADCASTING / SATELLITE COMMUNICATIONS

- Mobile communications systems (smart cards, cordless mobile terminals)

DEVELOPMENT OF SERVICES

- Online services, ASP
- E-commerce

MISCELLANEOUS

- Contactless/Dual interface cards, transporters

TYPE OF COOPERATION

- Commercial intermediary (distributor, general agent, etc.)
- Development of new projects (R&D)
- Identification of new customers

NEAGEN SRL

Via Livorno, 60
10144 Torino – ITALY

Phone: 0039 011 2257321

Fax: 0039 011 2257322

info@neagen.it

www.neagen.it

Contact:

Marco Meinardi – Chairman & CTO

Date of foundation: 2006

Employees: <15

MAIN ACTIVITY

Neagen develops qualified activities such as analysis, projecting and implementation of IP networks and hardware/software infrastructures. Neagen's decennial experience resulted into **NeaNMS**, an own developed functional network management software which entails functionalities and features for supporting network administrators.

NeaNMS is an integrated system which allows for the constant monitoring of network nodes as well as for the network access regulation and service management. It provides advanced control systems for the fault, performance, consumption and service levels monitoring, together with the profiling, tracking and billing of user access to any wired/wireless networks.

COMPANY STRENGTHS

High Quality Products: NeaNMS

Innovative Processes | Services | Products: NeaNMS

Networking: NeaNMS

CUSTOMER REFERENCES

- Essentia SpA
- AEMnet SpA
- Trentino Network Srl
- ABM ICT SpA
- BIG TLC Srl
- COMeSER Srl
- Spal Srl
- Si Collection SpA
- Top-IX

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

TELECOMMUNICATIONS | NETWORKING

- Network systems and services (optical fiber equipment, microwave equipment, wireless network, ...)
- Public network (optical fiber transmission systems, optical multiplexing, ...)
- Transmission systems (ISDN, Frame Relay, ...)
- Connectivity tools

NETWORK

- Network management (sw and systems)
- Shareware and workgroup sw
- Network security & diagnostic
- Network measuring tools
- Network modelisation & optimisation
- Other

MISCELLANEOUS

- IP network design solutions
- Remote monitoring of telecom sites

TYPE OF COOPERATION

- Commercial intermediary (distributor, general agent, ect.)
- Identification of new customers
- Reciprocal/common distribution agreement
- Direct investments
- Financial participation
- Other



Advanced Solutions
for Document Processing

PANINI SPA

Via Po, 39 | 10124 Torino – ITALY

Phone: 0039 011 81760114 | 81760124

Fax: 0039 011 81760150

elena.traversa@panini.com

daniela.bertalot@panini.com

www.panini.com

Contact:

Elena Traversa, Daniela Bertalot –
Corporate Communication

Date of foundation: 1945

Employees: 40 – Panini SpA (Corporate)
40 – Panini North America (Subsidiary)

Turnover: Over 40 Million Euro

Export: 95%

Export Destinations: North America
(USA, Canada) Europe, Brazil, Mexico,
India, North Africa, Middle East

MAIN ACTIVITY

Panini offers check capture solutions that help customers fully realize the advantages and efficiencies available with the digital transformation of the paper check. Panini's scalable check capture solutions address the complete range of distributed check processing opportunities including teller capture, back counter, corporate (remote) capture, cash vault, microfilm replacement and remittance processing.

In the check processing and digitalization field, the main activities are:

- Branch Automation
- Remote Imaging and Deposit Capture
- Self Service

All the Panini's solutions are suitable for export.

