EFFECTIVE

First Strategic Workshop – “Paving the way to effective clustering towards exploitation & dissemination of FoF project results”

SESSION-3: Framework and network of stakeholders for industrial exploitation of innovative technologies

Science and Technology parks as a model to support Industrial Innovation

Stefano Poretta

- 1985 – 1992 employee at CESI (Electromagnetic compatibility)
- 1992 – 2003 manager at ABB research
- 2005 – 2009 CEO and founder Know Net (innovation for SMEs)
- 2009 – 2014 General Manager at ComoNExT

PROMOTUE EXT

The science and technology park

Is a physical site

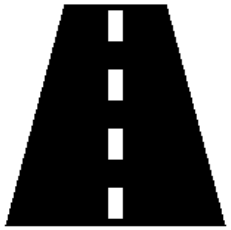
Hosts innovative companies

Supports the development of the small and medium enterprises of the territory

Promotes the birth of startups

Lomazzo (COMO)

Lomazzo



Main
highways
within 2 km

Airports within
30 min. drive
Malpensa
Linate
Orio al Serio
Lugano CH

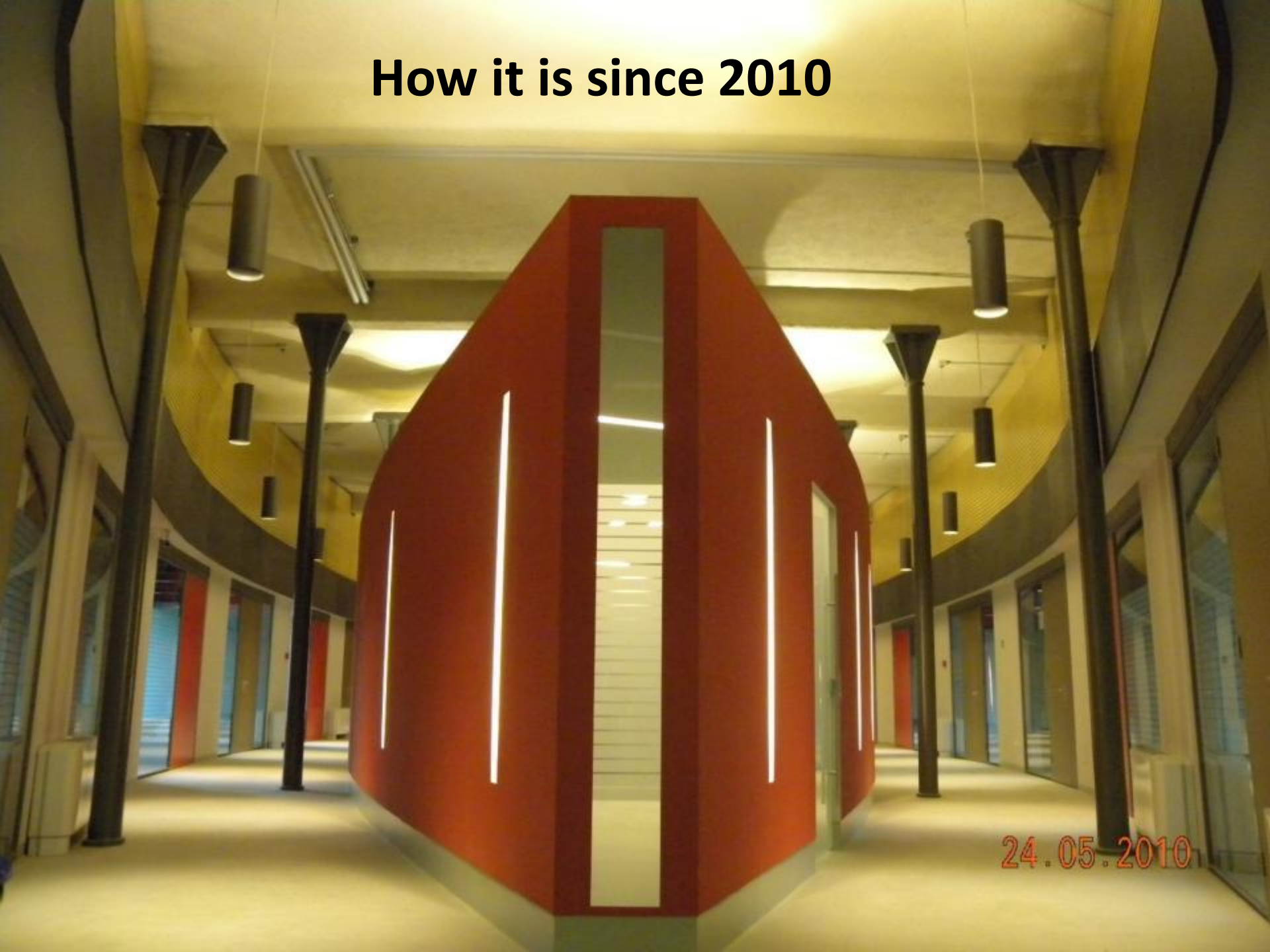
Railway
Milano 30 min.
Como 25 min.

