

WATCHER²⁰¹⁹

November 2019

Edited by

ART-ER Attractiveness Research Territory, the Emilia-Romagna Joint Stock Consortium born with the purpose of fostering the region's sustainable growth by developing innovation and knowledge, attractiveness and internationalization of the territory.

MATCHER

INTERNATIONAL OPEN INNOVATION PROGRAM

www.match-er.com



Increasing the added value of products and services, to generate sustainable development and quality employment: this has been Emilia-Romagna's shared strategy over the last 5 years, starting from the signing, in 2015, of the "Pact for Work" by all institutional, economic and social players of our region. And, overall, the results have been satisfying. Despite the low growth scenario affecting Italy, from 2014 to 2018, Emilia-Romagna's added value - the quality of its output, resulting from technological innovation and from people's intelligence and skills - increased by 5.5%, while the number of employed people increased to over 2 million, with unemployment down from 9% to 5.5%.

This strategy has contributed to Emilia-Romagna's repositioning in Europe and worldwide. Out of many, three priority actions are worth mentioning, which we deployed to pursue this objective: further strengthening of our structured relationships with international partners, in Europe and worldwide, steering the regional system towards the Sustainable Development Goals of the United Nations 2030 Agenda, supporting the internationalization of our enterprises and the attractiveness of our region. These activities were implemented enhancing international relations with highly advanced areas and countries and culminated in the Regions for global sustainable development Declaration, signed in Bologna in June 2019, together with some of the most innovative regions in the world, in four continents, namely Gauteng, Guangdong, Pennsylvania, California, Nouvelle-Aquitaine and Hesse.

As regards international attractiveness, the big program of regional, national and EU investments underway has proved quite strategic to make Emilia-Romagna the European Data Valley and the home of supercomputer and Big Data systems. This program is an unprecedented concentration of investments in infrastructures, technologies, and skills, truly unparalleled in Italy and with very few equals in the world; in the last few years, it achieved new acquisitions, such as the European Data Centre for Medium-Range Weather Forecasts (ECMWF), which is going to move to Bologna Technopole in 2020, and Leonardo, one of three next-generation pre-exascale supercomputers, with CINECA as the promoter. This program is going to shape the economic and social future of Emilia-Romagna and the entire Italy; this Region supports it also with a specific law, which was unanimously approved by the Regional Legislative Assembly in June 2019 and is the first regional strategic direction deed ever passed in Italy on data economy.

This strategy and this scenario featuring high dynamism and international momentum are the natural background of such an important initiative as MATCHER; thanks to this initiative, tens of large manufacturer groups of our region, which want to develop innovation projects, meet the international startups selected by ART-ER, exploiting the priceless wealth of international relations and contacts gained over the years.

We do believe that this is the right strategy for Emilia-Romagna to look ahead with courage and ambition. The worst prophecy, stemming from a common belief, is that we have left the best behind us and our children will be worse off than their parents. That is not true and it is up to us, and our children themselves, ensuring that quite the contrary happens.



Stefano Bonaccini
President of the Emilia-Romagna Region

MATCHER

Promoted by



Coordinated by



With the support of



Network Partners



BIG.MATCH Brokerage Event is organised in the framework of





6

MATCHER | International Open Innovation Program

12

Corporates' Open Innovation quotes

22

Smart Mobility: trends & startups

34

Healthcare & Wellbeing: trends & startups

46

Future of Packaging: trends & startups

58

Notes



November 13th-14th 2019

Palazzo Magnani | Bologna, Italy



MATCHER

INTERNATIONAL OPEN INNOVATION PROGRAM

40 CORPORATES

BASED IN EMILIA-ROMAGNA REGION, ITALY

43 STARTUPS

FROM ALL AROUND THE GLOBE

MATCHER

INTERNATIONAL OPEN INNOVATION PROGRAM

The strategic idea behind MATCHER was to create an open innovation program capable of attracting the best startups from all over the world to Emilia-Romagna and involving world-renowned regional corporates in a process of collaboration and activation of partnerships, with the aim of identifying new innovative solutions for the future of the market, in the sectors of:



