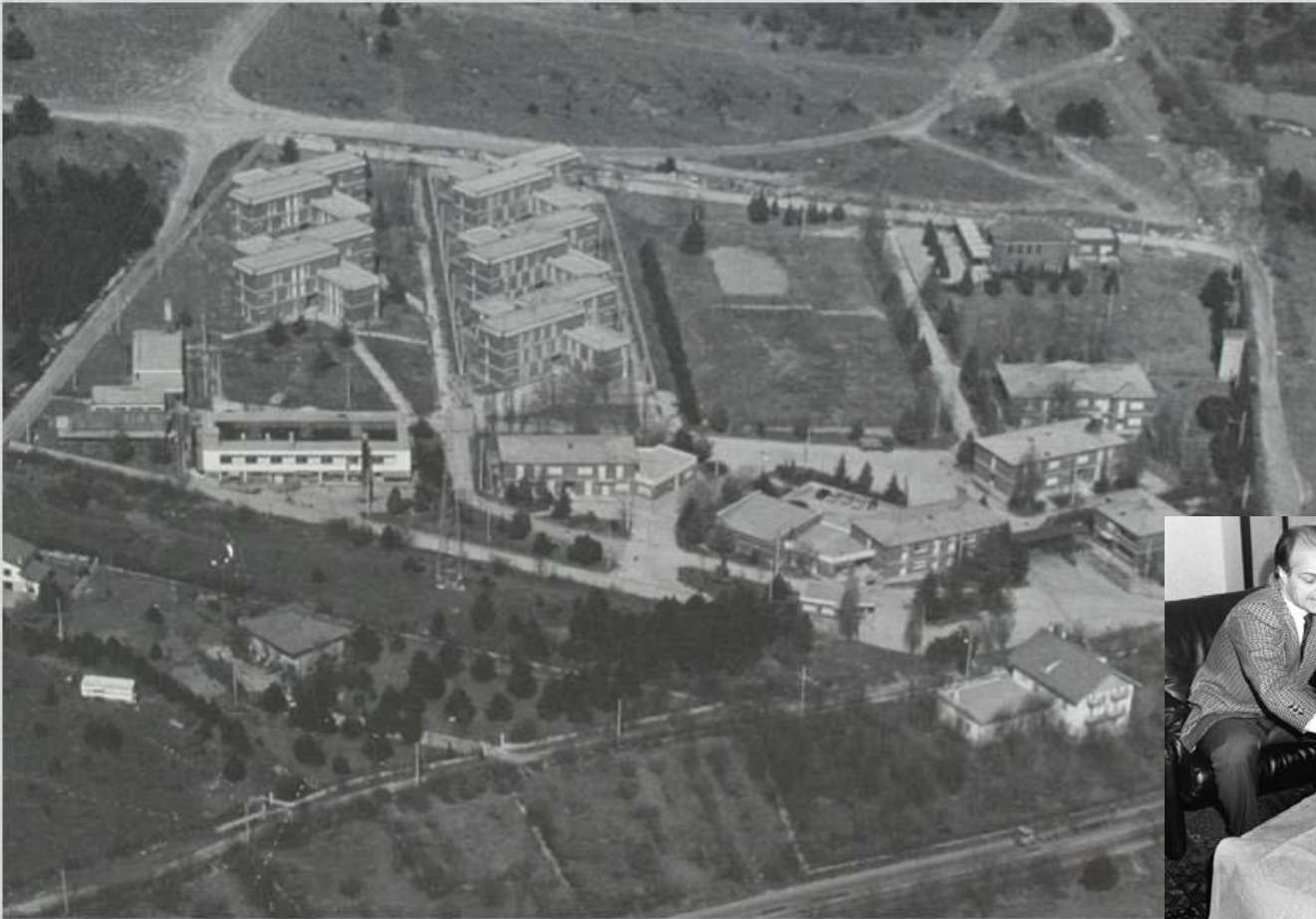




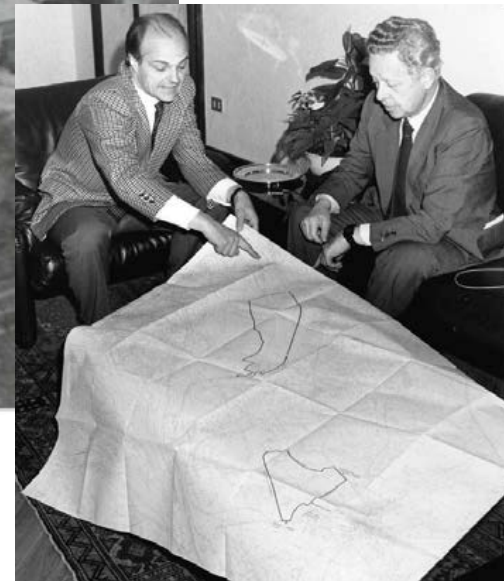
# PROFILE AND ACTIVITIES

FEBRUARY 2017

# AREA SCIENCE PARK: OUR ORIGINS



The Padriciano Campus was born in an area initially developed in the 60's as a center devoted to host international refugees.



- CAMPUS
- BUSINESS CREATION
- INNOVATION
- HIGH TECHNOLOGY

# AREA SCIENCE PARK: OUR ORIGINS

1991: START OF THE COSTRUCTION OF  
ELETTRA SINCROTRONE





# AREA SCIENCE PARK TODAY: 3 CAMPUSES



**Padriciano Campus**



**Basovizza Campus**



**TechnoAREA Gorizia**

# AREA SCIENCE PARK: A DRIVER OF PUBLIC/PRIVATE PARTNERSHIPS

RESOURCES TO  
CREATE KNOWLEDGE

R&D

KNOWLEDGE TO  
DRIVE DEVELOPMENT



# EVOLUTION STRATEGY: 4 LINES OF ACTIVITY



# CAMPUS

## MANAGEMENT AND DEVELOPMENT OF THE SCIENCE PARK

Since **1978** the leading Italian science and technology park. Public Research Body, under the control of **MIUR**



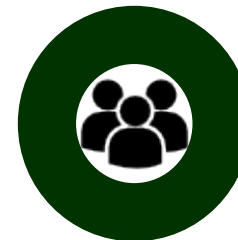
Hosts **82 High-Tech R&D Centers**, helping them to grow.  
**74 private companies**  
**8 public research bodies**



