

COMPANY PROFILE



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T&B e associati S.r.l. is a consultancy Company located in Trieste (Italy) focussed on identification of European, governmental and private funding grants for investments programmes and RTD projects and on providing the required support through detailed project design and monitoring of cooperation opportunities as well as scientific and technical assistance.

T&B e associati S.r.l. offers full support to its customers by scientific, technical and organisational support in the field of R&D and technology transfer.

T&B e associati S.r.l. is also one of the founding partners of **Biosensor Technologies S.r.l.**, a spin-off of the University of Trieste as a result of the “Quasi-E” project promoted by AREA Science Park.

MAIN ACTIVITIES:

- Support for identification of Governmental grants and/or financing for RTD projects
- Support for identification of Governmental grants and/or financing for investment projects
- Identification of customised strategies for the acquisition of Governmental grants and/or financing on medium-long term public or private investment projects
- Technical validation of RTD projects to ensure their compatibility with a specific grant call
- Support for EU project design and management (also as a Partner for Management and Dissemination in the Consortium)
- Full management of RTD structures and projects
- Project Management
- Support to start-ups and spin-offs and for the establishment of new RTD companies/laboratories in AREA Science Park
- Technology transfer (from academy / companies to companies)
- Support for business plan preparation
- Support for projects related to the environment and tourism

The role of **T&B e associati S.r.l.** is to identify, according to the specific needs of the customer, suitable financing opportunities offered by regional, national and community laws or by other governmental Institutions.

More in details, **T&B e associati S.r.l.** analyses the different aspects and problems related to the project and /or investment programme and looks for possible financing solutions and grant applications. Support for grant acquisition and management is offered on a full-scale basis, from proposal application to mid-term reporting and final payment by the grantor.

T&B e associati S.r.l. approach is focalised not only on providing generic information about EU or governmental funded research, but to offer customised support to customer's specific needs.

T&B e associati S.r.l. specialises in the support of R&D activities and, more generally, in the development of company's strategic plans.

T&B e associati S.r.l. covers a large range of activities from the Project Management and management of the R&D department of a company, to the support to single RTD projects or development of new products, to the Technology transfer, implementation of EN ISO 9000:2000 standards, scenario studies and technology audits.

It also offers full support to Academia for the identification of industrial partners and the management of their relationships related to EU project activities.

COMPANY

T&B e associati S.r.l. was established on February 2nd 1999. It inherited customer portfolio and know-how from the previous association of professionals who have been working in this area since 1992.

The company is listed in the Register of the Centres of Competence, Consultants and Experts for Innovation and Technology Transfer, created by the EU project NOVIMPRESA in AREA Science Park, Trieste.

T&B e associati S.r.l. focuses its activities in the Friuli-Venezia Giulia and Veneto Regions, but operates in the whole of Italy, actively offering qualified support to Companies that intend to settle in our Region.

In 2007 **T&B e associati S.r.l.** became a tenant of the prestigious multi-sector Science and Technology Park, AREA Science Park.

STAFF

- **Piero Benedetti**, cofounder, president, specialised in grant and financial support to R&D programmes, Innovation and company start-ups. He deals also with special investment programmes and the environmental/naturalistic sector; he has been working in this specific area for more than twelve years (benedetti@tbassociati.it).
- **Vittorio Tripputi**, cofounder, deals with equipment and real estate investments, sectors he fully masters due to his previous banking and accounting experience (tripputi@tbassociati.it).
- **Adriano Savoini**, partner, molecular biologist and researcher, is the scientific director of the Company. He is lecturer of “Innovation and Technology Transfer” course at the University of Trieste and Italian panellist for biotechnologies of the Europe INNOVA Project. He has been working with several companies in Friuli Venezia Giulia region for many years. He is also in charge of the relationships with Universities, Research Centres, Science and Technological Parks and of the EU project design and management activities (savoini@tbassociati.it).
- **Stefano Puissa**, partner and administrator, with specific experience in Project Management. He specifically deals with support of investment programmes of SMEs in the province of Udine and Pordenone. His role is fully in line with the development strategy of T&B e associati S.r.l., aiming at offering an adequate coverage to the whole Friuli Venezia Giulia region. He also carries out teaching activities in the training courses organised by AREA Science Park (puissa@tbassociati.it).
- **Nicola Dorigo Salamon**; collaborator, works as project designer having consolidated experience and skills in the management of European projects. Recently, Dott. Dorigo has performed a specific study, on behalf of T&B e associati, to analyse the state of the art and evolution of the European Grant & Loan schemes, with a particular focus on the transition from FP6 up to FP7 programme for RTD activities. He is now the Project Manager of “Key-to-Nature”, a EU funded project coordinated by the University of Trieste and in which T&B is the partner in charge of Management and Dissemination (dorigo@tbassociati.it).
- **Silvia Bonifacio**, accountant, is in charge of the accounts and the routine administration of the Company. She also manages customer mid-term and final reports to the grantor authorities (bonifacio@tbassociati.it).
- **Giovanna Bua**, collaborator, doctor in Economics & Knowledge management. She is currently attending an MSc in Applied Econometrics. She is experienced in international humanitarian projects. In “T&B e associati” she is in charge of the analysis of the socio-economics impact for research, development and innovation activities.
- **Alessandro Gratton**, collaborator, is in charge of customer mid-term and final reports to the grantor authorities. He also collaborates with the EU project section with specific focus on INTERREG programmes (gratton@tbassociati.it).

