



Italian Institute for Foreign Trade

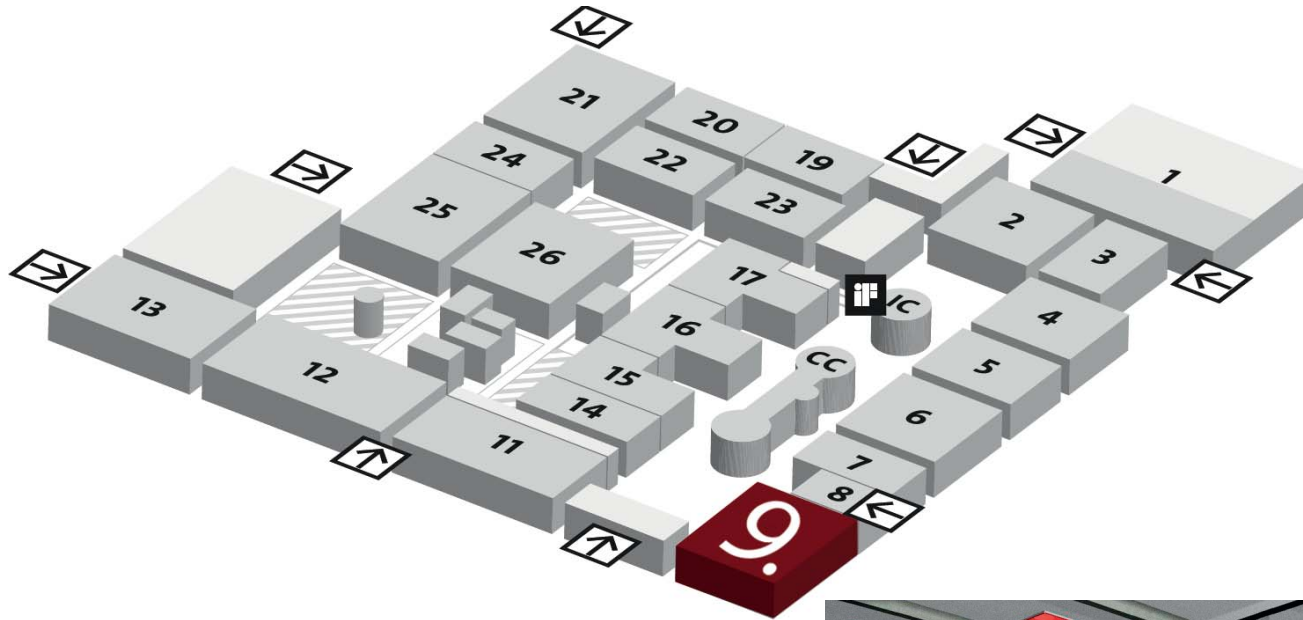


# ITALIAN ICT AT CeBIT 2008

THE EXHIBITORS OF THE ITALIAN PAVILLION

04-09/03/2008 HALL 09 BOOTH B 09

PRINT



**MEET ITALY AT CeBIT 2008**  
HALL 09 BOOTH B 09

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Italian Institute for Foreign Trade

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## DAS ITALIENISCHE INSTITUT FÜR AUSSENHANDEL

Das Italienische Institut für Außenhandel (ICE), die staatliche Wirtschaftsvertretung Italiens, ist zuständig für die Förderung von Handel, Geschäftsentwicklung und industrieller Kooperation zwischen italienischen und ausländischen Unternehmen. Die Hauptaktivitäten liegen dabei auf der Organisation von Messeteilnahmen, Ausstellungen, Workshops und bilateralen Treffen in weltweit mehr als 100 Ländern.

Durch seine Arbeit fördert ICE den Außenhandel, das Wirtschaftswachstum, die Beschäftigung und die kulturelle Entwicklung Italiens. Mit mehr als 100 Büros in über 80 Ländern unterstützt ICE ausländische und italienische Unternehmen bei der Kontaktaufnahme und Geschäftsentwicklung. ICE konzipiert und realisiert auch weiterführende Projekte zur Förderung von Kooperationen mit einigen seiner Nachbarländer, z. B. Osteuropa, dem Mittelmeerraum und dem Mittleren Osten.

## THE ITALIAN INSTITUTE FOR FOREIGN TRADE

The ITALIAN INSTITUTE for FOREIGN TRADE (ICE) is the public agency entrusted with promoting trade, business opportunities and industrial cooperation between Italian and foreign companies, mostly by organizing the participation of Italian firms in fairs, exhibitions, workshops and bilateral meetings in more than 100 countries all over the world.

The ITALIAN INSTITUTE for FOREIGN TRADE promotes Italian foreign trade and contributes to economic growth, employment and cultural development in Italy. It operates through 100 branch offices in over 80 countries in the world and helps foreign and Italian companies to get in touch and develop business opportunities. The agency also has special assignments primarily for cooperation between Italy and some of its neighbours – Mediterranean countries, Eastern Europe and the Middle East.



*Ministero del Commercio Internazionale*



Italian Institute for Foreign Trade  
Investment Desk

## ICE INVESTMENT DESK BERLIN

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## ICE INVESTMENT DESK BERLIN

Über den Standort Italien informieren und Investoren mit Rat und Tat zur Seite stehen – das sind seit 1998 die Aufgaben des Investment Desk des Italienischen Instituts für Außenhandels ICE, der im Berliner Büro angesiedelt ist.

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

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

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

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

## ICE INVESTMENT DESK BERLIN

Informing about Italy and assisting potential Investors – these are the key issues of the Investment Desk of the Italian Institute for Foreign Trade (ICE), located in the Berlin Office since 1998.

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

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

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

The ICE network in Italy and the proficient contacts to local investment – and territorial marketing agencies, lawyers, translators, tax accountants and governmental bodies – complement the information procured by the investment desk and enable the brokering of contact partners directly in Italy.



*Ministero del Commercio Internazionale*

# THE ICT SECTOR IN ITALY

## THE ICT MARKET

Italy is the fourth largest ICT market in Europe with 58 million consumers and, as one of the major markets, many international enterprises are interested in locating their R&D laboratories as well as their centres of excellence here.

The Information and Communication Technology (ICT) market in Italy has continued its positive trend in the last few years: in 2006, the aggregate market grew by about 2,0% (2005: 2,3%) but, while the TLC sector has recorded a growth of 2.1%, the IT-sector only grew by 1,6%. The gap when compared to the average European trend, is more than 1,8% points and 3,5% points when looking at the world market.

The Italian market grew in 2006 by 1,6%, reaching a value of € 63,84 billion, a slower growth compared to the major European countries of Germany (+2,8%), United Kingdom (+3,7%), France (+3,2%) and the fast growing Spanish market (+6,8%)

However, the transformation process the ICT sector is undergoing must be considered, which is mainly due to the diversity and complexity of technologies as well as the development of the digital economy. This transformation tends to modify the structure of the sector due to the numerous mergers and acquisitions among its main operators.

	2004 (FY)	trend	2005 (FY)	trend	2006 (FY)
TOTAL ICT	61.180	2,3%	62.611	2%	63.844
IT	19.320	0,9%	19.496	1,6%	19.804
TLC	41.860	3%	43.115	2,1%	44.040

AITech Assinform – NetConsulting data

## THE IT MARKET: HARDWARE, SOFTWARE AND SERVICES

In 2006, the Italian IT market achieved a turnover of € 19,804 billion, an increase of 1,6% compared to the preceding year. One of the main reasons was the fast growing hardware market (+3,7%) which includes the demand for PC desktop renewals and for smart hand-held devices

as well as for PC notebooks. The trend for an increasing preference for portable computers also continued in 2006, both in the business and consumer world. The consumer segment grew by 28,8% in PC sales, thanks to a surge in digital content – with music at the forefront – and a change in consumer purchase patterns switching towards a mass demand for technological products, which are now targeted to a much broader range of consumers than in the past.

Compared to 2005, the software and services sector achieved a positive variation of 1,1%. In 2006 especially, the software market contributed to this upturn (+2,7%), due to a recovery in the second half of the year. The services sector showed a slight increase of 0,4% and now has a value of € 9,289 million.

In 2006 investment in hardware products reached € 5,473 million (+3,7%). In contrast, the Technical Support segment continued its negative trend with a 3,7% drop.

The volume of personal computer sales reached 4,979,000 units (+15,2%) in 2005. Trends in this segment confirm the preference for portable computers rather than desktop systems, both in the business and in the consumer world. In 2006, the sales of notebooks in units were significantly more important than those of desktops.

In 2006, the shrinkage of the segment for traditional workstations based on a Unix platform continued dropping by 12% and confirmed this accepted tendency.

Neither price reductions nor the introduction of new, multi-core technology based products were able to raise the demand for Unix-based workstations that now concentrates on highly specialized, high performance configurations, adopted in design departments, particularly in the automotive and aerospace segments (for mechanical and 3D electronic CAD), PLM and online trading in the financial sector.

In all other application environments, the user seems to head towards the Windows- or Linux based “personal workstation”, which are characterized by markedly lower costs, simpler to manage and more economic. Moreover, thanks to the expansion of the market due to technological advances and to the growing interest in ISVs, the availability of packaged applications compatible with Window-based workstations is constantly increasing.

In terms of spending level, banks have consolidated their dominance and recorded a growth of 1,9%. This is due to an upturn in investment in IT after a long phase characterized by consolidations and rationali-

# THE ICT SECTOR IN ITALY

sation as a consequence of the numerous mergers carried out in recent years.

The second sector by importance is industry, which is maintaining its negative trend, although there are remarkable differences among the several sectors and dimensional classes.

Telecommunications is confirmed as a particularly dynamic sector, stimulated in 2006 by the marked process of convergence between telecommunications and media, by augmented net power and by new technological platforms that allow the management of IPTV offers.

Thanks to consistent investment in new technologies and to the development of e-Government projects, the utilities sector has a positive spending tendency. The growth in the sectors relating to defence and space, distribution and services and I is more aligned.

The behaviour of the central public administration sector is still rather disappointing and the health sector is almost stagnating as a consequence of the shrinkage in public spending.

	2004 (FY)	trend	2005 (FY)	trend	2006 (FY)
HARDWARE	5.125	3%	5.278	3,7%	5.473
SOFTWARE	4.022	1,5%	4.082	2,7%	4.192
SERVICES	9.258	-0,1%	9.253	0,4%	9.289
TECHNICAL SUPPORT	915	-3,5%	883	-3,7%	850
<b>TOTAL IT</b>	<b>19.320</b>	<b>0,9%</b>	<b>19.496</b>	<b>1,6%</b>	<b>19.804</b>

AITech Assinform – NetConsulting data

## THE TLC MARKET

The telecommunications market in 2006 increased its growth rate by 2,1 percentage points. While the percentage of fixed telephony sank by 0,4%, mobile telephony showed a very positive performance, growing in 2006 by 4,5% and widening the gap between the two components in its favour.

Internet services increased by 7,5% (in value about € 180 million), while the segments of voice component and data transmission are showing pronounced declines of -4,6% and -3,6% respectively, due to

the downward trend in fixed network communication and the lessening importance of traditional channels in data transmission.

The VAS segment concerning fixed networks recorded in 2006 a strong growth (+6,4%), driven by the substitution of premium services by triple and quadruple play services, while, at the end of 2006, broadband connections exceeded 8,5 million, growing more than 25% compared to 2005.

The Italian mobile market recorded a value of €18 billion, showing, after the sudden slowdown of the growth rate in 2005, an increase from 3,1% to 5,1%.

This positive trend is due to the substantial growth of tlc mobile services caused by the improvement of the 3G network, that led the majority of the competitors to offer mobile data transmission via HSDPA, facilitating mobile access to the Internet and enterprise applications launched in early 2006 on the Italian market.

In 2006 about 9,7 million (+13,4% compared to 2005) new mobile telephony lines were activated in Italy. This has meant that at the end of 2006 82 millions SIMs were already active. Moreover, in the last year the gap between the number of mobile telephony lines and the number of users continued to widen. In fact, while the number of lines has grown by 13,4 %/9,7 million in the course of the year, the number of users remained almost stable (+1,1%) /44,9 million.