**> 9 m€/year** from competitive projects



**3 campuses** for R&D activities

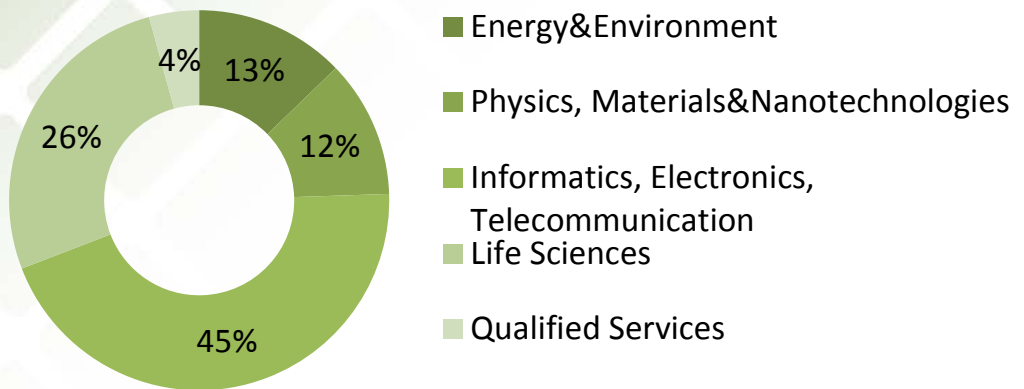


**125 direct staff**  
**2.600 employed** in the 3 campuses

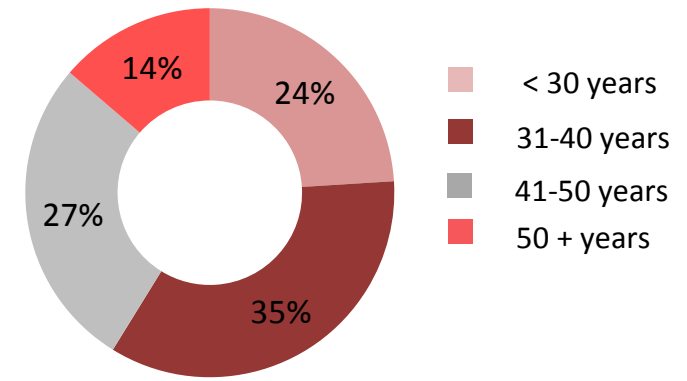


# AREA SCIENCE PARK: THE TENANTS

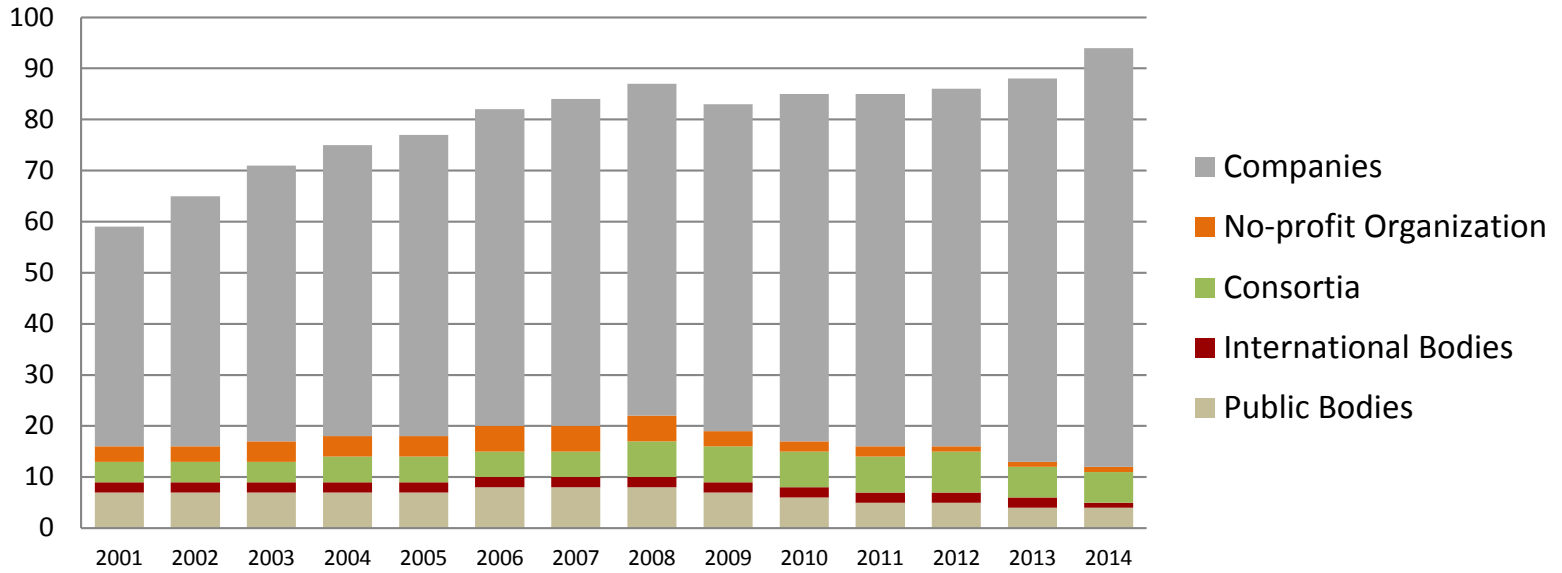
## AREA Clusters



## Ages



## Resident Growth by Legal Status





# INFRASTRUCTURES AND FACILITIES



EQUIPPED SPACES AND LABS



ICT: GARR&LIGHTNET NETWORK



PLANTS AND STRUCTURES  
MAINTENANCE



SURVEILLANCE



CAFETERIA AND CANTEEN



GUESTHOUSE: 10 STUDIOS, 5  
APPARTAMENTS, 25 BEDS



CONFERENCE FACILITIES:  
15 ROOMS, + 500 SEATS



NURSERY

# BUSINESS CREATION

CREATION AND DEVELOPMENT OF HIGH TECH START-UPS  
THANKS TO THE CERTIFIED INCUBATOR INNOVATION FACTORY

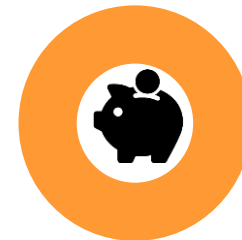
+1600 project ideas evaluated



50 start-ups supported



20 startups created:



**Consolidated methodology**  
tried and tested in the field  
(*grant for equity*)

**5 M€** from Venture capital  
providers (Invitalia Ventures SGR,  
Unicredit, Intesa San Paolo etc.)  
and industrial Partner

AMPED Srl  
MODEFINANCE Srl  
G&LIFE Spa  
SBS Srl  
BILIMETRIX Srl  
SERVERNET Srl  
GENIUSCHOICE Srl  
BY Srl  
FOREVER IDENTITY Inc.  
THE JONATHAN  
PROJECT Srl  
UELCOM Srl  
INNERTOURS Srl  
SOLETHEN Srl  
WAWAY Srl  
CERVELLOTIK Srl  
CLICCA ENERGIA Srl