**Smart
Mobility**



**Healthcare
& Wellbeing**



**Future
of Packaging**

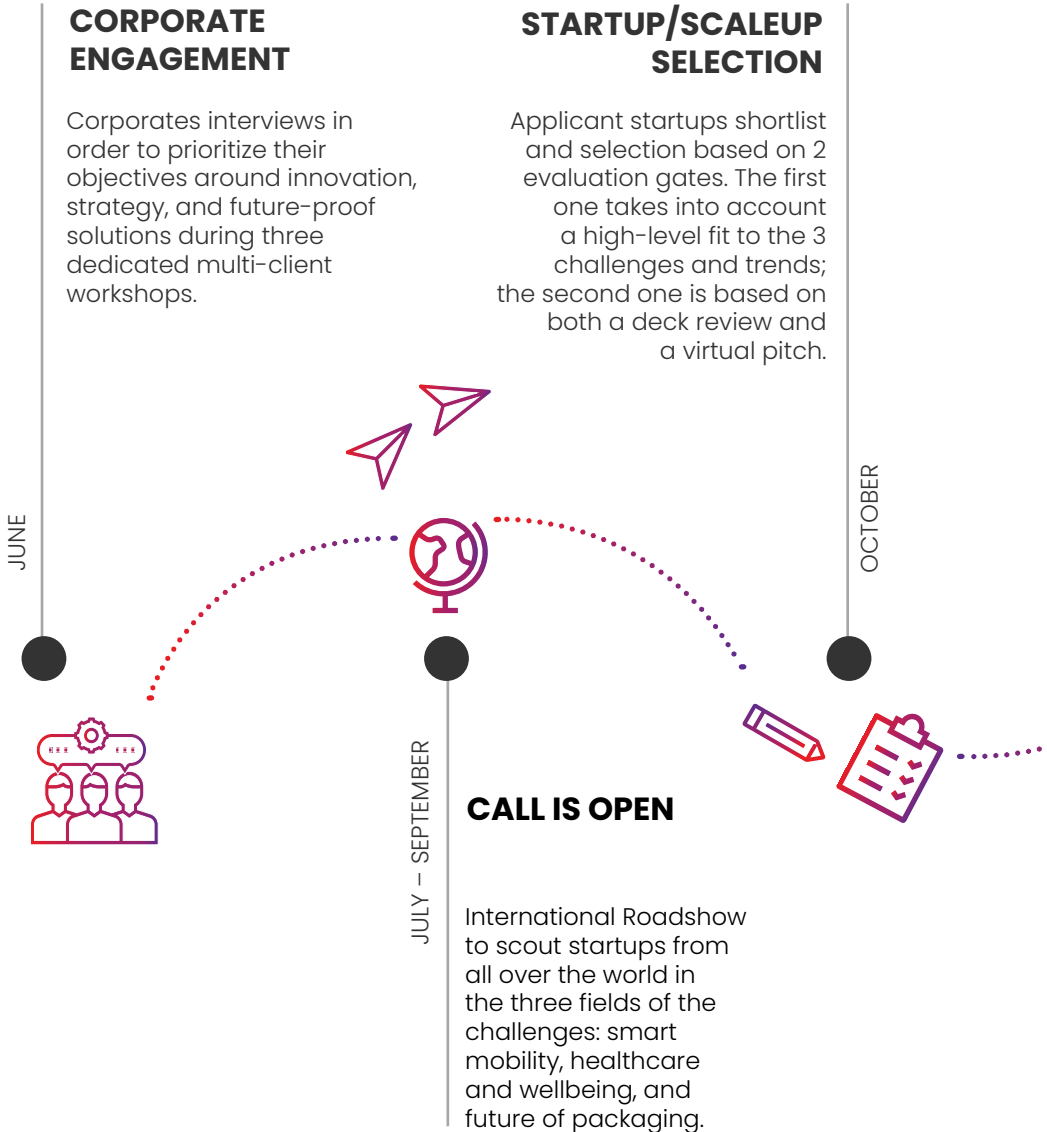
The initiative is promoted by the **Emilia-Romagna Region** with the coordination of **ART-ER** and the support of **Deloitte Officine Innovazione**.

ART-ER Attractiveness Research Territory is the Emilia-Romagna Joint Stock Consortium born with the purpose of fostering the region's sustainable growth by developing innovation and knowledge, attractiveness and internationalization of the region itself.

Special thanks go to the partners of MATCHER; their ideas and work have contributed to the realization of this International Open Innovation Program: the regional **Clust-ER** system, **CNA Emilia-Romagna**, **Confcooperative Emilia-Romagna**, **Confindustria Emilia**, **Legacoop Emilia-Romagna**, **UniCredit**, **Unioncamere Emilia-Romagna**.

PROGRAM'S PATH

2019 EDITION



MATCH.POINT

Corporate partners and startups meetings to have a unique chance to create a win-win relationship aiming at developing a concrete pilot to marketize in low-mid time frame.

OCTOBER – NOVEMBER

STARTUP/SCALEUP ON-BOARDING

Three-week virtual program aimed at reviewing startups business models, consolidating their value propositions and revamping their pitch deck to be prepared for the final pitch session.

NOVEMBER 13th




BIG.MATCH FINAL.MATCH

Meetings among innovative corporations, startups and research laboratories from all over the world to enrich each other; an Open Innovation Event with keynotes from international guests and inspiring talks.

NOVEMBER 14th

CORPORATES

OPEN INNOVATION QUOTES

-  Smart Mobility
-  Healthcare & Wellbeing
-  Future of Packaging



“Bologna Airport is committed to innovate processes and services for enhancing the passenger experience, pursuing the objective of making the customer journey seamless, by using collective intelligence.”



Silvia Lombardi
Innovation, ICT & Quality Manager, Aeroporto G. Marconi di Bologna
www.bologna-airport.it/en/the-company/?idC=62176



“Alfasigma is convinced that Open Innovation is a pivotal approach to support a long term development of new products and services, that are able to serve unmet needs of our patients and stakeholders.”