COMPANY STRENGTHS

- Commitment to Quality
- Rich History of technical Innovation
- Global presence
- Scalable solutions

High Quality Products: Total Quality is identified by both the product quality and the company quality as a whole so that every aspect of the company is focused on the highest standard of quality. Both aspects strongly shape the company's image, customer satisfaction and long term successful relationships with distributors and clients

Licenses | Trade Marks | Quality Certifications: ISO 9001:2000 / ISO 14001 / Products certifications depending on the market

Innovative Processes | Services | Products: Branch Automation / Remote Imaging and Deposit Capture solutions

CUSTOMER REFERENCES

- Banks
- Financial Institutions
- Commercial Institutions
- National Banking Institutions

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

HARDWARE

- Other

DEVELOPMENT OF SERVICES

- Banking, insurance, financial services

TYPE OF COOPERATION

- Commercial intermediary (distributor, general agent, etc.)
- General commercial assistance
- Identification of new customers



Pattern Recognition and Application Group

**PRA GROUP –
PATTERN RECOGNITION AND
APPLICATIONS GROUP AT THE
UNIVERSITY OF CAGLIARI**

Dept. Of Electrical and Electronic Eng.
Piazza D`Armi | 09123 Cagliari – ITALY

Phone: 0039 070 6755779 | 6755752

Fax: 0039 070 6755782

giacinto@diee.unica.it

roli@diee.unica.it

<http://prag.diee.unica.it>

Contact:

Prof. Fabio Roli, Prof. Giorgio Giacinto

Date of foundation: 1994

Employees: 10 (faculty members,
Post-doc and free-lance consultants,
PhD students)

Turnover: 700,000EUR

Status: SME

MAIN ACTIVITY

PRA group works on the development of next generation pattern recognition systems for real applications such as biometric personal authentication, multimedia documents categorization and retrieval, and computer security.

PRA mission is to address fundamental issues for the development of future pattern recognition systems, in the context of real applications.

Areas of interests:

- Computer security, ambient security, computer vision, image and video understanding and retrieval
- Personal authentication systems using biometric sensors (fingerprint and face)
- Anti-spam software for image-spam messages
- Web server protection against web-based attacks
- Content based image retrieval systems
- Development of proof-of-concept and prototypes of innovative products based on pattern recognition and computer vision techniques

COMPANY STRENGTHS

Networking: Links with the leading research groups worldwide in the field of pattern recognition and computer vision

R&D Capacity: International reputation for high quality research and development of new products

Expertise: Pattern recognition and Computer Vision applications

CUSTOMER REFERENCES

Private companies interested in the development of advanced products exploiting pattern recognition and computer vision techniques

- Akhela
- Tiscali
- Vitrociset
- Elsag
- CAP

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

SOFTWARE

- Other

MULTIMEDIA

- Multimedia applications for specific sectors

NETWORK

- Network security & diagnostic

TYPE OF COOPERATION

- Development of new projects (R&D)
- Development of new products



PROSSIMA ISOLA SRL

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07100 Sassari – ITALY

Phone: 0039 079 9576208

Fax: 0039 079 9570695

info@prossimaisola.com

www.prossimaisola.com

Contact:

Daniele Idini, Marcello Orizi

Date of foundation: 2008

Employees: 10

Turnover: 150,000 Euro

Export: 19%

Export Destinations: Switzerland

Status: Mixed

MAIN ACTIVITY

WhereIsNow™ gives you what other search engine don't, the sureness of:

- Get the document you want exactly in the moment you want it
- Informing your customers of the occurred updates exactly in the moment they want to know them.

The problem

Documents become out of date too rapidly, renamed and moved from one location to another very frequently.

From the user's point of view

How many times, while reading a document, you have thought "is this one the latest version? If not, where can I find it?"

Up to now, you probably satisfy this need asking someone confirmation or using a search with hope you have found the right one. How much time do you spend and waste seeking? And after the pursuit ... are you sure that it really concerns with the latest version? Consider if the document itself could redirect you to its latest version, permitting you to be always updated avoiding errors and making the search useless!

From the publisher's point of view

The purpose of who publishes a document is to inform the user that a new version of a document has become available. E-mails, articles, calls are all publisher's means of action used in order to give a piece of advice or news.

But, are all the customers so diligent to verify if the new version of a document, they already have, had become available? Consider if the document itself could allow your customers to be always updated on your initiatives in the moment they need to know it!

The solution

WhereIsNow™ always provides the addresses where you can find the latest version of a document.

Application

The main way to query the service is to get through WhereIsNow™ website and use the Key-Search functionality. Further on everyone can develop its application without any limits neither to sectors nor to functionalities they want to satisfy.

What kind of document?