	2004 (FY)	trend	2005 (FY)	trend	2006 (FY)
TOTAL FIXED TLC	20.017	2,4%	20.490	-0,4%	20.398
TOTAL MOBIL TLC	21.843	3,6%	22.625	4,5%	23.642
<b>TOTAL TLC (F+M)</b>	<b>41.860</b>	<b>3%</b>	<b>43.115</b>	<b>2,1%</b>	<b>44.040</b>

AITech Assinform – NetConsulting data

# THE ICT SECTOR IN ITALY

## THE E-CONTENT MARKET

In Europe, as in Italy, 2006 has confirmed the increase in the digital market called e-Content. This market includes, for example, entertainment for mobile telephones and web, logos and ring tones for cell phones, audio-visual content (music and video) downloadable from internet, teaching material, news in electronic format and other content usable through the web, mobile phones or terrestrial digital TV.

The e-Content market is currently in its infancy in all major European countries, and therefore presents a continuously developing scenario. In 2006 internet based operators have been flanked in this sector by those originating traditional media and entertainment, less reluctant than a year ago to free and pay solutions on digital platforms. Another important issue was the convergence phenomenon, visible in several sectors that strongly influenced the positive development of some specific market segments, like music and video.

The Italian e-content market also grew in 2006 at a double percentage rate, rising from € 3,316 million in 2005 to more than € 3,380 million in 2006.

This increase was supported by the extremely positive development of online advertising (+55%), that formed 5% of the overall advertising budget in Italy in 2006, and the new generation online portals, which are playing a steadily growing role in conducting and enhancing broadband user demand, combining better contents and services in more personalised profiles.

## E-COMMERCE

The development of B2C electronic commerce in 2006 was again very positive, the market growing by 45% and achieving more than € 4 billion. Among the sectors influenced by e-commerce 43% is associated to tourism, followed by consumer IT and electronics (11%) and online insurance companies.

Tourism has played a decisive role in the development of e-commerce since 2002 and is characterized by two main components, online ticket selling, accounting for 60% of the transactions, and hotel booking (30%).

On the supply-side perfect parity can be observed in 2006 for the first time between traditional enterprises offering their products and services online, and new enterprises of the "dot com generation".

The Italian e-commerce market is characterised by fewer than 20 key players sharing three quarters of the market with mostly domestic sales (84% of total sales take place in Italy).

## TELEVISION MEDIA

In Italy, where 22,8 million families own a TV set, the development of new services is strongly influenced by the rapidly evolving national scenario, with different levels of alliances and competition among market players in general entertainment TV, pay TV and digital TV and previously unthought-of applications such as web TV, user generated contest, video players and video search engines.

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

In 2006, satellite television increased its market penetration up to 26%, while the diffusion of digital terrestrial TV grew even faster, reaching 4,400,000 Italian families by the end of 2006; and shaping in this way a new market determined by the new potential offered by digital technology.

# THE ICT SECTOR IN ITALY

In Italy, the market for pay TV showed a sharp increase of values in 2006, caused by considerable user growth that showed the best performance in Western Europe in the first half of that year

Less important were IP-TV in Italy, where the number of users (growing by 30,000 up to 230,000 in 2006) is still fairly low, although the national market was one of the first that started commercial offerings of these services, and mobile TV, where the Italians, as in other parts of Europe, seem to be reluctant to watch TV on mobile handsets. According to Assinform, at the end of 2006 only 380,000 subscribers were using actively Mobile TV, but this number is expected to rise up to 650,000 in 2007.

## COMPANIES AND EMPLOYMENT IN THE ICT SECTOR

The importance of the ICT sector within a country is expressed by its structure and by its ability to create companies and employment and to be innovative

In Italy, the entrepreneurial system, and especially the ICT sector, is typically characterised by a high number of small or micro companies (94% in 2005).

This means, together with a slowly growing internal demand, that enterprises are forced to compete by constantly lowering prices and tariffs and as a consequence they cannot rely on sufficient resources to diversify their portfolio. This situation is worsened by the growing fragmentation and the reduced dimension of Italian ICT enterprises.

The total number of companies in Italy's ICT sector rose by 1,9% from 110,400 in 2001 to 112,600 in 2005, while the number of workers in the same period decreased from 697 000 to 674 000, mainly in the telecommunications sector.

If we also consider user enterprises, the number of employees in Italy's ICT sector has been reduced by 1%, from 1 197 000 in 2001 to 1181 000 in 2005.

However, in 2005 approximately 4 200 000 individuals or 27,1% of dependent employees in Italy can be considered as power users (workers who use ICT technology extensively although not specifically destined to such duties) and 6 965 000 (45,9%) generic users (workers whose use of ICT technology is limited to the same instruments and within the framework of specific duties) in the same year.



## **AXIS STRATEGIC VISION SRL**

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Contact:  
Andrea Pili (Managing Director)

Date of foundation: 1997

Employees: 8

Turnover: 500,000 Euro

Status: SME

### **MAIN ACTIVITY**

Axis Strategic Vision has been active on the ICT market since 1997. From a web agency specialized in the development of usable web interfaces, Axis has evolved into a knowledge company focused on advanced Mobile applications. The company is deeply rooted in the Sardinia economical fabric, thanks to the presence of its operating office at Sardegna Ricerche (Scientific and Technological Park), its active participation in the service industry of the Industrialists Association and its various collaboration with the local University and research centres. However, Axis' customers are distributed over the national territory and equally divided between small and medium enterprises and public bodies. At the base of each job carried out by Axis is a detailed analysis of the needs of its customer, who is offered both market consulting as well as a personalized, all-inclusive solution.

### **COMPANY STRENGTHS**

**High Quality Products:** Polarix Mobile Platform

### **CUSTOMER REFERENCES**

- Value Team
- Visiant Group
- Telecom Italia

### **SECTOR**

**ICT – INFORMATION AND COMMUNICATION TECHNOLOGY**

### **DEVELOPMENT OF SERVICES**

- Mobile Banking solution

### **TYPE OF COOPERATION**

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



## C SYSTEM SRL

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### Contact:

Dr. Primo Nora

Date of foundation: 1986

Employees: 25

Turnover: 2,000,000 Euro

Export: 5%

Export Destinations: USA, Hong Kong

Status: SME

## MAIN ACTIVITY

C System provides security control system and advanced IT services to integrate the store with B2B, SCM, BI of the retailer.

### Main products:

- SCS (Supervision & Control System): a solution that allows for the supervision and for the integrated control of intrusion, fire alarms, access control and video recording through an extremely simple interface, aligned with most evolved technologies of data showing.
- HOSPITAL MANAGEMENT (Booking – Hospitalization management – Operating Room Agenda – Rating): a DB Driven modular system that supports the clinical pathways management and allows the dynamic control of hospital departments.

## COMPANY STRENGTHS

**Licenses/Trade Marks/Quality Certifications:** Quality certified UNI EN ISO 9001:2000

**Networking:** C SYSTEM is part of [www.storeisopen.org](http://www.storeisopen.org) a think tank for the technologic innovation in advanced retail. C SYSTEM cooperate with the [www.storeisopen.org](http://www.storeisopen.org) members and market leaders in RFID, mobile computing electronics, security to provide innovative and original solutions to its customers.

**R&D Capacity:** Products are completely developed by C System team.

## CUSTOMER REFERENCES

- AEG
- Clinica Santa Rita
- CTS Cashpro Spa
- Fila Europe Spa
- GPS Standard Spa
- Incas Spa
- Movitrack Spa
- Olivetti Spa
- Seica Spa
- Toro Assicurazioni
- Viasat Spa

## SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

### SOFTWARE

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

### DEVELOPMENT OF SERVICES

- On-line services, ASP
- E-commerce
- Physical security, Hospital Management

### MISCELLANEOUS

- Software migration

## TYPE OF COOPERATION

- Commercial intermediary (distributor, general agent, etc.)
- Identification of new customers
- Development of new projects (R&D)
- Transfer technology or production license
- Reciprocal/common distribution agreement



## CASPER TECHNOLOGY SRL

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### Contact:

Pavel Ivanov (Program Manager)

Date of foundation: 2003

Export: 40%

Export Destinations: Europe,  
South America, Middle East, Africa

Status: SME

## MAIN ACTIVITY

Caspertech presents the latest Cryptech® release, the ultimate solution for GSM communications protection. Now available on new and most attractive devices, Cryptech® benefits from a new audio solution that ensures complete absence of echo and provides best voice quality, comparable to that of a traditional phone call.

Cryptech® does not require special installation processes or complex settings. Encryption keys can easily be configured by the user, thus ensuring total privacy. The AES256 algorithm, with symmetrical keys, ensures the best protection against any kind of wiretapping.

The encryption key used for calls is generated by combining the 4096 bits Diffie-Hellman protocol which provides a session key that merges with the symmetrical key formerly set on the device by the user, producing a different encryption key for each call.

The encryption keys are automatically deleted at the end of the call. The encryption key storage is protected by a password and keys are displayed on the screen in hash format, thus ensuring secrecy in case of device theft. The Diffie-Hellman protocol can also be used alone, in order to make encrypted phone calls between devices without shared keys. Cryptech® is based on a high-level encryption technology, nevertheless it is very simple to use thanks to its user-friendly interface. The system turns voice into data, encrypts it and sends it in real-time through the GSM data channel to the other device, ensuring end-to-end encryption.

- Available for Windows Mobile 2003/2005 on Pocket PCs and Smartphones
- Secure communications over all GSM networks (850/900/1800/1900 MHz)
- High audio quality of encrypted calls
- User-friendly interface
- Automatic selection of incoming crypto/clear calls
- End-to-end encryption with AES 256 algorithm and keys entered directly by the user
- 4096 bits Diffie-Hellman protocol for session keys generation
- Authentication system customizable by the user
- Secure encryption keys storage
- SmsCRYPTTECH
- File crypto Mobile/Desktop
- Customization of encryption algorithm on user demand

- Application for central Key Management System from Pc
- Online customer service

## COMPANY STRENGTHS

**High Quality Products:** Ccryptech System for Voice and Data encryption over GSM network

**Licenses/Trade Marks/Quality Certifications:** CRYPTTECH®, EasyCRYPTTECH® and CRYPTO FONINO®

**Networking:** Torino Wireless, University of Turin, Politecnico of Turin

**R&D Capacity:** Voice encoding, Cryptography, Data transmission, Computer and Network Security

**Expertise:** Communication Security, Reliability, Usability, Software development for Mobile devices

## CUSTOMER REFERENCES

- GOVERNMENT
- CORPORATE
- CONSUMER

## SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

### SOFTWARE

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

### NETWORK

- Network security & diagnostic

### MOBILE/BROADCASTING/SATELLITE COMMUNICATIONS

- Mobile communications systems (smart card, cordless mobile terminals)
- Systems for voice communications (voice technology, voice mail)

### MISCELLANEOUS

- Telecommunication line protection

## TYPE OF COOPERATION

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



## **CENTRICA SRL**

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**www.centrica.it**

### **Contact:**

Dr. Marco Cappellini (CEO)

**Date of foundation:** 1999

**Employees:** 13

**Turnover:** 550,000 Euro

**Export:** 2%

**Export Destinations:** Japan

**Status:** SME

## **MAIN ACTIVITY**

Centrica provides digital solutions for cultural heritage and industry:

**XLImage®:** enables Internet users to view high-res images quickly and interactively, with colour fidelity and copyright protection.

**XLphoto®:** a web based platform for Digital Asset Management and Digital Rights Management of image archives, with fully automated access, on-demand distribution, pricing and invoicing direct digital imaging campaigns like Uffizi Gallery digital archive

### **1) XLImage® <http://www.xlimage.eu>**

XLImage® is an Internet image server and can be coupled with any web server and provides the following functionalities:

- a) Zoom: Very fast details view by the state-of-the-art zoom engine without installation of plug-in at the client integrated with Closer Flash interface
- b) Watermarking: Copyright protection by digital watermarking
- c) Color: High colour fidelity by custom colour management
- d) Dynamic distribution download the image at the resolution and format you want

XLImage® is used by many cultural institutions, among the others National Library in Florence, Royal Library of Belgium, Uffizi Gallery, Italian Yellow Pages – “SEAT Pagine Gialle” (<http://visual.paginegialle.it>), Tuscany Region (<http://web.rete.toscana.it/archiviofotografico/index.jsp>), Italian Minister of Culture.