Pier Vincenzo Colli
CEO, Alfasigma
www.alfasigma.com/en



“At Amadori we are convinced that to Innovate is necessary to go beyond our company's border and be 'Open'.”



Gianluca Giovannetti
Chief Innovation and Business Services Officer, Gruppo Amadori
www.amadori.com/en/



“Our Head Quarter can allow access to new and important markets, but the innovation is the secret that increase competitiveness. B Braun Avitum Italy has the respect for the value that the startups bring with them.”



Giuliana Gavioli
Head of Regulatory Affairs, B. Braun Avitum AG
www.bbraunusa.com/en.html



“Through Open Innovation, we want to encourage entrepreneurs, makers, and innovators to join forces to create new food ecosystems for a better and healthier world. Good for You, Good for the Planet!”



Giancarlo Riboldi
Open Innovation Senior Manager, Barilla
www.barillagroup.com/en

“We have a relentless commitment to excellence, innovation and sustainability.”



Bonfiglioli Management
www.bonfiglioli.com/international/en



“BorgWarner Inc. is at the forefront of vehicle technology. We are open to collaborative development with all types of partners and in different forms, aiming to provide truly innovative products to our Customers.”



Andrea Bassi
Sales Director Global - Battery Chargers, Inverters and DC/DC Converters, BorgWarner Inc.
www.borgwarner.com/home

“Open innovation for Bormioli Pharma means to create a porous environment that generates new value, where people are continuously stimulated towards open-minded and innovative ways to work.”



Federico Piutti
Innovation Manager, Bormioli Pharma
www.bormioli-pharma.com/en/

“We work every day to guarantee quality and innovation for our partners and to grow together with them in today’s global market.”



Massimo Bucci
Chairman, Bucci Industries
www.bucci-industries.com/en/index.html

“CAAB is totally self-sufficient in terms of energy thanks to its solar roof system which is the largest in Europe. CAAB objective is to increase the solar panels in the future years.”



Duccio Caccioni
Deputy Director, CAAB
www.caab.it/en/



"We want to be a reliable partner and a point of reference for our customers and consumers. We improve lives and well-being by taking care of people and anticipating needs with innovative solutions."



Giovanni Decimo
Logistics Director, Camst Group
www.camst.it/en



"Open Innovation is a culture that helps companies accelerate and make their developments more sound. It is a funnel integrating multidisciplinary inputs and those coming from all the company's stakeholders, in a very wide sense."



Fabio Rangoni
Chairman, Cardioline
<http://eng.cardioline.com/>



"In the current environment, characterized by high volatility and interconnection between many stakeholders, the R&D and commercialization of innovative pharmaceutical solutions must leverage on new ideas and points of view, both internal and external, ensuring that the necessary knowledge flows across the Company boundaries through a proper and well managed Open Innovation approach."



Riccardo Mariani
R&D Projects and Portfolio Management Director, Chiesi Farmaceutici
www.chiesi.com/en/home/



"For CIRFOOD, feeding the future means preserving the health and well-being of the consumers, satisfying their needs with full respect to food chain actors and planet resources, and leveraging all technology tools available."



Marco Campagna
Innovation & Strategy Director, CIRFOOD
www.cirfood.com/en/home



"For Coopselios, Open Innovation means a constant research of innovative assistance and care methodologies, flexible and specialized services with the support of the most innovative technologies for families, organizations and companies."



Raul Cavalli
General Manager, Cooperativa Sociale Coopselios
www.coopselios.com/?lang=en

“Doing Open Innovation means recognizing that the company has the know-how but not always the resources to solve the problems that it has generated. Opening up to external collaborations is the only way to bring wealth and create value.”



Carlo Bassanini
Chief Operation Officer, Coopservice
www.coopservice.it/en_US/

“Elcam Medical open innovation process is strongly dependent on deep interaction with partners in business and scientific community, to drive our R&D process for valuable improvement to patient’s health.”



Gianluca Menghi
CEO, Elcam Medical Italy
www.elcam-medical.com/

“This year, we shall achieve a turnover in excess of 260 million euros with a workforce of 700. Considering that our company was formed by a small group of people focused on research and development, the first thing that comes to mind is that to innovate you need the courage to change. You have to leave your comfort zone and forget your fears - because innovating can, in fact, be frightening. If we ever have to go back, we’d rather go back and take another run at it than go back and give up.”



Gabriele Grassi
Global Communication Supervisor of Elettric80 and BEMA, Electric80
www.elettric80.com/index.php?vses_linguascelta=2

“For us, Open Innovation means maximizing patient safety.”



Marco Tagliavini
General Affairs Manager, Eurosets
www.eurosets.com/

“Open innovation: this is our way for the evolution of freshness.”



Stefano Mele
CEO, Gruppo Fabbri Vignola
www.gruppofabbri.com/en/



“Battery innovation will take us beyond the current frontiers for electric mobility.”



Fabio Giatti
CEO, FIVE
www.fivebikes.it/en/



“Today, to open up horizons to the company that ensure its perennial nature, it is necessary to measure itself against innovation, lightening the internal structures, creating projects that bring new skills from the outside: light structure, powerful architecture and innovative planning; strong and productive alliances with start-up, universities, research institutes, supply chain projects.”



