

ITALIAN INVESTMENT SHOWCASE 2018

TURIN // APRIL 11 - 12

// COMPANY PROFILES

START-UPS

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ESTABLISHING DATE

September 2015

HEADQUARTERS

L.go Donegani, 2/3 – Novara

NUMBER OF EMPLOYEES

1

MARKET

Domestic

SECTOR

Life Science

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

APTSol is a start-up founded as a spin-off company of the university of eastern piedmont. It's focused on formulation development by innovative microencapsulation techniques. Principally markets feasibility study and consultancy for SMEs and large enterprises, managing several microencapsulation techniques, but from its foundation APTSol invest several efforts to develop new encapsulation equipment based on prilling technique.

This technique is used to produce several innovative products ranging from food, to cosmetics field passing through pharma and agricultural. For example: vinegar gelled beads or beads containing essentials oils or creams. These products are characterized by a high added value, small batch production and elevated gross margins. Especially for food and cosmetics market, there are large growing space thanks to the continuing expansion of these markets. APTSol develop an equipment easy to use, lead to increase the users of this technology.

Actually, the project positioning is TRL 4, the geometry of the main components by CAD/CAM simulation is defined and we set up a prototype model, built from 3D printed parts and electric components from other equipment.

FUTURE EXPECTATIONS AND OBJECTIVES

The next step will be extensively test the lab prototype to acquire performance and defects. The acquired data will be used to develop a next advanced prototype (2.0 ver), where: the design will be updated, appropriate technical material will be used (steel ANSI 316) and the electronic components will be specifically designed for the purpose. We expect that the prototype 2.0 ver will be already able to work in an industrially relevant environment and ready to be showed in fairs. Successively an extensive marketing campaign will be organized, focusing on the easy of use of this equipment.

MAIN CLIENTS

APTSol project is designed for the industrial development of new equipment to produce several innovative products, especially in Food and Cosmetic fields.

REGISTERED INTELLECTUAL PROPERTY (IP)

APTSol filled an international application published under the patent cooperation treat (PCT), where claims for the components and the equipment composed of the latter able to produce seamless dosage forms. Briefly APTSol develop a system able to collect, cure, wash, drain-off and discharge these dosage forms, having a small foot print and performing all these activities in a continuous manner.

SOUGHT INVESTOR

Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

APTSol is looking for equity investors, it is not considered appropriate, for the company interest, to evaluate loan investors.

ESTABLISHING DATE

24/11/2014

HEADQUARTERS

Piazza della Vittoria 9/3 – 16121, Genoa (Italy)

MARKET

Domestic, International

SECTOR

Innovative Solutions (ICT / TLC / IoT) for Hydrological Risk Monitoring

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

Smart Rainfall System (SRS) is our disruptive solution for estimating and pinpointing rainfall in real-time and providing short-term forecasts of hydrogeological risk.

SRS creates real-time, high-definition rainfall maps, taking advantage of a well-known telecommunications phenomenon: the attenuation of electromagnetic waves in the case of precipitation. By analysing the satellite TV signal received by a distributed network of commercial parabolic dishes, SRS defines maps of rainfall intensity that can be used to check whether critical rainfall levels have been exceeded in the monitored areas.

Thanks to this information and applying a semi-distributed continuous hydrological model, SRS is able to predict the consequences of rainfall.

SRS is sustainable and innovative tool for an improved regional management and a better response to hydrogeological emergencies.

FUTURE EXPECTATIONS AND OBJECTIVES

Artys increases its turnover every year. Since its establishment, Artys signed numerous contracts with both public (mainly Municipalities) and private customers (e.g. entities carrying out research on rainfall monitoring, landfill managers).

MAIN CLIENTS

- Civil Protection, Smart Cities and Municipalities, industrial areas (support for the operational management of hydrological emergencies);
- Agricultural industry, aqueducts and waterways, mines and dumps (support for the management and organization of production processes);
- Roads and highways, airports (support for the management of mobility and logistics);
- Insurance companies (risk objectification, customer support during the event during critical meteorological phenomena).

REGISTERED INTELLECTUAL PROPERTY (IP)

Smart Rainfall System is the result of a research on innovation in environmental monitoring carried out with the University of Genoa.

The core technology is fully patented in Italy and Europe; other international patents on its evolutions are on their way.

SOUGHT INVESTOR

Financial / Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

ADDITIONAL PROPOSALS AND SUGGESTIONS

We would like to establish collaborative relationships with entities who work with the Civil Protection sectors of Public Administrations.

ESTABLISHING DATE

15.5.15

HEADQUARTERS

Via Zeni 8, 38068 - Rovereto (TN)

NUMBER OF EMPLOYEES

2

MARKET

International

SECTOR

Automotive

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

Bermat is an innovative start-up founded in 2015 and based in the Mechatronics Hub of Rovereto (TN) Italy.

Bermat is developing an innovative integrated platform (called EDP platform) that allows creating fully personalized sports car through two instruments: (1) a modular and adjustable chassis (i.e. MR-Chassis); (2) configurable via an advanced software platform.

FUTURE EXPECTATIONS AND OBJECTIVES

We have already developed the concept of the MR-Chassis and of the Car Creator. The next step will be engineering the E D P platform with the aim of starting from 2019 to sell full personalized sports cars for track use. From 2021, our objective will be to be able to place on the market the first set of road legal sportcars, of course fully personalised through our Car Creator. Bermat first product line will be a two-seater sports car, the Bermat SCV. Its strong points will be: total personalization, weightlessness, high performance and hybrid/electric powertrain.

MAIN CLIENTS

The vehicle produced by Bermat will rank in the market segment of sports cars such as: Lotus Elise, Radical and KTM X-Bow.

REGISTERED INTELLECTUAL PROPERTY (IP)

About the patent: in 2017 our technology was patented. Thanks to its technical characteristics, the MR-Chassis can be adapted to different configurations.

About the trade mark: in 2016, Bermat has recorded in Europe both the "BERMAT" descriptive logo and the figurative logo.

SOUGHT INVESTOR

Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

ESTABLISHING DATE

30.07.2015

HEADQUARTERS

Colleferro (00034-RM) via Fontana dell'Oste n. 29/A

NUMBER OF EMPLOYEES

4

2017 TURNOVER

€ 999.990

MARKET

Domestic

SECTOR

Automotive

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

We are a Full Service Provider in the Fleet Management ecosystem. We provide a comprehensive platform with several vertical products and services organised in software modules, as well as their full customisation to our client's needs.