XLImage® is IST Prize Nominee 2004.

### **2) XLphoto® <http://www.xlphoto.eu>**

XLphoto® is a state of the art web-based Digital Rights Management/ Digital Asset Management Server platform designed for digital image collections management and distribution. XLphoto® is targeted to photographic and press agencies, editors, marketing offices, e-shops, public institutions and to all the owners of image collections.

XLphoto® is European Information Society Technology Prize Winner 2006.

XLphoto® is used by Infinity Press <http://www.thetravelphoto.com>, Museum network in Florence, Restoration Centre La Venaria Reale, SEAT Pagine Gialle, Italian Presidency

## **COMPANY STRENGTHS**

**High Quality Products:** XLImage®, XLphoto®

**Licenses, Trade Marks, Quality Certifications:** XLImage® and XLphoto® trademarks

**Innovative Processes, Services, Products:** XLImage®, XLphoto®

**Expertise:** digital imaging acquisition, imaging and Internet imaging software

## **CUSTOMER REFERENCES**

- SEAT Pagine Gialle
- Hitachi
- Polo Museale Fiorentino
- Centro Conservazione e Restauro La Venaria Reale

## **SECTOR**

**ICT – INFORMATION AND COMMUNICATION TECHNOLOGY**

### **DEVELOPMENT OF SERVICES**

- E-commerce
- E-learning
- Internet services (internet access, search engines)
- On-line service, ASP

### **MULTIMEDIA**

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

### **SOFTWARE**

- Other

## **TYPE OF COOPERATION**

- Development of new products
- Development of new projects (R&D)
- Commercial intermediary (distributor, general agent, etc.)
- General commercial assistance
- Reciprocal/common distribution agreement
- Transfer technology or production license



## **CENTRO ESTERO PER L'INTERNAZIONALIZZAZIONE SCPA**

(Piemonte Agency for Investments,  
Export and Tourism)  
Via Ventimiglia, 165  
10127 Turin (TO) – ITALY

**Phone:** +39 011 6700685/623

**Fax:** +39 011 6965456

**E-mail:** [info@centroestero.org](mailto:info@centroestero.org)

[www.centroestero.org](http://www.centroestero.org)

**Contact:**  
Tiziana Addato

**Date of foundation:** 2006

**Status:**  
GOVERNMENT – NON PROFIT

## **MAIN ACTIVITY**

Piemonte Agency for Investments, Export and Tourism is an organization based in Turin, Italy, working with the aim of strengthening the international development of the region by increasing the presence of local companies and their competitiveness on international markets, attracting foreign investments and promoting worldwide the regional tourist offer, products and services. Piemonte Agency for Investments, Export and Tourism was founded in December 2006 gathering together all activities carried out by local institutions working in favour of the internationalisation of the territory. It has been fully operative since April 2007 when all activities and services carried out by the Foreign Trade Office – Piemonte Chambers of Commerce (since 1976 supporting the international economic relations of SMEs from Piemonte and Valle d'Aosta), merged into the new born institution. By acquiring the competences of ITP Invest in Turin and Piedmont (since 1997 the reference for all companies willing to locate in Piemonte) and all international promotion run by IMA (Regional Institute for agro-food marketing) in July 2007, Piemonte Agency is also dedicated to investment attraction while further reinforcing all activities devoted to the promotion abroad of the agro-food regional production. Since the 1st December 2007, the international activities carried out by ATR (Regional Agency for the promotion of Tourism in Piemonte) have been acquired by Piemonte Agency in order to promote the region's touristic resources abroad. As of 1st January all activities carried out by the Piedmontese Consortium for Training in international trade, operating according to UNI EN ISO 9001:2000 quality certificate, and those run by MKTP (Agency for Territorial Marketing) merged into Piemonte Agency for Investments, Export and Tourism.

Centro Estero per l'Internazionalizzazione is a partner of the Think Up project, together with the Torino Wireless Foundation, CSI-Piemonte, on behalf of the Turin Chamber of Commerce and with the aegis of the Piemonte Regional Government.

## **CUSTOMER REFERENCES**

SMEs

## **SECTOR**

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

## **TYPE OF COOPERATION**

- General co-operation



## **CAMERA DI COMMERCIO DI TORINO**

(Torino Chamber of Commerce)

Via S. Francesco da Paola, 24  
10123 Turin – ITALY

**Phone:** +39 011 5716 360/365

**Fax:** +39 011 5716369

**E-mail:** [ict.project@to.camcom.it](mailto:ict.project@to.camcom.it)

[www.to.camcom.it](http://www.to.camcom.it)

### **Contact:**

Silvia Sabato  
(Chief, Foreign Trade Dept.)

**Employees:** 101 to 500

### **Status:**

GOVERNMENT – NON PROFIT

## **MAIN ACTIVITY**

The Chamber of Commerce of Turin is a public body which operates throughout the province, whose main tasks regard administrative and promotional activities but were recently extended to defence of the market, an area which has become increasingly important.

Like the other Chambers of Commerce in Italy, it is legally recognized as operating in the public interest, but only the general guidelines of its activities are subject to government control. The Chamber of Commerce is almost entirely self-funded. Its income, primarily employed to support members' business activities, derives largely from the annual Membership fee paid by all companies in the province that are listed in the Register of Companies. The Chamber of Commerce of Turin offers a wide range of services for enterprises abroad: European arbitration, organisation of missions in Piedmont, national archive of registered companies, data and statistics about the area, participation in European networks, assistance in the establishment of commercial and manufacturing activities, search for partners in the city and province of Turin.

Even though most of the companies are located in the province of Turin, the ICT sector is considerably important in the whole Piemonte region, counting for 3-4% of the gross regional product.

Piemonte – which counts over 11,000 companies and 90,000 employees in the ICT sector – has seen the birth of Italian cinema, television, telephones, computers, Mpeg and Mp3, and of leading companies like Olivetti, Telecom Italia, Omnitel, Infostrada, Seat. Three major universities and an extensive network of post-graduate schools provide skilled young people.

Piemonte is the Italian region with the highest share of private R&D expenditure, investing over 1,7% of its GDP in innovation.

Over 200 research centres are located in the region, including the Telecom Italia Lab, the Motorola Technology Centre, the Fiat Research Centre (CRF), the Rai (national broadcasting company), Research & Technology Innovation Centre, Metrology Institute Colonnetti, Electrotechnic Institute Galileo Ferraris, CSI Piemonte (Consortium for the Information System), CSP information and Communication Technology Research Centre, and many others.

Piemonte is Italy's second region in terms of number of telecommunications operators, it is also one of the areas with the highest density of fibre optic cables.

## **SECTOR**

### **ICT – INFORMATION AND COMMUNICATION TECHNOLOGY**



## CONSORZIO NAZIONALE INTERUNIVERSITARIO PER LE TELECOMUNICAZIONI (CNIT)

Sardegna Ricerche, Science &  
Technology Park  
Località Piscinamanna, Ed.1  
09010 Pula (Ca) – ITALY

**Phone:** +39 348 8757022

**Fax:** +39 0521 905753

**E-mail:** daniele.giusto@cnit.it

[www.cnit.it](http://www.cnit.it)

### Contact:

Maurizio Murrone

**Date of foundation:** 2002

**Employees:** 15

### MAIN ACTIVITY

CNIT (National Inter-University Consortium for Telecommunications) is a non-profit Consortium among 36 Italian Universities, whose main purpose is to coordinate and foster basic and applied research activities also looking for cooperation with national and international bodies and industries and provide advanced education and training in the area of telecommunications Research interests are in the general ICT (Information and Communication Technology) area. In particular: multimedia systems, mobile communications, multimedia content, still-picture and video coding, QoS in multimedia networks, next generations networks, cognitive radio, spectrum sensing for dynamic spectrum access networks.

### COMPANY STRENGTHS

**R&D Capacity:** 36 research centers in Italy

**Expertise:** Communication Engineering

### CUSTOMER REFERENCES

- SEAT Pagine Gialle
- Hitachi
- Polo Museale Fiorentino
- Centro Conservazione e Restauro La Venaria Reale

### SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

#### NETWORK

- Network management (sw and systems)
- Network modelisation and optimisation

#### TELECOMMUNICATIONS, NETWORKING

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

#### MULTIMEDIA

- Multimedia applications for specific sectors

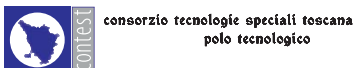
#### MOBILE/BROADCASTING/SATELLITE COMMUNICATIONS

- Broadcast equipment and services
- Mobile communications systems  
(smart cards, cordless mobile terminals)

- Satellite communications (Vsat, satellite equipment)
- Digital broadcast systems (digital TV)
- Videocommunication systems (videoconference)
- Systems for voice communications (voice technology, voice mail)

### TYPE OF COOPERATION

- Joint creation of an enterprise or consortium
- Development of new projects (R&D)



consorzio tecnologie speciali toscana  
polo tecnologico

## CONTEST SCRL

L.go Meucci – Loc. La Botte  
58020 Scarlino (GR) – ITALY

**Phone:** +39 0566 34267

**Fax:** +39 0566 34267

**E-mail:** contest.scrl@gmail.com

**Contact:**  
Lisa Totti

**Date of foundation:** 2006

**Employees:** 3

**Status:** SME

## MAIN ACTIVITY

Contest's aim is to promote special technologies and develop the following activities: environment care, public administration and public services innovation, research projects in Italy and abroad, more specific technological knowledge acquisition, researchers retrieval and vocational training for researchers, marketing, creation of a common distribution system, promotion and selling (also through fair participation) of consortium products, advertising and promotional goods common production, quality trade-marks creation, collaboration with public bodies and research institutions.

## CUSTOMER REFERENCES

- AGORA' ICT
- Alta SpA
- AR&S
- DATAPOS
- FAENZI Srl
- F.T. Srl
- IGS
- MEDIAWISE
- OPTRONITALIA
- OPUS AUTOMAZIONE Srl
- ROGGI Srl
- SIDER SISTEM Srl
- TOSTI Srl

## SECTOR

**ICT - INFORMATION AND COMMUNICATION TECHNOLOGY**

### SOFTWARE

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

## MULTIMEDIA

- Architecture for multimedia applications
- Multimedia applications for specific sectors

## TELECOMMUNICATIONS/NETWORKING

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

## NETWORK

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

## MOBILE/BROADCASTING/SATELLITE COMMUNICATIONS

- Satellite communications (Vsat, satellite equipment)
- Videocommunication systems (videoconference)
- Systems for voice communications (voice technology, voice mail)

## DEVELOPMENT OF SERVICES

- Online services, ASP
- E-commerce

## MISCELLANEOUS

- Remote monitoring of telecom sites
- Propagation software
- Telecommunication line protection

## TYPE OF COOPERATION

- Development of new projects (R&D)
- Transfer technology or production license
- Identification of new customers
- Reciprocal/common distribution agreement
- Joint creation of an enterprise or consortium
- Development of new products



## CRS4 SURL

Sardegna Ricerche, Science & Technology Park

Località Piscinamanna, Ed.1  
09010 Pula (Ca) – ITALY

Phone: +39 070 9250261

Fax: +39 070 9250216

E-mail: asoro@crs4.it

[www.crs4.it](http://www.crs4.it)

## Contact:

Alessandro Soro (Researcher)

Date of foundation: 1990

Employees: 120

## Status:

GOVERNMENT – NON-PROFIT

## MAIN ACTIVITY

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

The mission of the Open MediaCenter Lab at CRS4 is to develop new architectures and innovative solutions in the fields of home automation and human machine interfaces, and to promote cooperation with industrial partners, and realize new products and services to merge computer technology and every day life.

