



Attività di gemellaggio a sostegno della cooperazione internazionale delle PMI

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EMPHASIS Partnership



KiNNO Consultants Ltd (KiNNO)
Greece
www.kinno.eu



Industrial Research Institute (IRI)
Lebanon
www.iri.org.lb



Jordan University of Science and
Technology (JUST)
Jordan
www.just.edu.jo



Confederation of Egyptian European
Business Associations (CEEBA)
Egypt
www.ceeba.org



Association of the Mediterranean
Chambers of Commerce and Industry
(ASCAME)
Spain
www.ascame.org



Science and Technology Park of Sicily
(STPS)
Italy
www.pstsicilia.it

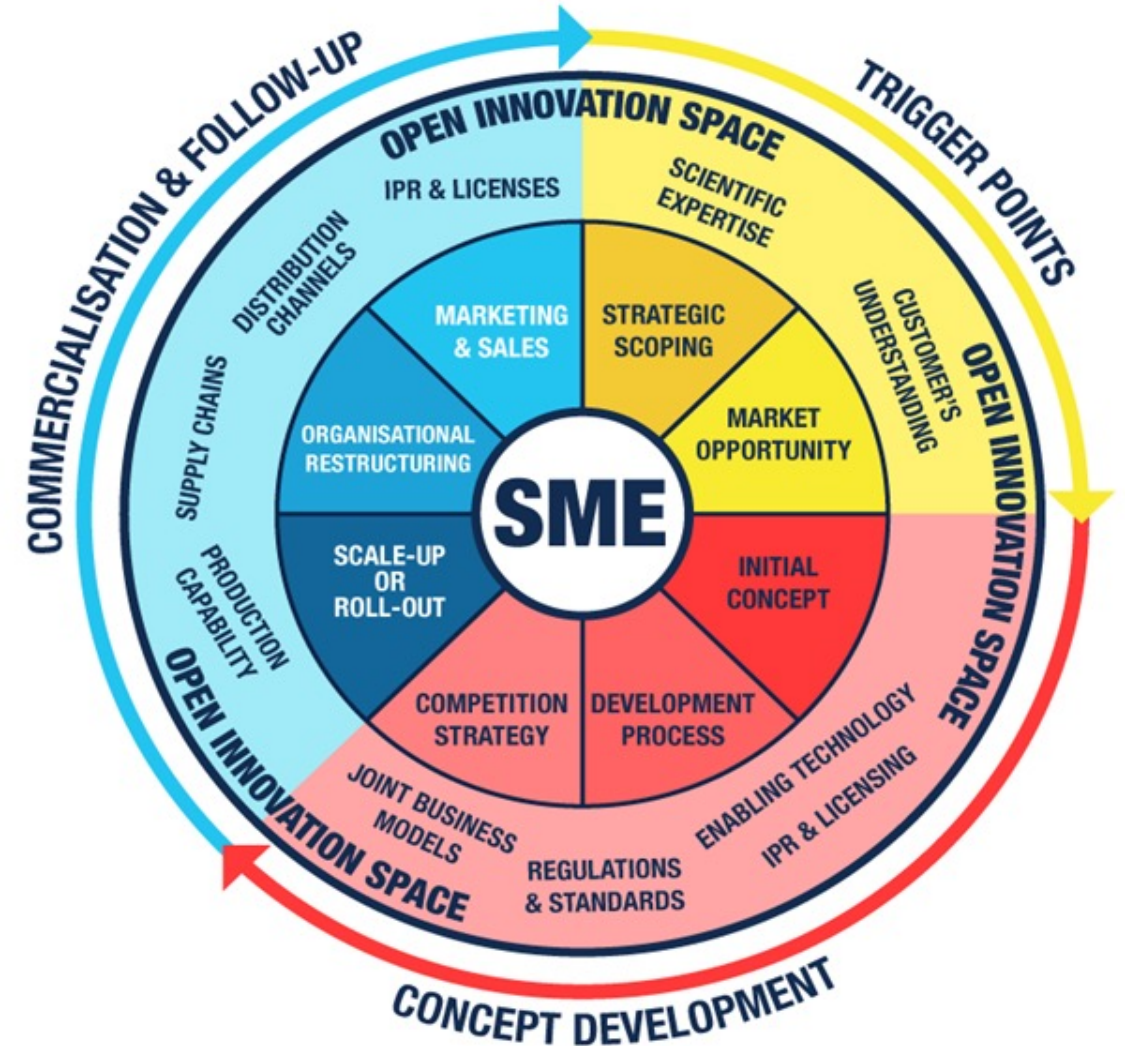
Open Innovation Project

Le **Aziende** riconoscono le opportunità di business e le modalità per sviluppare Innovazione, ma è necessario avere la Visione del mercato

Un **Progetto di Innovazione di Successo** deve:

- 1) Identificare chiaramente l'opportunità e nuove idee di business
- 2) Sviluppare l'Innovazione
- 3) Sfruttare su mercato per acquisire valore per l'impresa

Le Piccole e Medie Imprese hanno pertanto bisogno di una guida per essere capaci di superare le difficoltà nei processi di sviluppo dei progetti innovative.



EMPHASIS at a glance

SMEs, spin offs, start ups

