

MATCHER GREEN

2021

DEAL EDITION

MATCHER
GREEN DEAL EDITION 2021
INTERNATIONAL OPEN INNOVATION PROGRAM

www.match-er.com

December 2021

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.

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MATCHER 2022

MATCHER GREEN DEAL EDITION

Program overview



MATCHER is an **International Open Innovation Program** based in the Emilia - Romagna Region (Italy) that aims at supporting local companies to address specific business challenges by creating strategic matches with other actors of the international innovation ecosystem, in particular start-ups and scale-ups.

For the 2021 edition, the Program involves **three types of actors:**

- **10 selected companies** from the Emilia Romagna Region
- +100 national and international **start-ups and scale-ups**
- **Stakeholders** from the Italian and international **innovation ecosystem.**

This second edition of MATCHER and its challenges are fully dedicated to the **European Green Deal.**



Financed by



MATCHER – Green Deal edition is financed by **Enterprise Europe Network** (EEN), the largest support network launched by the European Commission for companies and research institutes with **innovative and international ambitions**. It is active in more than 60 countries worldwide and it brings together 3,000 experts from more than 600 member organizations.

The Network offers free services on **international partnerships**, advice for **international growth**, including Finance and EU funding and application support (e.g. Horizon Europe), and support for **business innovation** (innovation management, sustainability, Intellectual property rights, technology transfer support and Open Innovation).

Promoted by



Coordinated by



With the support of



MATCHER – Green Deal edition is promoted by the **Emilia-Romagna Region** with the coordination of **ART-ER** and the support of **Deloitte Officine Innovazione**.

Network Partners



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.

A special thank goes to the MATCHER partners that 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**, **Promos Italia Unioncamere Emilia-Romagna**, and **the Vanguard Initiative**.

The Program is composed of three key points:

MATCH.POINT

BIG.MATCH

FINAL.MATCH

— **MATCH.POINT** is the International matchmaking Program dedicated to the 10 selected companies from Emilia-Romagna and to the start-ups and scale-ups and has the goal of addressing the companies' challenges. Companies, start-ups and scale-ups had about 3 months to match, connect and find opportunities to co-create solutions about shared business needs.

