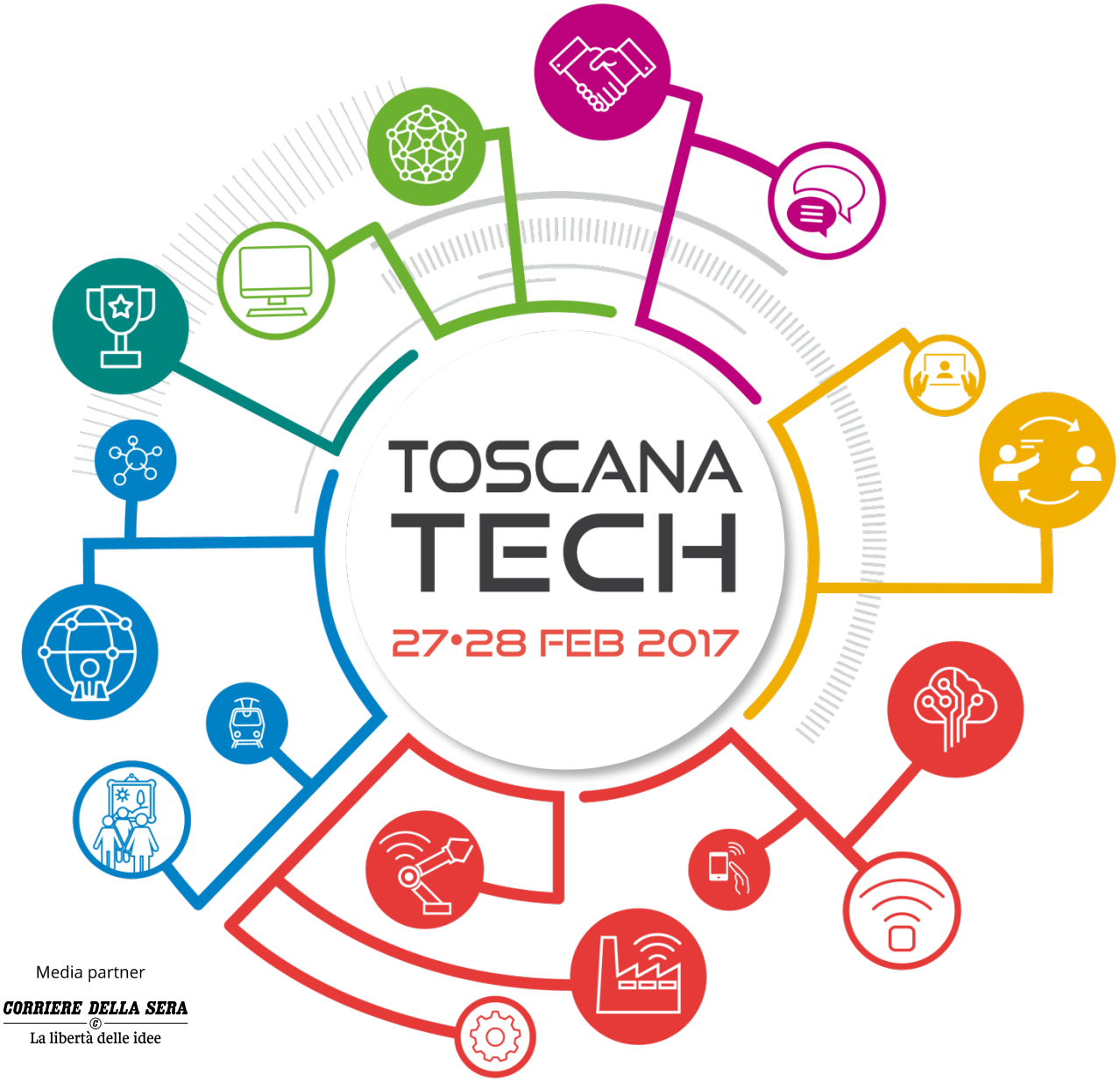


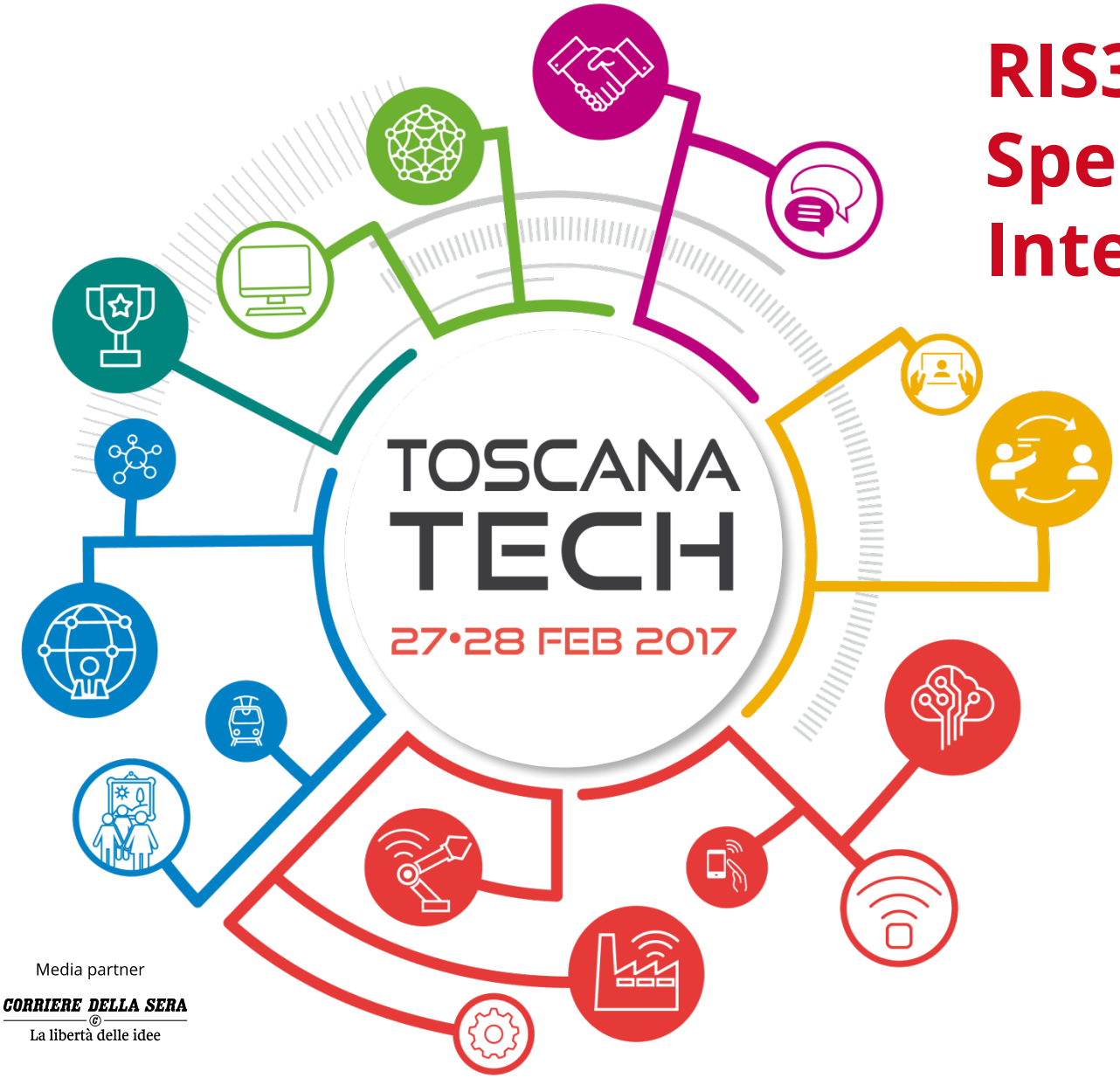
Firenze

Palazzo dei Congressi

27 febbraio 2017

Media partner

CORRIERE DELLA SERA
La libertà delle idee



RIS3-Strategia di Specializzazione Intelligente

Obiettivi, priorità e primi risultati: RIS3 stories

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Gli strumenti di H2020

RESEARCH & INNOVATION

100%
+25%

INNOVATION (FTI)