Budgets Business Solutions

// COMPANY PROFILE

FUTURE EXPECTATIONS AND OBJECTIVES

We will be the reference point in our 2 main sectors of operations, Transport&Logistic and Vehicle Rental&Sales, by bringing a customisable solution to all their fleet management needs worldwide.

MAIN CLIENTS

Charterers; dealers; conductive houses; filters; haulers operating on their own account for hire or reward; suits contractor.

SOUGHT INVESTOR

Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

We look for trade investors operating in our field who understands the needs for innovation and modern solutions to optimise cost and utilization of all vehicles in the planet.

ADDITIONAL PROPOSALS AND SUGGESTIONS

We would like to meet and focus on transport companies and any players in this industry to present our products and maximise opportunities to sell and obtain financing.

ESTABLISHING DATE:

27th May 2015

HEADQUARTERS:

Piazza AVIS 9, 10064 Pinerolo (TO)

NUMBER OF EMPLOYEES:

4

MARKET:

Domestic, International (especially EU, USA and PRC)

SECTOR:

Aerospace, Innovative materials

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

CoRe is an Italian start-up, aimed at the study of new product and process solutions in the field of composite materials. In 2015, CoRe developed and patented an innovative composite multi-layered material called the MadFlex and started to introduced it to the market. Thanks to its unique characteristics, the MadFlex allows rethinking, redesigning and simplifying a considerable number of applications in different fields, from automotive/nautical to building /furnishing, from aerospace/defence to sport /healthcare.

Composite Research

// COMPANY PROFILE

FUTURE EXPECTATIONS AND OBJECTIVES:

After optimizing our technology, CoRe is now starting its pre-industrial phase by focusing on the development of desirable application prototypes.

MAIN CLIENTS:

So far, CoRe has not yet signed any formal licensing agreement. Sound interest has been shown by several companies and negotiations are ongoing.

REGISTERED INTELLECTUAL PROPERTY (IP)

- Italian patent: IT2015TO00061
- International patent extension application: WO2016120785 A1
- European patent extension application: EP20160712457
- USA patent extension application: US2018015703 (A1)

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

ESTABLISHING DATE

23/05/2016

HEADQUARTERS

Via Pier Carlo Boggio 59, 10138 Torino

NUMBER OF EMPLOYEES

4+2

2017 TURNOVER

300K

MARKET

International (Italy, Switzerland, Europe, U.S., UAE)

SECTOR

Wearable devices - Fintech - Ict, Iot, Industrial Manufacturing - Data Analyst

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

Deed is an Italian startup, based in Turin focused on wearable devices to develop Hardware and Software solutions. Get™ its first product, is a smart-bridge between smartwatches and connected bracelets. Get™ does not require any physical connection with displays or buttons, it also uses an invisible and intuitive gesture recognition interface that interprets the users' will to control his smartphone and its applications.

In fact through its technology it is possible to listen to any vocal content or text notification while respecting your privacy, without using headphones or intrusive speakers, but just by using your finger. Through bone conduction technology the sound can reach safely the inner ear. Audio User Interface like Alexa, Siri and Google now can be activated by a simple gesture without holding the smartphone in the hand. Get™ allows to perform access and payments with NFC technology embedded inside. It can recognize the identity of users preserving privacy and security through its biometric parameters.

FUTURE EXPECTATIONS AND OBJECTIVES

B2C market on crowdfunding campaign on summer 2018. We will activate our e-commerce and afterwards flash sales platform based in Switzerland. The B2B market is our real goal to grow and reinforce our value. In two years of R&D and scouting, we gain many partners ready to support our product and its customizations in their services. We are now realizing different POC for a multinational automotive group, two different museum companies and one important Italian bank. We expect to become a cross selling solution for many companies to extend their services and value proposition.

MAIN CLIENTS

Cruise company, Resorts & Hotels, Amusement Park, Tour Operator, Gyms & Sporting Clubs, Transportation, Festivals, Museums, Telco, Insurance

SOUGHT INVESTOR

Financial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

Seasoned equity offering at 350K of 1M pre-money (now it's open)

ADDITIONAL PROPOSALS AND SUGGESTIONS

20K minimum chip of entry

ESTABLISHING DATE

28/04/2015

HEADQUARTERS

Via Montenapoleone, 8 20121 Milano

MARKET

Domestic

SECTOR

Life Science, GreenTech

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

The Company holds important patents, already issued nationally and being released in other countries such as Europe, USA, Russia and Canada.

With particular reference to agriculture, the experience of its leader, with international recognized experience, has allowed us to achieve truly exceptional results in the field of highly bioavailable fertilizers, biostimulants and resistance inducers based on humic acids.

Dom Terry International

// COMPANY PROFILE

FUTURE EXPECTATIONS AND OBJECTIVES

The expectation of DOM TERRY INTERNATIONAL is to expand towards those markets covered by patent coverage, increasing its turnover.

MAIN CLIENTS

Farms, Distributors, Final consumer

REGISTERED INTELLECTUAL PROPERTY (IP)

Inuplus is a nutraceutical novelty with exclusive features, a functional complex, patented in 2016, based on an Inulin controlled polymerization. The Inuplus complex contains elements of natural origin and is a specific and patented formulation: the chains of an inulin controlled polymerisation do not only “incorporate” the other main components, Vitamin B12 and Selenium, making them bioavailable, but are also able to “imprison” and transmit other substances useful to compensate for age-related physiological deficiencies.

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 5 to 10 € million

SPECIFIC REQUEST TO INVESTORS

As for agriculture, Dom Terry International would like to set up a production plant as well as set up and organize a laboratory R & D.

As for food supplements, DOM TERRY INTERNATIONAL would like to continue the research in order to improve its products.

ESTABLISHING DATE

06 February 2017

HEADQUARTERS

Via Sant'Antonio da Padova, 4 - Torino

NUMBER OF EMPLOYEES

4

MARKET

International

SECTOR

ICT - Life Science - GreenTech - Ict, Tlc - Iot, Digital Manufacturing - Aerospace

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

DropTo is startup which is developing a brand new social network AR and GPS based.

FUTURE EXPECTATIONS AND OBJECTIVES

We are looking for funds to reach our 1 million user goal.

MAIN CLIENTS

Looking for a commercial partner to test our business model.

SOUGHT INVESTOR

Financial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

First step: Funds will be used to acquire users mainly in the US and worldwide.