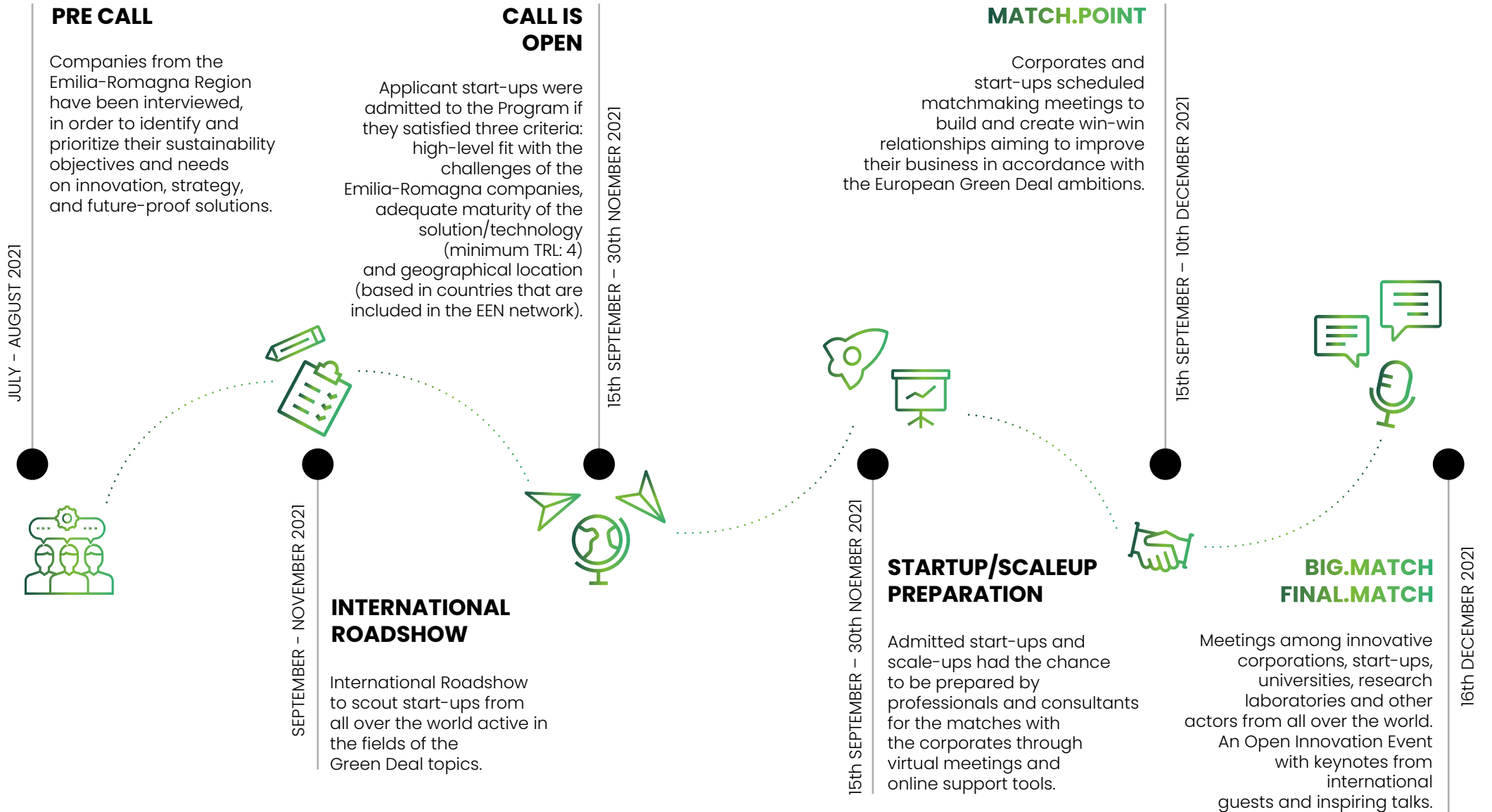
— **BIG.MATCH** is a one-day brokerage event open to the innovation ecosystem and focused on the European Green Deal topics. Its goal is creating connections and strategic business matchings.

— **FINAL.MATCH** is the final event of the Program, where the main results are presented. The event includes thematic innovation talks by national and international guests.

MATCHER GREEN DEAL EDITION

PROGRAM'S PATH

2021 EDITION



10 CORPORATES
BASED IN EMILIA-ROMAGNA REGION, ITALY

88 START-UPS
FROM 23 COUNTRIES

102 MEETINGS

The goal is to match corporates' business needs to technological solutions provided by international start-ups and scale-ups. During the first phase, the corporates assessed their current needs to launch corporate-specific challenges on green and sustainability topics as part of the call for start-ups and scale-ups.

19 challenges have been identified and clustered into 3 thematic groups:



Green materials



Digital processes & Smart monitoring



Greener production & Technologies

Green materials

Sustainability of materials is one of the most relevant aspects to reduce the environmental impact of industrial production, particularly in the construction and packaging sectors. This cluster included the research of innovative green materials (e.g., plastic free, recycled materials, compostable materials, ...) to replace those currently used.

5 CORPORATES
26 START-UPS



Trends



Food packaging & accessories

Green innovative materials or services for sustainable food packaging (primary packaging) and catering accessories.



Logistic & retail packaging

Innovative and more sustainable solutions for logistic and retail packaging (secondary and tertiary packaging).



Outdoor power equipment

Green innovative materials to produce machine components and accessories for outdoor power equipment.



Building flooring

Innovative and more sustainable materials or solutions for building floorings.



Dams waterproofing

Innovative sustainable materials for waterproofing large areas of water infrastructures.



