



Special Prize
Industry X Innovation 2011



COMPANY PROFILE

COMPANY

T&B e associati S.r.l. is a Consultancy Company located in Trieste (Italy) focussed on identification of European, cross-border 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 consultancy in the field of R&D, Innovation and technology transfer.

The Company 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.

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 and abroad, actively offering qualified support to Research Centres and Companies that intend to settle in our Region.

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

STAFF

- **Piero Benedetti**, cofounder, President of CDA, 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 twenty years (benedetti@tbassociati.it).
- **Stefano Puissa**, partner and Managing Director, with specific experience in Project Management and economic – financial planning. He specifically deals with support of investment programmes of SMEs. He is also involved in teaching activities for training courses organised by AREA Science Park and at the University of Trieste, Biotechnology Course for “Business Administration” (puissa@tbassociati.it).
- **Adriano Savoini**, partner and Scientific Director. Molecular Biologist by training, he has been lecturer of the “Innovation and Technology Transfer” Course at the University of Trieste from 2005 to 2010. He is in charge of relationships with Universities, Research Centres, Science and Technological Parks and of the EU project design section. Currently Project Manager of TRANS2CARE, ITA / SLO Strategic Project lead by University of Trieste, he manages tech transfer programmes and ISO9000 consulting services (savoini@tbassociati.it).
- **Silvia Bonifacio**, accountant, is in charge of the current administration of the Company, regulatory affairs and relations with granting national authorities (bonifacio@tbassociati.it).
- **Alessandro Gratton**, Project Manager, is mainly involved in customer support for grant proposal preparation, real-time grant management and financial reporting. He specifically operates on European-funded projects and cross-border initiatives (gratton@tbassociati.it).
- **Elena Danielis**, Project Manager, operates mainly on grant management focussed on capital investments, eco-innovation and R&D. She is in charge of web site management and Company public relations (danielis@tbassociati.it)

- **Giovanna Bua**, is at present specializing in applied econometrics. She has experience at international level in a humanitarian project context. She is responsible for analysis of the socio-economical impact concerning activity of research, development and innovation. She coordinates the operating activities in Lombardia (bua@tbassociati.it).
- **Elena Pentassuglia**, is in charge of back-office activities and general secretariat. She provides support on regulatory issues and on financial reporting (pentassuglia@tbassociati.it).
- **Samantha Suppangig**, degree in Administration Sciences, is recipient of a fellowship by AREA Science Park for Project management in cross-border and innovation projects (suppangig@tbassociati.it).

The Company also relies 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.

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 cooperative project design and management (also as a Partner for Management and Dissemination in the Consortium)
- Full management of RTD structures and projects
- Project Management of Cross-border projects
- Support to start-ups and spin-offs and for the establishment of new RTD companies/laboratories in technology parks
- 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 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 9000:2008 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 direct / indirect project activities.

ACHIEVEMENTS

- In the past 5 years, about 350 contracts for a total value of 180 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 Regional, National and International 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; the agreement has recently been renewed till the end of 2012.
- It also co-operates with the Industrial Association (Confindustria) of the Province of Trieste as reference consultant for grant acquisition and management.
- T&B e associati S.r.l. supported more than 20 companies, working in particular in the field of biotechnology, electronics and ICT, 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.
- T&B e associati S.r.l. has been Partner for Management and Dissemination of the European e-ContentPlus “Key-to-Nature” Project (2007-2010) coordinated by the university of Trieste.
- The Company has up to now provided tutoring and mentoring to 6 Start-CUP initiatives presented by the University of Trieste and S.I.S.S.A.
- On June, 14 2011 the President of the Italian Republic honoured T&B e associati S.r.l. with the Prize for Innovation, promoted by the Italian Industry Association.
- In September 2011 University of Trieste signed a contract with T&B e associati S.r.l. for the full scientific and technical management of its Cross-border strategic TRANS2CARE Project in the area of Competitiveness and Knowledge Transfer in Healthcare.

A SELECTION OF OUR CUSTOMERS

ABTRACK S.r.l.	GO
ACEGAS-APS S.p.a	TS
ADIENNE S.r.l.	BG-TS c/o AREA
ALPHAGENICS DIACO BIOTECH. S.r.l	TS c/o AREA
ALPROGETTI S.r.l.	TS
ALUTEC S.r.l.	TS
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
CARLIEUKLIMA S.p.A.	PN
CASTALIA S.r.l.	UD
C.N.D. S.r.l.	TS
COMUNE DI MUGGIA	TS
CONSERVATORIO "TARTINI"	TS
CSM OMEOPATICS S.r.l.	UD
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
F.LLI FANELLI S.r.l.	TS
FOGAL REFRIGERATION S.r.l.	GO
HOLO3D S.r.l.	TS c/o AREA
IGA TECHNOLOGY SERVICES SRL	UD (PARCO S.T. L.DANIELI)
ILLYCAFFE' S.p.A.	TS-TS c/o AREA
JANOUSEK S.p.A.	TS

KEMIJSKI INŠTITUT	Ljubljana (SLO)
LABORATORI DIACO BIOMEDICALI S.p.A.	TS
METALPACK S.r.l.	GO
MIPOT S.p.A.	GO
MITTELDATA S.r.l.	GO
NEONSEVEN S.p.A.	GO
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
PITWAY 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)
TRANSPHARMA S.r.l.	TS
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
ZOIC S.r.l.	TS