

INNOVA[®]

Technology Transfer & Valorisation

Company Profile

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In a Nutshell

INNOVA Srl is a business consulting company founded in 1993, supporting innovative enterprises in leveraging funds, develop their market strategy, finding partners, and valorising R&D results. INNOVA provides seed capital, incubation and internationalization services to start-ups and innovative SMEs. Since 2015, INNOVA is a Certified Incubator (*Incubatore Certificato*). Through its European Projects Unit INNOVA participates to international research projects covering activities of project management, communication, dissemination and exploitation, business modelling, IP management and, for selected technologies, industrialisation.

The Group

INNOVA is the holding of a Group involving an applied Research Laboratory (LABOR), a seed-capital fund (INVENT) and a Temporary Export Manager - T.E.M. (CAMPUS). LABOR and INVENT add R&D and seed capital funding capacity to the core business consulting services of INNOVA. INVENT holds participations into 14 high-tech companies active in biotechnology, biomedical, pharmaceuticals, material sciences, artificial intelligence, and IT. The Group participates also a UK-based company INAVYA which support the scaleup of innovative companies in the UK market.



Locations

Headquarters: located in Rome at Tecnopolo Tiburtino, the technology park promoted by the local Chamber of Commerce and the Province of Rome, with the support of public agencies and major corporations. The headquarters host the start-up incubator, the subsidiary companies LABOR, INVENT.

National Offices (Italy): Rome (headquarters), Lecce, Aosta, Udine, Cosenza e Palermo.

International Offices: Brussels (INNOVA); London (INAVYA), Boston (INNOVA ICG), TECHIN (Warsaw).



Services



Incubation and Acceleration

INNOVA is an Italian Certified incubator since 2015. The incubator programme lasts a minimum of 6 months during which INNOVA provides facilities and services (logistics, technical, business development) for innovative companies and academic spinoffs. In addition, it provides business training and support for access to finance and public grants.



Financing

INNOVA offers specialised support to access public grants at regional, national, and European level for SMEs, corporate, and academic institutions. In addition, makes direct seed capital investments through the subsidiary INVENT. INNOVA helps raising venture capital funds (series A and B) and can liaise with its network of private investors in Italy and the UK.



Prototyping and Testing

The INNOVA Group supports with prototyping services from design to demonstration through the subsidiary LABOR. The fields of activity include electronics, computers, automation and control, mechanical design, process chemistry applied to food industry, biomedical, bioenergy, environmental technologies and systems for industrial and safety at work.



Intellectual Property Management

We conduct assessments of portfolios and analysis of IP assets. We perform patentability and patent landscape analysis, and we offer support to patent writing and trademark registration. Through our legal partners, we carry out Freedom to Operate analyses and patent / utility model / design applications.



Commercialisation and Internationalisation

INNOVA conducts qualitative and quantitative market analyses, supports companies in formulating their business plan, facilitate the creation of strategic partnerships and licensing agreements. It offers internationalisation services for companies towards Europe, China, the UK, and the US.



ICT and digital services

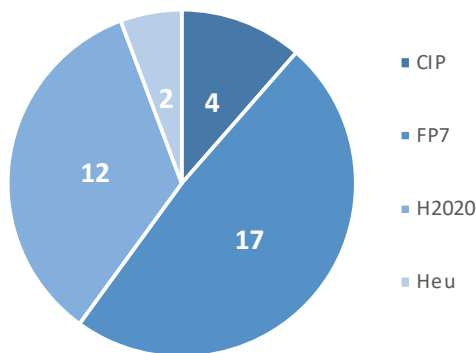
INNOVA supports the design and implementation of artificial intelligence and machine learning systems for supply chain management and healthcare digital applications, blockchain infrastructures design and deployment.

Results

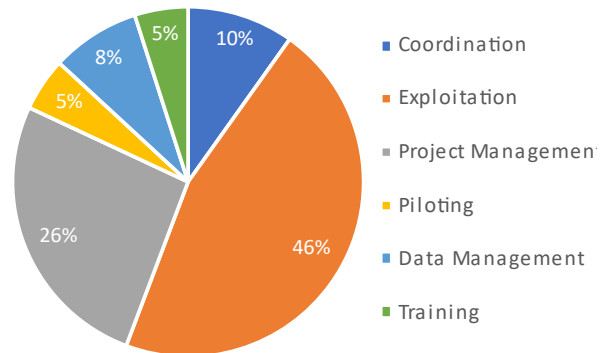
Research projects

Since 1993, the INNOVA Group has managed over 400 National and International R&D projects. INNOVA has contributed to the success of project applications in the most recent largest European funding programmes (Horizon 2020, FP7 and CIP), corresponding to ca. 110 million € raised since 2010.