The key technologies employed include:

- Mediacyber Appliances
- Multitouch user interfaces
- Optical systems for video surveillance and intelligent Input/Output
- Sensor enabled application (RFID, BlueTooth, ZigBee ...)
- Domestic applications and protocols (X10, ZWave, Konnex, UPnP)

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

## COMPANY STRENGTHS

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

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

## SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

## SOFTWARE

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

## MULTIMEDIA

- Architecture for multimedia applications

## DEVELOPMENT OF SERVICES

- Internet services (internet access, search engines)

## TYPE OF COOPERATION

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



## CSI – PIEMONTE

Corso Unione Sovietica, 216  
10134 Turin – ITALY

Phone: +39 011 3168111

Fax: +39 011 3168212

E-mail: [csi.redazione@csi.it](mailto:csi.redazione@csi.it)

[www.csipiemonte.it/en](http://www.csipiemonte.it/en)

### Contact:

Silvia Anderello  
(International Projects Directorate  
Proposals Manager)

Date of foundation: 1977

Employees: 1221

Turnover: 177,800,000 Euro

### Status:

GOVERNMENT – NON-PROFIT

## MAIN ACTIVITY

CSI-Piemonte is an ICT consortium founded in 1977 and it is constituted by 63 public stakeholders of the Piedmont region in Italy. CSI-Piemonte serves most of the public bodies (e.g. Local Public Administrations, Universities, and Hospitals) of the region. CSI-Piemonte is the largest Italian ICT company developing public projects, building ICT infrastructure, disseminating on-line value added services connecting local PAs and private SME companies.

CSI-Piemonte operates in several different fields of activity: agriculture and forestry, environment and territory, demography, land registry and taxation, production activities, training and work, education and cultural heritage, healthcare and social welfare services, administration, accounting and personnel systems.

## COMPANY STRENGTHS

**High Quality Products:** see “Piano di Attività 2008 del CSI-Piemonte”

<http://www.csipiemonte.it/dwd/pianoattivita2008.pdf>

**Licenses/Trade Marks/Quality Certifications:** see “Certification”:

<http://www.csipiemonte.it/en/certificazioni.htm>

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

**R&D Capacity:** Expenditure R&S in 2006: 4,532,000 Euro

## CUSTOMER REFERENCES

Public bodies (Local Public Administrations, Universities, Hospitals)

## SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY



## **EASILY SRL**

Sardegna Ricerche, Science & Technology Park

Località Piscinamanna, Ed.1  
09010 Pula (Ca) – ITALY

**Phone:** +39 070 92432630

**Fax:** +39 070 92432631

**E-mail:** lp@easily.tv.it

[www.easily.tv.it](http://www.easily.tv.it)

### **Contact:**

Luca Petrella (R&D Manager)

**Date of foundation:** 2005

**Employees:** 10

**Turnover:** 300,000 Euro

**Export:** 1%

**Export Destinations:** EU

**Status:** SME

## **MAIN ACTIVITY**

MHP specialist: We produce a MHP 1.0.x and 1.1.x middleware stack for STi micro controller families.

We produce a special tool for the application development in MHP env.

We have Mosaic application, titling systems, business tv systems.

## **COMPANY STRENGTHS**

**Licenses/Trade Marks/Quality Certifications:** Middleware

**R&D Capacity:** Digital TV new product design

**Expertise:** Middleware, development tools

## **CUSTOMER REFERENCES**

- TV Broadcaster
- TV Application Development Companies
- Hardware producer

## **SECTOR**

**ICT – INFORMATION AND COMMUNICATION TECHNOLOGY**

### **SOFTWARE**

- Software development tools
- Other

### **MULTIMEDIA**

- Ergonomy
- Multimedia applications for specific sectors

### **MOBILE/BROADCASTING/SATELLITE COMMUNICATIONS**

- Broadcast equipment and services
- Digital broadcast systems (digital TV)

## **TYPE OF COOPERATION**

- Commercial intermediary (distributor, general agent, etc.)
- Transfer technology or production license
- Reciprocal/common distribution agreement
- Development of new products



## FLOSSLAB

Viale Elmas, 142  
09122 Cagliari – ITALY

Phone: +39 070 240149

E-mail: info@flosslab.it

[www.flosslab.it](http://www.flosslab.it)

Contact:  
Prof. Giulio Concas

Date of foundation: 2007

Employees: 8

Status: SME

## MAIN ACTIVITY

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

We can provide consultancy in Java J2EE development, Object-Oriented analysis and design, Agile Software Development and Software Quality. We offer training services for organizations willing to develop their knowledge and expertise in the software field.

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

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

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

## COMPANY STRENGTHS

**High Quality Products:** Our flag products are:

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

**Licenses/Trade Marks/Quality Certifications:** Many of our software

products are released with an Open Source License, to ease spreading and customer collaboration. The company's business model is based in this case on selling services linked to the software

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

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

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

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

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

## CUSTOMER REFERENCES

Software houses, Private firms, Public bodies

## SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

### SOFTWARE

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

### DEVELOPMENT OF SERVICES

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

### MISCELLANEOUS

- Software migration

## TYPE OF COOPERATION

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



## H&S CUSTOM SRL

Via Novara, 349  
28078 Romagnano Sesia – ITALY

Phone: +39 0163 818038

Fax: +39 0163 818148

E-mail: info@hscustom.it

[www.hscustom.it](http://www.hscustom.it)

[www.storeisopen.org](http://www.storeisopen.org)

### Contact:

Renzo Ottina

Date of foundation: 2003

Employees: 5

Turnover: <1,000,000 Euro

Status: SME

## MAIN ACTIVITY

H&S Custom provides innovative RFID and Wireless based solutions for the identification of goods and people in the Retail. HSCStorePoint™ offers a unique way to track the movement of goods “on the shelf” and in the back-office providing real time data to the logistics and marketing departments.

The proposed system allows to interact with the in-store-information to the customer together with a new concept of anti-theft. Together with C System (that is part of StoreIsOpen.org) provides security control system and advanced IT services to integrate the store with B2B, SCM, BI of the retailer.

H&S Custom develops innovative contactless loyalty and multi-services card used in retail, in apothecary's shops and in local public administration that improve customer service and provide powerful CRM information.

## COMPANY STRENGTHS

**High Quality Products:** Smart Shelves, Smart displays, In-store information systems, Contactless Loyalty cards.

**Licenses/Trade Marks/Quality Certifications:** HSCStorePoint™.

**Innovative Processes/Services/Products:** H&S Custom is an innovative company in different industry sectors, from fashion retail to development of multiservice card for local public administration. H&S Custom supply consulting and Radio Frequency technology (RFID, NFC, Wireless) to automate sales, distribution, advanced services and manufacturing.

**Networking:** H&S Custom is part of storeisopen.org a think tank for the technologic innovation in advanced retail. H&S Custom cooperate with the storeisopen.org members and market leaders in RFID, mobile computing electronics, security to provide innovative and original solutions to its customers.

**R&D Capacity:** H&S Custom is able to fully develop an RFID & Wireless project, starting from business engineering and “technological concept” to the deployment, designing solutions and coordination of a network of business partners, to develop all the components, from tags and cards to the store design with a turn-key approach.

**Expertise:** H&S Custom designed and deployed the first contactless loyalty card in Italian Retail market and an innovative RFID smart shop in one of the major Italian Optician chain. H&S Custom is also working

in c-commerce and BI to implement a complete solution for advanced retail and distribution.

## CUSTOMER REFERENCES

- ASM Venaria
- Avanzi Holding (Pearle Europe)
- BTICINO LEGRAND
- Esaote
- Webasto

## SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

### SOFTWARE

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

### MOBILE/BROADCASTING/SATELLITE COMMUNICATIONS

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

### MULTIMEDIA

- Multimedia applications for specific sectors

### MISCELLANEOUS

- Contactless / Dual interface cards, transponders

## TYPE OF COOPERATION

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



## **INCOMEDIA SNC**

Via Burolo, 22 A  
10015 Ivrea (TO) – ITALY

**Phone:** +39 0125 253491

**Fax:** +39 0125 253491

**E-mail:** info@incomedia.it

[www.incomedia.eu](http://www.incomedia.eu)

[www.websitex5.com](http://www.websitex5.com)

### **Contact:**

Federico Ranfagni (Sales Manager)

**Date of foundation:** 1998

**Employees:** 9

**Turnover:** <1,000,000 Euro

**Export:** 40%

**Export Destinations:** Worldwide

**Status:** SME

## **MAIN ACTIVITY**

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

## **COMPANY STRENGTHS**

Website X5 is available in 12 languages (Italian, English, French, German, Spanish, Hungarian, Greek, Polish, Portuguese, Danish, Finnish and Russian). To date the software has over 100 favourable reviews globally from some of the most respected magazines and websites. As well as being available from many of the world's most prestigious stores, Website X5 and the Incomedia range of software are also available directly from the Incomedia website.

**High Quality Products:** The award-winning Website X5 was developed with the aim of bringing high-end website creation software at affordable prices to home, business and education users. The software is designed specifically for users who want to publish high-quality websites and online shops, with a professional look in just 5 simple steps. The software is easy to use and does not require any HTML programming skill; all the user needs know is what he want to say and Website X5 takes care of the rest.

**Licenses/Trade Marks/Quality Certifications:** WEBSITE X5, INCOMEDIA

## **CUSTOMER REFERENCES**

- END USERS,
- SMALL & MEDIUM COMPANIES
- EDUCATIONAL

## **SECTOR**

**ICT – INFORMATION AND COMMUNICATION TECHNOLOGY**

### **SOFTWARE**

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

### **DEVELOPMENT OF SERVICES**

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

## **TYPE OF COOPERATION**

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



## **MICRO SYSTEM ARCHITECTURING SRL (MISARC)**

Via della Tecnica 8/P  
20041 Agrate Brianza (MI) – ITALY

**Phone:** +39 039 6058045

**Fax:** +39 039 654257

**E-mail:** info@misarc.com  
eugenio.porro@misarc.com

[www.misarc.com](http://www.misarc.com)

**Contact:**  
Eugenio Porro (Sales Department)

**Date of foundation:** 1988

**Employees:** 30

**Turnover:** 1,776,000 Euro

**Export:** 5%

**Export Destinations:** Europe

**Status:** SME

## **MAIN ACTIVITY**

### **SERVICES**

HW Development: boards design, engineering, prototyping and testing

SW Development: drivers design, embedded SW up to API layer using RTOS/OS platforms as Linux, Unix, PSOS, eCos, Window

Microelectronic Development: digital & mixed signal design, SoC Design, IP integration, FPGA applications

### **PRODUCTS**

MISARCEasyvoce product line: 2/4 BRI Voice TransCoder, 4 FXS/FXO Voice TransCoder, PRI Voice TransCoder, IAD, TA, IP-Telephony

## **COMPANY STRENGTHS**

**High Quality Products:** Telecom Access Equipments

**Licenses/Trade Marks/Quality Certifications:** MISARCEasyvoce, MISARC

**Innovative Processes/Services/Products:** Access to different technologies CMOS, BiCMOS, SiGe Silicon Foundry

**Networking:** IP design solutions

**R&D Capacity:** HW (analog-digital), SW (RTOS embedded, drivers, API, Systems Applications), Microelectronic design

**Expertise:** Telecommunication & industrial segments, microelectronic designs

## **CUSTOMER REFERENCES**

- STMicroelectronics
- ALSTOM Group
- Autostrade per l'Italia Spa
- Magneti Marelli
- Ducati Sistemi
- ALENIA Group

## **SECTOR**

**ICT – INFORMATION AND COMMUNICATION TECHNOLOGY**

### **HARDWARE**

- HW implementation and peripheral (terminal, boards, printers, ...)

### **SOFTWARE**

- Application software (including customized applications)

### **TELECOMMUNICATIONS / NETWORKING**

- Transmission systems (ISDN, ...)

### **MOBILE/BROADCASTING/SATELLITE COMMUNICATIONS**

- Systems for voice communications

### **LAN/WAN**

- Gateway

## **TYPE OF COOPERATION**

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



## MICRONTEL SPA

Via Umbria, 13  
10099 San Mauro Torinese – ITALY

**Phone:** +39 011 2234811

**Fax:** +39 011 2234843

**E-mail:** alberto.revelli@tin.it

[www.microntel.com](http://www.microntel.com)

### Contact:

Alberto Stefano Revelli  
(Export & Foreign Relations Manager)

**Date of foundation:** 1986

**Employees:** 40

**Turnover:** 4,000,000 Euro

**Export:** 10%

### Export Destinations:

Poland, Spain, UAE

**Status:** SME

## MAIN ACTIVITY

Microntel designs, manufactures and supplies Access Control and Security, Time and Attendance and Shop Floor Data Collection Systems. Microntel is certified with ISO 9001:2000, and it focuses on state-of-the-art technology, with the mission of providing top notch hardware and software solutions and services, supplying over 3,500 customers to date, encompassing internationally renowned brands.