For WhereIsNow™, a document is any object capable to communicate (i.e. images, text, video, audio...) regardless of its format or of the way to distribute it.

COMPANY STRENGTHS

High Quality Products: WhereIsNow.

Licenses | Trade Marks | Quality Certifications: International patent pending (PCT), Trade Mark in the following countries (EU, China, Russia, India, Swiss, Japan, Italy).

Innovative Processes | Services | Products: WhereIsNow, Capperi!

R&D Capacity: We collaborate with University, Sardegna ricerche and other innovative companies.

Expertise: HA, Cloud Computing, Scalability, MySQL, Oracle, MS SQL, Java, J2EE, C++, PHP, .NET, Linux.

CUSTOMER REFERENCES

- Aduno
- Viseca
- Sardegna Ricerche
- Università di Sassari
- ACI Sport
- Elettronica Professionale

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

SOFTWARE

- Application software for cooperate function (cooperate communications, customized applications)

MOBILE | BROADCASTING | SATELLITE COMMUNICATIONS

- Other

DEVELOPMENT OF SERVICES

- Internet services (internet access, search engines)
- Other

TYPE OF COOPERATION

- Development of new projects (R&D)
- Identification of new customers
- Direct investments
- Joint creation of an enterprise or consortium
- Financial participation
- Development of new products

REGIONE PIEMONTE

Piazza Nizza, 44
10126 Torino – ITALY

Phone: 0039 011 4321499

Fax: 0039 011 4323522

promozione.commercio@regione.piemonte.it

www.regione.piemonte.it/commercio/estero

Contact:

Calvano Mirella – Manager

Status: Government – non-profit

MAIN ACTIVITY

Regione Piemonte, the local administrative body with legal and administrative functions, promotes the economic, social and cultural growth of Piemonte and the development of the region while respecting the environment.

The council office for Internazionalisation encourages production to become more suitable to international markets, with special emphasis on small and medium sized enterprises.

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY



RESI INFORMATICA SPA (RESI GROUP)

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04011 Aprilia – ITALY

Phone: 0039 06 927101
Fax: 0039 06 92710208

info@resi.it

www.resi.it

www.resi-group.com

Contact:
Luca Di Muccio

Date of foundation: 1987
Employees: 240
Turnover: 26 Million Euro
Export: 25%
Export Destinations: EMEA
Status: Mixed

MAIN ACTIVITY

RESI is a software house established in 1987 and primarily operating in the media and telco industry providing products and solutions for Telecom and Network Operators either fixed or mobile, Broadcasters and Internet Service Providers. RESI's technology offering is concerning three main areas of interest. Through its proprietary Gemini™ platform, RESI develops solutions able to address almost every typical issue of who has to operate and maintain a **network** infrastructure: ranging from fault management to trouble-shooting, from QoS & Performance management to bandwidth and traffic management, etc. Moreover, via the MVNE Italia Mobile, RESI can help those companies who want to differentiate their offering by selling mobile telephone services to their customers to become an MVNO in a simple and very cost effective way.

RESI, finally, provides also multimedia application for media management such as its MagicBox™ **multimedia** home platform, which is a universal STB able to simultaneously decode and mix different kinds of media and contents: analogue TV, digital TV, Internet, fixed and mobile telephony, home automation.

Beside this, RESI offers a wide range of solutions for the **Information Security** Management such as communication monitoring, content filtering, event management, auditing, etc.

RESI is part of the RESI Group which counts around 300 people and four companies (RESI, IPS, SMETANA and Italia-Mobile) each of them being a clear leader in its own area of business.

Headquartered in Italy, RESI exports projects and solutions worldwide and mainly in the EMEA region. On the international market our business model can make use on specific countries of the support of few, selected, partner companies that – for their proven experience and their presence on that market – can help us finding new opportunities and expanding our business. Technology, innovation and R&D are key words in RESI, for this reason one third of the group's revenues are constantly invested in R&D activities. Thanks to this effort we are able to offer state of the art technologies such as our proprietary Gemini™ or By-Net™ platforms or Mercury™ boards.