Second step: Funds will be used to refine AR and GPS technology, in line with the business model, to improve AR advertising.

Third step: Funds will be used to improve User Data Tracking, in line with the business model, to provide Analytics to companies.

ESTABLISHING DATE

28/10/2016

HEADQUARTERS

Lungodora Firenze, 107 – Torino

NUMBER OF EMPLOYEES

5

MARKET

International

SECTOR

Ict, Tlc

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

Women security and mobility. We have an app that shows safe routes based on data gathered from different sources: crowdsourced, open data and objective data.

This data allowed us to develop a navigation tool integrated in the app. This year we launched the Android Application in Italy.

FUTURE EXPECTATIONS AND OBJECTIVES

We want to open to European Market and in 2019 we want to scale up in US.

MAIN CLIENTS

We haven't clients at the moment, we are working on user acquisition and growing.

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

We are ready for request 350k Round A Seed Financing. We want to continue our product development and increase our traction metrics. We have a clear growing strategy, city by city, based on our market and we want to hire people to increase our Dev team.

ESTABLISHING DATE

07/03/2017

HEADQUARTERS

Via Andrea Doria, 55 Roma

NUMBER OF EMPLOYEES

3

MARKET

Domestic

SECTOR

Life Science

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

RESEARCH, DEVELOPMENT AND MARKETING OF AN ANALYSIS SYSTEM BASED ON THE REAL TIME AMPLIFICATION OF DNA FINALIZED TO IDENTIFICATION OF THE MICROBIAL FLORA.

FUTURE EXPECTATIONS AND OBJECTIVES

Partnership for marketing innovative kits and development of synergies with other partners to study new applications and new kits

MAIN CLIENTS

Terme Regina Isabella, Federterme, Forst Foundation for water Biofingerprinting study;

Società Servizi Ospedalieri study for application control system in industrial reprocessing of endoscopes and surgical material

REGISTERED INTELLECTUAL PROPERTY (IP)

ITALIAN PATENT N° 1.407.270 VT2011A000002 KIT MICROFOR

INTERNATIONAL PATENT PCT/IT 2012/000061 03/01/2012

Method for determining the origin of fluids and reagent kits for their identification in a sample

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

Investors to expand domestic and international markets and increase facilities such as laboratories and machinery

ESTABLISHING DATE

28/09/2016

HEADQUARTERS

via Roberto Cozzi 55 Milano

NUMBER OF EMPLOYEES

5

MARKET

International (Europe, USA, Middle East)

SECTOR

GreenTech

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

development of transparent photovoltaic windows, based on an LSC technology patented by Professors Meinardi and Brovelli of the University of Milan Bicocca.

FUTURE EXPECTATIONS AND OBJECTIVES

develop and industrialize a marketable product by the end of 2018 and capital increase of the company in May-June 2018.

MAIN CLIENTS

contruction companies, companies operating in the building integrated photo-voltaics sector, ESCOs

REGISTERED INTELLECTUAL PROPERTY (IP)

<https://patentscope.wipo.int/search/en/detail.jsf?docId=WO2016116803>

SOUGHT INVESTOR

Financial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

ESTABLISHING DATE

November, 23rd 2016

HEADQUARTERS

Via Duca Degli Abruzzi,111 18038 Sanremo (IM)

NUMBER OF EMPLOYEES

3

MARKET

Domestic

SECTOR

GreenTech - Ict, Tlc

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

GREEN IDEA® Technologies is the first European company (Innovative Startup and Benefit Society) specialized in ICT Eco Management (Eco-sustainable Management of Information Communication Technology Products).

Eco-sustainable Circular Management in the ICT sector through 3 concrete actions:

- Stage 1: Support for companies selling their End Of Life products (as a waste prevention practice)
- Stage 2: Support for companies purchasing refurbished IT products (as a compliment for new linear products)

Stage 3: Calculate and certificate CO2 emissions saved after the precedent process (as scientific support for the precedent process).

ICT Circular Soft is the world's first dedicated Business Intelligence model platform that allows companies to migrate to a model of Eco-sustainable Circular Management of ICT Products using four autonomous, distinct and complementary features.

Green Idea Technologies

// COMPANY PROFILE

FUTURE EXPECTATIONS AND OBJECTIVES

Our mission is clear: to revolutionize the ICT market applying a circular economy virtuous model, through the development of advanced digital services that allow businesses to choose the new circular model, which offers more benefits at the economic and environmental level than the classic linear model of acquisition and disposal.

MAIN CLIENTS

The supply market for Refurbished equipment continues to grow, as evidenced by the data showing the positive trend in the last 3 years and the approach to a booming market, as shown by + 122% in 2017 (than € 3,1 billion to € 6,9 billion). The largest companies in the Refurbished market have solid structures well placed on the market and ready to invest in innovative solutions that can increase their business scope. Working with us, we would guarantee the resources for their goals.

REGISTERED INTELLECTUAL PROPERTY (IP)

Patents developed or under development are part of the industrial property of Green Idea Technologies Srl .

The industrial research properties of Green Idea Technologies Srl have been covered and registered, with the database deposited at the SIAE, with the completion of the appropriate forms (Mod.349 - Mod 346) (March 2017).

SOUGHT INVESTOR

Financial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

The requested funding, also divided into already defined percentages, will be used to continue the scientific research and the creation of the database (21.4%) necessary for the development of the platform (17.8%) and of the company marketing (14, 2%). Operating costs (46.6%) are still less than 50% of the resources but increasing due to the need to distribute the burden with a larger team.

www.greenideatech.com // info@greenideatech.com

ESTABLISHING DATE

JUNE 2016

HEADQUARTERS

Corso Federico II, 36 – 67100 L'Aquila

NUMBER OF EMPLOYEES

8

2017 TURNOVER

€ 275.000

MARKET

Domestic

SECTOR

Ict, Healthcare

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

System integrator focussing on one-to-one Patient Relationship Management in the healthcare sector.

FUTURE EXPECTATIONS AND OBJECTIVES

developing a Multichannel, Cloud based, AI, Big Data, and IoT enabled platform connecting Caregivers to Patients before, during and after any care episode.

MAIN CLIENTS

Everis Italia, Reply, Remedia

SOUGHT INVESTOR

Financial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

ADDITIONAL PROPOSALS AND SUGGESTIONS

The Age of the Customer (the Age of the Patient) is coming in healthcare too. Customer behavior has changed.