Sustainable
innovations

Open
Innovation

Euro-Mediterranean
Region

Cross border
collaboration

Innovation & research
results uptake support

Capitalization of past project

Perchè l'Open Innovation è diverso nelle PMI

Le PMI hanno benefici perchè:

- Tendono ad essere più flessibili, sono più reattivi ai cambiamenti del mercato, ed hanno un più breve processo decisionale
- Possono meglio superare vincoli della dimensione, mancanza di risorse. in termini di tempo, finanza o competenze
- Possono riuscire a ridurre i costi, abbreviare il **“time to market”**, raggiungere economie di scala e di scopo, incrementare *“access to market”*



Services to SMEs



Innovation Audit

Explore SMEs capacity for innovation / Guidance for improving the innovation performance / Explore open innovation and cross-border collaborations needs / Coaching Provision.

Exploitation Roadmapping

Identification of potential partners for SMEs / Development of an Action plan for the next steps / Coaching Provision.

Training Seminars

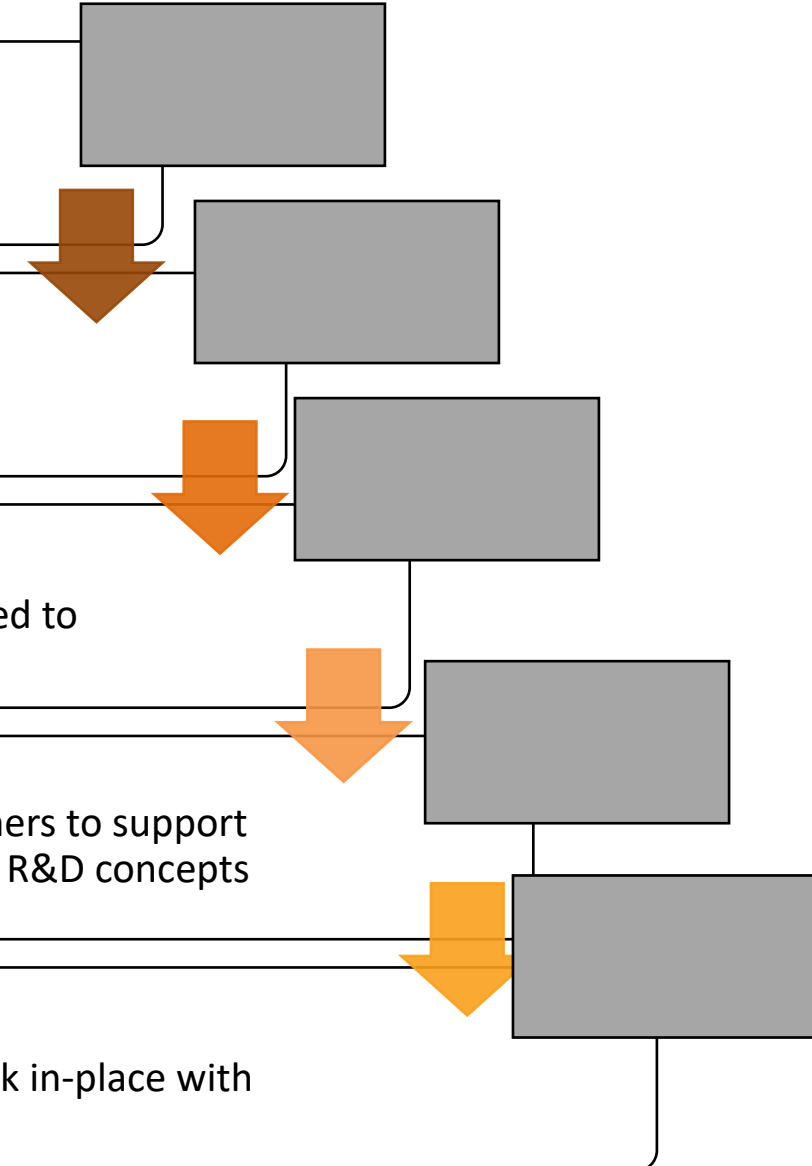
Capacity Building on technical, commercial, financial & legal skills related to innovation technology transfer and establishing of OI partnerships.