Cluster #1

challenges

1. Materials for logistic & retail packaging
2. Materials for food packaging and accessories
3. Materials for waterproofing of dams
4. Materials for outdoor power equipment
5. Innovative and sustainable solutions for building flooring






A Top

 Netherlands



Biomyc

 Bulgaria



My Spesa

 Italy



Nazena

 Italy




Carbon Craft

 Indian



Concular

 Germany



NeroSuBianco

 Italy



Novac

 Italy



Dispatch Goods

 United States



E-mod

 Italy



Okom wrks labs

 United States



OpenSpace

 United States



Frieco

 Italy



Grown bio

 Netherlands



Polymateria

 United Kingdom



Polystyvert

 Canada




Hempwood (Fibonacci)

 United States



Hive Composites

 United Kingdom



ResoH+

 Italy



Sestosensor

 Italy



Infinity Energy

 Italy



InventWood

 United States



Sinbiosys

 Italy



W-Cycle

 Israel



MEB International

 Italy



Menubox

 Slovakia

Digital processes & Smart monitoring

Knowing the environmental impact of the company and its activities is a crucial process for establishing a strategic business direction aligned with the objectives of the European Green Deal. For this reason, this cluster encompasses those challenges that enable the digitization and smart monitoring of business processes in order to optimize the resources used and reduce waste.

6 CORPORATES
48 START-UPS

Trends



IoT (industrial machineries)

IoT solutions (sensors) for monitoring of operating parameters of industrial machineries and components.



IoT (collective catering)

IoT solutions for digitalization and monitoring of collective catering processes.



Liquid analysis

Innovative sensors for the advanced analysis of pollutants in water and other liquids.



Carbon footprint auditing

Carbon footprint live auditing solutions (mainly hardware) for dairy barns.



BIM solutions

Building Information Modeling software (BIM) for standardization of industrial plant production processes.



Cluster #2

challenges

1. IoT solutions for industrial machineries
2. IoT solutions for collective catering
3. Advanced sensors for water analysis
4. Carbon footprint live auditing solutions for dairy barns
5. BIM solutions for standardization of production process



 **2S Water**
—
 Canada

 **3 PORT**
—
 Slovenia

 **E-mod**
—
 Italy

 **FRIECO**
—
 Italy

 **3Bee**
—
 Italy

 **4i Platform**
—
 United States

 **Headlight Solutions**
—
 Romania

 **iLD Inline Devices**
—
 Italy

 **Advanced Optical Technologies**
—
 Spain

 **AgrichainItalia**
—
 Italy

 **ImpattoZero**
—
 Italy

 **Innovation River**
—
 Italy

 **Blue Eco Line**
—
 Italy

 **BusyMachines**
—
 Romania

 **Innovation Chain**
—
 Italy

 **Inteligg**
—
 Greece


 **canairy**
—
 United Kingdom


 **Cloudvision**
—
 Italy

 **loota**
—
 Italy

 **IoT Solutions**
—
 Malta

 **Cubbit**
—
 Italy

 **Dakar-Maritime**
—
 Israel

 **IOTOR**
—
 Czech Republic

 **Kitchen OS**
—
 United Kingdom

 **DataMajoris**
—
 North Macedonia

 **Dattium Technology**
—
 Spain

 **Kloopify**
—
 United States

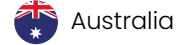
 **Luna Geber Engineering**
—
 Italy



Menubox



MOVUS



Screevo



Seems



Nanolever



NeroSuBianco



StokeSystems



The Predictive Company



Okom wrks labs



OpenSpace



Vertliner



Zolnoi



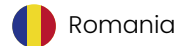
Petasense



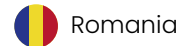
Plavis



PolyMore



Powersoft Business Solution



Safen



Safety Job



SanChip



Scalabros



Greener production & Technologies

Some industrial sectors are reluctant to go green due to the lack of viable alternative solutions to replace historically used technologies or production processes. The challenges presented in this cluster seek innovative production methodologies or technological solutions that allow companies to undertake concrete changes, bringing direct or indirect benefits in terms of the environmental sustainability of their business.