# INNOVATION FACTORY: TARGET AUDIENCE



**WOULD-BE  
ENTREPRENEURS**

*Innovative idea*



**RESEARCHERS**

*spin-off*



**START UPS**

*Innovative business*



**ENTREPRENEURS**

*willing to establish a  
company or locate a  
R&D laboratory in FVG  
Region*

# INNOVATION FACTORY: VALUE PROPOSITION

Technical education  
and entrepreneurial  
training



financial support



dedicated services,  
mentoring and  
coaching



equipped laboratories  
and first-class facilities



networking, financial  
and industrial  
partners

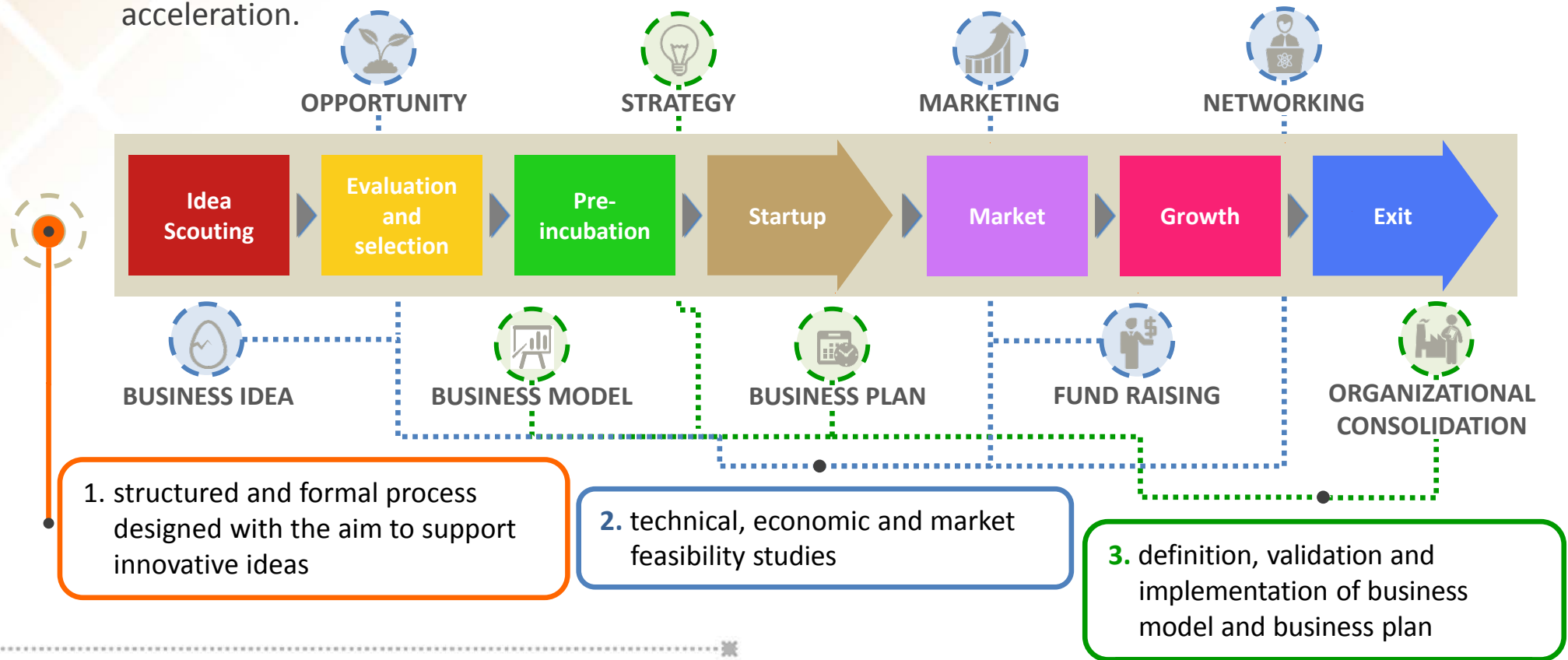




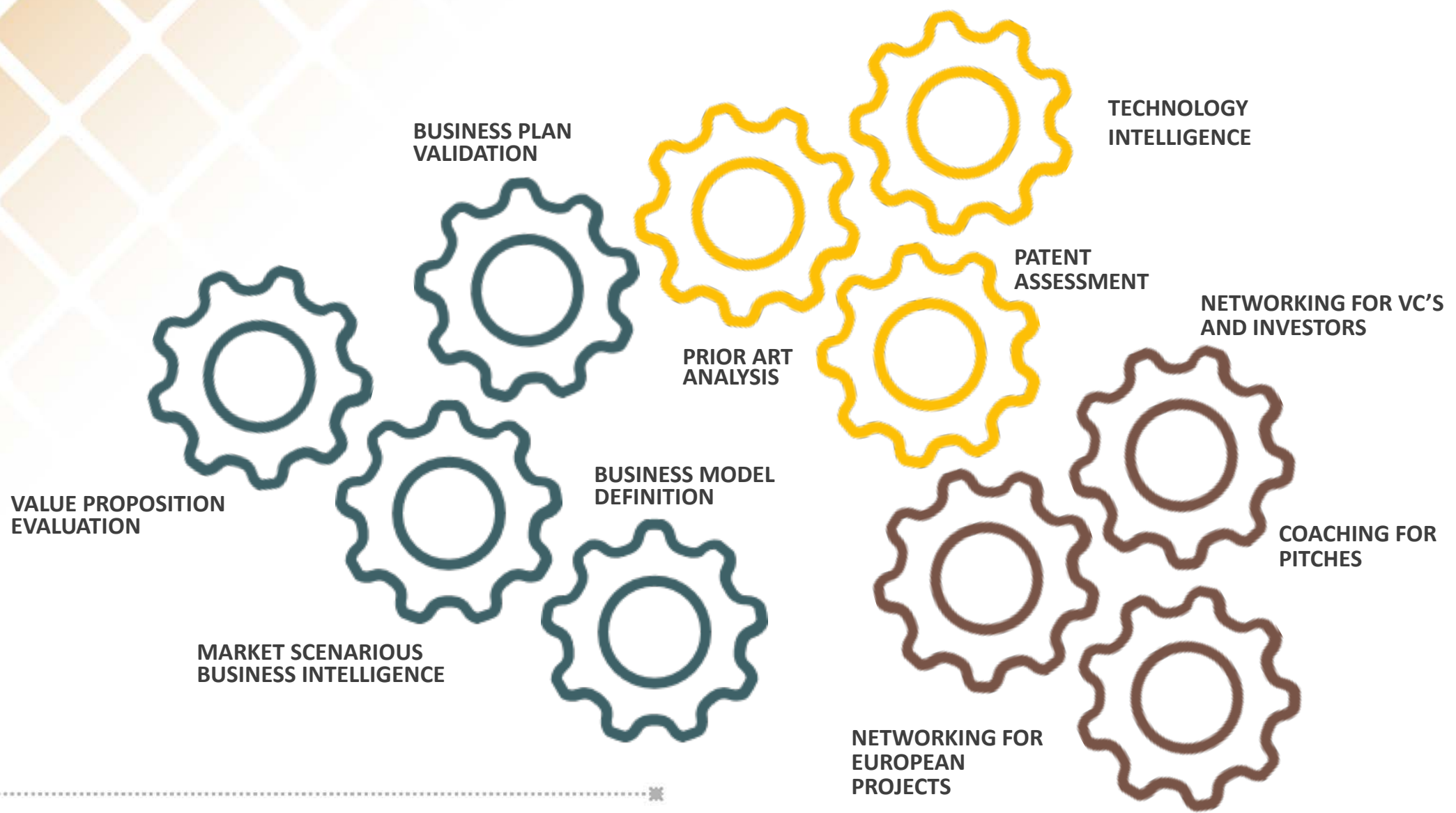
# INNOVATION FACTORY: METHODOLOGY

- **A PROVEN MODEL FOR SUPPORTING ENTREPRENEURSHIP**

Innovation Factory developed over years a proprietary and validated approach for supporting the birth and growth of new innovative businesses ; thanks to our methodology we are able to successfully manage every single step from ideas and projects selection, pre-incubation, incubation and company acceleration.



# SERVICES FOR STARTUPS



# INNOVATION

VALORIZATION OF RESEARCH RESULTS AND SERVICES TO INDUSTRY, INTERNAZIONALIZATION AND NETWORKING, ADVANCED TRAINING, COORDINATION OF FVG'S RESEARCH ORGANISATIONS

**Open Innovation System FVG:**  
on behalf of the regional government coordinates the regions science parks to supply innovation services to industry and researchers



Exports **formats nationally** (Basilicata, Calabria) and **internationally** (Balkans)



**Advanced Training** for multiple target groups (youth, innovators, businesses, research organizations etc.): 6000 training hours/year



**24 europrojects financed 2014/2017**

8 Horizon2020, 3 Intelligent Energy Europe, 2 Seventh Framework Programme, 3 Cosme, 8 European Territorial Cooperation



