CRASH COURSE

THE INNOVATION ACADEMY AND THE ROLE OF TRENTINO SVILUPPO FOR INNOVATION AND START UP CREATION IN TRENTINO
Trento tops the list of the Italian provinces with the highest density of innovative start-up firms with a record of **108 enterprises** out of a total of **10,000 companies**. In total, **101 new enterprises** with a high rate of innovation are established in Trentino, thanks to the opportunities provided by the “Trentino system” and the programs financed by the Autonomous Province of Trento, the spaces and mentoring services offered in the business incubator centres, and the quality of its University, Foundations and Research institutions.

Trentino is currently investing in several flagship projects: **Polo Meccatronica**, a single hub that gathers the stakeholders involved in education, training, innovation, and industrial applications, which represents an opportunity for the enterprises operating in the field of mechatronics (www.polomeccatronica.it), and **Progetto Manifattura**, a hub open to the enterprises operating in the field of environmental sustainability, sustainable construction, renewables, and cleantech (www.progettomanifattura.it).
TRENTINO FIGURES

- Population: 537,416
- Area: 6,204 km²
- Employment rate: 70.50%
- R&D expenditure / GDP per capita: 2%
- GDP per capita: 33,600 €
- Research institutes: 20

Map showing travel times:
- Dublin: 3h
- London: 2h
- Paris: 1h30'
- Berlin: 1h30'
- Rome: 1h
- Athens: 2h
FOUR KEY SECTORS (SMART SPECIALIZATIONS)

Priority development areas

Mechatronics
More than 300 enterprises and 11,000 professionals, one technology hub, Polo Meccatronica, located in Rovereto to provide a physical setting for partnership between enterprises, research institutes, innovation stakeholders and education and training institutes.

Energy and the Environment
Generation, production, and consumption of energy as well as the protection and sustainable use of the environment in a broader sense.
2 innovation drivers: Progetto Manifattura (creation of innovative start-ups in the field of renewable energies, green building, and environmentally friendly technologies) and Habitech (the technology hub which deals with more than 8,000 professionals and around 300 enterprises from the construction, energy, and mobility industries with a total turnover of 1.5 billion euros).

Quality of life
Well-being, living environment, management system for tourism, culture and sports, urban and landscape settings.

Agrifood
Food quality and safety, nutrition and nutrigenomics, productivity and sustainability of agricultural systems, animal and plant biodiversity.
**NUMBERS**
- 9 hectares: the total area of the complex
- 50,000 sq.m.: the new structure
- 7,000 sq.m.: already recovered and available to companies
- Over 50: companies based here, including some well-established businesses and start-ups

**VISION**
As one of the largest incubators in Europe in the field of the green economy, Progetto Manifattura’s mission is to rethink the past and shape the economy of the future, by promoting clean technologies, sustainable processes, zero-emission energy sources and reuse of waste materials.

**OPPORTUNITIES**
Companies based here benefit from an ecosystem for innovation which is unique in Italy. In a context where the urban and natural landscape merge, Progetto Manifattura aims at being a place where business, research and training come together and share objectives, paths and common tools for growth. Specific services are available to companies and start-ups that consider innovation as a development opportunity.
NUMBERS
100.000 sq.m. the total area of Polo Meccatronica
50.000 sq.m. area destined for production facilities
25.000 sq.m. area destined for training
6.000 sq.m. for labs

VISION
As an innovative hub at the service of the whole supply chain, it hosts businesses in sectors ranging from the automotive industries, to robotics, sensors, industrial automation and biomedical engineering.

KNOWLEDGE TRIANGLE
Research and innovation, business and training interact on a daily basis: players from the world of production, training, and research can dialogue and collaborate, driving forward mechatronic engineering that combines IT, electronics, mechanics, hydraulics, pneumatics, and sensors.

PROM (Prototyping Mechatronics)
Integrated platform for the design, development, implementation, verification and validation of systems and manufacturing processes.
1. Responsibly autonomous
A reliable, fast moving territory with an efficient local administration.

2. Quality of life and security
The best conditions for working and quality of life.

3. Sustainable development
We endorse a sustainable use of the territory and the innovation “green & clean” to ensure the welfare of the people and our environment.

4. Research for growth
Significant investments in research and innovation, because only large goals allow us to grow.

5. Less taxes, more innovation
New companies in Trentino don’t have to pay IRAP and can get grants and funds for R&D and innovative projects.

6. Spaces for operation
Available real estate properties and industrial areas, which are offered in the best conditions.

7. A single referent
A one stop shop with everything a company needs.
2.4% of the active workforce are professionals involved in R&D.

FBK - Bruno Kessler Foundation is active in the sciences, leading sector includes: materials analysis, silicon micro-device manufacturing, design of energy sparing systems, creation of innovative information systems.

FEM - Edmund Mach Foundation operates in the fields of education, training, search, and technology transfer in the sectors of agriculture, agrifood, and the natural environment.

University of Trento is on the top of the list in national research with 10 departments and 7 specialized centres:

- **CIBIO** - center for integrative biology,
- **BIOTECH** - center for biomedical technologies,
- **COSBI** - center for computational and system biology,
- **CIMEC** - centre for mind/brain sciences,
- **CUNEDI** - centre on smart buildings,
- **CUM** - centre for metrology,
- **CUDAM** - centre for the protection of mountain environment

The Department of Civil Engineering, Environmental and Mechanical Engineering, and the Interdepartmental Centre for Mind/Brain Sciences - CIMEC ranked first in Italy by the National Agency for the Assessment of University and Research.