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

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

## COMPANY STRENGTHS

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

**Licenses/Trade Marks/Quality Certifications:** CE and ISO9001:2000 certifications

**Innovative Processes/Services/Products:** The proposed software assures for a real time monitoring of data and is web based.

**Expertise:** 21 year-experience in the Data Collection Market

## CUSTOMER REFERENCES

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

## SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

### HARDWARE

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

### SOFTWARE

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

## TYPE OF COOPERATION

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



## **MINTEOS SRL**

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**Phone:** +39 393 9738406

**Fax:** +39 011 5645126

**E-mail:** brini@minteos.com

[www.minteos.com](http://www.minteos.com)

### **Contact:**

Marco Brini (CEO)

**Date of foundation:** 2005

**Employees:** 10

**Turnover:** 17,600 Euro

**Export:** 50%

### **Export Destinations:**

Switzerland, South Korea

**Status:** SME

## **MAIN ACTIVITY**

MINTEOS has developed NATURALERT, an automatic natural hazard detector. It is an innovative system that performs real-time monitoring to detect wildfires, floods and landslides. Automatic little wireless sensors are deployed on the environment. In case of danger, NATURALERT will alert key people via Internet, mobile phones and sms in just 5 seconds.

A 3-year-R&D effort produced a ready-to-use solution enabling any territory manager to easily monitor all the environmental risks simply connecting to MINTEOS software via Internet. One software and one network connect to specialized sentries to detect.

Sentries to detect:

- Wildfires: MINTEOS Fireless sentries
- Floods: MINTEOS Floodalert sentries
- Landslides: MINTEOS Landalert sentries (currently under development)

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

## **COMPANY STRENGTHS**

**High Quality Products:** Innovation on products and high technology

**Licenses/Trade Marks/Quality Certifications:** Patents

**Innovative Processes/Services/Products:**

**APPROACH:** a new way to monitor the environment through small, cheap and wireless sentries, which are easy to install and eventually be removed.

**MODULARITY:** the solution is based on a single framework which can be integrated to many different sentries to monitor different parameters.

**RELIABILITY:** all the sentries are thought to be totally reliable against fake alarms.

**POWER CONSUMPTION:** every electronic component and the wireless communication are developed to reduce power consumption giving all the solution a total autonomy (it does not need to be connected to a power grid).

**MONITORING SOFTWARE:** the system is multi-user (many different users can connect to it with different levels of permission), multiservice (it can manage and monitor different kinds of services) and multichannel

(the alarm is sent via web, email, phone and sms).

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

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

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

## **CUSTOMER REFERENCES**

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

## **SECTOR**

**ICT – INFORMATION AND COMMUNICATION TECHNOLOGY**

### **TELECOMMUNICATIONS/NETWORKING**

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

### **LAN/WAN**

- Gateway
- Modem

### **MISCELLANEOUS**

- Remote monitoring of telecom sites

## **TYPE OF COOPERATION**

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



## MSQUARE SRL

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80136 Naples (NA) – ITALY

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**Fax:** +39 081 2142377

**E-mail:** [info@mrfid.it](mailto:info@mrfid.it)

[www.mrfid.it](http://www.mrfid.it)

**Contact:**  
Marcello Borriello

**Date of foundation:** 2005

**Employees:** <10

**Turnover:** 500,000 Euro

**Export:** 20%

**Export Destinations:** Europe

**Status:** SME

## MAIN ACTIVITY

MRFID is a leader for Radio Frequency Identification (R.F.Id.) items. With our factory established in China, we can produce many kinds of transponders, such as cards, tickets, smart labels, coins, glasses, on metal and inlays. We can offer already a LF, HF, UF and microwave readers and solutions. MRFID is a Network of International companies that apply our products.

## COMPANY STRENGTHS

**High Quality Products:** Transponders

**Licenses/Trade Marks/Quality Certifications:** ISO 9001

**Innovative Processes/Services/Products:** Transponders

## CUSTOMER REFERENCES

- Reseller
- System Integrator
- Software House

## SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

## MISCELLANEOUS

- Contactless/Dual interface cards, transponders

## TYPE OF COOPERATION

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



## OGHENOA VIDEOSARDINIA SRL

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09047 Cagliari – ITALY

Phone: +39 070 503093

Fax: +39 070 520959

E-mail: oghenoa@gmail.com

[www.videosardinia.it](http://www.videosardinia.it)

Contact:  
Giuseppe Vargiu (Managing Director)

Date of foundation: 2004

Employees: 2

Turnover: 140,000 Euro

Status: SME

### MAIN ACTIVITY

OGHENOA has developed a proprietary technology that can compress a television transmission signal much more than any other today existing compressing and streaming system.

The compressed signal is uploaded on a server and transmitted in multiformat so that it can be received by the main standard formats such as domestic low band modem, Internet ADSL, GPRS phones, UMTS phones.

This system allows for instance, a television transmission one to many (broadcasting), in which it is sufficient a Tvcamera, connected to a pc that uploads the multiformat streaming on an IP server that make it available a good quality TV trasmission flow by any PC or mobile phone, without need of UMTS or ADSL connection.

The audience is virtually unlimited in function of the transmitting server.

#### From the TV Video Producer

- Direct Television or recorded Videos
- Live transmission or on demand registered file
- Compression
- Upload on the server (via internet)
- Release on multiformat streaming\*



TV Access via:

- PC domestic internet (no broad band needed).
- GPRS mobile via internet flat in streaming mode
- PC ADSL internet
- UMTS mobile in streaming mode

#### TV Viewers (live or on demand)

The web channels by Videosardinia Oghenoa systems are provided at international level on a innovative networked scheme based on networked local partners performing VideoReporting

### COMPANY STRENGTHS

**High Quality Products:** Complete do it yourself Video Broadcasting and VideoLearning system, accessible also by GPRS mobile.

**Licenses/Trade Marks/Quality Certifications:** Infobroker, Business Radar and Emeglio.it are registered as trademarks

**Innovative Processes/Services/Products:** Make yourself your TV broadcasting and videoEducation live and on demand, also by mobile

**Networking:** The system is open to integration with other systems and with partners managing local countries local WebTV channels and networks.

Marketplaces and e-catalogs. Partnerships are welcome.

A pilote master franchising scheme is also available.

**R&D Capacity:** Stelnet works in European R&D schemes, is cofounder of Sardinian ICT Centre of competence, its products come from re-search projects cofounded by EU, Sardinia Region and Italian research funds.

**Expertise:** Stelnet.com senior engineers have more than 20 years of experience as pioneers in ICT research on infobrokerage and Business Technology.

### CUSTOMER REFERENCES

Schools, Universities, Education Boards, Corporates, Public Boards, Associations, SMEs, Radio and TV stations

### SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

### TYPE OF COOPERATION

- Commercial intermediary (distributor, general agent, etc.)
- Development of new projects (R&D)
- Transfer technology or production license
- Reciprocal/common distribution agreement
- Financial participation
- Development of new products



## OPUS AUTOMAZIONE SRL

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58022 Follonica (GR) – ITALY

Phone: +39 056658619

Fax: +39 056650056

E-mail: info@opus-automazione.it

[www.opus-automazione.it](http://www.opus-automazione.it)

Contact:  
Ing. Ineska Brbic

Date of foundation: 1997

Employees: 14

Turnover: 950,000 Euro

Status: SME

### MAIN ACTIVITY

- REMOTE: Monitoring and Remote Control Network, an interfacing system among fixed and mobile users  
Accessible from all the points that are covered by the GPRS/UMTS network
- GLA: Localization System using GPS, GPRS/UMTS technology – portable device for fleet control, remote surveillance for persons with special needs (differently able)
- SIMweb: WEB Maintenance Management System, a Web-Based application, accessible via Internet/Intranet with possibility of expansion to GPRS/UMTS portable devices

### COMPANY STRENGTHS

**High Quality Products:** software development for industry, environment, defence and automotive application

**Licenses/Trade Marks/Quality Certifications:** ISO 9001:2000, deposited trademark SIMweb

**Innovative Processes/Services/Products:** most recent technologies implementation to obtain the high quality standard and performance

**R&D Capacity:** internal structure used for project development with innovation technology character

**Expertise:** experience gained during the different application in the reference sectors

### CUSTOMER REFERENCES

- AVIO
- WASS – WHITEHEAD ALENIA SISTEMI SUBACQUEI
- PIERBURG
- SIEMENS
- ACCIAIERIE LUCCHINI
- EDISON
- NUOVO PIGNONE
- ENI – EMS
- AGIP
- DAYCO

### SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

#### TELECOMMUNICATIONS/NETWORKING

- Other

#### SOFTWARE

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

#### MISCELLANEOUS

- Remote monitoring of telecom sites

### TYPE OF COOPERATION

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



## PIRELLI BROADBAND SOLUTIONS SPA

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20126 Milan – ITALY

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**E-mail:**

francesca.falcitelli@pirelli.com  
leslie.strazzullo@pirelli.com

[www.pirelli.com](http://www.pirelli.com)

**Contact:**

Francesca Falcitelli  
(Marketing & Communication Manager)  
Leslie Strazzullo  
(Marketing & Communication Manager)

**Date of foundation:** 2005

**Employees:** 200

**Turnover:** 129,000,000 Euro

**Export:** 15%

**Export Destinations:** EMEA and NA

## MAIN ACTIVITY

Pirelli provides service-oriented broadband CPE that support value-added services for residential and business customers (**Multiplay Access Gateways, Hybrid IPTV/DTT STB, and Dual Mode Phones**). With its second-generation photonics products, Pirelli helps telecom providers reduce costs and increase performance and flexibility. All Pirelli Photonics solutions provide customers the necessary flexibility required in NGN (**CWDM & DWDM Multiservice**).

## SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

### MULTIMEDIA

- Multimedia applications for specific sectors

### TELECOMMUNICATIONS / NETWORKING

- Network systems and services

(optical fiber equipment, microwave equipment, wireless network, ...)

- Connectivity tools

### NETWORK

- Network management (sw and systems)

### MOBILE/BROADCASTING/SATELLITE COMMUNICATIONS

- Mobile communications systems

(smart cards, cordless mobile terminals)

- Digital broadcast systems (digital TV)

### LAN/WAN

- Router

- Switches

- Gateway

- Hub

- Modem

## TYPE OF COOPERATION

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

- Identification of new customers

- Reciprocal/common distribution agreement



## **REGIONE PIEMONTE**

Piazza Nizza, 44  
10126 Turin (TO) – ITALY

**Phone:** +39 011 4321499

**Fax:** +39 011 4323522

**E-mail:** [promozione.commercio@regione.piemonte.it](mailto:promozione.commercio@regione.piemonte.it)

[www.regione.piemonte.it/  
commercio/estero](http://www.regione.piemonte.it/commercio/estero)

**Contact:**  
Grazia Maria Calvano (Manager)

**Status:**  
GOVERNMENT – NON PROFIT

## **MAIN ACTIVITY**

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

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

## **SECTOR**

**ICT – INFORMATION AND COMMUNICATION TECHNOLOGY**



## REGIONE TOSCANA

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50134 Florence – ITALY

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**Fax:** +39 055 4628025

**E-mail:** [info@toscanapromozione.it](mailto:info@toscanapromozione.it)

[www.toscanapromozione.it](http://www.toscanapromozione.it)

### Contact:

Alberto Cintelli (Technical Director)

**Employees:** 50

### Status:

GOVERNMENT – NON PROFIT

## MAIN ACTIVITY

Toscana Promozione. An agency at the service of the business.

Born from an agreement between Regione Toscana, Unioncamere Toscana – the regional organization of the Chambers of Commerce –, the National Institute for the Foreign Commerce (ICE) and the National Body for the Tourism (ENIT), Toscana Promozione is an Agency that has the main purpose to support the undertaking of Tuscan businesses to compete on the different world markets.