7 CORPORATES
48 START-UPS

Trends



Predictive maintenance

Innovative predictive maintenance solutions and methodologies for industrial machineries and components.



Tech and process innovations for waterproofing sloped surfaces

Innovative laying techniques for the deposition of materials on large sloped surfaces of dams and reservoirs.



Autonomous navigation systems

Autonomous navigation systems for outdoor (grass-cutting machines) and indoor (floor-cleaning machines) power equipment.



Coating technologies

New and more sustainable surface coating technologies for oleo dynamic applications.



3D printing technologies

3D printing solutions for production of industrial plant components.



Physical scanning technologies

Innovative physical scanning technologies to increase quality of industrial measurements.



Agro-energy technologies

Innovative agro-energy technologies and methodologies to improve the combined agricultural and energy production.



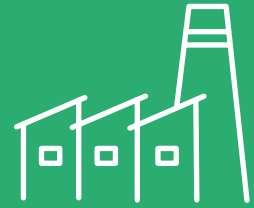
Very high-pressure resistant materials

Innovative materials for hydraulic components that can withstand very high pressure (800 bar).



Hydrogen / oxygen based solutions

Innovative solutions for production or storing of hydrogen and/or oxygen gas.



Cluster #3

Challenges

1. Innovative predictive maintenance solutions
2. Innovative laying techniques for sloped surfaces
3. Autonomous navigation systems for outdoor and indoor power equipment
4. New surface coating technologies for oleo dynamic applications
5. 3D printing technologies for industrial plants
6. New physical scanning technologies
7. Agro-energy technologies
8. Materials for very high-pressure application
9. Innovative hydrogen and oxygen-based solutions



ai-omatic solutions

 Germany

Brite Solar

 Greece

Dattium Technology

 Spain

Energy Consulting Group

 Russia

Existing



 Italy



FUELWELL



 Ukraine



Hive Composites



 United Kingdom



BeeSecure

 Italy



Cloudvision

 Italy

E-mod

 Italy

Environ Governance

 Italy

FocalSun

 United Kingdom

Hempwood (Fibonacci)

 United States

iLD Inline Devices

 Italy

incus

 Austria

Incus
 Austria

looota

 Italy

IoT OR

 Czech Republic

Luna Geber Engineering

 Italy

MBN Nanomateriali

 Italy

Movel AI

 Singapore

MX3D

 Netherlands

Infinity Energy

 Italy

IoT Solutions

 Malta

KiRa Technology

 Italy

Maxterial

 United States

MEB International

 Italy

MOVUS

 Australia

Nablawave

 Italy



NeroSuBianco



Novac



StokeSystems



Thiozen



Okom wrks labs



OpenSpace



The Predictive Company



Urban Harvest



Quick Algorithm



ResoH+



Vertliner



Zolnoi



Safen



Safety Job



SanChip



Scalabros



Sephà



Sestosensor






Simplify SB



Sinbiosys



CORPORATES

-  Green Materials
-  Digital Processes & Smart Monitoring
-  Greener Production & Technologies



Aetna Group is the world leader in the packaging sector, specialized in end-line solutions. Specifically, its production goes from semi-automatic wrapping machines with smart technology to innovative automatic solutions, including industrial wrapping machines and tailor-made packaging solutions.



With more than 60 years of experience and a team of more than 3,700 professionals around the world, Bonfiglioli designs, produces and distributes a full range of gearmotors, drive systems, planetary gearboxes and inverters for the industrial automation, mobile machinery and renewable energy sectors.



Cooperativa Edile Appennino (CEA) is a construction company that has been operating in the Italian and international market for about 40 years. Thanks to its expertise, the best technological innovations and self-patented development solutions, CEA successfully deals with construction, infrastructures, networks maintenance, wastewater treatment, recycling and environmental requalification.



CIRFOOD, with over 50 years of history, is one of the leading Italian companies operating in the sectors of collective catering, commercial catering and employee welfare services to business. "Feed the future" is the philosophy that inspires their way of doing business and looking towards tomorrow.



