



Special Mention  
Ixl 2011 Prize



## COMPANY PROFILE

## OUR STAFF

- **Piero Benedetti**, founder, Chairman of the Board of Directors and Account Manager, is in charge of the grant strategy processes for R&D programs, special investment programs and environmental/nature projects. He has been operating in this specific area for over a decade ([benedetti@tbassociati.it](mailto:benedetti@tbassociati.it)).
- **Stefano Puissa**, Managing Director and Account Manager, is an expert in the field of project management and financial planning, especially as regards investment programs for small- and medium-sized businesses. He is adjunct professor at the University of Trieste where he teaches “Business Management”; is in charge of the implementation of training programs for the AREA Science Park and major multinational companies ([puissa@tbassociati.it](mailto:puissa@tbassociati.it)).
- **Adriano Savoini**, Member of the Board of Directors, Scientific Director and Account Manager. Between 2005 and 2010 he has worked as adjunct professor at the University of Trieste where he taught “Innovation and Technology Transfer”. He is in charge of relationships management with universities, research institutions and scientific and technological parks and supervises European and cross-border projects and technology transfer programs ([savoini@tbassociati.it](mailto:savoini@tbassociati.it)).
- **Silvia Bonifacio**, Chief Operating Officer. She coordinates operational activities and day-to-day administrative tasks, and is in charge of regulatory updating tasks and relationships management with the granting institutions ([bonifacio@tbassociati.it](mailto:bonifacio@tbassociati.it)).
- **Alessandro Gratton**, Project Manager. He provides support in grants’ management, application submission and reporting activities, with particular regard to European and cross-border projects ([gratton@tbassociati.it](mailto:gratton@tbassociati.it)).
- **Elena Danielis**, Project Manager. She provides support in grants’ management in the fields of material investments, eco-innovation and R&D. She is in charge of our company website and corporate communication ([danielis@tbassociati.it](mailto:danielis@tbassociati.it)).
- **Giovanna Bua**, Junior Specialist in applied econometrics. She has an extensive experience in the field of international humanitarian projects. She is in charge of the socio-economic analysis of research, development and innovation activities. She coordinates our operational activities in Lombardy ([bua@tbassociati.it](mailto:bua@tbassociati.it)).
- **Elena Pentassuglia**, Back-office and Regulatory Manager. She provides support in the fields of regulatory updating and interpretation. Moreover, she provides support to our clients’ project reporting activities ([pentassuglia@tbassociati.it](mailto:pentassuglia@tbassociati.it)).
- **Samantha Suppangig**, Bachelor of Business Administration. She is an AREA intern and works in the field of project reporting ([suppangig@tbassociati.it](mailto:suppangig@tbassociati.it)).

T&B e associati S.r.l. can also rely on specific external collaborators, particularly university researchers working in the fields of mathematics, chemistry, engineering, biology, pharmacy and medicine.

## OUR COMPANY

**T&B e associati S.r.l.** has its premises at the AREA Science Park Campus in Padriciano near Trieste (Italy). Founded in 1999, on the basis of an existing professionals' association that has been working in the field since 1992, the Company gradually enhanced the multidisciplinary expertise of its staff by creating a well-balanced team with extensive experience in the field of financial grants aimed at companies and public bodies.

For over 15 years we have been working together with our customers in defining the best ways of exploiting new business opportunities and maximising their return on investment.

Every day we strive for:

- Understanding our customers' needs and expectations, helping them to orientate in the complex world of financial grants' management and finding the appropriate solutions in order to improve the performance of their investments, and facilitate the exchange of knowledge and experience with other companies and organisations.
- Designing the future of our customers in an organised manner by maintaining an overall view, which can properly define the business path they intend to follow.
- Defining our customers' factors of success and setting the conditions for achieving common objectives.
- We do not offer pre-packaged solutions, but we try to find the most appropriate ones that best suit our customers' needs in a particular period of time and market scenario.
- Carrying out our tasks with utmost professionalism and promptness until the conclusion of the assignment.

### VISION

The companies and organisations we work for should be able to face daily market turmoil and should be accustomed to managing change. We want to play a primary role in this evolving scenario by helping our customers exploit the best opportunities every day.

### MISSION

Develop skills of excellence to fully understand our customers' operations and needs and the regional, national and European regulatory framework in order to create value for our stakeholders, customers and their employees.

## OUR STRENGTHS

- Our customers' objectives always direct our activities and constitute the reference value for evaluating our results
- We do not offer opportunities; we find them in collaboration with our clients
- We adapt the way we work according to our customers' needs
- Our customers are always informed about the rate of success, required commitment and regulatory constraints of financial facilities and/or technological solutions we propose
- We are curious to learn, since every customer can teach us something
- We expect the best from our staff, since the quality of our services is a prerequisite for success
- It does not cost you anything to discover us: we are always at your disposal!