A multi-annual research programme that ensures large goals
Trentino Sviluppo offers manufacturing real estate properties spread all over Trentino with the option of:

- **purchasing** of real estate
- **leasing** for **18 years** Euribor rent **1 year**
- **renting** with a financial contribution covering **50%** for a maximum period of **12 years**
- **usufruct** up to **30 years**

Trentino Sviluppo features a special search engine for real estate investments.

Trentino Sviluppo provides enterprises with spaces for their establishment, expansion or refurbishing, and it promotes the activities of innovative start-ups and fully-fledged enterprises with strong potential.

- **spaces** in the business incubator with a contribution (in “de minimis” regimes) covering **50%** of the costs for the first **6 years**
- **purchasing** of manufacturing areas with a discount of up to **30%** of the market value

www.trentinosviluppo.it
Trentino Sviluppo is the perfect concentration point to meet all the needs of enterprises looking for a way to start a business in Trentino.

The value proposition is structured according to the specific needs of the enterprise and based on the following elements:

- support in the administrative procedures linked to the drafting of the establishment project;
- search for the technical and scientific skills needed to carry out research projects;
- search for skilled workforce;
- identification of the areas most suited to the needs of the enterprise, selection of real estate properties and implementation of the technical adaptation needed;
- support in getting access to specific economic and financial instruments needed to implement the establishment project.
SERVICES/GRANTS FOR STARTUPS AND SME’S
Pre-incubation services for Cleantech ("Greenhouse") and Mechatronics sectors ("Starter")

Preincubation services to support startup projects for 12 months, which include **coworking spaces**, internal **coaching, mentoring** from external experts.

The internal team checks preliminary business plans and decides who can enter the preincubator.

Figures: **110 projects** supported since 2010: **37 out of which now are startups** and 23 have been hosted with incubation services.
“Premio Impresa e Innovazione D2T Start Cup”

D2T is organized yearly by the team. It is a Business Competition, whose target are groups of youngsters (from 15 to 35 years old)

Winners are automatically admitted to National Prize for Innovation, the National Business Competition.

FIGURES: since 2007 434 participants; 15 startups were born; €340k€ have been payed.
**Seed Money Calls for Projects**

**Bando Seed Money**

**Periodic Call for Innovative entrepreneurial projects**, funded by ERDF funds. Grants (100% financing) up to €150k€ for innovative and technological startups to cover startup expenses in the first 18-24 months of the startup lifecycle.

FIFURES: Calls “FESR 3/2009”, “1/2011” and “1/2013” payed **9,5 M€**.

100 beneficiaries since 2009, out of which **82** are on the market with **335 jobs**.
Seed Money 2017

- **Phase I Grants**
- **Funnel**
- **Phase II Matching Fund**
Incubators
The team manages 6 B.I.C.’s providing housing, logistics support, coaching (3 internal coaches) and mentoring through external experts.

Our B.I.C.’s are “certified” according to Italian law (Law 221/2012) and represents the 3rd company in the Province for jobs (and the 5th company in the Province for turnover):

• 2 sector B.I.C.’s: Polo Meccatronica and Progetto Manifattura
• 4 multisectoral B.I.C.’s Trento, Pergine, Borgo Valsugana e Mezzolombardo
• 94 grown enterprises (11 large companies, 83 SME’s)
• 22 startups
• 750 jobs
• €380 M€ turnover
Tenants’ Sectors

SETTORI

- Chimica
- Chimica - Biotech
- Edilizia
- Edilizia Ecosostenibile
- Elettronica
- Energia Renovabile
- ICT
- Meccanica
- Mechatronica
- Plastica, Gomma
- Servizi
- Tecnologie per l’Ambiente
## EU Projects

<table>
<thead>
<tr>
<th>Project</th>
<th>Description</th>
<th>Details</th>
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<tbody>
<tr>
<td>CreatiFI (ICT innovative startups for creative sectors)</td>
<td>Startups granted in Europe by CreatiFI</td>
<td>87</td>
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<tr>
<td></td>
<td>Out of which in Trentino</td>
<td>11</td>
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<td></td>
<td>Grants reaching Trentino</td>
<td>€400k</td>
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<tr>
<td>Enterprise Europe Network</td>
<td>Trentino Sviluppo is Contact point for Trentino</td>
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<tr>
<td>KAM and EIMC services</td>
<td>Trentino Sviluppo is Contact point for Trentino</td>
<td>Project MAKEOVER</td>
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<tr>
<td>StartEU (starting 1 February 2017)</td>
<td>Interreg Italia Austria (StandortTagentur Tirol, Trentino Sviluppoo, IDM)</td>
<td>Support of startups in Euregio region</td>
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</tbody>
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Innovation Academy, Seminars, Courses and Workshops
The team organizes **events** to promote entrepreneurial culture and technical skills.
FIGURES: since 2014 l’Innovation Academy (training events) hosts **850 people** with 20 events/year and **70 training hours/year**.
Networking
Loghinetworking events to foster relationships creation, open innovation.

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<thead>
<tr>
<th>Events 2016</th>
<th>Startups/companies participants</th>
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<tbody>
<tr>
<td>Networking “Pizzas”</td>
<td>3 events, 45 participants</td>
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<tr>
<td>Investment Forum</td>
<td>13 startups participants</td>
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<tr>
<td>ICT Speed Business meeting</td>
<td>22 ICT startups from Trentineo met 30 SME’s from Piedmont</td>
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<tr>
<td>VentureUp (National investment B2B organized in Trentino)</td>
<td>95 startups met 20 Investment Funds</td>
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