- ...need something? grab your smartphone...
- ...get personalized step by step directions...
- ...expect smart, effortless experiences ...

This must happen also in wellness & healthcare. Caregivers need to adapt. Our platform shall help Caregivers to fine-tune their healthcare business strategy and operations and reinforce their market position by supporting a flexible and powerful one-to-one dialog and delivering a more cost-effective service to individual patients

At the same time our Platform shall bring to individual's health affairs the same «technology empowered habit and experience » they are increasingly exposed to in their daily lives.

ESTABLISHING DATE

9 November 2016

HEADQUARTERS

via Ercole Ferrario 7, 20144 Milan

NUMBER OF EMPLOYEES

3 (plus 2 founders & 3 external advisors)

MARKET

Domestic

International (we have launched the product from Milan but it is currently available worldwide for free from both the Apple Store and Google Play Store)

SECTOR

Social Network
Facebook, Tlc

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

Hibye is a social network that allows the users to spot who is around, to connect, to share interests and needs, to chat and interact according to their geolocation. In a world where everybody is absorbed by his/her smartphone all the time, Hibye gives the opportunity to find a human answer both to personal and business needs (sharing a taxi ride or a coffee, finding someone to visit a museum with, meeting business partners in an event or a conference). We are surrounded by people all day long. Unknown people mostly. For us everyone represents a networking opportunity and Hibye encourage people to break the ice and network

FUTURE EXPECTATIONS AND OBJECTIVES

In the coming weeks we are going to launch the new version of Hibye app and we need more funds to sponsor it properly either on national and international markets

MAIN CLIENTS

At the present time, we do not have any paying client as the company's main concern is to try to increase the user base and to reach the critical mass. Our first customers will be large retailers such as McDonalds, Starbucks ecc... who will take advantage from our services

REGISTERED INTELLECTUAL PROPERTY (IP)

We have protected the Hibye brand and logo on the 28 countries of EU.

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

We are looking for 1M€ for 20% equity.

We plan to spend this money in the following way: 65% Marketing, 30% Product development and 5% Operational

ADDITIONAL PROPOSALS AND SUGGESTIONS

As founders we invested 100.000€ of own money on 9 November 2016, then we closed our seed round on 8 March 2017 for 206.000€ from 12 investors (9 Italian, 1 Swedish, 1 Spanish, 1 Tunisian).

ESTABLISHING DATE

01/2017

HEADQUARTERS

Via Malpighi 4, 009100 Cagliari

NUMBER OF EMPLOYEES

3

MARKET

Domestic

SECTOR

Ict, Tlc

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

IdPostBox is the first digital platform that simplifies the electronic report of communication and payment between users and companies. A digital assistant will simplify the user's life by managing his utilities for him, and the service company will have a commercial account to handle communications, and to manage bills collections safely. The company must join the service and users have to sign up, after that the users will find all their bills in the same place, and decide what, when, and how to pay, and the system keeps all receipts. Users can freely manage consumption and receive alerts in case of problems. At the same time companies have immediate evidence that communications and bills have been handled.

FUTURE EXPECTATIONS AND OBJECTIVES

IDpost entered the market on February 1, 2018 and has already signed ten contracts with multi-utilities for approximately 1.5 million invoices. It is concluding the agid accreditation to offer the PA pay service, in order to manage the payments of the public administration.

IDPost intends to become the first Italian company to computerize and simplify the communication and payment relationship between users and companies. IDPost will connote itself as an “electronic secretary” and facilitator of low-cost payments. IDPost will be a unique interlocutor and that will optimize communication and reporting flows to and from customers

MAIN CLIENTS

SGAS spa, ACEA pinerolese spa, Medea spa, Ultragas spa, Seab SPA, Cor-dar spa

SOUGHT INVESTOR

Financial

RANGE OF REQUESTED INVESTMENT

From 5 to 10 € million

SPECIFIC REQUEST TO INVESTORS

Ask for financial investment to make the commercial structure of the platform at the level of the Italian market

The reference market is worth around 2 million euro

ADDITIONAL PROPOSALS AND SUGGESTIONS

On the user's side the future of the platform is to be directly connected to the devices (contactors) in order to be able to manage and monitor its users.

On the company's side, we would be able to supply a payment with a credit card payment.

ESTABLISHING DATE

09/03/2017

HEADQUARTERS

Via Ceretta Inf. 231 – San Maurizio Canavese (TO)

NUMBER OF EMPLOYEES

3

MARKET

International

SECTOR

IoT, Digital Manufacturing

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

Analysis of commodities financial markets (through a web service) and hedging services.

Buyer Gateway Interface, online B2B marketplace focused on industrial products and services.

FUTURE EXPECTATIONS AND OBJECTIVES

Improve the website to get the best customer experience.
Develop the commercial presence on international markets.

MAIN CLIENTS

Industrial companies (trading and manufacturing).
Target client starting from 5M Euro of annual turnover.

SOUGHT INVESTOR

Financial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

Looking for a financial investor able to provide the necessary funds to expand commercial development (many different sales channels such as social media, events, exhibitions, commercial partners).

ESTABLISHING DATE

01/2016

HEADQUARTERS

VIA MONTANARA 27, 40026 IMOLA - (BO)

NUMBER OF EMPLOYEES

2

MARKET

Domestic, International (USA – ASIA – AUSTRALIA - UAE)

SECTOR

Recreational boating, GreenTech

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

Inesse Corporation Ltd is a young company founded in January 2016, with registered office in the United Kingdom and a production branch in Italy. The Italian branch is an innovative high-tech start-up company with the main claims of Design, Innovation, Power and Reliability. Inesse's staff is an awesome pool of engineers and researchers with deep expertise in nautical and mechanical fields. Any of them have been involved in F1 team and last America's Cup competition. A long experience in company management is also represented by an entrepreneur who worked over 30 years in the racing boat field. Inesse dedicates to design and product hi-tech luxury boats.

FUTURE EXPECTATIONS AND OBJECTIVES

Inesse Corporation LTD is ready to launch into the market its first product, a superperformance speedboat. Named Superfoils15.

The project makes real a patent pending technology based on levelling system and hydrofoils. The automatic leveling system keeps the vessel trimmed optimally making the passengers feel a new experience of comfort at high speed.

As the boat increases its speed the hydrofoils lift the hull up and out of the water, greatly reducing wetted area, resulting in decreased drag and increased speed. The system dynamically sets the foils optimal angle of attack.