Ettore Sansavini
Chairman, GVM Care & Research
www.gvm spa.it/en-US/Home-en



“Open Innovation at HNP is not only a modern tool enabling competencies, networks, and growth, but a pervasive corporate philosophy supporting business processes at their very heart.”



Jacopo Koch
Business & Innovation Developer, HNP
<https://hnpgroup.eu/en/>



“Collaborative&innovative solutions” to enhance the Emilia-Romagna transport, mobility, and logistics sector.”



Andrea Bardi
General Manager, Institute for Transport and Logistics Foundation
www.fondazioneitl.org/en/



“The three main concepts that have consistently characterized our corporate culture over the past 60 years are sustainability, innovation, and internationalization.”



Stefano Landi
Chairman, Landi Renzo Group
<https://landirenzo.com/us>

“Willpower, the ability to approach ever-challenging enterprises and the Italian passion for product fine tailoring are the reasons that have always inspired our company in facing important and committing projects of expansion and innovation.”



Maurizio Marchesini
Chairman, Marchesini Group
www.marchesini.com/



“MMB Software’s mission is to support car service sector businesses in order to make the most of the work they do and put their ideas into practice through IT solutions and hi-tech, innovative platforms.



This constant, daily commitment aims to improve and customise the services offered to our customers to increase their productivity and attract users to the world of car repair and servicing. This obligation also reflects every driver’s right to safer motoring.”

Nicola Ruzza
Commercial Director, M.M.B.
www.mmbsoftware.it/portalemmb/en/home



“We strongly believe that open innovation is a key factor to innovate. We aim to create partnerships, both technical and commercial, to create a network of long-lasting relations for win-win opportunities.”



Matteo Mingardi
Corporate Innovation Manager, Pelliconi & C.
www.pelliconi.com/site/en/index/



“We see open innovation as a standard working approach to support the business growth of our company, opening new markets through transferring technology and creating fundamental and additional values to all our customers. Open Innovation is a must, not an option if we want to succeed.”



Michele Poggipolini
Executive Director, Poggipolini
www.poggipolini.it/en/index.html





“Heading innovation is the key to success. We consider our strong cooperation with excellent Research Centres as a strategic asset in order to “become a world leader in lab-on-a-chip technology applied to on-site chemical analysis.”

Matteo Monticelli
Managing Director, PolGroup
www.polgroup.it/indexeng.html



“We believe in the power of open innovation to create connections and to encourage collaboration among companies and people. Sharing information is our starting point to create value.”

Claudio Masini
CEO, Quix
www.quix.it/



“Activate an innovation path, through external comparison, towards sustainability improvement (environment, safety, human factors) in internal production processes and develop marketable, innovative business services.”

Cristina Boniburini
CEO, RIMEF
www.rimef.com/en/



“Corporate culture has always meant to us, first and foremost, culture of innovation: we have carried it out concretely with our TechLab™, the most advanced research labs system in the sector, dedicated to the continuous development of the product and the process.”

Enrico Aureli
CEO, AETNAGROUP
www.robopac.com/en-IT/

“Open Innovation is at home in Sacmi, with workers engaged in a continuous improvement process and customers, suppliers, research and technology partners all cooperating in the production of value.”



Gildo Bosi
Automation R&D Manager, SACMI
www.sacmi.it/en-us/

“In Sanofi Genzyme we seek innovative ways to bridge technology to people’s health needs. Make to Care - a multistakeholder initiative aiming at stimulating and supporting bottom-up and patients’ innovations that can help people with disabilities - summarizes our approach to Open Innovation, based on partnership with Patient Associations, Universities, and start-ups.”



Marcello Cattani
General Manager, Sanofi Genzyme Italy
www.sanofigenzyme.com

“We are thus inventing and delivering technologies for a more sustainable world. Lessening energy and raw material consumption is imperative for all of us, in buildings to industry, from cities to data centers. We have committed 5% of annual revenue to R&D, and, today, 45% of our revenue comes from connected products, solutions, and services. To accelerate this commitment to digital, we co-innovate with partners and customers where, together, we can accelerate efficiency and sustainability.”



Jean-Pascal Tricoire
Chairman & CEO, Schneider Electric
www.schneider-electric.com/ww/en/

“Our duty is to rethink the ways ideas are generated and bring them to market – the next big advance that might reshape the food industry can combine both internal R&D ideas and external ones. Our goal is to be the first to find them.”



Business Development Team Leaders Italy, Sealed Air
<https://sealedair.com>



"...Yesterday's success will not be enough for tomorrow. Explore to Learn, learn to Innovate, innovate to Grow. Open Innovation powered by Internal and External innovation, gives Speed and bring Value Faster to the Market..."



Paolo Scarabelli
Automation and Digital-Innovation & Partnership Manager, Tetra Pak
www.tetrapak.com/



"We work to create a world running on clean energy. Our growth model is based on economic, social and sustainable progress. We want to provide electricity and light to those who are without it today."