70%
+25%

SME INSTRUMENTS

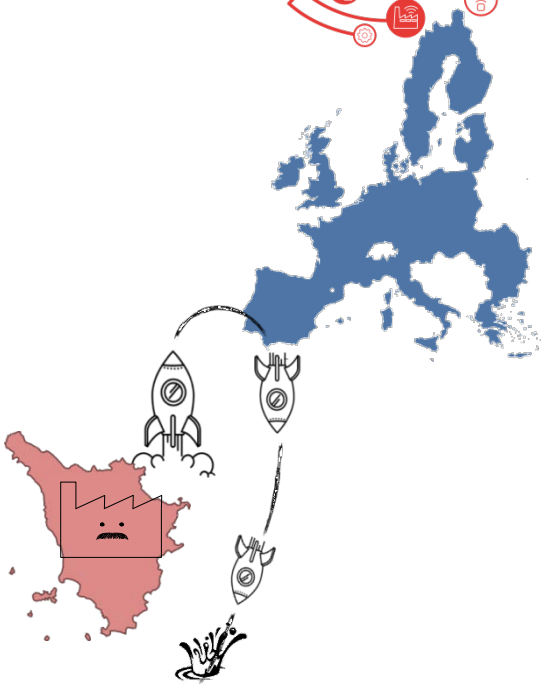
FASE 1

50 k€

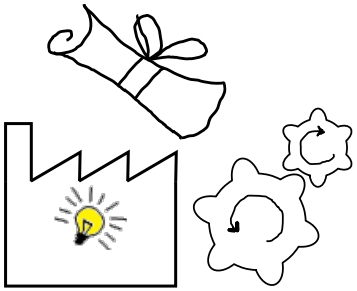
FASE 2

70%
+25%

FASE 3



La valutazione delle proposte



EXCELLENCE

- Descrizione idea progettuale
- Vantaggio competitivo tecnologico e di mercato
- Descrizione problema/bisogno affrontato

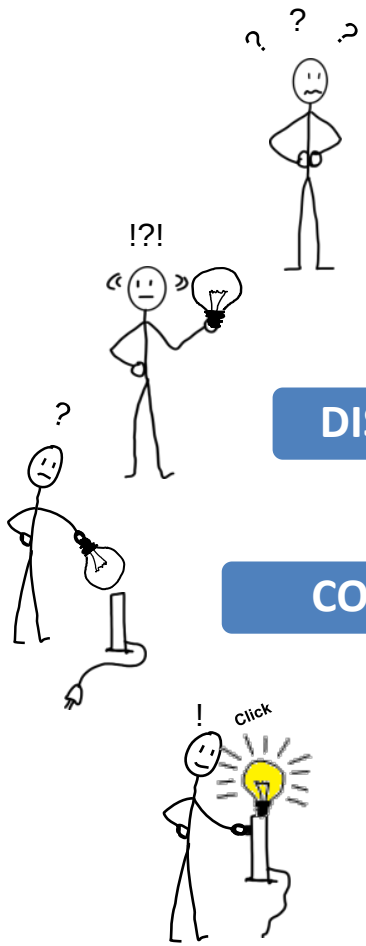
IMPACT

- Descrizione impatto idea progettuale
- Tipologia clienti e mercato individuati
- Strategia aziendale associata all'idea progettuale

IMPLEMENTATION

- Descrizione sequenza attività necessarie all'idea progettuale
- Dinamiche temporali, gestionali e decisionali delle attività
- Costi associati

Le imprese



	IDEA INNOVATIVA	STRUMENTO CORRETTO	MODALITA' CORRETTA
IGNARI			
DISORIENTATI	■		
CONSAPEVOLI	■	■	
PRONTI	■	■	■

Unità H2020 di IRPET

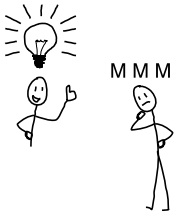
- Sviluppo d'impresa
- Strategia aziendale
  - Marketing
  - Gestione di progetti
    - Internazionalizzazione
    - Business planning
      - Tecnologia
      - Trasferimento tecnologico
        - Proprietà intellettuale
        - Impatto ambientale ed energetico