COMPANY STRENGTHS

High Quality Products: **GEMINI™** Integrated platform developed by RESI (Proprietary Technology) for developing OSS and VAS solutions, thought for and oriented to Service Providers, Network

Operators and Access Providers who want to increase profits deriving from their services and extend their business opportunities.

Licenses | Trade Marks | Quality Certifications: UNI EN ISO 9001:2000

Innovative Processes | Services | Products: **By-Net™** is a patented, network based technology that enables the implementation of new services based on innovative business models – such as behavioral marketing and content push – and make possible several VAS Services intended for fixed or mobile telephony, either pre or post-paid.

R&D Capacity: 1/3 of Revenues are constantly invested in R&D
Expertise: 20 years of experience in the sector of Networking and Security Management.

CUSTOMER REFERENCES

- Media & Telco
- Enterprises
- Government

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

SOFTWARE

- Software security/quality
- Application software for cooperated functions (cooperate communications, customized applications)

MULTIMEDIA

- Multimedia applications for specific sectors

TELECOMMUNICATIONS | NETWORKING

- Network systems and services (optical fiber equipment, microwave equipment, wireless network,...)

NETWORK

- Network measuring tools

MOBILE | BROADCASTING | SATELLITE COMMUNICATIONS

- Broadcast equipment and services
- Systems for voice communication (voice technology, voice mail)

TYPE OF COOPERATION

- Commercial intermediary (distributor, general agent, etc.)
- Identification of new customers



REVEN.GE SRL

Via Sansovino, 217
10151 Torino – ITALY

Phone: 0039 011 737000
Fax: 0039 011 4543067

info@revenge.it

www.revenge.it

Contact:
Umberto Dalporto

Date of foundation: 1995

Employees: 9

Turnover: 2,000,000 Euro

Export: 20%

Export Destinations:

Germany, Switzerland, Egypt

Status: SME

MAIN ACTIVITY

SUPERCLUSTER-Patented for the First and Only Hardware Cluster High Availability in the World.

Our Supercluster has the great advantage of:

- ONLY ONE OPERATING SYSTEM BASE LICENSE (Microsoft or Open Source).
- It is not obliged to use a Cluster License of software but is to use a single license for a single Server.
- Easy management and easy installation
- Total compatibility with 32bit and 64bit software solutions
- New market opportunities
- Company value increases
- Basic competences are enough
- Quick installation and Setup
- Easy maintenance
- Investments Saving

COMPANY STRENGTHS

High Quality Products: Partnership with AMD, INTEL and SUPER-MICRO

License | Trade Marks | Quality Certifications: Patented EU / Trade Marks on the Company / UNI ISO 9000:2000

Innovative Processes | Services | Products: SUPERCLUSTER – STORAGE N.A.S. – PC REPLICATOR

R&D Capacity: Projects of New Technology Solutions

Expertise: Cluster – Storage – Grid Computing

CUSTOMER REFERENCES

- Dealer & Var
- Government
- Arm Force



SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

HARDWARE

- Data processing systems (server, ws, mainframe, notebook, ...)

TYPE OF COOPERATION

- Commercial intermediary (distributor, general agent, etc.)



**SARDEGNA
RICERCHE**

**SARDEGNA RICERCHE
SCIENCE & TECHNOLOGY
PARK**

Edificio 2, località Piscinamanna
09010 Pula – ITALY

Phone: 0039 070 92431

Fax: 0039 070 92432203

info@sardegna ricer che.it

www.sardegna ricer che.it

Contact:

Valter Songini – External Relations
and Marketing Manager

Date of foundation: 2003

Employees: 60

Status: Government – non-profit

MAIN ACTIVITY

Sardegna Ricerche is the Regional Government’s Agency tasked with promoting technological development in the island.

Sardegna Ricerche has created and currently manages the local Science & Technology Park.

The STP has two centres, with different areas of scientific-technological specialization:

1. The Head Office is located in Pula, in the Sulcis Nature Park, with 160 hectares of parkland and 25,000 m² of built area, just 30 minutes from Cagliari and its international airport.
2. The local branch is located in Alghero-Tramariglio, in the north-western coast of Sardinia, on 3.5 hectares of parkland, with 10,000 m² of built area. It is managed by the Porto Conte Ricerche Company.