- **Elena Danielis**, collaborator, is in charge of Regional grant writing for customer in the area of R&D and Innovation. She also collaborates on searching programmes and opportunities for specific customer needs (danielis@tbassociati.it).

The Company can also rely on a number of external, specialised, pre-validated collaborators on an on-demand basis. They are mainly University researchers operating in various disciplines, from mathematics to engineering, electronics, biology, chemistry and medicine.

DETAILED DESCRIPTION OF ACTIVITIES

1 RTD projects and/or investment programmes

- Analysis of the structural features of the client (Private company, Research Body, University team, etc.)
- Analysis of the investment plan proposed by the client
- Identification of possible financial instruments or grants
- Analysis of the suitability of the proposed solutions for the strategic objectives of the client
- Feasibility studies
- Preparation of the grant application form
- Delivery of the grant application form
- Management on behalf of the client of the relationships between the client and the grantor
- Preparation of the necessary documents for the mid-term and final reports and the account practice
- Full support to the last phase of the payment by the grantor

2 Project Management

- Project planning
- Planning of the activities and sub-activities and related milestones
- Identification of possible delays and contingency plan
- Estimate of necessary resources
- Definition of the provisional budget
- Integrated financial evaluation with the functional budget
- Identification of financial support (for example, grants, etc.)
- Definition of the final budget
- Creation of a suitable reporting system according to the needs of the Client

3 Support to RTD programmes

- Initial meeting with the Client for the acquisition of detailed information and documents about the Research programmes
- Drawing up a detailed Support Plan according to the duration of the investment plan or the project

- Support to the definition of new Research Programmes (including objectives, activities, resources, budget, timetables, possible staffing gap, patent analysis)
- Support to projects for the development of new products (according to UNI EN ISO 9000:2000 standards)
- Analysis of the scientific–technical consistency of the Project and existing collaborations with the possible financial instruments
- Support for the drafting up of the scientific–technical part of the grant application and technical and financial reporting
- Support for the identification and selection of the staff for the R&D activities
- Support for the drawing up of scientific–technical collaboration agreements with Research Bodies and /or Enterprises
- Support to the IP analysis, both for patent application or in licensing of patented technologies
- Support to the organisation of meetings/seminars/conferences

4 EU Project design

In the field of EU financing opportunities, **T&B e associati S.r.l.** offers a series of services related to the technical and administrative support for the drawing up of:

- RTD projects and demonstration projects
- Local, territorial or sectoral development projects
- Cross–border and transnational cooperation projects
- Project relating to the economic development of the territory
- Marketing projects of the territory and Investment attraction

The specific activities related to EU Projects are the following:

A. Information brokerage about EU instruments such as: 7th PQ, INTELLIGENT ENERGY, LIFE, eCONTENT, CULTURA 2000, ASIA INVEST, ISPA, SAPARD, PHARE, eTEN

B. Project Consulting and advisory for the project financing (technical pre–audit)

C. Project Design:

- Definition of the state of the art
- Analysis of the impact on the Community
- Cost/benefit analysis,
- Match making, definition and development of the partnership
- Juridical, administrative and financial feasibility analysis
- Estimation of the necessary financial resources, development of the integrated budget of the project and definition of the financing sources

D. Project Management:

- Negotiation of the project with the EC Authorities
- Drafting of the Consortium Agreement

- Project management and monitoring of the work progress as to the project objectives, to the work programme and to the budget
- Organisation of the project activities, technical meetings, project management, workshops, dissemination and technology transfer activities.
- Drafting of the Technological Implementation Plan (TIP), of the exploitation plans and dissemination of the results
- Technical assistance before and after the project design, mid-term reporting, final reporting and financial reporting, management of the relationships (partner and institutions)
- First technical assistance for the identification of a strategy relating to the protection of the *Intellectual Property Rights* (IPR)

5 Specific supports to spin-offs

- Support for the definition of the Business Plan
- Drafting of the Company Statute and Acts and the establishment of the company (in collaboration with specialised staff)
- Support for the identification of a suitable location for the company premises
- Identification of possible financial instruments to be used in this first phase

6 Specific supports to establishment of new RTD companies/laboratories in AREA Science Park

- Identification of the opportunities offered by AREA Science Park, regarding both the collaboration with Bodies in the Scientific and Technological Park and its activities (for example, fellowships, professional courses, scenario studies, technological audits)
- Management of the relationships with AREA Science Park Management Consortium for the current management of the Tenant
- Representation of the Client during periodical meetings of the Scientific and Technological Park
- Drafting of the Annual Report about the activities of the Tenant according to the information provided by company researchers

ACHIEVEMENTS

In the past 5 years, about 350 contracts for a total value of 150 million Euro were managed by the Company.