Andrea Tozzi
CEO, Tozzi Green
www.tozzigreen.com/en/



"In a market characterised by emerging risks, digitisation and the entry of new players, UnipolSai Assicurazioni will be strengthening its leadership in the main areas of its insurance product range to provide new services in three reference ecosystems: mobility, welfare and property."



UnipolSai Assicurazioni
www.unipolsai.com/en/about-us/corporate-profile

Smart Mobility

Smart Mobility has become as much a matter of bits and bytes as of physical infrastructures.

Innovative infrastructure, connected vehicles, IoT and advanced analysis enable people and goods to move faster, safer, cheaper and cleaner.

16 CORPORATES
15 STARTUPS

Trends





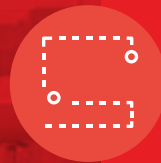
Electric vehicles

Technologies and innovative solutions aimed at fostering the development and the adoption of electric vehicles



Connected vehicles

Vehicles with intelligent sensors capable of interacting with other vehicles and infrastructures in order to increase driving experience



Innovative infrastructure

Innovative public and private infrastructures aimed at fostering the development and the use of new mobility solutions



Smart logistic

Innovative solutions aimed at improving goods management and handling, across all the supply chain



Autonomous vehicles

Vehicles with technologies capable of moving without human intervention thanks to technologies such as lidar, gps, radar and sonar



Micromobility

Electrified or semi-electrified means of transport for short-range urban movements (e.g. scooters, overboards, etc.)



Intermodal transport

Combined different mobility solutions aimed at improving efficiency and reducing travel costs and time



ANYWAY.CITY

—
anyway.city

CONNECTED VEHICLES, INNOVATIVE INFRASTRUCTURE



Amsterdam, Netherlands

8

Team members

5

TRL

Predictive driver behavior platform for car rentals allowing to earn more and to approach users personally.



AUTING

—
auting.it

CONNECTED VEHICLES



Bologna, Italy

5

Team members

8

TRL

Auting is the first car sharing peer to peer in Italy. Born in 2017 with the support of Reale Mutua Assicurazioni, Auting matches people who own a little-used car with people who need a car for one or more days.

TRL KEY

Production (8) | MVP (7) | Pilot (5) | Prototype (4) | PoC (3)



BelebGO

—
belebgo.com

SMART LOGISTICS, CONNECTED VEHICLES



Manila, Philippines

15

Team members

8

TRL

Beleb LTD has a 10-year track record building mobility and IoT solutions. With Cyclever starting in Berlin they aim to build a universal dispatch platform for green and emission-free last mile city logistics and deliveries primarily carried out by (cargo) bicycles and electric-powered vehicles.



BREEZE TECHNOLOGIES

—
breeze-technologies.de

CONNECTED VEHICLES



Hamburg, Germany

8

Team members

7

TRL

Breeze Technologies is a leading vendor of hyperlocal air quality data and analytics based on proprietary sensors, public measurement infrastructure and other data sources like satellites.



CARGUP

cargup.com

SMART LOGISTICS, INNOVATIVE INFRASTRUCTURE



Gravina in Puglia, Italy

15

Team members

7

TRL

CargUp helps small and medium-size companies connect with compatible carriers with enough space on their trucks and, moreover, managing their supply chain. CargUp provides a professional trusted network, transparency on suppliers, and network growth.



EMField

emfield.ru.com

MICROMOBILITY, ELECTRIC VEHICLES



Moscow, Russia

2

Team members

7

TRL

EMField patented technologies allow producing electric generators and electric motors with an efficiency 10% higher than the existing ones and this is not the limit, while the cost price is 50%.

Transition from one type or size of the generator to another can be done in one or two days.



eProInn

—
eproinn.com

ELECTRIC VEHICLES



Salerno, Italy



Team members



TRL

eProInn (Energy and Propulsion Innovation) is a spin-off company of the University of Salerno, created by the initiative of professors and researchers related to eProLab (Energy and Propulsion Laboratory) of the Department of Industrial Engineering.



FAZEL1

—
fazelone.weebly.com

INNOVATIVE INFRASTRUCTURE, AUTONOMOUS VEHICLES,
ELECTRIC VEHICLES



Tehran, Iran



Team members



TRL

FAZEL1's Dynamic Charging Platoon Technology solves EV fleet range anxiety on highways. Vehicles platooned with FAZEL1 technology receive electrical charge from a vehicle energy source in-motion.

Heptasense

HEPTASENSE

—
heptasense.com

INNOVATIVE INFRASTRUCTURE



Lisbon, Portugal



Team members



TRL

Heptasense is a video analytics software for surveillance cameras that is able to detect and predict behaviors of people and vehicles that may jeopardize the security and safety of the locations.



LEXA TEXER

—
lexatexer.com

SMART LOGISTICS, ELECTRIC VEHICLES



Berlin, Germany



Team members



TRL

LexaTexer offers predictive analytics to help corporations direct decision making by integrating and analyzing unstructured and numerical information with machine learning technology. LexaTexer is lightweight platform technology which lets you rapidly build data-driven, AI applications.