Number of projects financed by programme



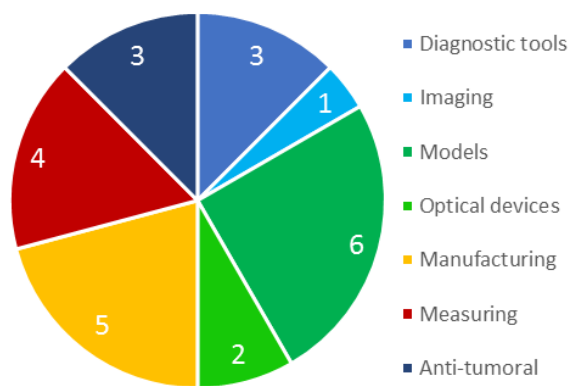
Role in projects



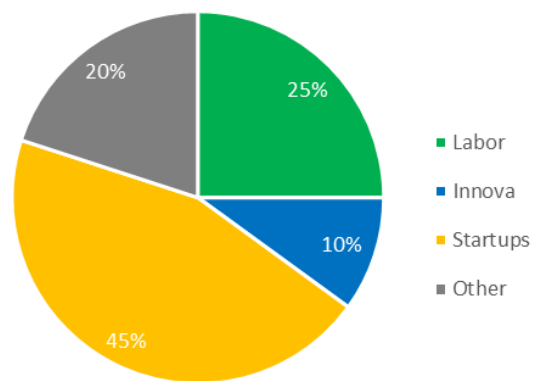
Patents

INNOVA is applicant / co-applicant in 24 patents, 45% of which originated in the incubated start-ups, and holds 3 copyrights.