A task that the Agency carries out through the organization of events, seminars, workshops, pointing on the image and supporting the Tuscan businesses that participate to national and international trade fairs, but not only. Toscana Promozione implements initiatives of international cooperation; it financially and technically supports projects of economic promotion proposed by private subjects; it provides a service of assistance and first approach to foreign businesses that want to establish themselves in Tuscany, and through the Counter for Internationalization (Sprint Toscana), it offers to Tuscan businessmen insurance, financial, promotional services and consultancy.

The Agency activity sectors are three: Agriculture and Food Industry; small and medium industrial businesses and quality craftsmanship; tourism.

Toscana Promozione has offices in Florence, New York, Shanghai, Moscow and Frankfurt.



## REVEN.GE SRL

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10151 Turin – ITALY

**Phone:** +39 011 737000

**Fax:** +39 011 4543067

**E-mail:** u.dalporto@revenge.it

[www.revenge.it](http://www.revenge.it)

### Contact:

Umberto Dalporto

**Date of foundation:** 1995

**Employees:** 9

**Turnover:** 1,920,000 Euro

**Export:** 30%

**Export Destinations:** UK, Germany

**Status:** SME

## MAIN ACTIVITY

SUPERCLUSTER, the first and exclusive "ALL-IN-ONE Hardware Cluster Solution" in the World.

The proposed technology is conceived to be transparent and easy also for users who do not have special technical skills.

### Main advantages:

- Single Software License
- Special competences not required
- Highly reliable Solution
- Standard system maintenance
- Smaller investment for software licenses
- Single server costs and short setup time
- Remote management
- Desktop or rackmount solution
- Hot Swap capability for all components
- Infiniband Connections

Info: ([www.superclusterserver.com](http://www.superclusterserver.com))

### Typical Applications:

- File Server
- Virtual Server
- Application Server
- Mail Server
- BackEnd Server
- FrontEnd Parallel Processing
- Internet Security
- Video Surveillance
- Storage Server
- Network Attach Storage (N.A.S.)
- CTI (Computer Telephony Integration)

## COMPANY STRENGTHS

**High Quality Products:** INTEL & AMD Platform Certified Solutions, Supermicro corp. approved Solutions

**License/Trade Marks/Quality Certifications:** Patented trademarks: SUPERCLUSTER – SUPERCLUSTER® – REVEN.GE®

**Quality Certifications:** UNI ISO9001:2000 since 1998

**Innovative Processes/Services/Products:** The proposed system is the first and exclusive "ALL-IN-ONE Hardware Cluster H.A. Solution" in the World

**Networking:** Dealers & VARs

**R&D Capacity:** The company has a R&D department

**Expertise:** More 30 years in ICT

## CUSTOMER REFERENCES

- Research Centres
- Small and medium Enterprises
- Distributors
- Dealers
- VARs

## SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

### HARDWARE

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

## TYPE OF COOPERATION

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



**SARDEGNA  
RICERCHE**

## **SARDEGNA RICERCHE SCIENCE & TECHNOLOGY PARK**

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09010 Pula (Ca) – ITALY

**Phone:** +39 070 92432204

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**E-mail:** [info@sardegna ricer che.it](mailto:info@sardegna ricer che.it)

[www.sardegna ricer che.it](http://www.sardegna ricer che.it)

### **Contact:**

Valter Songini (External Relations  
and Marketing Manager)

**Date of foundation:** 2003

**Employees:** 60

### **Status:**

GOVERNMENT – NON PROFIT

## **MAIN ACTIVITY**

Sardegna Ricerche is the Regional Government's Agency tasked with promoting technological development in the island. Sardegna Ricerche created and currently manages the local Science & Technology Park.

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

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

At the present time, the STP hosts **65** research institutes and companies, with more than **450** people, working in the fields of Information and Communication Technologies, Biomedicine, Bioinformatics and Renewable energy sources.

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

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

### **THE NINE LABS:**

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

## **COMPANY STRENGTHS**

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

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

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

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

## **SECTOR**

**ICT – INFORMATION AND COMMUNICATION TECHNOLOGY**

## **TYPE OF COOPERATION**

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



## SDPROGET INDUSTRIAL SOFTWARE SRL

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10040 Almese – ITALY

**Phone:** +39 011 9346666

**Fax:** +39 011 9351193

**E-mail:** [sdproget@sdproget.it](mailto:sdproget@sdproget.it)

[www.sdproget.it](http://www.sdproget.it)

### Contact:

Simon Garcia (International Sales)

**Date of foundation:** 1988

**Employees:** 22

**Turnover:** 2,500,000 Euro

**Export:** 1%

**Export Destinations:** Czech Republic,  
Switzerland, Romania, France

## MAIN ACTIVITY

SDProget is a software house that develops electrical CAD applications for the design, analysis and documentation of industrial automation plants and electrical systems. SDProget is the international distributor of SFEACAD, a high performing electrical CAD application developed by the partner company CAD.Able.

SFEACAD commands allow to easily and fastly design and process electrical diagrams in European and American standards; moreover, they enable for the production of graphical outputs, facilitating manufacturing processes: cross-references, bill of materials, etc. The design analysis and control tools allow for a remarkable reduction in potential errors. A user-editable translator module with over 1,100 phrases translates components' descriptions and functions. Thanks to cabling modules, wiring diagrams and electrical harnesses can easily be designed and processed. Apart from the specialized electrical commands, SFEACAD contains a broad set of functionalities that makes it attractive as a generic CAD design tool.

## COMPANY STRENGTHS

**High quality Products:** SFEACAD is a high-performing electrical CAD application with a high graphical quality.

**Licenses/Trade Marks/Quality Certifications/Patents:** Products and services offered by SDProget are certified with ISO-9001.

**Innovative Processes/Services/Products:** The Machine Configurator is an advanced feature that allows for the automatic creation of automation plants according to the options selected by the end-user in a given template.

The Cabling module allows for the design of wiring diagrams and electrical harnesses.

**Networking:** 20 subsidiaries and more than 25 Agents/VARS

**R&D Capacity:** Upgrades of software modules and materials database are available on a regular basis. SDProget's staff constantly works for improving their existing products according to customers' feedback.

**Expertise:** SDProget offers a wide range of technical support services with a staff of technical design specialists skilled in the automation sector. What makes SFEACAD different from similar electrical design software is the continuous contact with real field issues and problems on a daily basis.

## CUSTOMER REFERENCES

SDPROGET has over 7,000 customers distributed in several industrial sectors, such as: design, construction/maintenance of automation plants for production and operations.

Main customers (just to name a few):

- Fiat
- Nestle
- Lavazza
- Alstom
- Ferrero
- Enel
- Barilla
- Coca Cola
- COMAU
- AEM
- Michelin

## SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

## SOFTWARE

- Software engineering tools (CASE, ...)

## TYPE OF COOPERATION

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



## SICOM TEST SRL

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AREA Science Park  
34012 Trieste – ITALY

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Fax: +39 040 37 55 738

E-mail:  
alberto.marchesan@sicomtesting.com

[www.sicomtesting.com](http://www.sicomtesting.com)

Contact:  
Alberto Marchesan  
(Marketing & Sales Manager)

Date of foundation: 2003

Employees: 10

Export Destinations:  
European Union, USA, Canada

Status: SME

## MAIN ACTIVITY

Sicom performs measurement and testing on telecommunication products for certification, network operators acceptance and end-user quality assessment.

The laboratory is conducted according to ISO 17025 standard and the main offered services are:

- Product testing for certification against the required GSM/GPRS/EDGE, GSM-R, DECT, UMTS, terminal standards;
- Testing and certification of radio transmitting and/or receiving products, such as WiFi, ZigBee and Short Range Devices (SRD);
- Network operator acceptance service that allows the customer to test the product before submitting it to the network operator, giving fully confidence to satisfy the technical requirements and avoiding to debug the product in the network operator facilities;
- Specific Absorption Rate (SAR) and human exposure evaluations also for body worn products;
- Support for product debug;
- Support and consulting for European (CE and GCF) certification processes;
- Support and consulting on international (FCC, IC, PTCRB) certification processes.

## COMPANY STRENGTHS

**High Quality Products:** A reliable and complete test and certification service aiming to simplify the customer product development and placement on the market.

**Licenses/Trade Marks/Quality certifications:** Accredited by the Italian Ministry of Communications according to the ISO 17025 standard. Qualified by RINA for the testing of railways signalling, communication and control systems.

Global Certification Forum (GCF) Observer.

**Innovative Processes/Services/Products:** Thanks to its continuous research and development activity, Sicom can provide test methods and test systems customized on client request.

**Networking:** Sicom cooperates with other accredited laboratories specialized in different areas of testing in order to provide a complete service to its customers also for those products that must conform to multiple directives and technical standards.

**R&D Capacity:** Research and development programs are carried out regularly in order to remain aligned with the complex requests that the newest technologies of this specific market demand.

Sicom SAR test system is already up to date in conformity to the IEC 62209-2 technical standard that is soon expected to be published as mandatory in Europe. The research program for 2008 includes some activities dedicated to Home Automation.

**Expertise:** Sicom team has the necessary knowledge of telecommunication standards and procedures for evaluation of conformity coming from a long experience in test and certification, achieved supporting big and small companies in development and placement of their products on the market.

## CUSTOMER REFERENCES

Sicom services are addressed to companies in the telecommunication field: manufacturers, module applicators and integrators, importers, distributors, retailers, service providers of wireless devices, network operators.

## SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

### TELECOMMUNICATIONS/NETWORKING

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

### MOBILE/BROADCASTING/SATELLITE COMMUNICATIONS

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

### LAN/WAN

- Gateway | - Modem

### MISCELLANEOUS

- Radio communication testing, certification services

## TYPE OF COOPERATION

- Development of new projects (R&D)
- Identification of new customers
- Development of new products
- Other: network operators – other laboratories



## **SOFTFOBIA SRL**

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**Phone:** +39 070 2087115

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**E-mail:** info@softfobia.com

**www.softfobia.com**

### **Contact:**

Dr. Fabrizio Cocco (Sales & Marketing)

**Date of foundation:** 2000

**Employees:** 2

**Turnover:** 305,600 Euro

**Status:** SME

## **MAIN ACTIVITY**

Softfobia is a smart Italian software house who prefers java platform to develop its products. Softfobia has many important multimedia customers in Italy and wants to find new customers in other countries.

The most important products are the social networking platform, video and blog communities and Content Management Systems.

## **COMPANY STRENGTHS**

**High Quality Products:** The Softfobia products are developed on java platform. His agiles method ensure very good products and application software.

## **CUSTOMER REFERENCES**

- Tiscali Italia SpA
- Aruba SpA
- Mondadori Edizioni SpA
- Conde Nast edizioni SpA
- United Music Srl
- Teatro lirico di Cagliari
- Cagliari Calcio SpA
- Arst SpA
- Gruppo Finelco SpA
- Comune di Cagliari
- Provincia di Cagliari
- Sky SpA

## **SECTOR**

**ICT – INFORMATION AND COMMUNICATION TECHNOLOGY**

### **SOFTWARE**

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

### **MULTIMEDIA**

- Architecture for multimedia applications
- Multimedia applications for specific sectors

### **DEVELOPMENT OF SERVICES**

- Online services, ASP

## **TYPE OF COOPERATION**

- Commercial intermediary (distributor, general agent, etc.)
- Direct investments
- Financial participation

StelNet.com

## STELNET.COM SRL

Via del Canneto 10a  
09134 Cagliari – ITALY

Phone: +39 070 503093

Fax: +39 070 520959

E-mail: gv@stelnet.com

www.stelnet.com

### Contact:

Rosario Vargiu (Technical Director)

Date of foundation: 1995

Employees: 15

Turnover: 700,000 Euro

Export: 5%

Export Destinations: East Europe

Status: SME

## MAIN ACTIVITY

### BusinessRadar

#### Abstract:

BusinessRadar is a new e-marketplace designed and realized with a strong attitude to data exchanging between third parties emarketplaces and with an extremely friendly user interface. It has been conceived for SME's needs. BusinessRadar uses web 2.0 concept and architecture. BusinessRadar has a multilingual user interface and can be easily ported on different systems.

#### Details:

BusinessRadar is an **emarketplace system**. The BusinessRadar engine is an automatic system for feeding-in and feeding-out.