Inesse Corporation Ltd

// COMPANY PROFILE

Starting from a 18 knots cruising speed, the pilot can not only choose to use the foiling system but also to use the automatic leveling system or the manual one.

Advantages that arise are therefore the following:

- higher top speed
- better fuel efficiency
- unparalleled comfort

MAIN CLIENTS

Shipowners looking for hi-tech luxury products, indeed innovative, sensitive to a Design and Build Quality proper of Made in Italy.

REGISTERED INTELLECTUAL PROPERTY (IP)

Automatic leveling system combined with adjustable wings (foils and canards) working together under sea level, ready to intervene on boat set up.

Thanks to this patent we get a revolutionary navigation system for 12 mts length or less motor boats.

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

Until today Inesse Corporation LTD supported itself up to the completion of first prototype.

We are looking for investors of industrial and financial nature allowing us to shape, organise and prepare the company, in order to open ourselves to the world boatworld waiting for innovative hi-tech products, because of its lack of innovations for over 30 years.

ESTABLISHING DATE

5/08/2015

HEADQUARTERS

Via Carlo Zucchi, 21 – 41123 Modena

NUMBER OF EMPLOYEES

3

MARKET

International (USA/EU/CANADA/AUSTRALIA/RUSSIA)

SECTOR

eCommerce, Digital transformation for SME of Made in Italy

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

ITALIAN GRACE is the connection between the handcrafted quality of small producers of Made in Italy and the global audience.

ITALIAN GRACE position itself as the digital transformation and ecommerce enabler dedicated to small and medium-sized Italian companies of excellence that immediately makes available:

direct access to a global audience

a risk-free, simple and fast e-commerce channel

profiling AI technologies

integrated end-to-end automation of the online purchase and delivery process.

Without risks and installation costs.

FUTURE EXPECTATIONS AND OBJECTIVES

MAIN INTERVENTION LINES IN THE NEXT 2 YEARS:

COMMERCIAL: increase partner affiliation

TECHNOLOGY: industrialization of AI platform and full e-commerce integration with main CRMs and ERPs

evolution of IGROBO from prototype to product

MARKETING growth of online final customers

MAIN CLIENTS

IG is a “DOUBLE-SIDED PLATFORM”

On the first side we have the final customers, who buy products on italiangrace.com or on “powered by IG” e-commerce sites.

On the other side are high quality Made in Italy SMEs, with turnovers between 2 and 15 millions of Euros. They don't have an efficient access to a digital audiences, instead they have to face high (compared to their resources) costs of digitization and digital presence, and are too much intermediated by big platforms and distributors.

REGISTERED INTELLECTUAL PROPERTY (IP)

Italian Grace is a trade mark

SOUGHT INVESTOR

Financial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

“Smart” money will be preferred, as for investors able to open business relationships.

ESTABLISHING DATE

10/11/2017

HEADQUARTERS

via di Castel Romano, 100, Rome

NUMBER OF EMPLOYEES

3

MARKET

Domestic, International

SECTOR

Life Science

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

We support Life Science enterprises, with highly innovative projects, in meeting investors, large corporations and institutional stakeholders interested in making those projects grow.

Before matching with investors, each enterprise is evaluated economically, scientifically and legally by distinguished experts and leading consulting firms.

We make the investment process through our equity crowdfunding platform.

FUTURE EXPECTATIONS AND OBJECTIVES

We aim to be the leading equity crowdfunding platform for Life Science business where nation and international investors can easily match with Italian life science enterprises with highly innovative projects which have successfully passed accurate evaluation processes.

MAIN CLIENTS

Our main clients are Italian Life Science enterprises with innovative projects. They usually work in all the Life Science sectors, from drugs to agriculture, from diagnostic to robotics.

They can be both Italian SME's and Spin-off's of excellence centres of research such as CNR, Enea, ISS or University as Sapienza, Tor Vergata, Bio Campus.

REGISTERED INTELLECTUAL PROPERTY (IP)

We are registered and authorized by CONSOB (Italian Companies and Exchange Commission) to manage the equity crowdfunding investment process.

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

We are interested in Life Science and Health Investors and can directly manage deals up to €5 mln.

ESTABLISHING DATE:

28/01/2015

HEADQUARTERS:

Pomigliano D'Arco, VIA EX AEROPORTO SNC CONSORZIO IL SOLE Napoli

NUMBER OF EMPLOYEES:

11

2017 TURNOVER:

1.187.397,00€

MARKET:

Domestic, International (Brasil, Germany, Slovak)

SECTOR:

IoT, Digital Manufacturing, Automotive

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Linup's goal is to develop work tools (SW and HD) for industrial process optimization, waste reduction, and in general, the pursuit of Lean Production improvement.

The technology are based on proprietary SW platform for real time manufacturing data processing and HD integration of sensors/devices. The products are:

- Linup ONE: acquisition and analysis of phases work with the creation of video libraries
- Linup ERGO: Ergonomic parameters detection and measurement system
- Linup MAINT: maintenance system with remote support

FUTURE EXPECTATIONS AND OBJECTIVES:

Our future expectations are focused on:

- The development of new augmented and virtual reality for manufacturing industry
- Develop functions of Artificial Intelligence in our suite of products in order to automate the analysis of operations.

MAIN CLIENTS:

FCA, CNH, Electrolux, UFI Filters, Brembo, E&Y

REGISTERED INTELLECTUAL PROPERTY (IP)

Patent IT2015/000164 to protect the smart glasses system

SOUGHT INVESTOR

Financial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

Financing for the development of two suites about:

- New solutions about augmented and virtual reality for manufacturing industry
- Develop functions of Artificial Intelligence in our suite of products in order to automate the analysis of operations.

ESTABLISHING DATE

25 settembre 2017

HEADQUARTERS

via Arno, n. 17/21/25 - 09122 Cagliari

NUMBER OF EMPLOYEES

4 coworkers

MARKET

International

SECTOR

Edutainment and e-learning

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

a multimedia "light training" platform, where to find Sergio Castellitto, Valerio Massimo Manfredi, Gennaro Esposito, Rossella Brescia and Pedro Cano teaching acting, writing, cooking, dancing and painting, in order to empower everyone by learning and improving their personal skill directly from the Best Great Italian Masters

FUTURE EXPECTATIONS AND OBJECTIVES

Enrich the consumer offer and approach different targets of professional and business learning

MAIN CLIENTS

Business to Consumer
Business To Business To Consumer

REGISTERED INTELLECTUAL PROPERTY (IP)

The property of the edutainment contents and the registered trade mark for web platform maestro.it

SOUGHT INVESTOR

Financial, partners to get involved in specific e-learning and edutainment courses

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

ADDITIONAL PROPOSALS AND SUGGESTIONS

Art and music, but also culture, kitchen and sport that represents Italy all-around the world, are fully embodied in the main Italian Masters (“Maestri”) that also constitute Maestro.IT’ offer in order to spread the typical Italian culture not only in Italy, but also abroad.