At the present time, the STP hosts 65 research institutes and companies, with more than 500 people, working in the fields of Information and Communication Technologies, Biomedicine, Bioinformatics and Renewable energy sources.

Over 80 Million Euro have been granted by the national and regional governments to support the development in Sardinia of two Technology Districts (Biomedicine and ICTs) and a Centre of excellence for Bioinformatics applied to personalized medicine.

The development of the ICT District leverages on the setup of 9 Technology Labs, seen as hubs for the research, development and pilot implementation of innovative applications and services, and for conducting innovation-oriented and collaborative projects between research centres, universities and enterprises.

THE NINE LABS:

1. Open Media Center Lab
2. Collaborative Multiplatform TV Production Lab
3. Industrial Tele-microscopy Lab
4. GeoWeb and Mobile User Experience Lab
5. Open-source Software Lab
6. Prototype Production and New Digital Content Lab
7. ICTs for Medicine Lab
8. Complex 3D Model acquisition, Distribution and Visualization Lab
9. Ambient Intelligence Lab

COMPANY STRENGTHS

The emerging ICT District of Sardinia, called Sardegna DistrICT, developed out of the scientific, technological, managerial and business skills which, starting from the early 1990s, developed on the Island, especially in the Cagliari area, in the ICT and advanced Internet application fields.

In those years, the Regional Government set up CRS4, the Centre for Advanced Studies, Research and Development in Sardinia, which, under the leadership of Nobel Laureate Carlo Rubbia and of Professor Paolo Zanella, and with the collaboration of a team of researchers from the Geneva CERN, set up the first Italian website (www.crs4.it) and made it possible for regional daily “L’Unione Sarda” to be the first Italian newspaper with an online edition.

The Internet version of L’Unione Sarda laid the foundations for the birth of Video On Line, the first commercial Internet service provider in Italy. On the wake of Video On Line, Tiscali was later born, soon becoming one of the leading Internet companies in Europe, as well as a number of small high-tech enterprises.

The strength of the DistrICT concept lies in its medium-long term vision, which aims to anticipate the strategic developments arising from the convergence of ICTs and digital and multimedia technologies and to identify lines of research and approaches with high development potential.

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

TYPE OF COOPERATION

- Development of new projects (R&D)
- Direct investments

S.BIO-T. SAS

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09131 Cagliari – ITALY

Phone: 0039 070 4522049

Fax: 0039 070 4522049

dt_sts@hotmail.com

www.sbiot.com

Contact:

Ing. Donato Allegrini –
Medical RFID Application

Date of foundation: 2000

Employees: 15

MAIN ACTIVITY

Mr Frida Application System is set as objective to improve the actual formalities of management of the medical devices them near the hospital structures to reach the most elevated level of quality and safety. The project in progress, at the moment in phase of development, consists in the realization of a complete computer system of procedures of realization of all the activities of management of a service of clinical engineering (purchase, testing and maintenances, etc...).

It will be studied:

- A system of traceability of the medical devices them trough the RFID technology
- An application on Palmtop for the survey of useful data to the technical interventions on the medical devices, containing all the possible and necessary protocols of intervention, that will drive the technician in interactive way in the carrying out of his own duties
- A managerial software for the planning of all activities, that will interact with the RFID systems (RFID scanner) to have in real time the exact position of every medical devices, both with the Palmtop, so that all the updating can happen with timeliness and position

COMPANY STRENGTHS

High Quality Products: Yes

License | Trade Marks | Quality Certifications: Yes

Innovative Processes | Services | Products: Yes

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

HARDWARE

- Data processing systems (server, ws, mainframe, notebook,...)
- Hw implementation and peripheral (terminal, boards, printers,...)
- Auxiliary IT devices (UPS,...)