## OUR ACHIEVEMENTS

- Over the past 5 years T&B e associati S.r.l. received more than 350 consulting assignments totalling over 150 million euro in grants.
- The Company's portfolio includes more than 300 customers (regional and national private companies and public bodies).
- So far, the Company has supervised more than 20 location plans of new companies at the Area Science Park, mostly operating in the field of biotechnology.
- Since 2006, the Company has been collaborating with the University of Trieste in providing consultancy support to its research groups in order to increase the participation of the University to the 7th EU R&D Framework Programme and other scientific and international programmes. This agreement was recently renewed until 2012.
- T&B e associati S.r.l. acted as Management and Dissemination Partner within the European Project "Key-to-Nature" (2007-2010) coordinated by the University of Trieste.
- So far, the Company has supervised 5 Start-CUP business initiatives on behalf of the University of Trieste and S.I.S.S.A.
- The Company is a member of the Association of Italian Industries Confindustria - Trieste.
- T&B e associati S.r.l. is registered as an AREA Science Park Expert.
- In October 2011 T&B e associati S.r.l. has been assigned the full Project Management of the Trans2Care Strategic Project (2011 - 2014) leaded by the University of Trieste under the Italy-Slovenia Crossborder Cooperation Program.

In 2011 T&B e associati S.r.l. won the Italian Innovation Award, presented by the Italian President Napolitano at Palazzo del Quirinale. The competition "Companies for Innovation" was organised by Confindustria.

## OUR AREAS OF EXPERTISE

GRANT ACQUISITORY STRATEGY	EXPERT CONSULTING SERVICES
<ul style="list-style-type: none"> <li>• Grants for Research &amp; Development projects</li> <li>• Grants for material and immaterial investment programs</li> <li>• Grants for cross-border projects</li> <li>• Support for submission of environment- and tourism-related projects</li> <li>• Business internationalization</li> <li>• Business growth and competitiveness</li> <li>• Support during the location of new companies in various Scientific and Technological Parks</li> <li>• Consultancy services for the submission of European and cross-border projects</li> </ul>	<ul style="list-style-type: none"> <li>• Business plans consultancy services</li> <li>• Technical validation of R&amp;D projects in order to ensure their compliance with regulatory frameworks</li> <li>• Project Management</li> <li>• Technology transfer support</li> <li>• Mentoring services for Start-Up and Spin-Off companies</li> <li>• Dissemination of research results</li> <li>• Business models set up</li> <li>• R&amp;D support services, also in compliance with UNI EN ISO 9000:2008 standards.</li> </ul>
<p><b>T&amp;B e associati S.r.l.</b> analyses the regional, national and European regulatory framework that may facilitate investment programmes.</p> <p>Our consulting activities are carried out through problem analysis and financial/facilitating solutions identification aimed at those initiatives, which are implemented through a series of investments. Subsequently, we supervise and support our customers in every phases of this process until the funds are granted.</p>	<p><b>T&amp;B e associati S.r.l.</b> consulting services are aimed at supporting R&amp;D and business development activities. We provide support in the fields of Project Management, overall R&amp;D management, research or product development projects, technology transfer, implementation of ISO 9000:2000 standards, scenario studies and technology audits. We also provide support to academic institutions in identifying potential industrial partners and defining applications for direct and indirect EU funds.</p>

## OUR TYPICAL WORKFLOW AND ITS PHASES

### Analysis:

- Structural characteristics, objectives and needs of the applicant (company, research institute, local government, university group, project partners, etc.)
- Planned activities and investments, technological and/or training needs, partnerships, resources, budget, time schedule, staffing gaps, patents
- Projects' compliance with regulatory frameworks
- Feasibility studies

### Strategy:

- Identification of the most appropriate grants, partner search and technology scouting
- Definition of medium- and long-term grants acquisition strategy, development and consolidation programmes, business internationalization and increased competitiveness

### Implementation:

- Setting up of application documents and support plan
- Setting up of the Business Plan
- Applications submission, support and consulting activities

### Management:

- Relationships management with the granting body before and after the submission of the application
- Setting up of reporting documents

### Supervision:

- Periodic supervision of project implementation and regulatory trends
- Supervision of grants allocation

### Support:

- Troubleshooting to solve critical problems during the project and in relationships with the granting body
- Definition of technological/organisational solutions to solve unexpected needs