LINKY INNOVATION

linkyinnovation.com

MICROMOBILITY



Falerone, Italy



Team members



TRL

Linky Innovation provides unique products that increase the freedom and independence of customers with an uttermost respect for the environment. The key product differentiators are a unique foldable system (protected by patent), unique style, set of backpacks, low weight and automotive materials.



SCROOSER

scrooser.com

MICROMOBILITY, ELECTRIC VEHICLES



Berlin, Germany



Team members



TRL

The SCROOSER defines mobility in a new category - it's a unique electric riding experience:

- * It's emission free and sustainable
- * It's pure riding joy and fun
- * It's outstanding designed and really cool



SHOTL

shotl.com

INTERMODAL TRANSPORT



Sant Cugat del Valles,
Spain

16

Team members

8

TRL

Shotl is a mobility platform that empowers transport operators to supply on-demand bus services by matching multiple passengers headed in the same direction with a moving vehicle. The solution has been conceived to supplant inefficient bus lines or to improve existing shared transport services.



THE EDGE COMPANY

theedgecompany.net

SMART LOGISTICS



Rimini, Italy

5

Team members

5

TRL

The Edge Company - Ventur masters Artificial Intelligence enabling product and process innovations. Two main key areas: Computer vision - Augmented Reality. Cutting edge tech solutions for Aerospace, fly safety, smart mobility & I 4.0 and training.



UPSTEAM

upsteam.ee/eng.html

SMART LOGISTICS, CONNECTED VEHICLES



Tallinn, Estonia

40

Team members

7

TRL

With UpSteam you can order a mobile car wash at your doorstep with just a couple of clicks in the app. They save companies and drivers money & time. They're using the world's most eco-friendly technology to clean cars and they can do it absolutely anywhere.

Healthcare & Wellbeing

Health protection is increasingly shifting from care to prevention and promotion of personal well-being.

Advanced biotechnology, digitization, wearable devices and IoT are the greatest facilitators behind the change taking place.

19 CORPORATES
15 STARTUPS

Trends





Internet of Medical Things

Medical devices and applications that connect to health care information technology systems using networking and cloud infrastructures



Wearable devices

Devices and technologies used to track wearer's vital signs and fitness related data in order to foster people wellbeing and disease's prevention



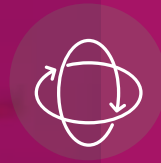
Advanced technology

Innovative solutions such as 3d printing, nanotechnologies and telemedicine in order to enhance disease's diagnosis and treatment



Precision medicine

Innovative solutions aimed at customizing healthcare, with medical decisions, treatments, practices and products being tailored to the individual patient



Nutrition as prevention

Innovative services capable of analyzing people health indicators and providing customized meal and nutrition plans in order to enhance personal wellbeing



Digital reality

Augmented, virtual and mixed reality used to diagnose illness, monitor patients, plan surgical operations, but also train doctors and educate patients



Gene editing

Innovative technologies capable of inserting, deleting or replacing portion of DNA at a specific site in the genome of an organism or cell



Aptus.AI

aptus.ai

PRECISION MEDICINE, DIGITAL REALITY,
ADVANCED TECHNOLOGY



Pisa, Italy

6

Team members

3

TRL

Aptus.AI is Deep Learning IN ACTION.

As a medtech startup they are focusing on Artificial Intelligence applied to radiology workflows and imaging. They support radiologist in early detection of Breast Cancer, applying Image Recognition and Deep Neural Networks to detect cancer in mammograms.



BESTEST

m2test.it

INTERNET OF MEDICAL THINGS - IOMT,
DIGITAL REALITY



Trieste, Italy

4

Team members

8

TRL

M2TEST provide the BES TEST (Bon Elastic Structure Test): the next generation for osteoporosis diagnosis.

TRL KEY

Production (8) | MVP (7) | Pilot (5) | Prototype (4) | PoC (3)



BOHR

bohr.app

PRECISION MEDICINE, WEARABLE DEVICES, DIGITAL REALITY



Bologna, Italy

3

Team members

5

TRL

BOHR is an innovative blockchain-based software solution that guarantees the immutability and secure shareability of data during the different stages of the scientific research process. BOHR is your private decentralized solution to store and share your research and clinical data file.



DEVERSIFY

deversify.com

INTERNET OF MEDICAL THINGS - IOMT,
WEARABLE DEVICES, DIGITAL REALITY



Uppsala, Sweden

3

Team members

7

TRL

Deversify vision is that everyone should understand their own health situation. Founded on three world-unique product ideas addressing three of the main killers in the world today: obesity, smoking and heart failures. Acetrack, their first product, is a breathalyzer that monitors metabolic status.



DOCFABER

—
docfaber.com

NUTRITION AS PREVENTION, DIGITAL REALITY



Bologna, Italy

5

Team members

8

TRL

DocFaber is an innovative start-up offering a high level of educational food service in App. Their mission is to contribute to people wellbeing. Thanks to its strong scientific bases and innovative technology DocFaber can offer a specific and personalized food program, menus and Nutritionist service.