Twinning Activities

High quality facilitation support services to SMEs and twin partners to support them design jointly new innovative market oriented or high-risk R&D concepts in the targeted sectors /

Open Innovation Missions

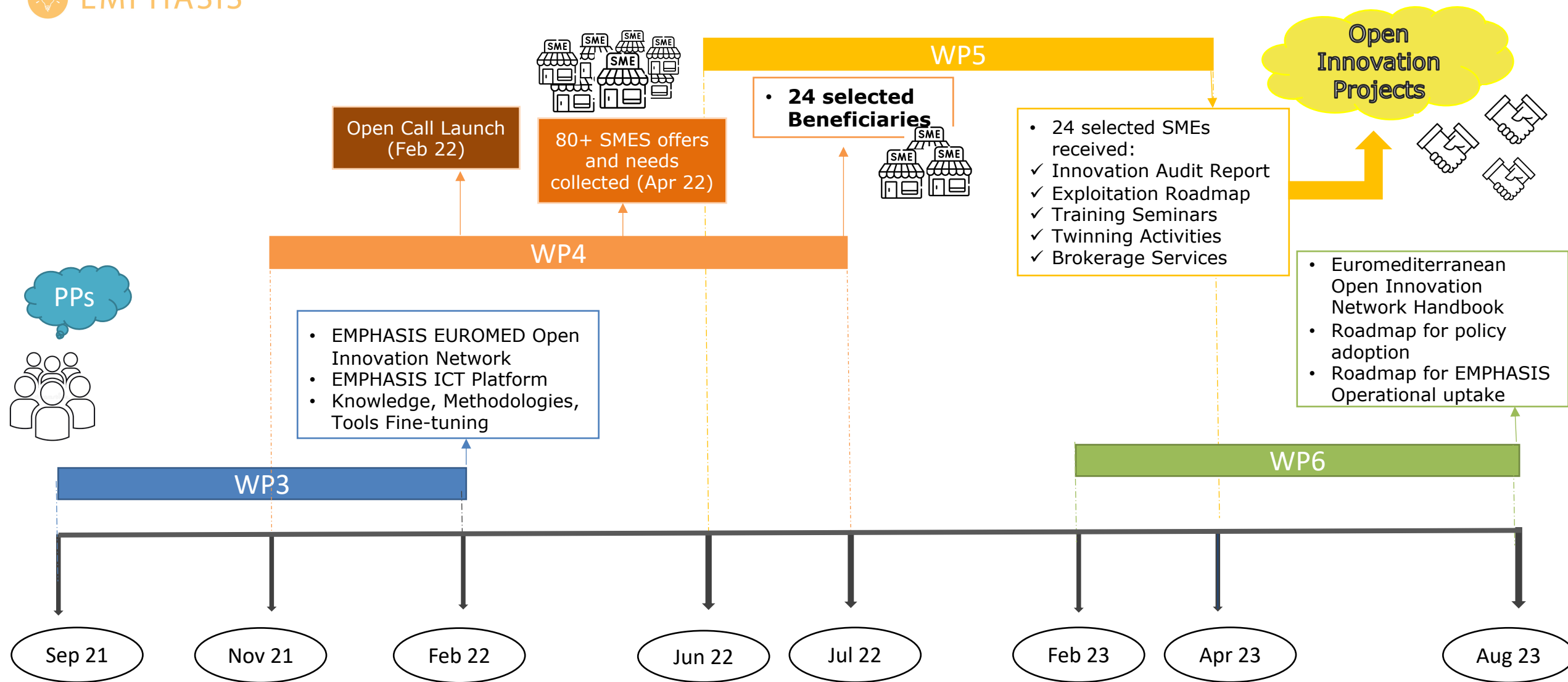
Enabling open innovation management by an SME/ Work in-place with potential partners on an Open Innovation project