ESTABLISHING DATE

November 2016

HEADQUARTERS

Via O Rosai 6a - Milano

MARKET

Domestic, International (UK)

SECTOR

Electric vehicles, GreenTech

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

We design, manufacture and market electric bicycles for city commuters. Our electric bicycles are the best on the market, with the most elegant design, latest technology incorporated and is engineered to circular economy principles.

FUTURE EXPECTATIONS AND OBJECTIVES

Increase our market share in Europe and start to export our products Internationally. Improve our manufacturing capabilities in order to benefit from economies of scale and maximise profit. Upgrade our existing products and develop a new line of hard products. Invest in updating our software and digital products.

MAIN CLIENTS

Private consumers and companies

REGISTERED INTELLECTUAL PROPERTY (IP)

Trademark on company name and product technology name. International patent application on product technology.

SOUGHT INVESTOR

Financial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

Have a medium to long term investment view.

ESTABLISHING DATE

02/01/2017

HEADQUARTERS

Piazza Manifattura 1, Rovereto, Trento

MARKET

International

SECTOR

GreenTech, IoT, Digital Manufacturing

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

Our microfluidic technologies is based on portable, reliable and accurate devices. These microdevices have extremely interesting features such as portability, minimum use of reagents and samples, low use of energy, speed testing execution and especially very low cost.

FUTURE EXPECTATIONS AND OBJECTIVES

These innovative microdevice based on the lab-on-a-chip technology are extremely interesting for measurement in environmental sector (i.e. pollutants parameters into the water), food or organic liquid (i.e. biomedical application)

MAIN CLIENTS

Microx is a start-up. We have developed a lot of partnership with potential clients in environmental sector.

REGISTERED INTELLECTUAL PROPERTY (IP)

We have developed studies and research with scientific bodies and we are working for a patent in few months.

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

We search a partner more than a pure investor because our project involve financial, commercial, technological and industrial aspects

ESTABLISHING DATE

01-23-2018

HEADQUARTERS

48, v. Giuseppe Fanin 40127 - Bologna

MARKET

Domestic

SECTOR

Life Science

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

Mysurable develops and manages cloud-based diagnostic systems in order - To evaluate and prevent aging-related disability, - To make home diagnostic accessible and affordable - To improve the management's efficacy of sanitary problems linked to elderly disability To cope with increasingly aging population is a main issue for our societies: life quality and autonomy worsen, sanitary costs increase and welfare system becomes unbearable. Mysurable offers simple and low cost solutions that can effectively contribute to face these issues.

The innovative strength of Mysurable systems, and its uniqueness, is the synergy among various measurement devices (specifically designed to evaluate elderly conditions) and a cloud-based software that integrates data and make them always available and update. Mysurable in fact has developed the first and unique elderly functional evaluation systems completely cloud-based, able to directly interact with diagnostic devices. The technologies involved are an impedance meter and the cloud-based software. The new impedance meter is especially focused on the specific target features to improve measurement repeatability and effectiveness and it is seamless integrated with the cloud system. The result is a compact, reliable and easy to use device able to deliver fast and precise results directly to the cloud, even if operated by non highly skilled personnel.

Mysurable is an innovative startup and a Bologna University spin-off.

FUTURE EXPECTATIONS AND OBJECTIVES

A fast growth is expected, based on the real and important needs the systems fulfill, its innovative value and uniqueness. In confirmation of this potential a distribution agreement is being defined with an important pharmacies consortium.

MAIN CLIENTS

Mysurable prospect clients are pharmacies, fitness centers, physicians, clinics and nursing homes.

REGISTERED INTELLECTUAL PROPERTY (IP)

Bologna University will shortly deposit a patent application related to the impedance meter, Mysurable will be the exclusive licensee.

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

ESTABLISHING DATE

2016

HEADQUARTERS

Via Crema, 5 - Roma

NUMBER OF EMPLOYEES

4

2017 TURNOVER

€ 275.000

MARKET

International

SECTOR

GreenTech - IoT, Digital Manufacturing - Tourism

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

Mytakeit is a platform where offer and demand are changing.

Thanks to Mytakeit the customer can propose a price for a room without other hidden cost.

The customer make a price and can get a reservation in 2 click.

MAIN CLIENTS

B2B clients (hotel, farm house, private house)
B2B costumers (user)

SOUGHT INVESTOR

Financial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

We are seeking investors to let our platform grow up and develope.

ESTABLISHING DATE

17/02/2017

HEADQUARTERS

Via Catone, 3 - Roma

NUMBER OF EMPLOYEES

5

2017 TURNOVER

85.000€

MARKET

Domestic

SECTOR

Ict, Tlc

Iot, Digital Manufacturing

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

ICT- Software- IoT- Machine learning – chatbot

FUTURE EXPECTATIONS AND OBJECTIVES

Our innovative platform, with all its smart applications in cloud, will be the “new software of companies who want to be digital” (replacing or leveraging their existing obsolete systems (ERPs, CRMs, etc.) to simplify and accelerate their digital transformation

MAIN CLIENTS

Sorgenia Spa
Unicoop Firenze
Fendi
INWIT
Technip Italy S.p.A
Aeronautica militare

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

We are seeking a financial partner for growing in new markets.

ESTABLISHING DATE

22-11-2017

HEADQUARTERS

Via Leone XIII, 95 - Roma

NUMBER OF EMPLOYEES

4 founders

MARKET

Domestic, International (Startup in Italy and then UK & Rest of the world)

SECTOR

ICT / IOT

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

La start-up, partendo dall'analisi di trend socio-economici e demografici ha individuato nuovi impellenti bisogni, ai quali si affiancano minacce alla sicurezza domestica che aprono nuove opportunità per chi assicura l'identità del prestatore di servizi a domicilio.

Intendiamo, quindi, fornire una soluzione "digitale" che possa assicurare una "nuova frontiera per la sicurezza delle nostre famiglie" sempre più monocomponente.