**Data come** from sources that have a direct or networked agreement with Stelnet.com and from public available data.

The data are controlled about consistency (contact, phone, fax, email, website).

The gathered data have always time information (expiry date, post date).

The **quality ranking** system is based on a new trust building model.

**Multilingual.** All the contents are in english language. All the messages of the user interface are in separated message banks depending on language. In this way it is really easy and fast implementing new languages.

The **billing system** is based on prepaid method. There are no subscription fees and the users pay for each lead-profile or company-profile view. A free trial scheme is available.

**Categorization.** BusinessRadar is not focused on industrial category classification. The search is based on a **strong thesaurus system**. It works like a TAGGING system for every kind of product or service.

**WEB 2.0.** All data can be redistributed or gathered via WebServices. Depending on the level of user data flows via standard web 2.0 like SOAP, WSDL and RSS.

## COMPANY STRENGTHS

**High Quality Products:** Business Radar B2B eMarketplace and E.meglio (Itsbetter) B2C electronic catalog compariser implement state of art web technology and are very friendly and easy to use.

**Licenses/Trade Marks/Quality Certifications/Patents:** Infobroker, Business Radar and Emeglio.it are registered as trademarks

**Innovative Processes/Services/Products:** A friendly digital ecosystem together with a new trust building model, together with an international network project open to connection with public and private partners that are qualified in Business Cooperation.

**Networking:** The systems are open to integration with other systems and with partners managing local countries e-marketplaces and e-catalogs. Partnerships are welcomed.

A master franchising scheme is also available (50 franchisees in Italy and 5 abroad).

**R&D capacity:** Stelnet works in European R&D schemes, is cofounder of Sardinian ICT Centre of competence, its products come from research projects cofounded by EU, Sardinia Region and Italian research funds.

**Expertise:** Stelnet.com senior engineers have more than 20 years of experience as pioneers in ICT research on infobrokerage and Business Technology.

## CUSTOMER REFERENCES

- SMEs
- Enterprise Associations and consortia
- Export and touring marketing boards
- Innovation and development boards
- Banks

## TYPE OF COOPERATION

- Commercial intermediary (distributor, general agent, etc.)
- Development of new projects (R&D)
- Transfer technology or production license
- Reciprocal/common distribution agreement
- Financial participation



## **SYSMAN SRL**

Via Ivrea, 75  
10016 Montalto Dora – ITALY

**Phone:** +39 0125 652411

**Fax:** +39 0125 652392

**E-mail:** r.cali@altesys.com

[www.sysman.it](http://www.sysman.it)

### **Contact:**

Roberto Cali  
(International Sales Director)

**Date of foundation:** 1984

**Employees:** 10

**Turnover:** 1,000,000 Euro

**Export Destinations:** Europe, Eastern Europe, Russia, Turkey, North Africa

**Status:** SME

## **MAIN ACTIVITY**

**About Sysman-Altesys:** Following a significant experience in the field of telecommunications, and thanks to a constructive collaboration with some of the major national and international experts in the sector, Sysman was the first Italian company to invest in the infant market of Call Centre software and CRM application systems.

**Contact Pro:** a high-reliability CRM solution for Call and Contact Centers which sustains customer development and fidelity. It allows for efficient organisation of all customer relations, from paper-origin data entry (coupons, orders, customer records, ecc.) to toll-free number management, (commercial queries, technical support, order processing, ecc.). Supported by rugged and diverse CTI links (including VoIP), Contact Pro is optimised for the management of telephony campaigns, telesales, subscription campaigns, debt collection, event management, market research.

**Vision Desk:** is a help desk trouble ticketing solution for all companies who wish to integrate into their company organisation or into their web-site a highly developed flexible help-desk for the monitoring and handling of queries, customer feedback and complaints in order to be able to offer replies, assistance and support via telephone or internet. Vision Desk would ideally be suited for those occasions where a customer's problem cannot be quickly solved in one technical call. With Vision Desk clients may try the experience of managing structured service for in-house issues or external customer service on Queries, Problems, Complaints etc. For the Problem Ticket Number, Vision Desk manages assignment to staff, status monitoring, outcome verification, escalation, performance to closure timing evaluation and scoring.

Furthermore a Knowledge Base Engine manages recurrent topics and prepares FAQ pages to help automate fast responses and self-help.

**Datamatrix (DM3)**, a smart and flexible Business intelligence tool which may be easily personalised for a wide range of statistical analysis tasks. Datamatrix is a powerful analysis engine able to process large amounts of data, to highlight interdependent relationships among data sets and display a vast range of results mainly based on reliable Business Intelligence algorithms.

**Eustachio**, a Sound Management Unit for Call Centre headsets. The deep knowledge of the technical issues and market has led to the development of the first real solution for the continuous measurement of headset acoustic levels, the prevention of overexposure and employee litigation.

**Contact+** is a telephonic processor and incorporates all the advanced functionalities of a PBX, including IVR, ACD, CDR, LCR, Voice mail. Also managed are unified messaging, teleconferencing plans called over multiple locations, routing calls to low-cost IP telephony providers. Contact + solutions enable for an integration between voice and data networks on a single LAN infrastructure, reducing the cost of wiring and expanding corporate efficiency. Sysman is interested in establishing partnerships with commercially and technically qualified companies, capable of promoting and marketing software solutions in the categories of CRM, knowledge management and technologies for Call and Contact centres in their respective countries. The specific project is the construction of a network of international partners who can expand sales of products already well consolidated over the Italian market. Central to the project is the task of localization (language translation and product adaptation to the requirements of the local reference market).

## **COMPANY STRENGTHS**

**High Quality Products:** The proposed software products are modular and flexible and may be used over a web interface. In particular, with Sysman's "CRM approach", solutions are introduced step-by-step, without forcing client company's lead times and expectations. Real and easily measurable results re assured, and investments to be made are proportional to the objective to be achieved. Sysman's software solutions are integrated with common CTI architectures.

### **Licenses/Trade Marks/Quality Certifications:**

Iso 9001:2000 | Microsoft Certified Partner | Oracle Partner

**Innovative Processes/Services/Products:** Thanks to the Altesys Group synergy, Contact Pro can be integrated with Voice over IP telephony structures and PBXs such as Contact+, a sophisticated SIP server which can manage different and multiple outbound and inbound telemarketing campaigns. With Contact+ clients can start outbound campaigns in preview or power dialling mode. In inbound mode, the IVR function, message delivery managing, ACD call distribution can all be managed directly by using Contact Pro.

**Networking:** The Altesys Group, which incorporates Sysman, currently operates in several countries thanks to a network of Distributing Partners across diverse product portfolios ranging from Professional Telephony Headsets to Telecom Test & Measurement. The UK is traditionally a strong partnership site for the headset market while India is the leading consumer of Altesys Test & Measurement products. Technology partnership and manufacturing supply chain is strongly concentrated in Far East (Taiwan, Korea, PRC, Singapore) and North Africa (Tunisia).

**R&D Capacity:** Sysman has a team of engineers who constantly ensure a steady development of their software as well as application customization and customer support.

**Expertise:** Sysman is skilled in:

- „Identifying“ customers in the database;
- Recognising them as „individuals“;
- Listening to their needs;
- Assessing their potentialities through accurate analyses;
- Communicating with them by means of th most relevant „media“.

## **CUSTOMER REFERENCES**

Call Centers, Contact Centres, Public Utilities and Local Government, Software Providers, Financial Sector, SME

## **SECTOR**

**ICT – INFORMATION AND COMMUNICATION TECHNOLOGY**

### **DEVELOPMENT OF SERVICES**

- Help-desk, housing fully equipped sites, call center

### **SOFTWARE**

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

## **TYPE OF COOPERATION**

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



## TELEVIDEOCOM SRL

Z.I. Predda Niedda Nord Str. 5  
07100 Sassari – ITALY

**Phone:** +39 079 2633078

**Fax:** +39 079 2671261

**E-mail:** info@televideocom.com

[www.televideocom.com](http://www.televideocom.com)

### Contact:

Massimo Mele (Media relations)

**Date of foundation:** 2004

**Employees:** 19

**Turnover:** 1,783,000 Euro

**Status:** SME

## MAIN ACTIVITY

Televideocom is a multimedia and networking development company:  
Televideocom has three core business.

1. Wireless Networking design and implementation
2. Multimedia communications: web and mobile delivery platforms, streaming services, live broadcast
3. Web hosting services

## COMPANY STRENGTHS

**High Quality Products:** Televideocom products are totally customized. These solutions give to our clients unexpensive possibility in business process.

**Licenses/Trade Marks/Quality Certifications:** Microsoft licensed – soa os 19 – iso 9001 – sw soft

**Innovative Processes/Services/Products:** Streaming and downloading video/audio distribution platform

## CUSTOMER REFERENCES

- Nokia Siemens Networks SpA
- Selex Communications SpA
- Universo SpA
- Kiver Srl
- Deltaweb SpA
- Media World (Media Market SpA)

## SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

### HARDWARE

- Other

### SOFTWARE

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

## MULTIMEDIA

- Architecture for multimedia applications
- Multimedia applications for specific sectors
- Web delivery platforms

## NETWORK

- Network management (sw and systems)

## TELECOMMUNICATIONS/NETWORKING

- Network systems and services  
(optical fiber equipment, microwave equipment, wireless network, ...)
- Wireless antennas and devices with Wi-Fi, Hiperlan and Wi-Max technologies

## MOBILE/BROADCASTING/SATELLITE COMMUNICATIONS

- Videocommunication systems (videoconference)
- mobile delivery platforms

## DEVELOPMENT OF SERVICES

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

## TYPE OF COOPERATION

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



**THINKUP – ADVANCED  
ICT SOLUTIONS FROM  
TORINO PIEMONTE**

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**Fax:** +39 011 6965456

**E-mail:** [thinkup@centroestero.org](mailto:thinkup@centroestero.org)

[www.thinkupict.org](http://www.thinkupict.org)

**Contact:**

Rosanna Viola (Project Manager)

**MAIN ACTIVITY**

Think up is a 3-year project aimed at promoting abroad a selection of best in class ICT Piedmontese companies and offering a reserved lane to meet them and develop business cooperation. The project is promoted by the Turin Chamber of commerce ([www.to.camcom.it](http://www.to.camcom.it)), with the aegis of Regione Piemonte, and is managed by highly experienced technical partners such as Torino Wireless Foundation ([www.torinowireless.it](http://www.torinowireless.it)), CSI-Piemonte ([www.csipiemonte.it](http://www.csipiemonte.it)), and Piemonte Agency for Investments, Export and Tourism ([www.centroestero.org](http://www.centroestero.org)).

**SECTOR**

**ICT – INFORMATION AND COMMUNICATION TECHNOLOGY**



## **TIESSE SPA**

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10015 Ivrea – ITALY

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**E-mail:** mail@tiesse.com

[www.tiesse.com](http://www.tiesse.com)

### **Contact:**

Fabrizia Montefiori (CEO)

**Date of foundation:** 1998

**Employees:** 23

**Turnover:** 6,400,000 Euro

**Status:** SME

## **MAIN ACTIVITY**

TIESSE designs and manufactures wired (xDSL/ISDN) and mobile (GPRS/EDGE/UMTS/HSDPA) routers.

Two lines of products, IMOLA and LIPARI, are available for ALWAYS ON services.