T&B e associati S.r.l. has now a portfolio of about 300 customers, including both private companies and Public bodies at a regional and national level.

In July 2006, **T&B e associati S.r.l.** signed an agreement with the University of Trieste, offering its expertise to support research teams of the University in the participation in FP7 and other programmes funded by the European Commission.

It also co-operates with the Industrial Association of the Province of Trieste as reference consultant for grant acquisition and management.

T&B e associati srl

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T&B e associati S.r.l. supported more than 20 companies, working in particular in the field of biotechnology, willing to locate in the AREA Science Park and Business Innovation Centre (BIC), dealing with all aspects of the procedure, from application, business plan and contracts to the full launch of the activities.

A SELECTION OF OUR CUSTOMERS:

- ABTRACK S.r.l.	Trieste AREA Science Park
- ADIENNE S.r.l.	Bergamo
- ALPHAGENICS DIACO BIOTECH. S.r.l	Trieste at AREA Science Park
- ALPROGETTI S.r.l.	San Dorligo della Valle (TS)
- AREA Science Park	Padriciano (TS)
- ARGUS SECURITY S.r.l.	Milano
- ARTI GRAFICHE JULIA S.r.l.	San Dorligo della Valle (TS)
- ATEX S.p.A.	San Vito al Tagliamento (PN)
- B- FREE S.r.l.	Pordenone
- BIOGENETIX S.r.l.	Trieste at B.I.C.
- BIOTEKNA S.r.l.	Trieste at AREA Science Park
- CARLIEUKLIMA S.p.A.	Pordenone
- CASTALIA S.r.l.	Rivignano (UD)
- COR.E.S. S.r.l.	Trieste
- C.T.I. S.n.C.	Torviscosa (UD)
- DEBI S.r.l.	S.Giovanni N. (UD)
- DEMUS S.p.A.	Trieste
- EDILPONT S.r.l.	Trieste
- ELCON ELETTRONICA S.r.l.	Trieste at AREA Science Park
- E-MAZE Networks S.p.A.	Milano
- E.P.S. European Power System S.r.l.	Campodarsego (PD)
- EUFOTON S.r.l.	Trieste c/o BIC
- EURAND S.p.A.	Milano
- EUROSPITAL S.p.A.	Trieste
- EURIS S.r.l.	Trieste
- FABRICA S.p.A. (Benetton Group)	Ponzano Veneto (TV)
- FERRO ALLUMINIO S.r.l.	S. Dorligo (TS)
- FOGAL REFRIGERATION S.r.l.	Ronchi dei Legionari (GO)

- ILLYCAFFE' S.p.A.	Trieste
- JANOUSEK S.p.A.	Muggia (TS)
- LABORATORI DIACO BIOMEDICALI S.p.A.	Trieste
- MIPOT S.p.A.	Cormons (GO)
- MITTELDATA S.r.l.	Gorizia
- MORPHOLOGIC S.r.l.	Rivignano (UD)
- NEONSEVEN S.r.l.	Gorizia
- PASTA ZARA 2 S.p.A.	Muggia (TS)
- PELTECH S.r.l.	Milano at AREA Science Park
- PITTWAY TECNOLOGICA S.p.A.	Trieste
- PUNTA BARBACALE di CORBATTO M. e C. S.a.s.	Grado (GO)
- RATIOS S.r.l.	Trieste at AREA Science Park
- RIVIPLAST S.r.l.	Rivignano (UD)
- PROSPERO S.r.l.	Trieste at AREA Science Park
- QBI ENTERPRISES Ltd	Ness Ziona (Israel)
- QUALITY FOOD S.p.A.	Martignacco (UD)
- SANTAROSSA S.p.A.	Pordenone
- SINCROTRONE "ELETTRA" S.c.p.A.	Trieste
- SYAC S.p.A. e SYAC SYSTEMS Srl.	Trieste
- SYNAPS TECHNOLOGY S.r.l.	Trieste c/o AREA Science Park
- SYSDATA ITALIA S.p.A.	Bologna
- TENUTA PRIMERO S.r.l.	Grado (GO)-
- TERMOLEGNO S.r.l.	Rauscedo (PN)
- TRANSMEDIA S.p.A.	Gorizia
- TRANSACTIVA S.r.l.	Udine
- TRANSPHARMA S.a.s.	Muggia (TS)
- UNIVERSITA DI TRIESTE	Trieste
- UNIVERSITA' DI MILANO	Milano
- VERYSYSTEM S.r.l.	Pordenone
- VITRANI S.p.A.	Muggia (TS)