## OUR REFERENCES ( an overview of our clients):

ABTRACK S.r.l.	GO
ACEGAS-APS S.p.a	TS
ALPHAGENICS DIACO BIOTECH. S.r.l	TS c/o AREA
ALPROGETTI S.r.l.	TS
ALUTEC S.r.l.	TS
AMPED Srl.	TS c/o AREA
ANTONINI LEGNAMI S.r.l.	TS
AREA Science Park	TS
ARGUS SECURITY S.r.l.	MI
ARTI GRAFICHE JULIA S.r.l.	TS
ATOMAT S.p.A.	UD
AZ-INIZIATIVE S.c.r.l.	TS
BIOTEKNA S.r.l.	TS c/o AREA
BLUEFREEDOM Srl	TS
CARLIEUKLIMA S.p.A.	PN
CASTALIA S.r.l.	UD
C.N.D. S.r.l.	TS
COMUNE DI MUGGIA	TS
CONSERVATORIO "TARTINI"	TS
CONTE Diamonds Srl.	MI
C.T.I. S.r.l..	UD
DEMUS S.p.A.	TS
DEMUS LAB S.r.l.	TS c/o AREA
EDILPONT S.r.l.	TS
ELCON ELETTRONICA S.r.l.	TS c/o AREA
ENVENTIVE S.r.l.	PN
E.P.S. European Power System S.r.l.	PD
ERRE.BI. S.r.l.	UD
EURAND S.p.A.	MI
EUROSPITAL S.p.A.	TS
EURIS S.r.l.	TS
FABRICA S.p.A. (Benetton Group)	TV
FERRO ALLUMINIO S.r.l.	TS
FIRST S.r.l.	PN
F.LLI FANELLI S.r.l.	TS
FOGAL REFRIGERATION S.r.l.	GO
GECOD Srl	BO
IGA TECHNOLOGY SERVICES SRL	UD (PARCO S.T. L.DANIELI)
ILLYCAFFE' S.p.A.	TS-TS c/o AREA

INNOVATION FACTORY Scarl	TS c/o AREA
JANOUSEK S.p.A.	TS
KEMIJSKI INSTITUT	Ljubljana (SLO)
LABORATORI DIACO BIOMEDICALI S.p.A.	TS
METALPACK S.r.l.	GO
MIPOT S.p.A.	GO
MITTELDATA S.r.l.	GO
MODEFINANCE Srl	TS c/o AREA
NEONSEVEN S.p.A. / u-BLOX	GO / Svizzera
OLEIFICIO S. GIORGIO S.p.A.	UD
ONES S.r.l.	UD
PASTA ZARA S.p.A.	TS
PELTECH S.r.l.	MI-TS c/o AREA
PITTWAY TECNOLOGICA S.p.A.	TS
PUNTA BARBACALE S.a.s.	GO
P-FACTOR S.r.l.	TV
PROSPERO S.r.l.	TS c/o AREA
QUALITY FOOD GROUP S.p.A.	UD
REDAELLI TECNA S.p.A.	MI-TS
SANDALJ TRADING COMPANY S.p.A.	TS
SANTAROSSA S.p.A.	PN
SELF GROUP S.r.l.	UD
SICOM TEST S.r.l.	TS c/o AREA
SINCROTRONE "ELETTRA" SPA	TS
SISSA (Scuola Int. Sup. Studi Avanzati)	TS
SPRIN S.p.A.	TS
SYAC S.p.A.	TS
SYNAPS TECHNOLOGY S.r.l.	TS c/o AREA
SYSDATA ITALIA S.p.A.	BO/TS
TENUTA PRIMERO S.r.l.	GO
TERMOLEGNO S.r.l.	PN
TRANSMEDIA S.p.A.	GO
TRANSACTIVA S.r.l.	UD (PARCO S.T. L.DANIELI)
TRANSPOBANK S.r.l.	MI-TS c/o AREA
UNIVERSITA' DI MILANO	MI
UNIVERSITA' DI TRIESTE	TS
VERYSYSTEM S.r.l.	PN
VITRANI S.p.A.	TS
YEO LONG S.r.l.	TS

## Our Partnership

**Business Partners** is a management consulting company with a strong international vocation.

Its team of consultants has gained significant professional experiences in very competitive international markets.

For over 10 years, the company has been managing its customers' businesses in Italy and abroad, with the aim of increasing the performance and the value of their companies by strengthening their human resources management and execution skills.

The company's activities are being implemented in the following areas of expertise:

- quantitative and qualitative increase of companies' revenues, improvement of market relationships,
- business supervision and performance management, evaluation and management of value drivers' economic impacts,
- increase of companies' implementation capacity, improvement of operational, organisational and management processes' efficiency.

The company adopts an exclusive methodology called SEDEX:

- **STRATEGY**: precise and accurate definition of customer's objectives and identification of appropriate strategies in collaboration with the client.
- **EDUCATION**: evaluation and implementation of tailor-made training plans by improving, motivating and training human resources.
- **EXECUTION**: improvement of client's implementation capacity, also through coaching and counselling courses.

### **T&B e associati srl**

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