SOFTWARE

- Operating systems
- Network operating systems
- Software engineering tools (CASE,...)
- Software development tools
- Software security / quality
- Application software for cooperate function
(cooperate communications, customized applications)

DEVELOPMENT OF SERVICES

- Online services, ASP
- E-commerce

TYPE OF COOPERATION

- Development of new projects (R&D)
- General commercial assistance
- Direct investments
- Joint creation of an enterprise or consortium
- Development of new products
- Other



Software Link
Advanced Software Solutions

SOFTWARE LINK SRL

Via G. Borgazzi 87/a
20052 Monza – ITALY

Phone: 0039 039 2003334

Fax: 0039 039 2140169

info@swlink.it

www.swlink.it

Contact:
Gianluca Mandelli

Date of foundation: 2001

Employees: 13

MAIN ACTIVITY

Real Security – Access Control Software

Real Security, thanks to its architecture and capacity of management at 360° of applications that support the whole security system, guarantees a transparent administration and a deep control of data acquired by devices of presences reading, control access and video-surveillance, etc...

Groups And Management

In the optics of a greater control and protection of the data registered in the system, Real Security allows the creation of groups where to select the permission, the authorizations of access and of data modifications by operators.

Domains Management

The reliability of the system is guaranteed by a clear organization in the management of the different sites corresponding to devices connected to the system and organized in domains, that means logical groupings of devices belonged also to different connections. In this way the system facilitates for example the loading of data inherent the permission of recognition, or access, of a user avoiding the manual selection of each device but simply selecting the domains that gathers the devices to involve.

Management Of Sites

The management of the individual site, that means the devices connected to the whole security system, allows the administration of general data relating to the formulation and to the classification of the devices. Furthermore, it is possible to provide to the setting of modalities in which an output has signaled to an external device, such as, the activation of the alarm in case of coercion, violation of the time slots, input deriving by auxiliary devices of control and safety, lacking feeding or other more...

Events

The visualization of logs determined by the interactions between users (or with other auxiliary devices) and the system, extracted through the predisposed filters, allows an analysis and a control that offer an added value to the activity of the administrator or the operator.

Together to other functionalities, like the formulation of time slots

and festivities, the administration and the management of recorded users make of the application an innovative product that is far from the panorama, rather conservative and hardware-centric, of software systems that are currently on the market.

Thanks to its architecture and its structure, the application is also open to personalization and developments directed to the specific need expressed by customer, according to his security system.

COMPANY STRENGTHS

High Quality Products: The application supports heterogeneous devices also with biometric technology on LAN and/or WAN networks
License | Trade Marks | Quality Certifications: UNI EN ISO 9001 in progress

CUSTOMER REFERENCES

- Main Italian Banks
- Hospitals and retirement homes
- NextiraOne
- Prisons

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

SOFTWARE

- Application software for cooperate function (cooperate communications, customized applications)

TELECOMMUNICATIONS | NETWORKING

- Other

MOBILE | BROADCASTING | SATELLITE COMMUNICATIONS

- Systems for text communications (e-mail)

DEVELOPMENT OF SERVICES

- Online services, ASP

TYPE OF COOPERATION

- Commercial intermediary (distributor, general agent, etc.)
- Identification of new customers
- Joint creation of an enterprise or consortium



THINK UP – ADVANCED ICT SOLUTIONS FROM TORINO PIEMONTE

Corso Regio Parco 27/29
10152 Torino – ITALY

Phone: 0039 011 6700699

Fax: 0039 011 6965456

thinkup@centroestero.org

www.thinkupict.org

Contact:
Rosanna Viola – Project Manager

MAIN ACTIVITY

A 3-year project (2007-2009) of the Torino Chamber of commerce (www.to.camcom.it) in co-operation with the Piemonte Regional Government (www.regione.piemonte.it). Technical partners: Torino Wireless Foundation (www.torinowireless.it), CSI-Piemonte (www.csi.it), Centro Estero per l'Internazionalizzazione – Piemonte Agency for Investments, Export and Tourism (www.centroestero.org). The main aim of THINK UP is to establish new business customized opportunities abroad for the most innovative Piedmontese companies involved in ICT sectors.

Clusters of excellence: security, intelligent transport systems, telecommunications, industrial automation, home & building automation, e-government, ERP, finance, e-health, multimedia.

Think Up represents a selection of 100 companies, ready to meet your needs with Innovation, R&D, competitiveness and quality.