History of the site

- In 1898 a commercial railway line was built from Milano to Como through Lomazzo
- At the side of the railway a cotton spinning mill was built
- In 1905 the mill was completed and employed 1000 people.
- The cotton mill went out of business in 1970 and some parts were still used for other industries until 2002

How it was in 2008

How it is since 2010



Example of space

June 2015

Energy and Ecology

Design

Mechanics

Chemistry, physics

60 enterprises
32 startups
500 employees

Construction

Automation

Electronics

Telecommunications

Furniture

New materials

Communications

Some examples

- D-Orbit – system to rationally de-orbit satellites avoiding space trash
- Directa plus – a new method to produce Graphene that reduces cost production
- Coelux – a new nano-structured lighting system that that reproduces the sky light (yellow+blue)

But not only spaceships

- Rigam – a new system to extract tuna fish from its container

The size

First lot
12.000 sqm
Inaugurated in may 2010

70 spaces for offices and labs
4.000 sqm of common space

Second lot
2.000 sqm
Inaugurated in june 2014

5 spaces for offices and labs
3 areas open space
90 workplaces

Third lot
7.000 sqm
Projected 2015

Network associations

IASP

International Associatin of
Scientific Parks

APSTI

Associazione Parchi
Scientifici Tecnologici Italiani

Italia startup

Network Universities

POLITECNICO MILANO

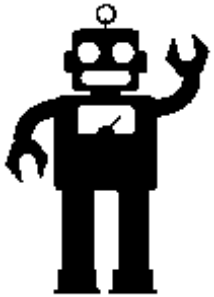
UNIVERSITAS STUDIORUM INSUBRIAE

ETH zürich

UNIVERSITÀ DEGLI STUDI DI MILANO BICOCCA

Who is the customer?

Enterprises who want to grow through innovation



Suppliers of innovative technologies and services

Innovation based companies

New enterpreneurs Startups

Support to the enterprise development

Offices and laboratories

Partecipation to public financing
Venture capital

Incubator

Products and services development

Market development and internationalization

Matching
Seminars Meetings

Private space

Private space

Private laboratory

Work stations zone

Auditorium and Meeting rooms

Support to enterprises & startups

- Support to the creation, structuring and realization of new ideas
- Project management
- Search for partners
- Support to design, prototyping, certification
- Brands and Patents
- Activation af stages, Master works, PHD R+D works

The incubator

Birth and growth of new enterprises

Logistic solutions **&** **Technical and financial assistance**

Open space site

Laboratories

Secretarial

services

Meeting rooms

Business plan

First preseed financing

Technological R+D connection with

universities and research centers

Brands, Patents

Partner developments

Marketing, communication and commercial planning

The incubator
4 years activities

7 calls
330 proposals
105 interviews
32 accepted startups

Evaluation

Phase 1
Selection

max
15 ideas

Phase 2
Interviews

And
selectionmax
4/5 ideas

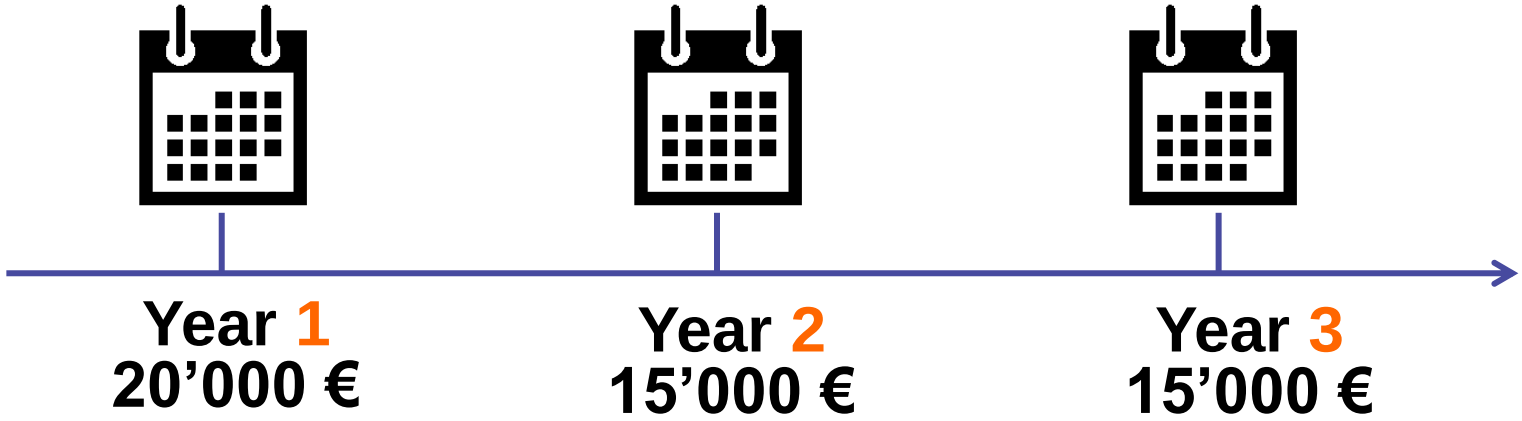
Phase 3
Businees plan

Incubator
admission

Financial Resources

50k€

For each start up



Eligible expenditure

Business plan and monitoring

Work station
Logistic Facilities of ComoNExT

Ongoing support: consulting, training and tutoring

Specific and specialistic support

Incubator, may 2015

26 start up
75 employees
1’460’000€ fundraising
11 patents pending
2 trade marks
10 *start up finished their incubation period and only 3 died*

36 start up

Sector	N°
R&D industrial and design	6
ICT	5
Food waste reduction	4
Environment and Energy	3
Building	3
Services	3
Robotics	2
New Material	2
Food production	2
Aeronautics	1
Boating	1
Furnishing	1
Communication	1
Musical Instruments	1
Design	1

post incubation

Possibility to remain in the Park

Support from ComoNExT on demand

Fund raising for SCALE UP

Public financing

equity

partnership

Networking among innovative companies: a model of aggregation

•ComoNExT is becoming an area of expertise with more than 500 people
•It can be a medium/big size engineering company in the following areas:

- Environment and Energy
- Electronics
- Communication
- ICT
- Mechanics
- Chemistry and physics

A real network of small companies that, if correctly mixed, may offer its skills to big companies on the international market