Manages services for incoming and outgoing **international mobility** of researchers

# INNOVATION CENTRE: THE SERVICES 1/2

With its range of services AREA Science Park supports companies and researchers at all levels of **the R&D value chain**, from the idea to the market. Some examples are:

- IPR & PatLib Office
- Desk analysis & business intelligence
- Foresight: sector strategic and technological assessment
- Scouting of technical and scientific skills, also at an international level
- Scouting of funding opportunities for R&D projects
- Pre-feasibility and feasibility studies for innovation projects





# INNOVATION CENTRE: THE SERVICES 2/2

Exploitation of research and industrial validation



Support for innovative materials



National and international networking



Lobbying with key R&D stakeholder



Advanced training



Incoming and international mobility tools



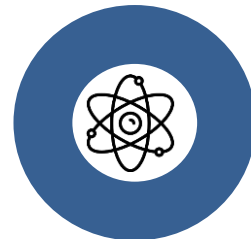
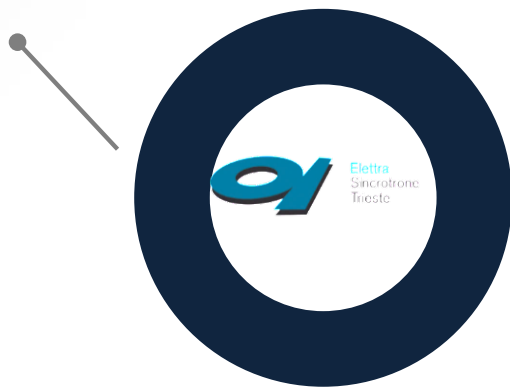
# HIGH TECHNOLOGY

## VALORIZATION OF PUBLIC TECHNOLOGY RESEARCH FACILITIES FOR INDUSTRIAL R&D

Majority Shareholder of **Elettra Sincrotrone**, international center specialized in the generation of high quality light sources – synchrotron and free electron laser – for applications in material science biotechnology etc.

400 employees, **32 beam lines**

5.000 hours light/year,  
>1000 users from 50+ countries



Manages **OPEN LAB**: large scale research infrastructure for industry integrated with the laboratories of the Basovizza Campus

Serves manufacturing industry to develop new products and process with **advanced technologies and innovative materials**