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY



TORINO CHAMBER OF COMMERCE

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10123 Torino – ITALY

Phone: 0039 011 5716365

Fax: 0039 011 5716369

ict.project@to.camcom.it

www.to.camcom.it

Contact:

Francesca Natale – Export Department

Employees: 101 to 500

Status: Government – non-profit

MAIN ACTIVITY

The Torino Chamber of Commerce is a public institution which represents more than 230.000 companies working in the province. Its mission is to foster the growth of local economy and enhance it through effective and targeted initiatives. The promotional activities are focused on the local economic development: services for the production system, for the market, sharing of infrastructure companies, grants, etc. Moreover the Torino Chamber of Commerce promotes the local excellencies abroad, with a focus on the hi-tech sectors, such as automotive, aerospace, IT, nanotech and biotech. Even though most of the companies are located in the province of Torino, the ICT sector is considerably important in the whole Piemonte region, counting for 3-4% of the gross regional product. Piemonte – which counts over 13,000 companies and 90,000 employees in the ICT sector – has seen the birth of Italian cinema, television, telephones, computers, Mpeg and Mp3, and of leading companies like Olivetti, Telecom Italia, Vodafone, Infostrada, Seat. Three major universities and an extensive network of post-graduate schools provide skilled young people.

Piemonte is the Italian region with the highest share of private R&D expenditure, investing over 1.7% of its GDP in innovation.

Over 200 research centres are located in the region, including the Telecom Italia Lab, the Fiat Research Centre (CRF), the Rai (national broadcasting company), Research & Technology Innovation Centre, Metrology Institute Colonnetti, Electrotechnic Institute Galileo Ferraris, CSI Piemonte (Consortium for the Information System), CSP information and Communication Technology Research Centre, and many others. Piemonte is Italy's second region in terms of number of telecommunications operators, it is also one of the areas with the highest density of fibre optic cables.

The Torino Chamber of Commerce supports and promotes the ICT sector through the Think Up project (www.thinkupict.org), with the aegis of Regione Piemonte (www.regione.piemonte.it), and with the technical participation of Piemonte Agency for Investments, Export and Tourism (www.centroestero.org), CSI-Piemonte (www.csipiemonte.it) and Torino Wireless Foundation (www.torinowireless.it).

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

WI-NEXT SRL

C/O I3P
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Contact:
Nicola De Carne – Administration

Date of foundation: 2006

Employees: 7

Turnover: 150,000 Euro

MAIN ACTIVITY

Born from the cooperation with the Automatics and Informatics Department of the Politecnico University in Turin, N.A.A.W. project represents a disruptive technology. A software which can be installed on wide range of devices able to create a democratic, bottom up network: users work to create the network.

At this moment N.A.A.W. software can be installed on all the devices Linux, Microdoft OS, MAC OS (i.e. Samsung Q1, Nokia N770 and N880, Linux video cameras...) and is available on a set of products branded Wi-next.

N.A.A.W. software is the base of a framework for advanced applicative solutions and it represents the best solution for the creation of low-cost wireless mesh networks with high performances. We created four families of N.A.A.W. embedded devices which make N.A.A.W. based networks the best solution for any kind of wireless coverage, from wide geographical areas to domestic and business networks.

The product suitable for the export is N.A.A.W. Enterprise. N.A.A.W. Enterprise is a family of autoconfigurable outdoor devices with high performances for the automatic creation of wireless networks and minimum configuration and management activities.

The ideal solution to realize for:

- Main mesh nodes with high traffic
- Outdoor hot spot with a high number of current users
- Backbone link also at long distance

COMPANY STRENGTHS

Licenses | Trade Marks | Quality Certifications: PCT Trademarks.

R&D Capacity: Thanks to our R&D Labs based on the Incubator of Innovative Company of Politecnico in Turin we can customize our software for special wireless application.

Expertise: In Italy a lot of Geographical Wireless Network is already based on N.A.A.W. Wireless Mesh Technology.

CUSTOMER REFERENCES

- Bascom
- Wind
- Ribes Informatica

SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

TELECOMMUNICATIONS | NETWORKING

- Network systems and services (optical fiber equipment, microwave equipment, wireless network,...)