EMPHASIS Journey



EMPHASIS



Egitto/Selected Beneficiaries



Partner	Beneficiaries	Sector	Solution	Targeted Countries		
				Greece	Spain	Italy
CEEBA	Semsemia	Culture – Tourism – Cultural & Creative Industries ICT Information & Communication Technologies	<i>Mobile App serving Slow Tourism Operators</i>		x	x
	Blue Line	Culture – Tourism – Cultural & Creative Industries	<i>Online Platform for small-scale tourism businesses</i>	x	x	x
	General Labs	Transport & Logistics ICT Information & Communication Technologies	<i>Heavy Equipment Renting</i>	x		
	Digital Vision	Environment & Sustainable Development	<i>Sustainable Waste Management</i>	x	x	x

Grecia / Selected Beneficiaries



Partner	Beneficiaries 4+2	Sector	Solution	Targeted Countries		
				Jordan	Lebanon	Egypt
	ELVAN ROBOTICS S.A.	-Sustainable Energy	<i>PV cleaning services to utility-scale solar parks</i>	X	X	X
	Solmeya	-Agri-food -Environment & Sustainable Development	<i>Cultivating, biofuels, food & pharmaceutical, proteins, using carbon dioxide</i>	X	X	X
	Recytrust	-Environment & Sustainable Development	<i>Smart recycling for sustainable businesses</i>	X	X	X
	NoWaste21	-Environment & Sustainable Development	<i>Circular Economy & Sustainable Development Solutions</i>	X	X	X

Giordania / Selected Beneficiaries



Partner	Beneficiaries 4+2	Sector	Solution	Targeted Countries		
				Greece	Spain	Italy
JUST	Smart Green for AgriTech Solutions	<i>Sustainable farming system + ICT approaches in agritech</i>	<i>A solution to save water, save fertilizer, accurate fertilization, meet the demand for fruit/vegetables growth, improve fruit/vegetables quality, improve output, with an automatic management system equipped with IoT technologies.</i>		X	X
	Petra Green Community Enterprise	<i>Waste water management</i>	<i>Petra Eco-Filter, a Proficient water Purifying system without adding chemicals, Reduce the amount of dissolved solids and gives a pure taste.</i>		X	
	Bookagri	<i>Agri-tourism</i>	<i>Branded Agritourism and Mobile App</i>	x	X	x
	Soqia Innovative Environmental Solutions	<i>Sustainable, integrated water management + Irrigation technologies and practices</i>	<i>Intelligent water quality control and filling systems and Smart Irrigation System in the Fields and Gardens</i>	X		