Target applications are:

- Finance (ATM, POS)
- Lottery/Gaming
- Telecontrol/Telemetry
- Teleworking
- Broadband Backup

Tiesse's mobile routers grant internet/intranet access to:

- Mobility devices
- Temporary and off premises installations

## **COMPANY STRENGTHS**

**High Quality Products:** Routers fully designed and produced, projects controlled in-house

**Licenses/Trade Marks/Quality Certifications:** ISO 9001:2000

**Innovative Processes/Services/Products:** Mobile routers with UMTS/HSDPA

**Networking:** All the connectivity from traditional to Broadband and mobile (GPRS, EDGE, HSDPA) are basic features of Tiesse's products

**R&D Capacity:** Networking, Device Drivers, Linux, Network management, Hardware design

## **CUSTOMER REFERENCES**

- Telco
- Banks
- Finance Organizations

## **SECTOR**

**ICT – INFORMATION AND COMMUNICATION TECHNOLOGY**

### **NETWORK**

- Network management (sw and systems)
- Network security & diagnostic

### **LAN/WAN**

- Router
- Gateway
- Protocols conversation and interaction

### **TELECOMMUNICATIONS/NETWORKING**

- Cabling access systems for broadband (XDSL, ADSL, HDSL, ...)
- Other

## **TYPE OF COOPERATION**

- Commercial intermediary (distributor, general agent, etc.)
- General commercial assistance
- Identification of new customers
- Reciprocal/common technological cooperation agreement



## **TORINO WIRELESS FOUNDATION**

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10129 Turin – ITALY

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**Fax:** +39 011 5183161

**E-mail:**  
marco.ramella@torinowireless.it

[www.torinowireless.it](http://www.torinowireless.it)

**Contact:**  
Marco Ramella Votta

**Date of foundation:** 2002

**Employees:** 0 to 20

**Status:**  
GOVERNMENT – NON PROFIT

## **MAIN ACTIVITY**

- Technical support for SMEs and entrepreneurs
- Networking, internationalization of SMEs
- Venture capital
- IPR production and valorization

## **COMPANY STRENGTHS**

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

**R&D capacity:** we have strong links with Politecnico di Torino and Istituto Superiore Mario Boella.

**Expertise:** business development, finance

## **SECTOR**

**ICT – INFORMATION AND COMMUNICATION TECHNOLOGY**

### **MOBILE/BROADCASTING/SATELLITE COMMUNICATIONS**

- Satellite communications (Vsat, satellite equipment)

### **TELECOMMUNICATIONS/NETWORKING**

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

## **TYPE OF COOPERATION**

- Transfer technology or production license
- Direct investments
- Joint creation of an enterprise or consortium
- Financial participation



Idee e tecnologie per la comunicazione

## UNICITY SPA

Sardegna Ricerche, Science & Technology Park  
Località Piscinamanna, Ed.2  
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Phone: +39 06 4040481

Fax: +39 06 65004118

E-mail: info@unicity.eu

[www.unicity.eu](http://www.unicity.eu)

Contact:  
Massimo Temi  
(Design and Multimedia Manager)

Date of foundation: 2000

Employees: 25

Turnover: 1,500,000 Euro

Status: SME

## MAIN ACTIVITY

The Unicity Mission is to help improve clients' success through the design, development and management of valuable IT solutions.

The Unicity solutions:

- Multimedia communication solutions
- Web Tv and Digital Signage Solutions
- Knowledge management and e-learning solutions
- Internet and Intranet web applications
- Content Management System and Web Development

## COMPANY STRENGTHS

**High Quality Products:** WebTv, Websites, Content Management System K-Board, QTVR

**Licenses/Trade Marks/Quality Certifications:** ISO 9001 certified

**R&D Capacity:** actually involved in 2 R&D projects

**Expertise:** WebTv, Digital Signage, Graphic Design, Multimedia, Content Management System K-Board, e-learning, videoconference, e-commerce, healthcare remote assistance systems

## CUSTOMER REFERENCES

Abbott, ACER, APAT, As Roma, BAICR, CNIPA, Comune di Castelnuovo, Comunità Montana, versante tirrenico-meridionale, Consiglio Regionale del Veneto, Consorzio Romanimata, Enel, Eni, Fondazione Camera dei Deputati, Fondazione Guspini per la Vita, Fondazione Rosselli per l'Archivio del Teatro dell'Opera, Formez, Frenter, Gas Natural Italia, Istituto Luigi Sturzo, LAit, Luiss University Press, Ministero dei Beni e delle Attività Culturali, Ministero dell'Ambiente, Monte dei Paschi di Siena, Presidenza del Consiglio dei Ministri, Publicis, Rai, Regione Autonoma della Sardegna, Telecom Italia

## SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

### SOFTWARE

- Other

### MULTIMEDIA

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

### MOBILE/BROADCASTING/SATELLITE COMMUNICATIONS

- Videocommunication systems (videoconference)
- Other

### DEVELOPMENT OF SERVICES

- Online services, ASP
- E-commerce
- E-learning
- Internet services (internet access, search engines)
- Other

## TYPE OF COOPERATION

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



## URMET TLC SPA

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10154 Turin – ITALY

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Fax: +39 011 852735

E-mail: s.lombardi@urmet.it

[www.tlc.urmet.com](http://www.tlc.urmet.com)

### Contact:

Silvia Lombardi  
(Marketing & Communication)

Date of foundation: 1937

Employees: 420

Turnover: 100,000,000 Euro

Export: 30%

Export Destinations: Europe,  
MEA, SEA, America

## MAIN ACTIVITY

URMET TLC was born in Turin (Italy) in 1937 since when it has been actively contributing to the evolution of the Italian Telecommunication market as well as in more than 30 countries worldwide.

The core products developed by Urmet are: public terminals; cordless (CPE) and NGN residential telephones, wireless and telemetry solutions, end user and corporate telecommunications equipment, e-payment terminals and solutions, network platforms and security of telecommunications.

The company's strong points are the realization of innovative projects and products in the fields of NGN and traditional telephony networks, embedded terminals and systems and systems for data acquisition and management.

The experience in the market together with considerable investments in development and research ensure high quality network infrastructure and terminal products (ISO 9000 certificated) which are supplied through a sales network with 20 branches and over 25 agents/VAR.

- Payphones
- Self-Service Multimedia Kiosks
- Residential Videophones ... and beyond
- Residential Telephones and Cordless (CPEs)
- Modems & Residential Gateways
- Private Exchanges (PABX)
- Call Centre, IVR & Digital Recorders
- Access Registration / Control Terminals
- EFT-POS E-Payment Terminals
- Telephony, Ticketing & Fidelity Cards
- Central Office Equipments
- VAS & SIP Platforms
- Media & Access Gateways
- Network Monitoring Systems
- Networked Lawful Interception

## COMPANY STRENGTHS

**High Quality Products:** Terminals & Network Equipment

**Licenses/Trade Marks/Quality Certifications/Patents:** ISO 9000

**Innovative Processes/Services/Products:** Residential NGN Telephony

**Networking:** 20 subsidiaries and more than 25 Agents/VARS

**R&D Capacity:** approx. 150 engineers

**Expertise:** Embedded Terminals & Systems, Network Equipment, Supervisory Control and Data Acquisition.

## CUSTOMER REFERENCES

- Telecom Italia
- Major Telecom operators worldwide
- Italian banks

## SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

### DEVELOPMENT OF SERVICES

- E-commerce | - E-money
- Help-desk, housing fully equipped sites, call center

### HARDWARE

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

### LAN/WAN

- Gateway | - Modem
- Protocols conversation and interaction

### MISCELLANEOUS

- Remote monitoring of telecom sites

### MOBILE/BROADCASTING/SATELLITE COMMUNICATIONS

- Private switching systems (Pabx)
- Systems for text communications (email)
- Systems for voice communications (voice technology, voice mail)
- Videocommunication system (videoconference)

### MULTIMEDIA

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

### NETWORK

- Network security & diagnostic

### SOFTWARE

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

### TELECOMMUNICATIONS/NETWORKING

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

## TYPE OF COOPERATION

- Commercial intermediary (distributor, general agent, etc.)
- Development of new projects (R&D)
- General commercial assistance
- Identification of new customers
- Reciprocal/common distribution agreement
- Development of new products
- Other

x a n T o  
e c h n o l o g i e s



## XANTO TECHNOLOGIES SRL

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[www.xantotechnologies.com](http://www.xantotechnologies.com)

Contact:  
Andrea Pizzarulli (CEO)

Date of foundation: 2005

Employees: 6

Status: SME

### MAIN ACTIVITY

Xanto Technologies presents the first multi-standard connectivity device for wired and wireless applications (USB, Bluetooth, InfraRed, WiFi). An independent power system allows the product to exchange and share files with other devices without the need of a PC.

The device has both a female and male USB connectors (Host/Device functions) in addition to an integrated Bluetooth and IrDA wireless interfaces. The device can be connected to most mobile products available on the market (such as Cell Phones, PDAs, GPS, USB keys, Digital Cameras, etc) without the need of a PC.

The user can browse and select files and process them by using a thumb wheel and an OLED display.

It is also a wireless MP3 player if paired with a Bluetooth headset.

The device has an independent password protection system that allows the user to access, protect or erase part of the memory without the need of a PC. This capability enables security features.

### COMPANY STRENGTHS

**High Quality Products:** The product is designed and engineered for high volumes and consumer applications

**Licenses/Trade Marks/Quality Certifications:** The product is patented

**Innovative Processes/Services/Products:** First device in the world with such capabilities

**Networking:** International networking for marketing and positioning of the product

**R&D Capacity:** International Experience in high-tech R&D

**Expertise:** Expertise on designing and marketing high volumes products

### SECTOR

ICT – INFORMATION AND COMMUNICATION TECHNOLOGY

#### DEVELOPMENT OF SERVICES

- Banking, insurance, financial services

#### HARDWARE

- Auxiliary IT devices (UPS)

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

#### LAN/WAN

- Gateway

#### MISCELLANEOUS

- Remote monitoring of telecom sites

- software migration

#### MOBILE/BROADCASTING/SATELLITE COMMUNICATIONS

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

- Systems for voice communications (voice technology, voice mail)

#### MULTIMEDIA

- Architecture for multimedia applications

- Multimedia applications for specific sectors

#### SOFTWARE

- Software development tools

- Software security/quality

#### TELECOMMUNICATIONS/NETWORKING

- Bluetooth systems and sw

- Connectivity tools

### TYPE OF COOPERATION

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

- General commercial assistance

- Transfer technology or production license

- Identification of new customers

- Reciprocal/common technological cooperation agreement

- Direct investments

- Financial participation

- Joint creation of an enterprise, consortium or holding



## OTHER ITALIAN EXHIBITORS

**PANINI**  
I-10124 Torino  
Halle 17, Stand B50

**Prysmian Cavi E Sistemi Telecom**  
I-20126 Milan  
Halle 12, Stand B66

**QStar Europe**  
I-20094 Corsico Milano  
Halle 3, Stand C56

**RPS**  
I-37045 Legnano  
Halle 12, Stand D66

**RACK PERUZZI**  
I-10090 Bruino  
Halle 12, Stand B66/ 1

**SBS**  
I-28010 Miasino  
Halle 25, Stand E60

**SECURE PROJECT C.M.S.**  
I-20131 Milan  
Halle 17, Stand C47

**SELEX-Giacomo Picollo**  
I-15060 Capriata D'Orba  
Halle 17, Stand B58

**Sferal World Wide Technology**  
I-10014 Caluso  
Halle 17, Stand A48

**SIAE MICROELETTRONICA**  
I-20093 Cologno Monzese  
Halle 12, Stand B64

**Sisvel**  
I-10060 None  
Halle 19, Stand G56

**SMAU Promotor I.C.T.**  
I-20124 Milan  
Halle 19, Stand C12

**T. E. Logistics and Services**  
I-10078 Venaria  
Halle 12, Stand E59/2

**TASKER Milan**  
I-20090 Cusago  
Halle 12, Stand E65

**Technologysshop**  
I-43100 Parma PR  
Halle 25, Stand D40, (C117)

**TecnoVision**  
I-20090 Buccinasco  
Halle 25, Stand D98

**Telit Communications**  
I-34010 Sgonico  
Halle 15, Stand D52

**Telsey**  
I-31055 Quinto di Treviso  
Halle 13, Stand C56

**Tema Telecomunicazioni**  
I-20161 Milan  
Halle 13, Stand E58

**Urmet TLC**  
I-10154 Torino  
Halle 12, Stand C24

**VoiSmart**  
I-20129 Milan  
Halle 13, Stand D34, (A1)

**Walther Italia**  
I-39100 Bolzano  
Halle 17, Stand F09

**Zucchetti Group**  
I-26900 Lodi  
Halle 6, Stand C27

**1 Idea Italia**  
I-41100 Modena  
Halle 16, Stand G03

**4EMME**  
I-30010 Pegolotte di Cona VE  
Halle 12, Stand B09

**4P Mobile Data Processing**  
I-35127 Padova  
Halle 7, Stand E36



Italian Institute for Foreign Trade

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