# OPEN LAB: THE PROJECT

# OPEN LAB



**INFRASTRUCTURE FOR INDUSTRIAL RESEARCH**

**INTEGRATED WITH THE LARGE LABS IN BASOVIZZA**



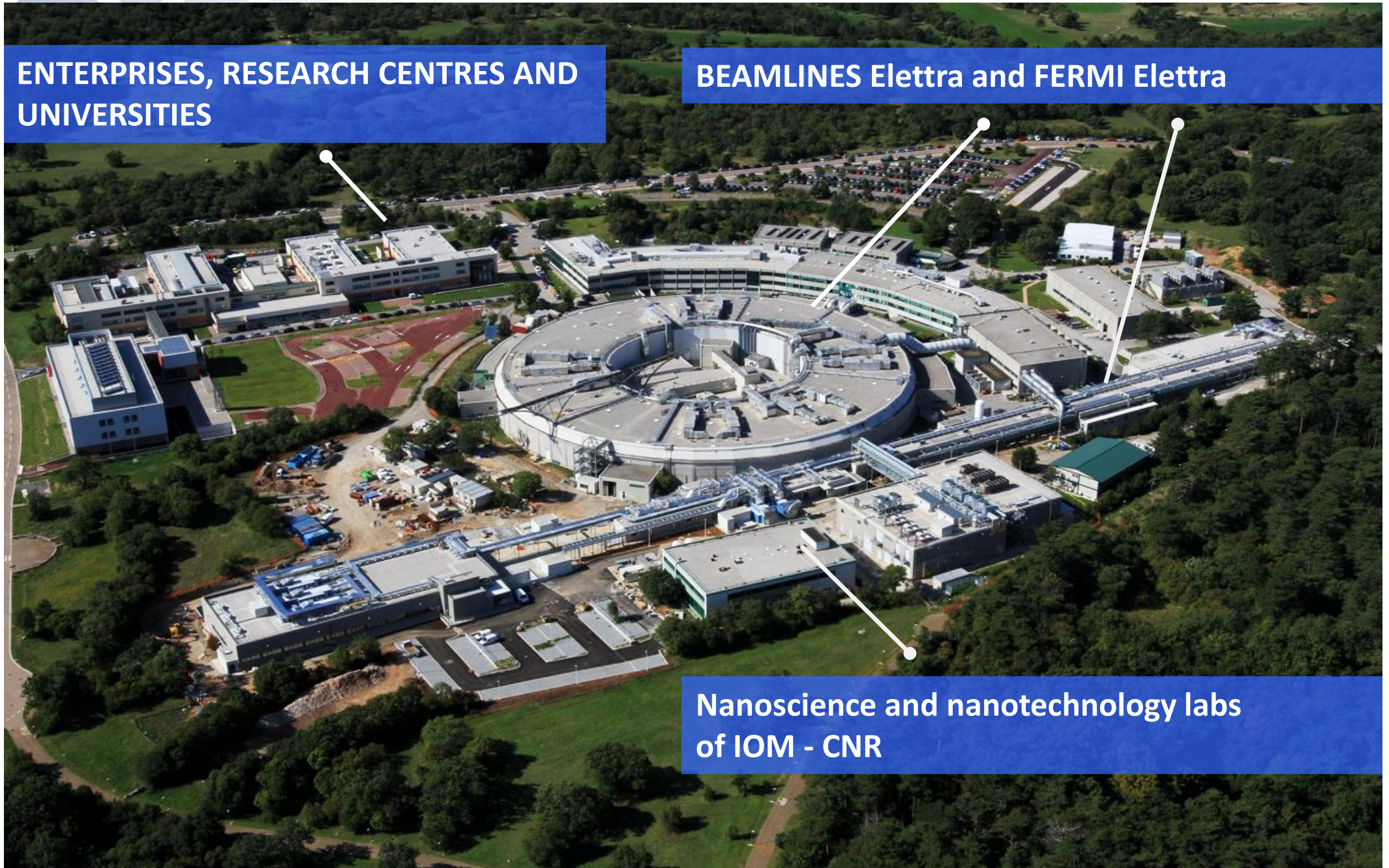


# OPEN LAB – THE LABS

ENTERPRISES, RESEARCH CENTRES AND  
UNIVERSITIES

BEAMLINES Elettra and FERMI Elettra

Nanoscience and nanotechnology labs  
of IOM - CNR





# OPEN LAB: THE TARGET

the **MANUFACTURING** sector, to develop new products through innovative technologies and materials. Open Lab has a multidisciplinary approach for industrial programmes based on:

**EXCELLENT KNOW HOW AND SKILLS OF THE RESEARCH GROUPS**

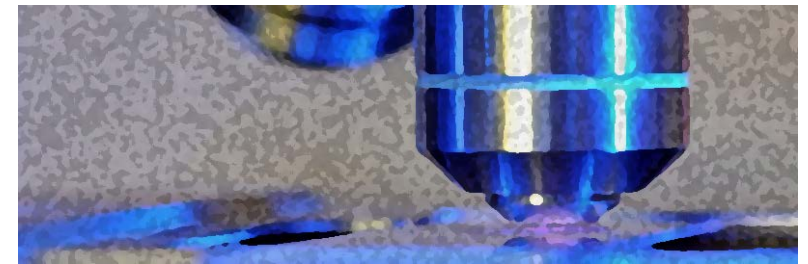
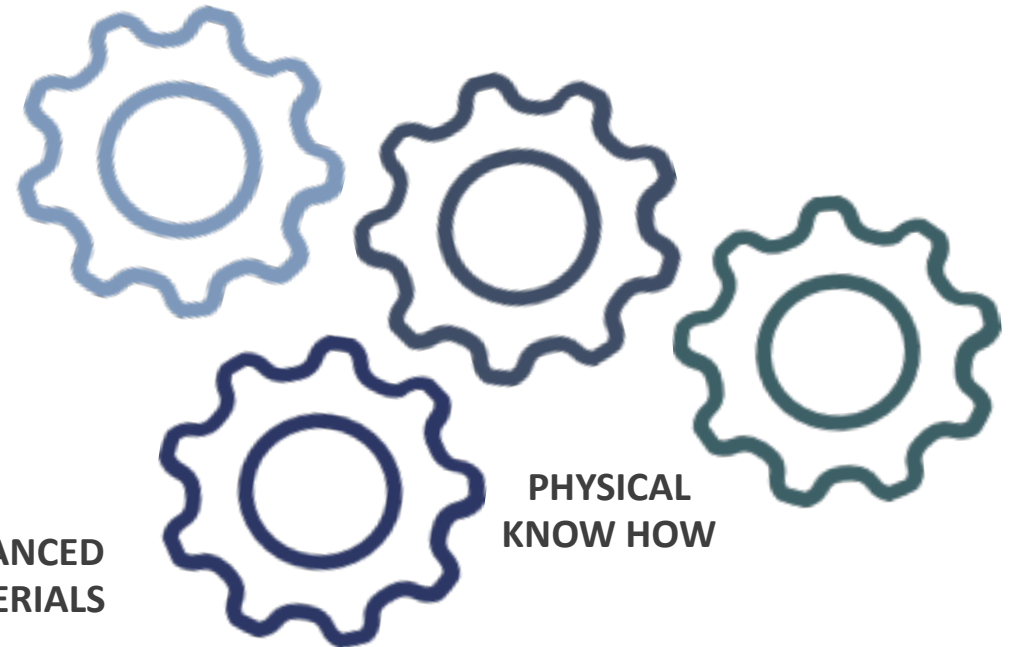
**ADVANCED SCIENTIFIC AND TECHNICAL EQUIPMENT**

**NANOSCIENCES AND NANOTECHNOLOGIES**

**CHEMICALS KNOW HOW**

**ADVANCED MATERIALS**

**PHYSICAL KNOW HOW**



# THE INDUSTRIALE PROJECT: THE PROCESS

Scouting of the project ideas and search of partner

Technical-scientific analysis and verification of pre-feasibility

Scouting of funding opportunities

Design and implementation of R&D project

National and international Networking

OPEN LAB





**THANK YOU!**

Padriciano, 99

34149 Trieste - Italy

Tel. +39 040 3755111

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



[www.facebook.com/areasciencepark](http://www.facebook.com/areasciencepark)



[twitter.com/AREASciencePark](https://twitter.com/AREASciencePark)



[www.linkedin.com/company/area-science-park](http://www.linkedin.com/company/area-science-park)

# OPEN INNOVATION SYSTEM FVG



- OIS - Open Innovation System Friuli Venezia Giulia
- The 4 Technology and Science Parks of Friuli Venezia Giulia united to support and strengthen innovation projects designed by regional SMEs