Spagna / Selected Beneficiaries

Partner	Beneficiaries 4+2	Sector	Solution	Targeted Countries		
				Jordan	Lebanon	Egypt
PP2	NAX SOLUTIONS S.L.	<i>Agri-food, Environment & Sustainable Development</i>	A web platform that collects information through satellite images and its own artificial intelligence engine	X	X	X
	BRIOAGRO TECH S.L.	<i>Agri-food, Environment & Sustainable Development</i>	BrioAgro is an intelligent irrigation platform, that irrigates just when the crops need it	X	X	X
	GRANIOT SATELLITE TECHNOLOGIES	<i>Agri-food, Environment & Sustainable Development</i>	A web platform that gathers any type of precision agriculture data, with a specialization on satellite imagery, applied to agriculture	X	X	X
	DISCOOLVERWORLD S.L.	<i>Culture – Tourism – Cultural & Creative Industries</i>	It's a software company for discovering and customization of experiences for final users through machine learning	X	X	X

Potential/Selected Beneficiaries




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PSTS (Italy)	Beneficiaries	Sector	Solution	Targeted Countries		
				Jordan	Lebanon	Egypt
	Teracom	ICT, Digital, Industry 4.0	Digital services for Operation & Maintenance industrial processes. OIL & GAS, Power Generation industry. (predictive maintenance solution)	X	X	X
						X
	ParkSmart	ICT Smart Cities	Active in the Smart Cities sector, specialised in parking spaces monitoring using intelligent computer-vision software. (Computer Vision)	X	X	X
	MoiME	MetalMechanics	Construction of steel structures, the construction of tanks, silos iron and stainless steel, metalwork and construction of mechanical equipment (Photovoltaic parking shelter)	X	X	X
	SmartMe.IO	Information & Communication Technologies	Integration of IoT (Internet of Thing) for smart cities and industry application. (Data Collect)	X	X	X

Beneficiary 1



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Name of the Company	<i>TERACOM</i>
Name of the Solution	<i>Predictive Maintenance Analytics Software</i>
Website	<i>www.teracomsl.it</i>
Sector	<i>ICT, OIL & GAS, Power Generation Digital services ,</i>
Region/Country	<i>Sicily (IT)</i>
Targeted Countries	<i>Greece, Spain, Italy, Jordan, Lebanon, Egypt</i>
Type of partners needed	<i>Strong commercial partner with knowledge and business relations in new markets.</i>
Partners identified by beneficiary	<i>(if any)</i>
Partners identified by PP	<i>OIL & GAS, Power Generation</i>

Description of the solution/company/any other info:

Our predictive maintenance solution allows to optimize Operation & Maintenance (O&M) processes and asset performance through the supervision, calculation and analysis of diagnostic and performance indicators that make sure to identify the health of plant assets and performance degradation. The system allows the visualization of diagnostic and performance indicators on dashboards, analysis charts as well as the visualization and management of alarms. Our solution is based on the industry 4.0 paradigm and is data driven and innovative.

In particular, it implements a first Condition Based Maintenance (CBM) approach which involves diagnostic analysis (Key Diagnostic Indicator - KDI) comparing measured values to target values, taking into account the statistical significance of the deviation.

The second approach, on the other hand, is purely predictive and implements the projection of indicators over time in order to estimate the RUL (Remaining Useful Life).

Beneficiary 2

 EMPHASIS

Name of the Company	<i>Park Smart srl</i>
Name of the Solution	<i>AiSee Computer vision IoT platform to be able to change any camera in a new sensor</i>
Website	<i>www.parksmart.it</i>
Sector	<i>ICT Smart Cities</i>
Region/Country	<i>Sicily (IT)</i>
Targeted Countries	<i>Greece, Spain, Italy, Jordan, Lebanon, Egypt</i>
Type of partners needed	<i>Partners having contacts with smart city, utilities companies</i>
Partners identified by beneficiary	<i>(if any)</i>
Partners identified by PP	<i>Municipalities, Ports, Parking Areas</i>

Description of the solution/company/any other info:

AiSee is a Computer vision IoT platform to be able to change any camera in a new sensor. Trough an IoT the video stream from the camera can be analyzed by multiple computer vision software in order to detect several elements presents on the video sensor view and send just the analyzed data to the cloud. All the video are analyzed in real time without recording or sending image abroad in order to protect privacy of any user that pass trough the camera view and respect the GDPR. Trought this platform it is possible upload different software as in a APP store without sharing image to the app developer.