Gardening, farming and forestry equipment for home users and professionals: these are some services through which Emak covers all shades of green. Emak offers products to address individual requirements, all manufactured in accordance with rigorous quality standards in terms of performance, reliability, comfort and safety.



CORPORATES

- Green Materials
- Digital Processes & Smart Monitoring
- Greener Production & Technologies



With a successful history of more than 50 years in automation and industrial processes, Sighinolfi provides custom cylinder solutions, including single and double-acting customizable hydraulic cylinders of both big and small dimensions, for heavy-duty or small and innovative machines.



Litokol manufactures innovative and highly performing products for ceramics and for the construction world, developing its action strategies along three lines: new products, new technologies and new markets. It offers adhesives, sealants, decorative products and building solutions to its customers all over the world.



The Parmalat Group is a global player active in the production and distribution of foods that are essential for everyday wellness: milk, dairy products (yogurt, cream-based sauces, desserts and cheese) and fruit beverages. The Group is active in 16 countries with 69 factories and in 9 countries through licensing agreements.



With over 50 years of experience, Torreggiani & Co produces heating, air conditioning, air conditioning and refrigeration systems of any nature or species, including the ventilation and aeration of the rooms, electrical and special systems.



Tozzi Green is a company specialized in services and projects for the development of plants and for the generation of energy from renewable sources. Tozzi Green operates in the energy sector in Italy and abroad, offering its services as contractor for renewable energy production plants.

BIG.MATCH

Overview

+200 PARTICIPANTS

FROM 30 COUNTRIES
INCLUDING UNIVERSITIES,
RESEARCH CENTERS,
VENTURE CAPITALISTS,
ACCELERATORS/INCUBATORS

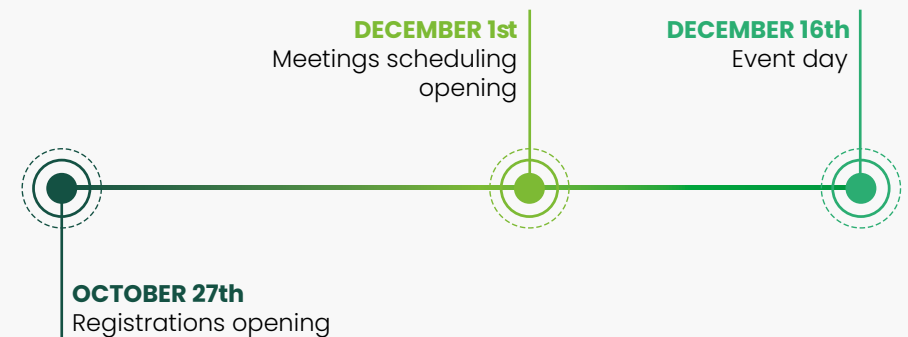
**6 HOURS OF
ONE-TO-ONE
MEETINGS**

MATCHER
GREEN DEAL EDITION 2021
INTERNATIONAL OPEN INNOVATION PROGRAM

When: December 16th
Where: Online
Time: From 9 am to 3 pm (CET)

Big.Match is a brokerage event focusing on the Green Deal topics and aimed at creating business matchmakings among the stakeholders of the innovation ecosystem. Big.Match is a unique chance to meet strategic partners and key actors of the Green economy international ecosystem. Differently from Match.Point, Big.Match is open to the entire ecosystem of the Enterprise Europe Network, that coordinated its members as a support office for the diffusion of the initiative.

Timeline



FINAL.MATCH

Overview

MATCHER
GREEN DEAL EDITION 2021
INTERNATIONAL OPEN INNOVATION PROGRAM

When: December 16th

Where: Palazzo Pepoli (Bologna, IT) + Online

Time: From 4 pm to 7:30 pm (CET)

Final.Match is the closing event of the Program, open to the entire innovation ecosystem. It is a moment dedicated to sharing the results of MATCHER – Green Deal edition. Moreover, the event is enriched by keynotes from institutions and high level guest speakers, both in presence and with remote contributions.