# THE PROJECT

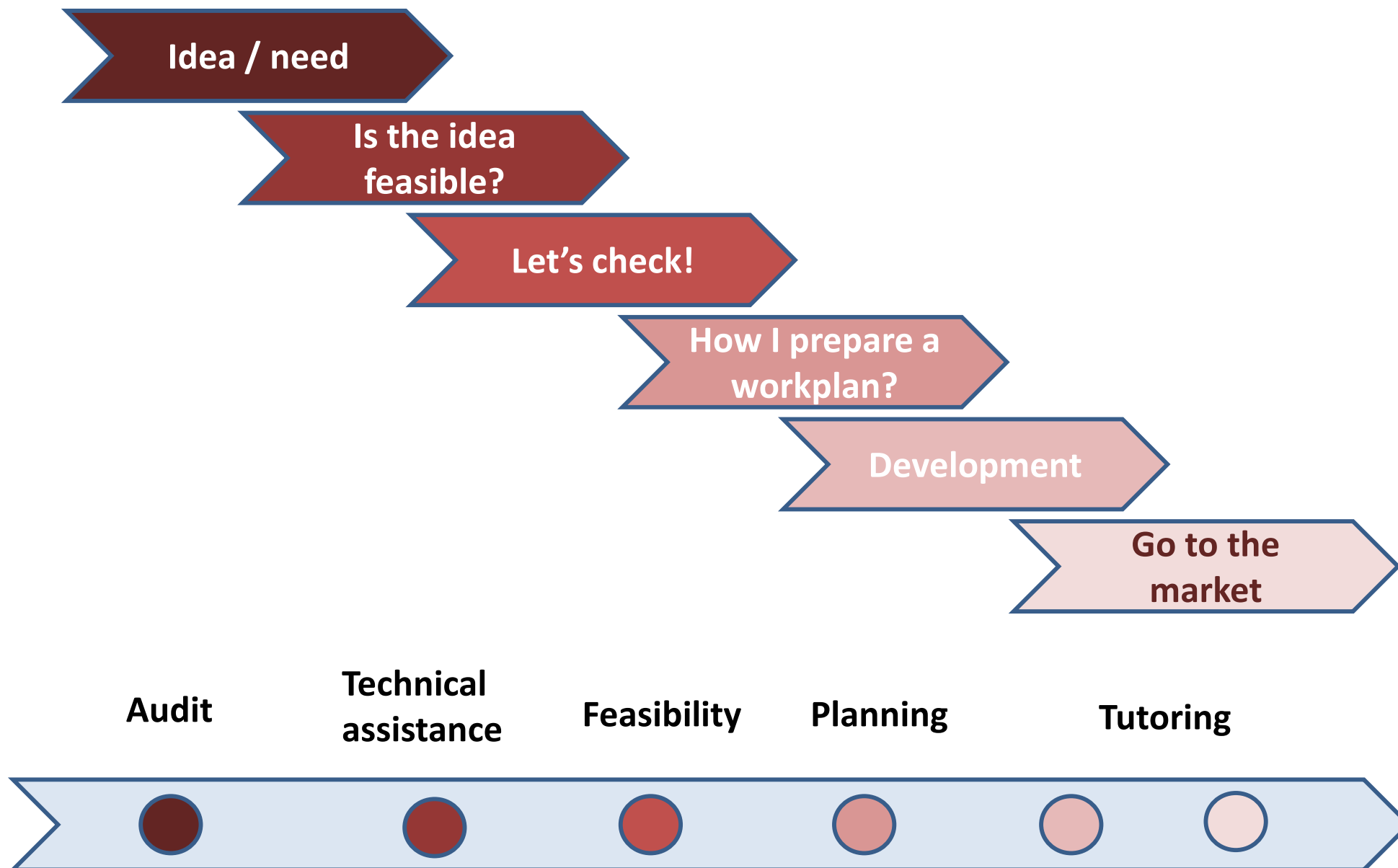


- A unique and integrated system that gives access to many opportunities
- 4 «innovation desks»
- A tested methodology («Innovation Network»)
- Experts available (for free) to design and implement «on demand» innovation projects



Pre-requirement:  
entrepreneurs'  
strong commitment

# Services: from IDEA to INNOVATION



# THE SERVICES



## Audit

- Experts visit the company and analyze with the entrepreneur its innovation needs

## Technical assistance

- Assessment of the development potential of the project
- Technology and market scenario
- IPR protection
- Scouting of scientific/technical competencies and industrial partners to develop the project

## Feasibility

- Assessment of the economic, technical and legal feasibility
- Assistance to implement experimental activities and «pilots»

## Planning

- Detailed program to develop the project
- Technical and financial planning
- Research for financing opportunities

**Defining and managing tailor-made innovation projects to develop together with experts/partners solutions that fully meets the needs of entrepreneurs**

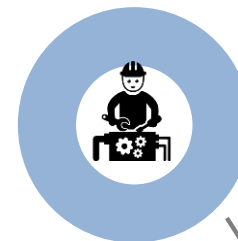
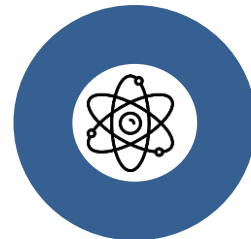
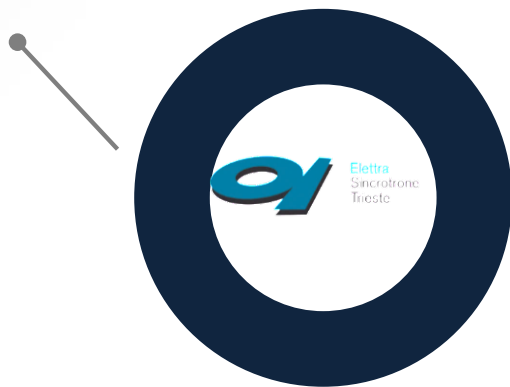
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# OPEN LAB