Beneficiary 3



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Name of the Company	<i>MO.I.ME. di Mole G. & C s.a.s.</i>
Name of the Solution	<i>Photovoltaic parking shelter, with charging column to allow parking, car charging and energy storage</i>
Website	<i>www.moime.it</i>
Sector	<i>Metal-Mechanics, Construction</i>
Region/Country	<i>Sicily (IT)</i>
Targeted Countries	<i>Greece, Spain, Italy, Jordan, Lebanon, Egypt</i>
Type of partners needed	<i>Distributors, energy-intensive companies, electricity producers, photovoltaic panel producers, charging columns, batteries</i>
Partners identified by beneficiary	<i>(if any)</i>
Partners identified by PP	<i>Parking in Structure</i>

Description of the solution/company/any other info:

The core business of Mo.I.Me. is the construction of steel structures, the construction of tanks, silos iron and stainless steel, metalwork and construction of mechanical equipment for feed mills, flour mills, sawmills marbles, formwork panels for structure and solar trackers. The UNI EN ISO 3834-3: 2006 of ns. welding procedures and certification of our products welders has allowed us to improve our welding and non-destructive testing. The company make articulated projects and interventions within institutional fields with signage in tourist, accommodating, commercial and management structures.

Beneficiary 4

EMPHASIS

Name of the Company	<i>SmartMe.IO</i>
Name of the Solution	<i>Design and development of Hardware solutions</i>
Website	<i>smartme.io</i>
Sector	<i>ICT Information & Communication Technologies</i>
Region/Country	<i>Sicily (IT)</i>

Targeted Countries *Greece, Spain, Italy, Jordan, Lebanon, Egypt*

Type of partners needed

Partners identified by beneficiary *We look for new markets. Also interested in collaboration with qualified partners working on application and services development. We have already several partnerships with companies in Italy. We also look for people interested in commercializing our solutions and follow the market.*

Partners identified by PP

Description of the solution/company/any other info:

*Design and development of Hardware solutions based on the Arancino stack.
Support of the Stack4Things framework, and evolution of OpenStack that includes IoT.
Exploitation of edge computing capabilities. Use of Artificial Intelligence to manage the data collected. Use of blockchains to make secure the whole framework. Application in smart cities and Industries. Application in the fields of Sustainable Production, Energy efficiency Sustainable buildings and cities, Smart communities / cities with low energy consumption and almost zero emissions, Development of smart infrastructure and transport systems, ICT approaches (AI, Data mining, etc.) to applied fields like agritech, fintech*

Open Innovation Success Case

Waste Management Business Plan

UCO (used cooking oil)

Attendants:

Tamer M. Youssif – Digital Vision
Mona Zekry – Digital Vision
Ahmen Kamal – Digital Vision
Nada Elsharkawy – Digital Vision
Marwan Abdin – CEEBA
Sherif – Digital Vision
Massimo Naclerio - Eni
Stefano Modica – Eni
Francesco Cappello – Science Park Sicily Emphasis partner

During the meeting **Digital Vision- Eni:**

- 1) Business Plan
- 2) Financial Plan

Negotiation, NDA Preparation and Agreement:

These plans considers a ten-year period with an initial quantity of collected UCO of 12,000 tons/year, reaching 24,000 tons/year in the second year. Quantities stay at this level over the period.

- **Digital Vision** makes assumptions on UCO (used cooking oil) collecting costs and sales prices for export. Digital Vision expected export payment terms are defined to minimize Digital Vision financial exposure.
- **ENI** asks for more details on these assumptions, on export payment terms, and on logistic costs. As well as details on the characteristics of the collecting network, geographical positioning, storage hubs, third party collectors/agents, dedicated app, specialized software, marketing actions and promotions.

Francesco Cappello

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Contact us: eu.emphasisproject@gmail.com