Patents owned



Patents source



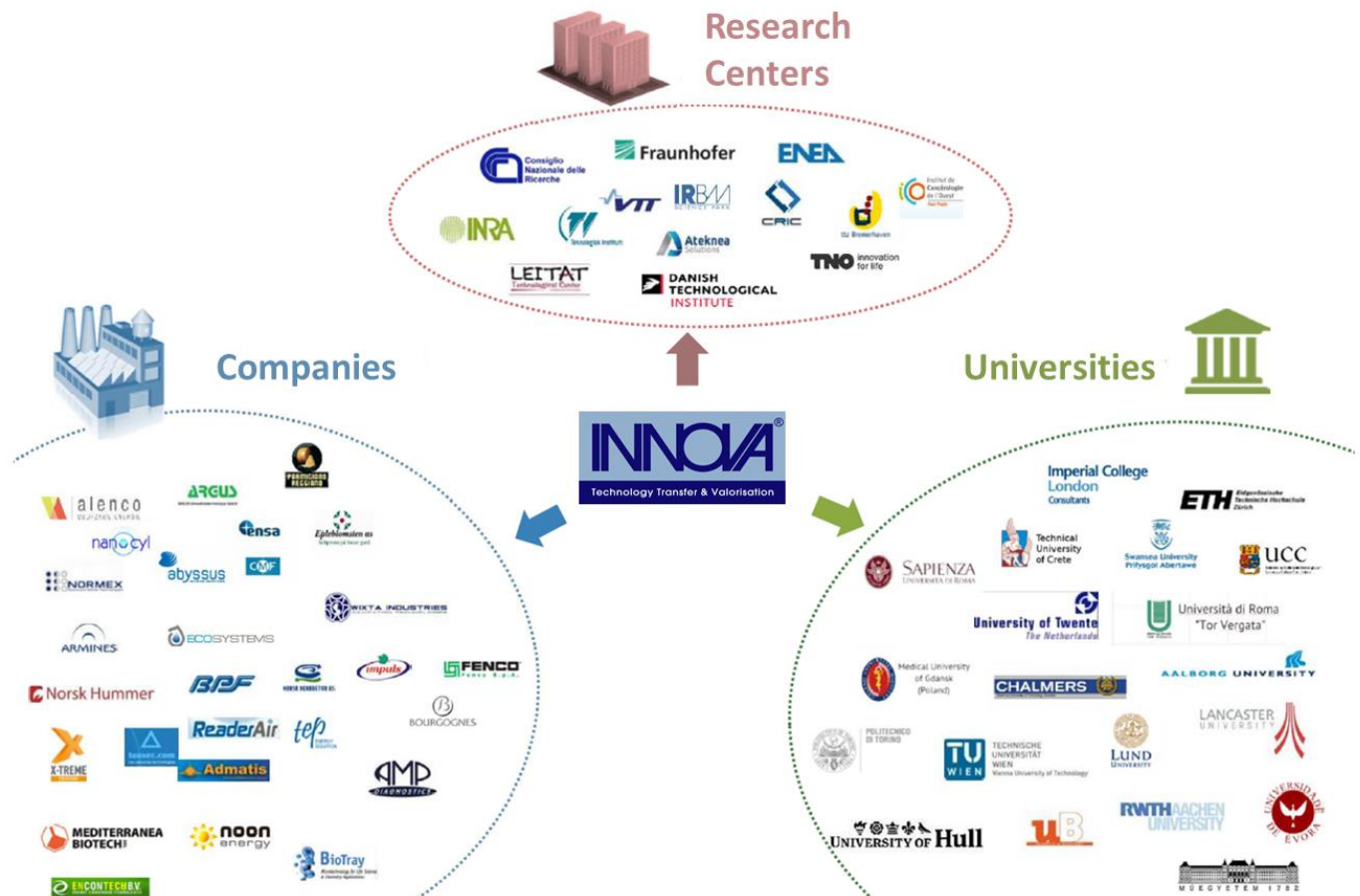
Incubator / Accelerator

INNOVA promoted the launch of over 80 innovative start-ups, and successfully carried out the scale-up of:

- [MBS](#): (series B investment by leading Chinese stock market Group)
- [AVATR](#): (successful SEIS Series A investment in UK)
- [MediaPharma](#) (Series B investment from leading Pharma Group).

Network

INNOVA has a large network of clients and collaborators in the industrial and academic sectors. Furthermore, INNOVA has established contacts with relevant institutional bodies in the innovation field, such as the European Commission, the European Investment Bank, the Inter-American Development Bank,



the European Space Agency, and the Italian Ministry of Economic Development.

Thanks to the participation to multi-partnership international projects, INNOVA can count on a network of contacts outside Europe, in Africa, Australia, China and India.

Collaboration with European Innovation Council (EIC)

INNOVA is partner of the EIC Ecosystem Partnership and Co-investment support programme and offers specialised services to EIC beneficiaries and Seal-of-Excellence projects, and coordinates CIRCE (Coaching for Innovation and Research-based projects by Connected Entrepreneurship program), an EISMEA-financed initiative to offer training, mentoring and coaching to selected EIC beneficiaries, contract N° EISMEA/2021/OP/0018 Lot1

European projects

Project	Duration	Total Budget	Role
POTENTIAL	2022 - 2026	€ 2,999,787	Project management; Data management; Communication, Dissemination and Exploitation
AWARE	2022 - 2026	€ 5,150,000	Coordinator; Data management; Communication, Dissemination and Exploitation
HYSOLCHEM	2021 - 2024	€2,800,000	Data management; Communication, Dissemination and Exploitation
DG PRIME	2020 - 2023	€16,963,173	Communication, Dissemination and Exploitation
LEADERSHIP4SME	2020 - 2024	€ 999,843.00	Exploitation
B-HUB FOR EUROPE	2020 - 2022	€1,900,000	Coordinator; Exploitation
PANIWATER	2019 - 2022	€4,969,749	Project management; Data management; Communication, Dissemination and Exploitation
MANUSQUARE	2018 - 2020	€3,956,189	Community building and exploitation; artificial intelligence system development
EMSO-Link	2017 - 2020	€4,370,279	Project management; Exploitation;
TRANSMIT	2017 - 2020	€2,856,812	Training (Funding, Technology Transfer)
MADIA	2017 - 2019	€3,891,062	Dissemination, communication and exploitation; Project management; Training; Data management
NIMBLE	2016 - 2020	€7,994,759	Dissemination, communication and exploitation
WATERSPOUTT	2016 - 2020	€3,571,946	Project management; Data management; Communication, Dissemination and Exploitation
DRIVE	2015 - 2019	€6,007,128	Dissemination, communication and exploitation; Project management; Training; Data management
LAB-TECH	2015 - 2015	€149,999	Business plan
VOICE	2014 - 2017	€1,630,000	User requirements specification; platform piloting and exploitation
HoPE	2014 - 2017	€3,591,997	Dissemination, communication and exploitation
StoM	2014 - 2016	€1,538,170	Marketing and business development
AMCARE	2013 - 2017	€8,718,194	Dissemination, communication and exploitation; Project management, Training
MEET	2013 - 2017	€3,824,630	Training (access to European Funds, Technology Transfer, Scientific Communication)
ENIGMA	2013 - 2015	€3,992,512	Exploitation; Project management
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LIGHT2CAT	2012 - 2015	€4,979,564	Dissemination, communication and exploitation; LCA and LCC comparative studies
COMPOSE	2012 - 2015	€7,405,981	Exploitation; Research in software service discovery solutions.
InTraRegio	2012 - 2014	€1,821,519	Exploitation; Project management
eGovPolinet	2011 - 2014	€526,685	Communication, dissemination and exploitation
NET-EUCEN	2011 - 2014	€689,667	Coordinator; Communication, dissemination and Exploitation
VALUE-AGEING	2010 - 2014	€1,843,810	Exploitation; Project management
NAMDIATREAM	2010 - 2014	€16,519,663	Dissemination, communication and exploitation; Project management; Training
TLOUDS	2010 - 2013	€10,766,872	Exploitation; Project management
SecureCHAINS	2010 - 2012	€1,082,007	Exploitation; Project management
PROGR-EAST	2010 - 2012	€399,765	Exploitation; Project management
STARNETregio	2010 - 2012	€482,670	Coordinator; Exploitation
CEMSDI	2010 - 2012	€2,589,750	Coordinator; Exploitation
REVISITE	2010 - 2012	€1,815,870	Exploitation; Project management
Market-up	2010 - 2012	€891,118	Exploitation; Project management
MovingLife	2010 - 2012	€584,415	Technology roadmap
HOVERSPILL	2009 - 2022	€3,446,714	Coordinator; Communication, dissemination and Exploitation
INRES	2009 - 2012	€1,046,445	Exploitation; Project management
SAFECAS	2009 - 2012	€3,962,776	LCA and LCC comparative studies, Project Management
MAGISTER	2008 - 2012	€3,873,159	Communication, dissemination and exploitation; Project management
ONE-P	2008 - 2012	€27,165,530	Training (IPRs, Technology Transfer, Business Planning, Research and Creativity)
NET-SHARE	2008 - 2011	€441,000	Exploitation; Project management
ETOILE	2008 - 2011	€1,164,692	LCA and LCC comparative studies
ECOINNO2SME	2008 - 2010	€741,304	Exploitation; Project management