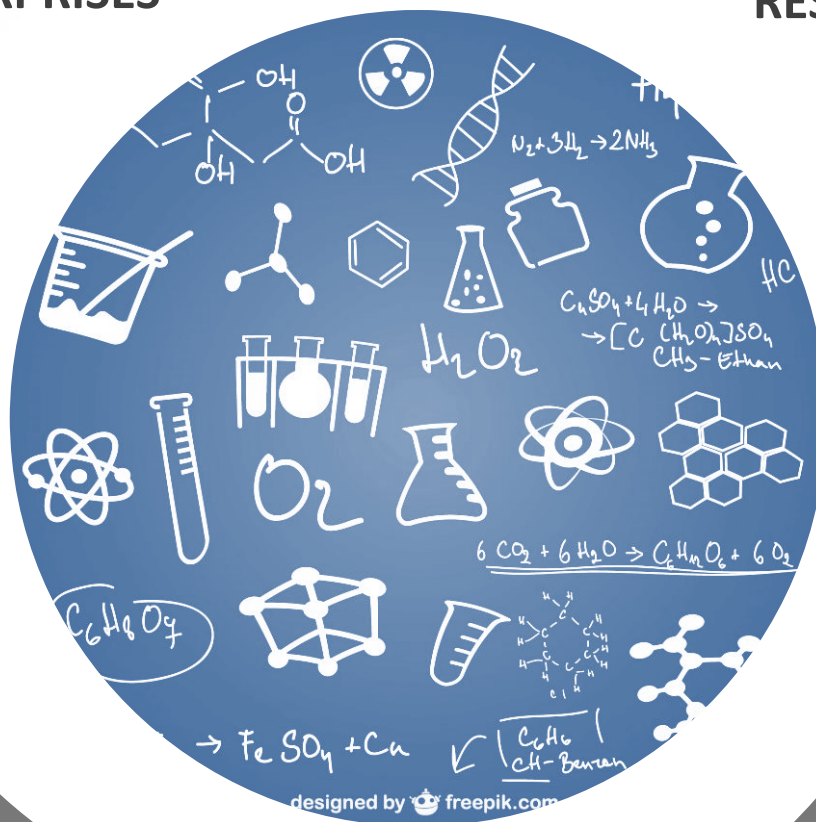
A OPEN LAB FOR  
ENTERPRISES

TO DEVELOP  
INDUSTRIAL  
RESEARCH

AND IMPROVING  
ANALYTICAL  
PROTOCOL

ON INORGANIC/ORGANIC  
MATERIALS AND  
BIOLOGICAL/FUNCTIONAL  
SYSTEMS

TO DEVELOP NEW  
PRODUCTS



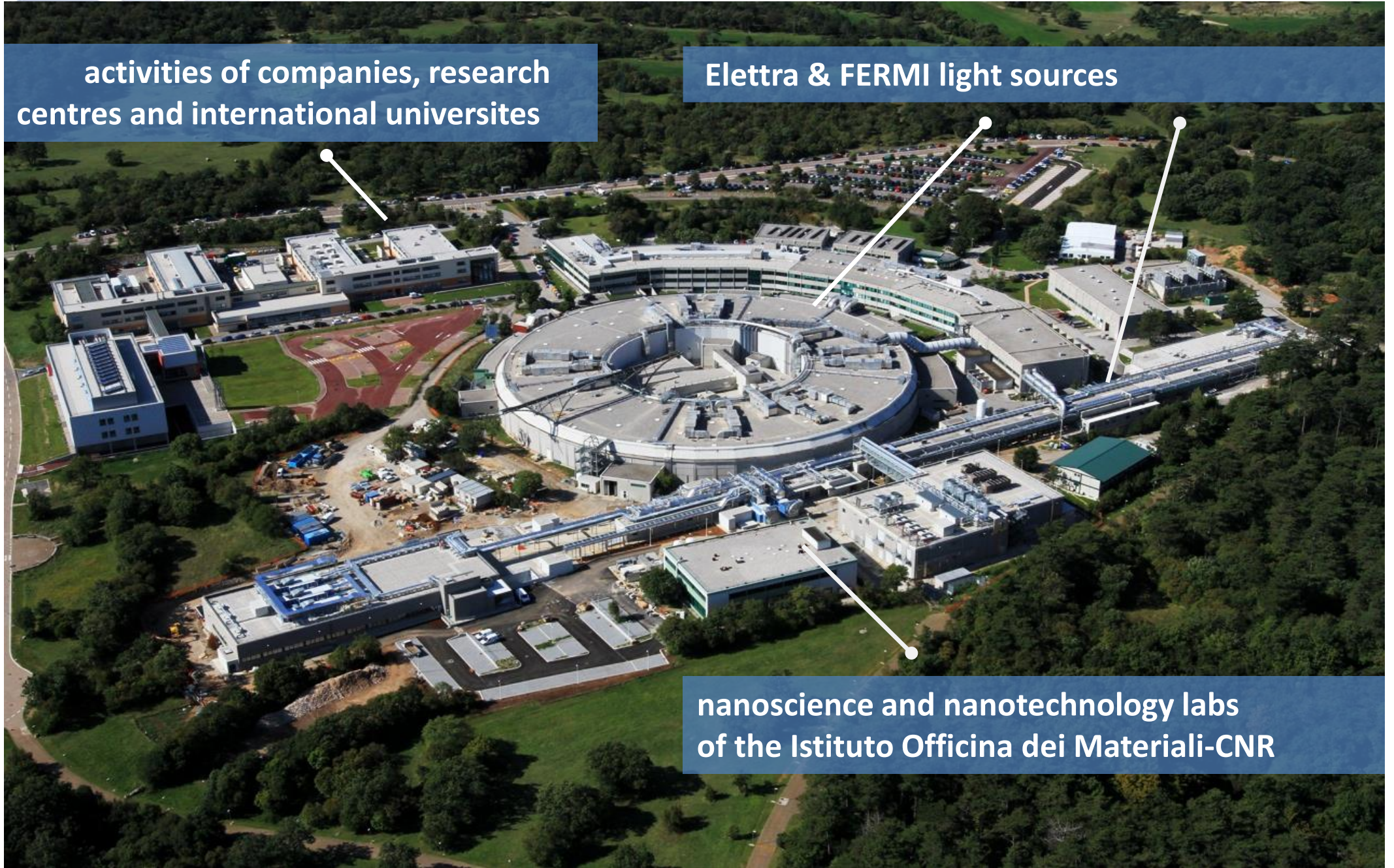


# LABS

activities of companies, research centres and international universities

Elettra & FERMI light sources

nanoscience and nanotechnology labs  
of the Istituto Officina dei Materiali-CNR





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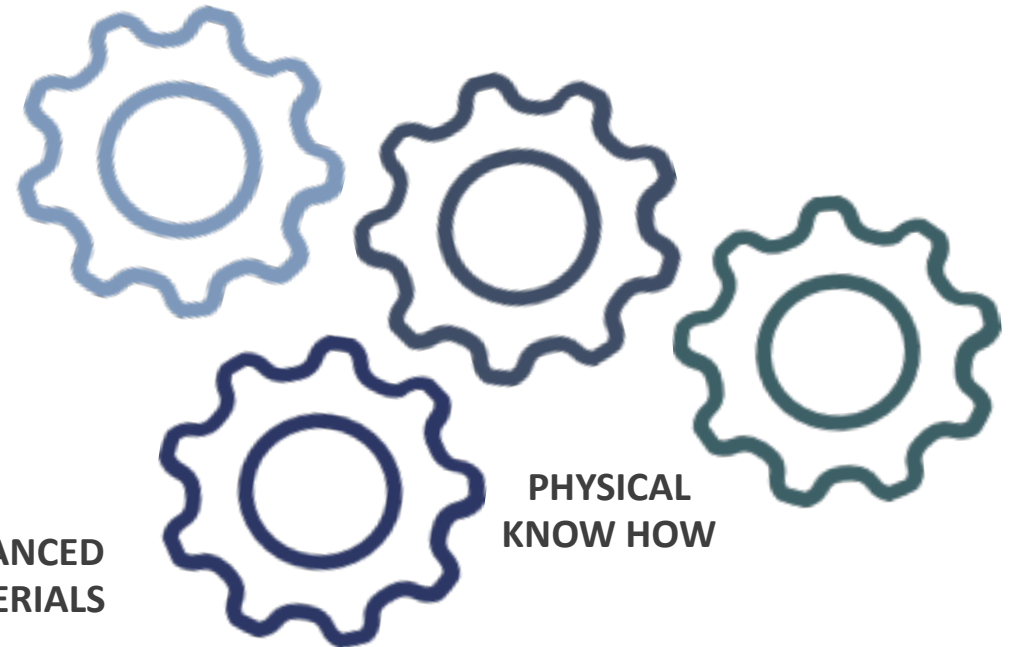
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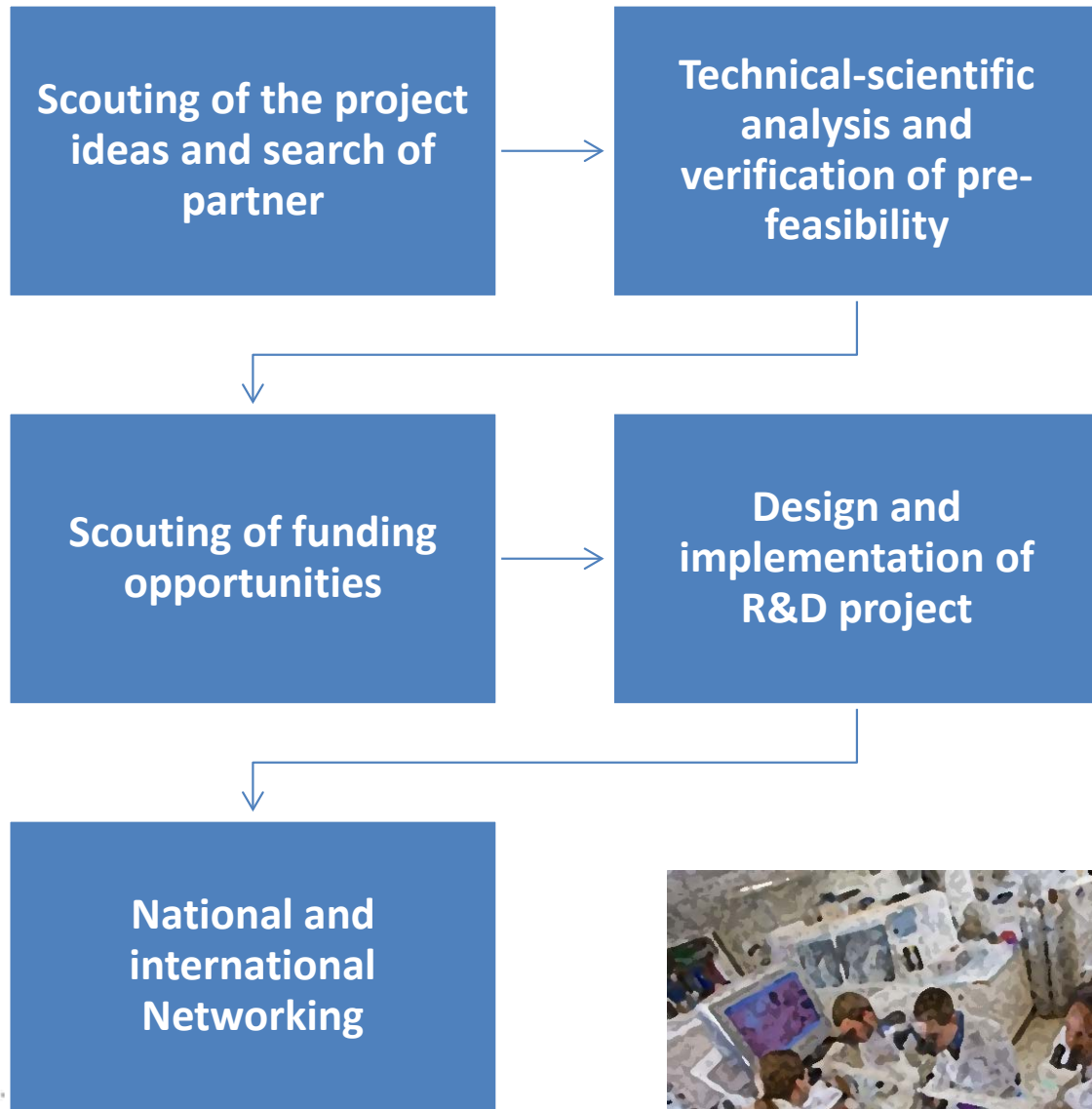
**CHEMICALS KNOW HOW**

**ADVANCED MATERIALS**

**PHYSICAL KNOW HOW**



# THE INDUSTRIAL PROJECT: THE PROCESS

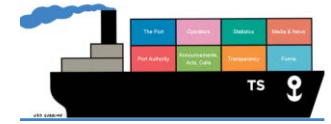


**OPEN LAB**  
AREA SCIENCE PARK  
■ ■ ■ ■





AT THE INTERSECTION BETWEEN CENTRAL AND EASTERN EUROPE AND MEDITERRANEAN AREA