Obiettivo

- **Informare** le imprese sugli strumenti del programma H2020
- Individuare nelle imprese **opportunità di ricerca, sviluppo ed innovazione**, espresse o latenti, potenzialmente oggetto di domande di finanziamento

- Individuare gli **strumenti H2020 e le relative call** ritenute adeguate alla presentazione di una domanda di finanziamento per le opportunità progettuali individuate

- Supportare le imprese nell'**inquadramento dell'opportunità progettuale** individuata all'interno dell'eventuale call selezionata.

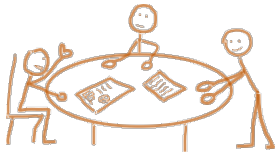


Timeline delle attività

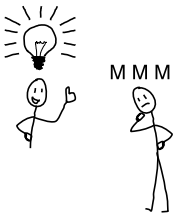
SELEZIONE CALL

VALUTAZIONE REPORT

STRUTTURAZIONE IDEA PROGETTUALE



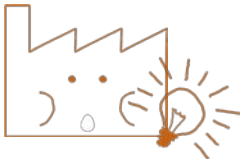
CONSULENZA SULL'IDEA PROGETTUALE



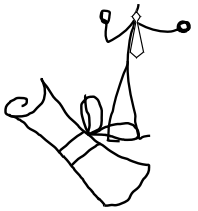
INCONTRO AVVIO FASE 1

REPORT CALL SELEZIONATE

RIUNIONE AVVIO FASE 2



IDEA PROGETTUALE



REPORT FINALE

Efficient energy system

- Alitec SRL
- **Project: Pushing forward irradiation monitoring efficiency in the PV industry**
- As the photovoltaics (PV) industry has exponentially grown towards large scale installation over the last years, the need for accurately monitoring the solar resource of PV power plants has increased. Historically, the PV industry has relied on monitoring stations for irradiance measurements, i.e. bulky and expensive equipment featuring pyranometers, pyrheliometes and sun trackers. However, because of their severe economic and operational limits, this solution does not allows for fine grained detection and intelligence of system failures causing losses of production, and thus of revenue, and low efficiency of maintenance operations. Our project **aims at bringing to the market an innovative smart and handy environmental sensor featuring innovations in terms of technology, capabilities and cost that significantly exceed limits and downsides of irradiation assessment tools commercially available**. By enabling a simple and efficient single-tool monitoring it empowers plant managers for precise and accurate characterization of the PV performance, that directly translates into room for optimizing profitability. Two major European companies have expressed a strong interested in the our sensor and are willing to run pilot tests in their PV installations: one is LightSource, the leading developer of solar PV projects with 30% market share in the large scale solar sector in UK; the other is Enel Green Power, the Italian-based multinational developer and manager of 1.6 GW of large-scale solar plant across Europe, Africa and Americas. These two giants cumulatively manage 1.1% of total solar capacity installed worldwide.
- **Topic: Stimulating the innovation potential of SMEs for a low carbon and efficient energy system**
- Total budget: 956.803 € EU Contribution: 669.762 €
- Project type: Phase 2 Start date: 01/03/2017 End date: 28/02/2019