DECEMBER 16th Event day

4:00 pm
Participants
Welcoming



4:30 pm
Institutional
Welcoming



5:00 pm
Thematic
Innovation Talks



5:30 pm
Interviews



5:45 pm
Conclusions



6:00 pm
Networking
Cocktail



FINAL.MATCH

SPEAKERS



G. Anceschi
ART-ER

Giovanni Anceschi is the President and Board chair of ART-ER, and the Chief Operating Officer of Ammagamma (formerly Energy Way), an innovative company established in 2013 in Modena (Italy), where he leads research and development activities by developing mathematical models to allow customers to optimize their industrial processes. In 2016, he started a project, AlloraSpengo, aimed at sharing knowledge about digital culture and energy efficiency with secondary schools and local communities. Giovanni has recently been included in the 2018 Forbes 30 Under 30 Europe list.



G. Skender
Deloitte Belgium

Gregor is a Senior Manager at Deloitte Belgium and has consulting and advisory experience in both public and private sectors. He is responsible for business development, sales funnel and implementation of projects throughout the policy cycle (planning – implementation – evaluation) and he is focusing on the EU Green Deal with specific interests in socio-economic transition, growth, (sustainable) agriculture with emphasis on rural development, as well as (sustainable) energy transition.



V. Colla
Emilia-Romagna Region

Vincenzo Colla is the Councilor for economic development and green economy, work, professional skills, Emilia-Romagna Regional Authority. He has been the General Regional Secretary of the Emilia-Romagna CGIL (one of the three Italian confederal trade unions) and General Deputy Secretary of the national CGIL. He has dealt with industrial innovation, networks, energy, the transport system, infrastructures, investee companies, credit and the Tertiary sector. He has taken part to several studies, researches and publications.



M. Philippe
F6S

Matt Philippe is the co-founder and president of the F6S, a global leader in the field of Open Innovation, connecting start-uppers and innovators with corporates, investors, governments, Open Innovation programs and talents to support the growth of their startup. Additionally, Matt has previous experience in marketing and community and innovation ecosystem building and has previously been the co-founder of a start-up.



E. Brugman
Deloitte Belgium

Eline is a Director at Deloitte's Risk Advisory department and she focusses on Decarbonization of industry, Future of Energy, Ports and Not-for-Profit. Eline assists companies in developing and transforming their sustainability strategies, service portfolios and operations, in the implementation of complex projects regarding Future of Energy, new cooperation models, transition frameworks and organizational transformation projects regarding Energy, Ports and Not for profit.



R. Sacerdoti
Emilia-Romagna Region

Ruben Sacerdoti is the Director of the Department for the Business Internationalization and FDI attraction of the Emilia-Romagna Regional Government. The focus countries of its activity are mainly USA, Canada, Brazil, China, Japan, India, Russia, Israel and South Africa. An important part of the activity is concentrated in defining and managing programs devoted to favor the international cooperation between the Emilia-Romagna Regional High Technology Network (HTN) and international partners, mainly in advanced countries in Europe, North America and Asia. He has also worked at the European Commission, DG Enterprise as Project officer of Innovation Policy C-1 Unit.

FINAL.MATCH

AGENDA

16:30 – 16:45

Institutional
Welcoming



G. Anceschi
ART-ER

1

16:00 – 16:30

Participants
Welcoming



2

17:00 – 17:15

The EU Green Deal



E. Brugman
Deloitte Belgium



G. Skender
Deloitte Belgium

3

16:45 – 17:00

Emilia-Romagna
Region contribution



V. Colla
Emilia-Romagna Region

4

18:00 – 19:30

Interviews on
success cases



5

17:15 – 17:30

Green Deal &
Open Innovation



M. Philippe
F6S

6

18:00 – 19:30

Networking
cocktail



7

17:45 – 18:00

Conclusions



R. Sacerdoti
Emilia-Romagna Region

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ART-ER IS HONORED TO ANNOUNCE

**MATCHER
2022
EDITION**

HUMAN CENTRED INNOVATION

MATCHER

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