La start-up pertanto ha progettato un sistema HW/SW in grado di elevare i livelli di fiducia di colui che decide di aprire la porta della propria casa per fruire di un servizio, perché può avvalersi di un sistema di riconoscimento sicuro dell'operatore inviato dal prestatore di servizio. Aumentando la fiducia, potranno ampliarsi il numero e la varietà di servizi a domicilio richiesti da una popolazione italiana sempre più anziana o single, ma sempre più connessa e amante degli acquisti on-line.

REGISTERED INTELLECTUAL PROPERTY (IP)

Sì

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

100K €

ESTABLISHING DATE

2015/09/18

HEADQUARTERS

Corso Castelfidardo, 30/a - 10129 Torino

NUMBER OF EMPLOYEES

3

MARKET

Domestic, International (we are going to go international in the German speaking market first, then North and Latin America)

SECTOR

Digital Manufacturing, IIoT (industrial IoT)

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

Orchestra supplies products and solutions specifically designed for the Industry 4.0 to the manufacturing companies interested in the innovation of their processes and products. Orchestra supports the industry in the digital manufacturing to create innovative smart products and new digital services by applying innovative solution for real-time monitoring, control, diagnostics and remote configuration of machineries, systems and plants.

Our solutions are designed to help the entire manufacturing ecosystem.

FUTURE EXPECTATIONS AND OBJECTIVES

Orchestra has an international expansion program already in place, specifically focused on the German speaking market. The program is supported by the "Voucher for Internationalization" recently granted to the company by the Ministry of Economic Development.

In addition, Orchestra works to strengthen its indirect sales network for the global market via different levels of business partners.

MAIN CLIENTS

3 multinationals, 17 domestics

REGISTERED INTELLECTUAL PROPERTY (IP)

We have two Patent filing in progress:

Time stamp tracking

Dynamic buffering for mobile machines' connectivity

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

We are looking for a leading investor first, able to bring us to a major round within three years to push Orchestra into a global market.

ESTABLISHING DATE

15/01/2018

HEADQUARTERS

Piazza Della Repubblica 32, Milano

NUMBER OF EMPLOYEES

2

MARKET

Worldwide – The solutions / products can be offered across any developed country which has a reliable stock exchange and a regulated financial environment.

SECTOR

FinTech

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

The company was established on 15th of January 2018, although the concept was born in the founder's mind more than 10 years ago.

The R&D started creating the first product 4 years ago.

The c-level and majority of the current shareholders are seasoned senior executives with a significant network across the US, the UK and Far East, and different backgrounds within regulated (FCA, CSSF and Consob) industries, such as: Investment Banking, ECM, DCM, Private Equity, Venture Capital and Wealth Management.

The company name, RAAM LAB, stands for ROBOT ALTERNATIVE ASSET MANAGEMENT LABORATORY

The company is a software house which has ALREADY a full range of B2B products for financial institutions and professional investors ONLY.

Core business is the development of strategies within ALGO / ROBOT alternative investment space. The current product offering has been tested in the real markets over the last 10 years, with outstanding results. (Returns, MDD, VaR, Liquidity and much more)

90 robots are in operation in the financial market as we speak. The company currently operates using its own equity capital.

RAAM LAB does not provide any services to retail clients.
RAAM LAB is fully compliant with any applicable regulations.

FUTURE EXPECTATIONS AND OBJECTIVES

RAAM LAB has a clear vision of the future, phase by phase till the exit. RAAM LAB have developed a 5Y business plan which is already in execution. Full details can be discussed during a one2one meeting.

MAIN CLIENTS

Any professional investors such as:

Asset Management

Investment Banks

Fund of Funds

Hedge Funds

CTA

Private Banks

Brokers

Family Offices

Investment Managers

UHNWI (if registered as professional investor)

HNWI (if registered as well informed investor under Luxembourg Law)

SOUGHT INVESTOR

Financial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

Anyone who is looking for a highly scalable business opportunity

Anyone who has a knowledge in, and understand of, A.I. and Machine Learning

ADDITIONAL PROPOSALS AND SUGGESTIONS

At this initial stage, RAAM LAB has an intentionally low-profile web-site.

ESTABLISHING DATE

october 2015

HEADQUARTERS

Via Salaria, 292 – 00199 Rome

NUMBER OF EMPLOYEES

1

2017 TURNOVER

TBD, 70 K€ in 2016

MARKET

International (The SWAP cloud service (the Soonapse predictive irrigation solution) is aimed at all countries, with no regulatory restrictions.)

SECTOR

GreenTech ,lct, lot

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

Soonapse is an Italian startup that has developed an innovative Decision Support System, tailored to the Internet of Things and applicable in all contexts where the forecasting aspects significantly influence decisions (energy, Smart City, AgTech, etc...). Its first solution, SWAP – Smart Watering Planner, is able to produce a saving on average 30% of the cost of water and irrigation. SWAP predictively optimizes the resources, distributing actions over time on the basis of agronomic rules, sensor data, geolocalized weather forecasts and customer constraints and priorities. The complete control of the irrigation plans allows for high water savings and maximum guarantee of crop health. SWAP is a cloud solution, with a REST API architecture able to communicate with any type of sensors, actuators and web services. Its implementation logic, based on advanced tools as rule engines and planners, allows to easily enrich the range of values to be controlled (e.g. the use of fertilizers or herbicides, the control of pathogens, etc...).

FUTURE EXPECTATIONS AND OBJECTIVES

SWAP allows the customer an average ROI of 10x (compared to subscription costs per service) from the first year of application. We tried to determine the achievement of a minimum share of the market, to keep our forecast as lifelike as possible. For example, in the Italian market, we expect to reach a 0.25% share in the first year, and even in the fifth year we do not expect to exceed 2%. We expect to break even within about 18 months, with a gross margin from the third year of about 56%, which will rise up to more than 80% from the fifth year.

MAIN CLIENTS

SWAP is currently a prototype being tested.

SOUGHT INVESTOR

Financial, Industrila

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

ADDITIONAL PROPOSALS AND SUGGESTIONS

Soonapse won the prize for the Italian “Best Smart Agriculture Project” at FORUMPA 2017, and was selected in October by the European Commission, from over 2000 applications by all European countries, to participate in the 6th EU-Africa Business Forum in Abidjan (Ivory Coast).