DOCUNQUE

—
docunque.it

PRECISION MEDICINE, DIGITAL REALITY



Frascati, Italy

2

Team members

8

TRL

Docunque is the first free management software for physicians, designed to server general practitioners.



E.L. EASY LIFE

familicare

WEARABLE DEVICES



Milan, Italy



Team members



TRL

Familicare is the system that helps families take care of elderly relatives and kids in their daily lives and in case of emergency, even from afar. The system is composed by app and emergency button: waterproof can be pressed in case of emergency, recognize falls automatically and no need to charge it.



EDO

edoapp.it

NUTRITION AS PREVENTION, DIGITAL REALITY



Cesena, Italy



Team members



TRL

Edo is a tech company operating in the food health sector. Their core is a sophisticated algorithm that analyses all the data about a food product and turns them into information that user can easily understand. They offer those content to users through mobile apps and to companies through the SaaS model.



LUANA HEALTH

luana.health

DIGITAL REALITY, ADVANCED TECHNOLOGY



Zagreb, Croatia

14

Team members

5

TRL

LUANA - a virtual assistant for the prevention of cardiovascular and chronic diseases that can transform Life & Health insurance. Luana offers 24/7 guidance to the patient to halt insurance risk factors.



MOTORSKINS

motorskins.com

PRECISION MEDICINE, INTERNET OF MEDICAL THINGS - IOMT, WEARABLE DEVICES, ADVANCED TECHNOLOGY



Berlin, Germany

4

Team members

5

TRL

Motorskins develops solutions for human locomotion, mixing fluidics, soft robotics, and user experience to create products that enhance people's quality of life. They want to help an aging population with declining motor function keep an active lifestyle.



MYSURABLE

mysurable.it

INTERNET OF MEDICAL THINGS – IoMT



Bologna, Italy



Team members



TRL

Mysurable develops and manages innovative technological cloud-based solutions to measure age-related functional changes. mioTest® is a novel portable, simple, and automated system able to evaluate muscular performance and to diagnose sarcopenia, one of the main causes of the elderly's frailty.



NATURAL MACHINES

naturalmachines.com

NUTRITION AS PREVENTION, DIGITAL REALITY,
ADVANCED TECHNOLOGY



Barcelona, Spain



Team members



TRL

They want to inspire individuals to lead more sustainable lifestyles and contribute to a healthier, more sustainable planet. Their goal is to produce a full range of innovative kitchen solutions improving the quality and enjoyment of food, making it easier to be in full control of all your foods.



NIB biotec

nibbiotec.com

PRECISION MEDICINE



Turin, Italy

3

Team members

4

TRL

NIB biotec identified a panel of urine of healthy molecules able to discriminate healthy subjects and patients with prostate cancer better than routine diagnostic procedures. They propose a lateral-flow biosensor in order to avoid unnecessary prostate biopsy with a fast and cheap method.



ReHand

rehand.net

DIGITAL REALITY



Seville, Spain

6

Team members

8

TRL

Rehand is the first digital solution for the rehabilitation of the most functional segment of the human being: the wrist-hand-finger segment, converting Tablets in a new medical device that has proven in clinical trials to be more clinically and economically effective than conventional methods.



SONEhealth

—
sonehealth.com

DIGITAL REALITY, ADVANCED TECHNOLOGY



Catanzaro, Italy



Team members



TRL

SONE health BOOST the classic stethoscope, by providing electronic headsets, that enhance the natural sound; Also equipped with a mobile app. for remote monitoring, and with an AI algorithm as support in the recognition of abnormal sounds (currently in development for lung sounds).

Future of Packaging

The future of packaging is turning towards the environmental sustainability and also the use of recycled materials, the connectivity and intelligence that allows the packaging to communicate with customer and manufacturer.

16 CORPORATES
13 STARTUPS

Trends





Sustainable Packaging

Technologies and solutions capable of reducing the environmental impact by fostering packaging recycling and reusing



Interactive packaging

Sensors, GPS and RFIDs capable of monitoring and submitting important information such as packaging's position, temperature, damages, etc.



New packaging materials

Organic, edible and other innovative packaging materials aimed at reducing production costs and increasing usability



Intelligent Packaging

Technologies capable of monitoring consumer's actions and submitting automatic personalized information to consumer himself and companies



Packaging optimization

New technologies and innovative solutions capable of optimizing packaging size, weight and production processes



ALBICCHIERE

albicchiere.com

INTERACTIVE PACKAGING, SUSTAINABLE PACKAGING



Corciano (PG), Italy



Team members



TRL

Albicchiere is an IoT wine dispenser that allows you to drink a glass of wine at the perfect temperature and always as if it were just open. Its special smart bags are equipped by motion and temperature sensors that make it possible to monitor the entire wine route, from bottling to delivery.



CROSSING

crossing-srl.com/en

INTELLIGENT PACKAGING, SUSTAINABLE PACKAGING,
NEW PACKAGING MATERIAL, PACKAGING OPTIMIZATION



Venice, Italy



Team members



TRL

Crossing owns some patents on his Chemical technology for cross-linking applications. It produces the compounds and provides consulting services to Clients so that they can modify their manufacturing processes for using the patented compounds.