TYPE OF COOPERATION

- Commercial intermediary (distributor, general agent, etc.)

OTHER ITALIAN EXHIBITORS

1 Idea Italia

I-41100 Modena
Halle 16, Stand G03

4P Mobile Data Processing

I-35127 Padova
Halle 7, Stand E15

Able Tech

I-25018 Montichiari
Halle 4, Stand G70

Agenzia di Promozione Economica

I-50134 Firenze
Halle 9, Stand A08

Agrodolce

I-23900 Lecco
Halle 25, Stand D76

APICE

I-56010 San Giuliano Terme
Halle 9, Stand A08

Axess TMC

I-40133 Bologna
Halle 6, Stand C25

BITIS

I-60035 Jesi
Halle 17, Stand D60

Cicrespi

I-20060 Liscate
Halle 17, Stand C13/1

Cima

I-41037 Mirandola
Halle 17, Stand C28

Consorzio CIB

I-28021 Borgomanero
Halle 15, Stand J27

Consorzio Cubit

I-56023 Cascina
Halle 9, Stand A08

CTS electronics

I-10015 Ivrea
Halle 17, Stand A32

Dr. Wolf

I-50144 Firenze
Halle 9, Stand A08

Epik

I-56028 San Miniato Basso
Halle 9, Stand A08

Eurotek Italia

I-42100 Reggio Emilia
Halle 16, Stand D20

FANTON

I-35026 Conselve
Halle 12, Stand C75/1

Fattori Safest

I-20090 Assago
Halle 17, Stand B64

GIOVE

I-31100 Treviso
Halle 15, Stand H39/1

HTL

I-33040 Attimis
Halle 17, Stand E05

IBT

I-31050 Villorba
Halle 12, Stand D35

iPKOM

I-52037 Sansepolcro
Halle 9, Stand A08

LABWARE

I-62012 Civitanova Marche
Halle 17, Stand E46

META SYSTEM

I-42100 Reggio Emilia
Halle 12, Stand C20

MICROSET INT

I-33077 Sacile
Halle 13, Stand A59

Musa

I-20063 Cernusco sul Naviglio
Halle 17, Stand C15

Navionics

I-55054 Massarosa
Halle 14, Stand J24

NetResults

I-56023 Navacchio di Cascina (Pisa)
Halle 9, Stand A08

Opus Automazione

I-58022 Follonica
Halle 9, Stand A08

Powersoft

I-50018 Scandicci
Halle 9, Stand A08

OTHER ITALIAN EXHIBITORS

Prysmian Cavi E Sistemi Telecom

I-20126 Milan
Halle 12, Stand B50

Riello UPS - RPS

I-37045 Legnago
Halle 12, Stand B15

SBS

I-28010 Miasino
Halle 25, Stand D56

SECURE PROJECT

I-20134 Milan
Halle 17, Stand C08

SELEX-Giacomo Picollo

I-15060 Capriata d'Orba
Halle 17, Stand B58

Sferal World Wide Technology

I-10014 Caluso
Halle 17, Stand B52

Silvestri

I-50025 Montespertoli
Halle 9, Stand A08

Sisvel

I-10060 None (TO)
Halle 19, Stand H55

Technologyshop

I-43100 Parma
Halle 25, Stand D40, (E115)

Telcen

I-55054 Massarosa
Halle 9, Stand A08

Telsey

I-31055 Quinto di Treviso
Halle 13, Stand C68

Tema Telecomunicazioni

I-20161 Milan
Halle 13, Stand E58

Totem

I-56035 Perignano
Halle 9, Stand A08

Tradesoft Technologies

I-56012 Fornacette
Halle 9, Stand A08

Vega Accessori

I-29010 Vicobarone Ziano
Halle 16, Stand D01

Webas

I-28883 Gravellona Toce
Halle 17, Stand E64

Witech

I-56023 Cascina
Halle 9, Stand A08

YOOPLUS

I-50026 Montespertoli
Halle 9, Stand A08

Zucchetti

I-26900 Lodi
Halle 6, Stand C27



Italian Trade Commission

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