ESTABLISHING DATE

13/04/2015

HEADQUARTERS

Via Solferino 7 Milano

NUMBER OF EMPLOYEES

1

MARKET

Domestic, International

SECTOR

Augmented reality and Virtual reality, Bigdata

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

Our Solution is composed by web-based platform and mobile app. By the platform you can create, modify and explore planimetries. By the mobile app you can explore planimetries in CardBoard VR mode too.

MAIN CLIENTS

Intesa Sanpaolo, Ikea

SOUGHT INVESTOR

Financial, Industrial, Angel

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

ESTABLISHING DATE

12/01/2016

HEADQUARTERS

Viale Abruzzi, 37 - Milano

NUMBER OF EMPLOYEES

4

MARKET

International (The platform and the business model is conceived for an international market, especially EU and USA, and is actually in 3 languages (ENG, IT, FR).)

SECTOR

ICT and marketing

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

Brandorbi created the first phygital influence marketing platform in the sharing economy market sector. Our marketplace gathers together brands, as much as consumers (the hosts), to create vibrant happening events brand-centered. Brandorbi stands out as a superior marketing communication channel in B2C, or better, in C2B: we bring brands at the core of the customer experience by using a phygital influencing market strategy. Through the platform, in fact, consumers (the physical influencers) celebrate happening events in their own locations together with friends centered on a brand. The platform and matching algorithms are proprietary. Brandorbi, is a game changer in the sharing as well as influencer market sector. We create a new service by mixing together the digital world of advertising with the physical dimension of human touch and interpersonal relationships. The platform enables event booking and surveys, where the brand can see highly profilated phygital influencers cards, (including their passion and interests, up to their locations and transparent prices) which are already committed and available to organize an all-inclusive event for the brand and welcome him. The brand can send the booking request in one click and get the influencer event management, the location, the food&beverage and the range of participants invited by the influencer.

FUTURE EXPECTATIONS AND OBJECTIVES

Brandorbi's vision is to become a new communication media between brands (of any size) and consumers, based on a balanced relationship between all the players in the loop, the Public Relations 4.0. A great number and variety of brands will benefit from our disruptive business model. Since its creation, Brandorbi (which means Brand Everywhere) was thought as a global platform. Our business model, currently active in Italy brings together people from different regions to experience brand-dedicated events which would not have been possible otherwise. This impact only becomes greater when applied to the EU dimension as a whole: creating a new "media" to add to the marketing mix of communication and advertising, exploiting the spread of sharing economy and being a bridge between businesses and private users from different countries and contexts.

MAIN CLIENTS

Startups, creative brands and international brands in tech or innovation market, who needs to activate focus group or brand awareness. The media Brandorbi is particularly interesting and adapted for medium, high-end products or services, in the 3 vertical sectors of Food, Tech and Fashion&Lifestyle.

REGISTERED INTELLECTUAL PROPERTY (IP)

The trade mark Brandorbi is patented as well as the trademark "phygital influencer".

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

We are looking for 800.000€ from financial investors, and searching also industrial investors for the development of some aspects of the technical planning implementation, in AR market or video. The request will be used in marketing for acquisition of key cities in key countries of EU and UK, implementation of features of the platform and native app and increase human resources.

ESTABLISHING DATE

23/12/2014

HEADQUARTERS

Strada alla villa d'agliè, 26 10132 Turin

NUMBER OF EMPLOYEES

20

2017 TURNOVER

750.000€

MARKET

Domestic, International

SECTOR

GreenTech, Ict, Tlc, Iot, Digital Manufacturing

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

Our natural stakeholders are facility managers and all the other professionals involved in managing large non-residential buildings from an energy standpoint. The field of application for Enerbrain systems is therefore airports, schools, hospitals and shopping malls, but we have also developed specific applications for industry. In all these contexts, cutting energy bills has a decisive influence on the balance sheet.

Fully compatible with all HVAC (Heating, Ventilation and Air Conditioning) systems, the Enerbrain system is based on plug & play environmental sensors that monitor building parameters in real time to then improve energy efficiency. Humidity, temperature and CO2 levels, as well as external changes in climate and number of people present, are constantly evaluated to obtain ideal comfort.

Enerbrain not only controls consumption, but also automatically intervenes to reduce it by combining existing systems with an actuator that enables the right conditions to be achieved where needed.

It is the IoT (Internet of Things) that, thanks to cloud computing and the intelligent algorithm developed by Enerbrain, accomplishes the revolution theorised by Industria 4.0: in this case networked buildings capable of autonomously managing their energy resources, in the name of savings and sustainability.

This energy retrofit system is designed especially for large non-residential buildings: schools, airports, shopping malls, hospitals and, in general, all those facilities that together contribute to consuming a quarter of the world's energy. However, Enerbrain also ensures significant savings for large industrial plants.

FUTURE EXPECTATIONS AND OBJECTIVES

Enerbrain is an innovative startup with global ambitions to increase and promote the energy efficiency in non-residential buildings through a groundbreaking, plug&play, friendly IoT kit, suitable for any kind of HVAC system. In the future, if thousands of buildings will have systems of this kind, we will finally see a drastic reduction in pollution in cities. But above all buildings will be able to react dynamically to external and internal changes, as real living organisms optimized thanks to mathematics and technology.

MAIN CLIENTS

FCA, Engie, Iren, EDP, Michelin, Pirelli, Bennet, Carrfour, Quiksilver, Edit-to, Scuola Holden, Lingotto 8gallery, Teatro Carignano.

REGISTERED INTELLECTUAL PROPERTY (IP)

EU Patent Pending

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

It would be useful if investors work in the field of real estate and non-residential buildings.

ESTABLISHING DATE

14/03/2017

HEADQUARTERS

Torino, Via Po 1

2017 TURNOVER

218.928,00€

MARKET

Domestic, International (USA/Canada, Central and South America, Europe, India)

SECTOR

Ict, Tlc, UXi

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED

Our focus is User Experience Improvement (UXI)

Newired's vision is to empower users and customers, so that organizations reap the benefits of their internal and outward facing systems, by making tasks and transactions easier and more expedient to complete.

FUTURE EXPECTATIONS AND OBJECTIVES

Born since just less than a year, Newired (with head office in Italy and development subsidiary in the Czech Republic) is selling its products all over the world. Presence is established – thanks to partners – in the USA and Canada, Spain, France, Nordics, India, Central and South America). We are seeking investors to expand our activities and grow our business.

MAIN CLIENTS

Names of customers are actually under NDA; sectors are: Industry, Banking, Insurance and Finance, Food.

SOUGHT INVESTOR

Financial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million