INTERNATIONAL PORT HUB, AWARDED AS MAIN ITALIAN PORT IN 2016 FOR GENERAL MOVEMENT OF GOODS

HITECH START UP INCUBATOR

AREA  
SCIENCE PARK

ATTRACTS AND RETAIN TALENTED HUMAN CAPITAL

ATTRACTS AND RETAIN INVESTEMENTS ON HIGH TECH

R&D



FOCUS ON DIGITAL TECHNOLOGIES, INNOVATIVE MATERIALS AND BIOTECH, THANKS TO ITS PILLAR PARTNERSHIP WITH

STRONG RELATIONS WITH NATIONAL AND REGIONAL GOVERNMENTS

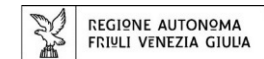


Elettra Sincrotrone Trieste



190.000 TOTAL SURFACE AREA, 79 PRIVATE COMPANIES, 8 PUBLIC RESEARCH BODIES, 2600 EMPLOYED IN 3 CAMPUSES

INTEGRATED REGIONAL SYSTEM, CONNECTING 4 SCIENCE AND TECH PARKS, 3 UNIVERSITIES, MORE THAN 50 RESEARCH INSTITUTIONS





**THANK YOU!**

**alessandro.deltreppo@  
areasciencepark.it**

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**[www.areasciencepark.it](http://www.areasciencepark.it)**



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