Smart cities

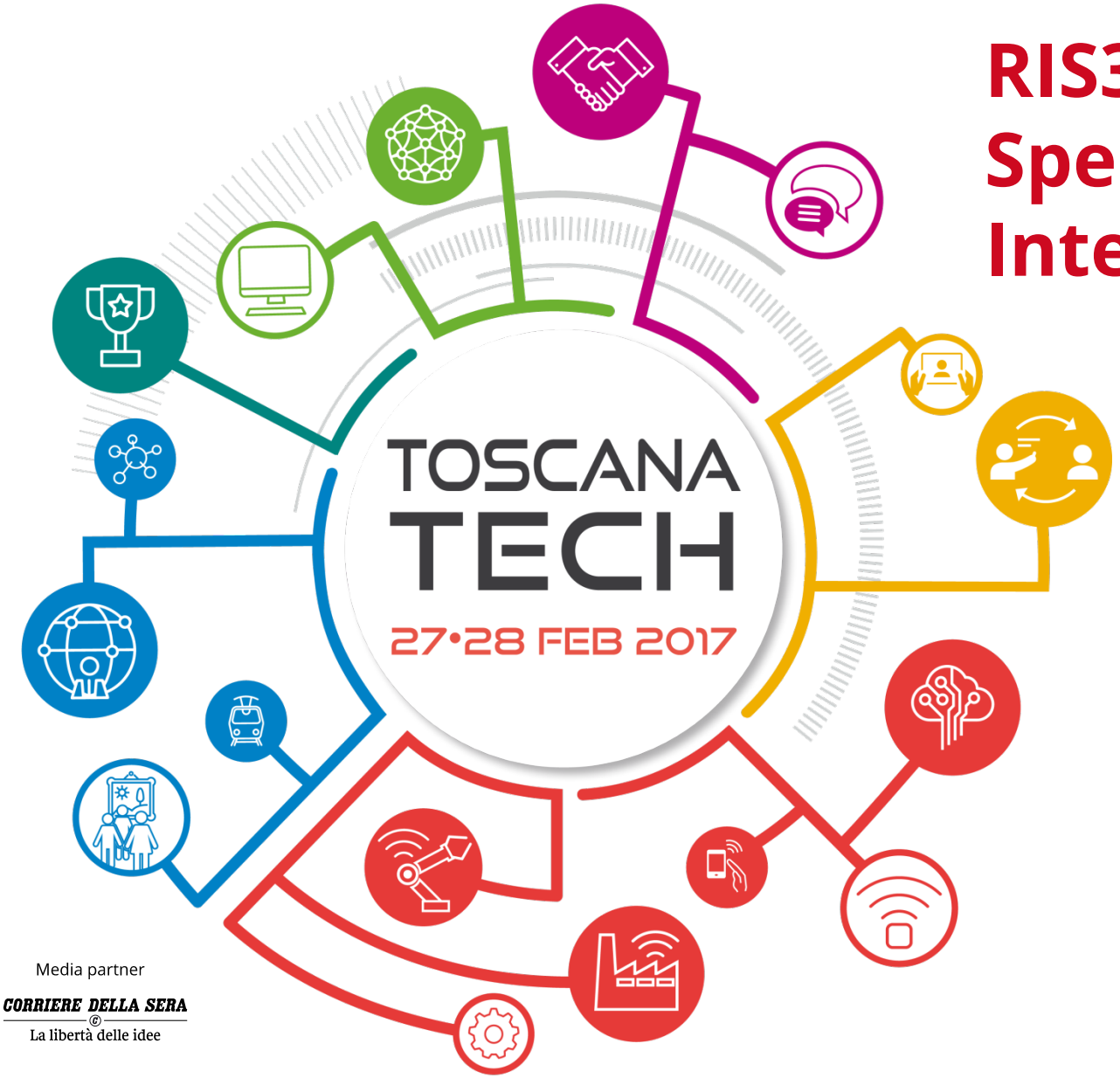
- **TERTIUM Technology S.r.l.**
- Project: **SensorToCloud Technologies for Loss Prevention and Smart "Last Mile" Logistics Operations**
- Tertium technology has a successful track of record in developing and commercializing sensing devices that integrate and enhance business processes. More than 21,000 sold products support Tertium's success, quality and reliability in previous innovative products. The introduction of Logist-IoT into the market is the result of our latest research efforts to advance in our strategic business line "internet of things on the road". Growth is supported by strong distribution partnerships, such as Tom Tom telematics, which opens up an enormous market for initial introduction of our newly developed solutions; however, it also represents a key opportunity for the company to progressively transition from hardware manufacturer to a comprehensive service provider. **Logist-IoT is a Mobile SensorToCloud platform that provides real-time monitoring of the conditions of the delivery (temperature, humidity and sealed doors) providing a tool to protect revenues (by checking of state of preservation), support compliance with cold chain and other transport regulations (by providing automatic feed of data) and increase efficiency (by reducing energy consumption, anticipating weak areas and pinpointing operational inefficiencies).** The Logist-IoT project was triggered by the request from our client base, most specifically by companies in the large-scale distribution. It allowed us to develop a scalable solution adapted to our end user needs. The versatility of our IoT sensors enables an innovative business model based on a leasing or pay-per-use service rather than an upfront investment, facilitating adoption in the industry. From the initial assessments carried out with pilot customers, in the food and pharmaceutical industries, **we estimate benefits that range 10 times to 100 times the cost of services.** The attractiveness of our value proposition has been validated with the market acceptance of the first version of our platform,operational in over 1000 vehicles of distribution companies.
- **Topic: Small business innovation research for Transport and Smart Cities Mobility**
- Total budget: 71.429 € EU Contribution: 50.000 €