GENESYS	2008 - 2010	€1,615,300	Exploitation; Project management
RAF- REGIONS	2008 - 2010	€1,146,679	Exploitation; Project management
EMSO	2007 - 2017	€5,423,782	Support to the preparatory phase of the EMSO ERIC , program management, business plan development, dissemination and outreach

FOCUS: Research and development (LABOR)

Through LABOR, the group carries out activities in the fields of electronics, computers, automation and control, mechanical design, process chemistry applied to food industry, biomedical, bioenergy, environmental technologies and systems for industrial and safety at work.

Prototyping

LABOR designs electronics and enclosures to meet functional requirements with low-power consumption and compact size. LABOR covers all the development steps from breadboard assembly to series production, designing the layout conforming to standards (Orcad, Eagle), and taking care of the pre-series production in house. LABOR can manufacture mechanical components, arc welding, wiring and testing.

Mechanical

Functional, kinematic and dynamic design of mechanisms. Modeling and FEM analysis of parts and structures. Multi-physics simulation of complex systems and processes Advanced hybrid energy systems Architectural design of hybrid systems (based on hydrogen and fuel cell related technologies). Definition of control systems and algorithms for efficiency optimization. Basic and detailed engineering design of power generators. Design and simulations with premium CAD/CAE tools (Femap, Matlab, Solidworks, Solidworks Simulation). Design of test bench for energy systems characterization Research and development Automated machinery Draft and detailed engineering design of parts, components, functional groups and complete machinery. Selection of components for detection (based optical, capacitive, inductive measurement principles) and actuation (pneumatic, hydraulic and electric systems). Definition of control systems architecture (centralized and/or distributed with field bus) and selection of hardware control components (PLCs, motor drivers).



Electronics and automation

The Electronics and Automation Department is focused on integrated mechanical and electronic design, advanced control based on neural networks and on rigorous experimental methodologies defined by Experimental Design. LABOR develops and engineers a range of systems based on microprocessors, microcontrollers, DSP, FPGA, high speed ADC and DAC, single board industrial PCs.



Chemistry

The area of industrial process, operating in synergy with the Electronic and Automation Department, aims at implementing novel production processes allowing the reduction of polluting emissions and of energy consumption, keeping adequate production quality. Applications developed concern industrial waste treatment, industrial crystallisation, including on-line sensing devices, production of ceramic nanopowders. The three main research lines are:

- crystallisation & precipitation processes;
- separation processes;
- advanced control.



Senior Staff



Aleardo Furlani
Founder and CEO INNOVA



Antonella Vulcano
COO INNOVA



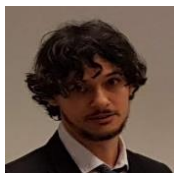
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CTO INNOVA, CEO LABOR



Antonio Zangrilli
CFO INNOVA, CEO INVENT



Cristina Fregonese
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Fabio Ugolini
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