TRL KEY

Production (8) | MVP (7) | Pilot (5) | Prototype (4) | PoC (3)



ECOPLASTEAM

ecoplasteam.com

SUSTAINABLE PACKAGING, NEW PACKAGING MATERIAL



Turin, Italy



Team members



TRL

Ecoplasteam is a startup that produces EcoAllene™, a new and innovative material deriving from the recycling of materials with different components joined together, as for example the milk carton which is composed of cellulose, a plastic film (polyethylene) and a metallic film (aluminum).



Graphene-XT

graphene-xt.com

SUSTAINABLE PACKAGING, NEW PACKAGING MATERIAL



Bologna, Italy



Team members



TRL

Graphene-XT is an innovative startup that develops and produces high-quality graphene. Graphene-XT uses graphene for several applications: lubricants, membranes, sensors, composites, coatings, inks, paints.



IXON

ixon.com.hk

SUSTAINABLE PACKAGING



Hong Kong



Team members



TRL

IXON Food Technology develops a technology called advanced sous-vide aseptic packaging (ASAP) enabling the sterilization of foods (meat, fish, eggs, vegetables, and fruits) at 60 to 80 °C. Through sterilization at such temperatures, food manufacturers can turn perishables into shelf-stable products.



MAT3D

mat3d.it

NEW PACKAGING MATERIAL, PACKAGING OPTIMIZATION



Reggio Emilia, Italy



Team members



TRL

MAT3D's core business lays in R&D to develop and produce a broader range of advanced 3D printing materials for bespoke applications in multiple industries. The advanced 3D printing materials perform better than competitors and boost the growth of additive manufacturing.



PAPTIC

paptic.com

SUSTAINABLE PACKAGING, NEW PACKAGING MATERIAL, PACKAGING OPTIMIZATION



Espoo, Finland

17

Team members

8

TRL

Paptic manufactures a renewable, reusable and recyclable wood-based packaging material that is totally unique, and no other similar material can be found on the market. It enables sustainable brands and retailers to replace plastic and other less sustainable packaging materials in flexible packaging.



PIKKART

pikkart.com

INTERACTIVE PACKAGING, INTELLIGENT PACKAGING



Modena, Italy

16

Team members

5

TRL

Pikkart goal is to become one of the best companies in the field of Augmented Reality and Artificial Intelligence.



Re-Box

re-box.it

SUSTAINABLE PACKAGING, NEW PACKAGING MATERIAL



Nichelino (TO), Italy



Team members



TRL

The reBOX project was created to animate a change in the food culture and to make people aware of the problem of food waste, in order to fight it; it strives to reach those goals through reFOOD, a container used to bring home the leftover food at the restaurant.



SEE YOUR BOX

seeyourbox.com

INTERACTIVE PACKAGING



Renens, Switzerland



Team members



TRL

SYB offers an all-inclusive service to follow goods in real time along the whole supply chain, including hardware, online platform, global communications and an AI engine to process data in real time. Thanks to its ability to self-reconfigure over the air, SYB is a perfect fit for end2end monitoring.



SILFRESH

silfresh.com

INTERACTIVE PACKAGING, INTELLIGENT PACKAGING,
SUSTAINABLE PACKAGING, NEW PACKAGING MATERIAL



Melbourne, Australia

5

Team members

5

TRL

Silfresh is a packaging innovation company creating environmentally responsible solutions to reduce plastic in the food industry. They design custom reusable silicone products, providing their customers with cost-savings, reductions in food waste and eliminate single-use plastic.



TOBII PRO

tobii.com

INTERACTIVE PACKAGING, INTELLIGENT PACKAGING,
SUSTAINABLE PACKAGING, NEW PACKAGING MATERIAL,
PACKAGING OPTIMIZATION



Stockholm, Sweden

200

Team members

8

TRL

Tobii Pro provides world leading eye tracking solutions to academic institutions and to commercial companies that want to better understand human behavior and gain objective insights of consumers' interactions before going to the market.



VESTA SMART PACKAGING

vestapack.com

INTELLIGENT PACKAGING, SUSTAINABLE PACKAGING,
PACKAGING OPTIMIZATION



London, UK

6

Team members

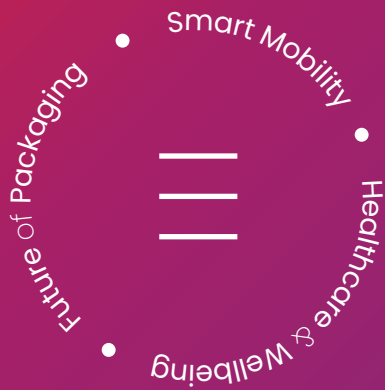
8

TRL

Vesta Smart Packaging is the newest and most environmentally friendly way to package your products. Their smart containers know when they're empty, and automatically reorder environmentally friendly refills. They combine the convenience of never running out with the satisfaction of knowing that you're lowering your impact on the world around you.

THOUGHTS? STRENGTHS?

Write them down.
Here.



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