Eco-innovative food production

- Pnat srl
- Project: **Jellyfish Barge - A floating greenhouse**
- Today's current food system is unsustainable economically, environmentally and socially. Given finite arable land, fuel and water supplies, innovative self-sufficient farming modules are a solution to contribute to mitigate this global challenge. Pnat s.r.l., a dynamic SME, spin-off of the University of Florence, established to **emphasize a culture of innovation and technological excellence, is developing Jellyfish Barge, a floating agricultural greenhouse, able to purify salt, brackish or polluted water using solar energy**. Jellyfish Barge is built with low-cost technologies and simple materials, also appropriate to the self-construction paradigm. A feasibility study and a business plan will be crucial for the assessment of the strength of our business, giving us the key features to address the future development of our activities and market entry. According to our proposal, in 6 months, we will dedicate great attention to the analysis of the market, the business strategy, the economic viability and special effort will be invested in exploiting eco-sustainable solutions for the reduction of the productive costs. Furthermore, a geographic viability assessment, and the development of a parametric table that integrates all information achieved, will be useful tools to model our business potentiality and viability.
- **Topic: Resource-efficient eco-innovative food production and processing**
- Total budget: 71.429 € EU Contribution: 50.000 €
- Start date: 01/06/2015 End date: 30/11/2015

Space research and development

- Sofasi srl
- Project: **Hyperspectral Lightweight Imagers for micro-PlatformS**
- The HyLIPS project aims at the commercialization of two ultra-light hyperspectral imagers, one specifically designed to be hosted by microsatellites and devoted to the space market, and the other designed to be hosted by drones and unmanned aircrafts and aimed at a broader market. With the HyLIPS project, Sofasi aims at two key strategic objectives: - innovate the offer to its regular clients related to the space market (space agencies, public institutions, universities). To date Sofasi srl is committed to the testing of instruments for remote sensing, laboratory and in-field measurement. The new sensor will face another need of this type of clients, increasing enormously Sofasi's business opportunities. - **radically change its positioning in the business, from its previous state of consultancy firm, to a high-tech small producer. The idea behind the project is that in a medium term horizon, Sofasi srl will reach a new and wide market share (unmanned aircrafts market) thanks to the imager designed to be hosted by drones.** The sensors can be partially scaled in order to be hosted by various types of platforms optimizing payload performance and budget requirements. The expected sensor mass is comprised between 0.1-0.2 kg, with a power absorption lower than 1 W and a linear size not exceeding 0.2 m. Such sensors could be hosted by several micro-platforms whose utilization is growing fast. The market shows an increasing offer of drones and microsatellites and is characterized by a substantial inadequacy of miniaturized payloads. The lack of reliable payloads with small mass and power absorption is the main obstacle to the diffusion and utilization of the micro-platforms. Today, miniaturized RGB cameras represent the most common sensor available for drones, while the offer of payloads for microsatellites is almost vanishing. The development of new payloads with improved discrimination ability would boost the market of platforms, payloads and their practical applications.
- **Topic: Engaging SMEs in space research and development**
- Total budget: 71.429 € EU Contribution: 50.000 €
- Start date: 01/06/2016 End date: 30/11/2016



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