smau

MILAN
18-19 OCTOBER 2023

Corporate
Needs

Agos

Website link: www.agoscorporate.it

Company Profile
Agos is a leading financial company in the consumer credit sector, present in Italy for over thirty years. It is 61% owned by Credit Agricole through Credit Agricole Consumer Finance and 39% by Banco BPM. With 2,000 employees and more than 200 branches, it supports the implementation of its customers' projects and supports the sales of its partners in the various markets by offering personal loans, targeted financing, credit cards, salary-backed loans, leasing and a wide range of insurance services. Agos puts the customer at the centre. Operational efficiency and particular attention to customer care together with the continuous search for innovation are distinctive features of Agos, which wants to be 100% human and 100% digital.

Detailed description of needs
Green: Agos is committed to building for a more sustainable future, together with its customers. That's why it's looking for new services or products that generate environmental benefits in the broader context of environmentally and socially sustainable development. **Customer Engagement**: is one of the most pressing issues for companies today and Agos too aims to build relationships with its own customers that will ensure they choose it over the competition, enjoy and benefit from its product or service, keep coming back for more, and tell their friends, family or colleagues to try it too. But how to connect with them in an appropriate, effective and meaningful way, according to the specificity of the financial products and services? **Payments:** To bring consumer credit more closer to the payment is one of the challenges that Agos wants to face during its activity. So how to reduce friction and drop off through checkout enabling customers to choose at that time the credit option in the smoothest way possible? **Digital and Mobile Marketing:** Which marketing strategy could Agos adopt in order to better reach its customers through digital channels such as websites, social media, search engine advertising and email, especially when they access information through mobile devices? **Metaverse:** The metaverse is part of the next iteration of the internet some are calling Web 3.0 and it promises to upend everything as we know it. Within the next few years, we will all work, play, socialize and invest in this all-encompassing ecosystem. How could Agos take the opportunity to play in this world? **Consumer Lending:** Consumer lending provides financing for personal, family, or household purposes and Agos is leader in this area. How could Agos renovate its products and services in order to better meet the customer selection criteria and offer them a premium service when they are realizing their projects? **New Acquisition strategy and activation**

Scouting value propositions: POC; Commercial partnership; Industrial Partnership; CVC

Company target research: Startup, SMEs (solutions maturity requested: MVP and ON THE MARKET)

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Angelini
Industries

Website link: www.angeliniindustries.com/en/

Company Profile
Angelini Industries is a multi-industry, global Group that was founded by Francesco Angelini in Ancona in 1919. It is a robust, well-structured industrial business with around 5,800 employees that operates directly in 21 countries generating annual revenues of over 2 billion euros. Its growth-oriented investment strategy, constant commitment to research and development, and deep knowledge of markets and business sectors make Angelini Industries an Italian leader in the sectors in which it operates.

Detailed description of needs
HOLDING - Generative AI - AI in Cybersecurity - Sustainability ESG (specific or cross for our OpCOs e.g., energy, machineries, agrifood etc) - New customer engagement models in the retail market - New talent development mindset (learning, gamification/metaverso) **PHARMA** - Healthcare: tools, devices and digital services for the person care and well-being in regard to the following therapeutic areas Brain Health, Central Nervous System, Disinfection, Pain - AI in support of CNS (central nervous system) related pathologies with focus on Epilepsy - Human-like AI AVATAR for B2B and B2C Healthcare applications - AI in predictive models for healthcare, forecasting and planning - Innovative tools and devices for Industries 4.0, using AR and VR in production lines to enhance operational efficiency. - Generative AI for promotional content, content personalization (B2B and B2C portals and communications) - Multi-channel - marketing automation on Pharma target (GPs, doctors, pharmacy etc.) **TECHNOLOGIES** - Robotics nel mondo machineries - Industry 4.0 - Digital Factory - Operational Excellence in production line - Augmented reality applied to the factory level **BEAUTY** - Skincare - Innovation on skin studies (ph, skin reactions to different products) - Studies on new fragrances - Chemical combinations for fragrances - Startup in fragrances market, operating as digital and innovative - New B2C model for cosmetic products

Scouting value propositions: POC, collabs, partnership on specific projects, new registered suppliers

Company target research: Startup

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axitea
SECURITY EVOLUTION

Website link: www.axitea.com

Profilo Aziendale

Axitea è il partner innovativo per la sicurezza di imprese private ed enti pubblici. Con un approccio digitale integrato, progetta, sviluppa e mantiene soluzioni di sicurezza gestita per la protezione dai rischi fisici e informatici. Il Security Operation Center di Axitea, integrato e certificato, monitora e gestisce in tempo reale gli eventi critici dei clienti, contenendone l'impatto sugli asset aziendali e migliorando l'efficienza dei processi.

Breve descrizione dei needs

1) **Algoritmi AI per la videoanalisi**

Axitea propone oggi soluzioni di videoanalisi basate sull'Intelligenza Artificiale, con applicazioni che spaziano dall'ambito security, safety al marketing analitico. Axitea è alla ricerca di "Algorithm factories", aziende innovative che sviluppano algoritmi di Intelligenza Artificiale anche e soprattutto in ambiti NON attualmente presidiati da Axitea, anche algoritmi sviluppati ad hoc per progetti specifici, con l'obiettivo di estendere il portafoglio soluzioni nel campo della videoanalisi.

2) **Intelligenza Artificiale applicata alla gestione degli allarmi**

Un Security Operation Center gestisce migliaia di allarmi al giorno, la maggior parte dei quali richiede un intervento umano per eseguire una serie di azioni manuali. L'Intelligenza Artificiale generativa può dare un aiuto concreto, automatizzando alcune fasi ripetitive e a basso valore aggiunto che impattano sui principali step del processo come ad esempio: classificazione dell'allarme vero/falso, analisi di correlazione, interazione con il cliente, report dell'evento. Oltre a questo, soluzioni di text-to-speech possono essere valutate e impiegate per applicazioni di audiodeterrenza presso i siti dei clienti.

Scouting value propositions:POC, Partnership commerciali

Company target: Startup

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EDISON

Website link: https://www.edison.it/en
Company Profile
Edison is the oldest energy company in Europe, with more than 135 years of history, and it is one of the leader operators in Italy.
Detailed description of needs
We are primarily interested in technologies and solutions related to the **energy transition and decarbonization**, in different application fields: **hydrogen, storage systems, renewable energy, electric mobility.** **1) Green Gas:** - Green/low carbon hydrogen, syngas, biomethane, biogenic CO2 production technologies, sustainable and at competitive cost - Components enabling the production of hydrogen for energy use **2) Storage systems** – We are looking for advanced green storage technologies, at lower costs than current solutions. In particular, we are interested in: - Innovative solutions for long duration storage, hybrid storage, seasonal storage and battery control systems. **3) Renewable energy** – We are looking for: - Advanced technologies for renewable energy production, in terms of new materials (to substitute silicon) and new applications (e.g. agriPV, PV floating, offshore wind, etc.). - Solutions for monitoring and control of renewable plants, and agrivoltaic system for example through the use of drones, robots and/or spatial data. - Predictive maintenance of solar/wind plants. **4) Electric mobility** – We are looking for: - Innovative solutions and business models to develop charging infrastructure with public access. - New mobility services, both B2B and B2C. These may include: EV fleet management, smart routing, charging optimization and energy management. - Innovative technologies for battery charging, state of health monitoring, and second-life. - Software solutions to enable V2X applications. **5) Digital & IoT** – We are looking for - Technologies that could help us to digitize our customer journey process and to digitize and improve the customer experience inside the store (digital engagement, client tracking) - Workforce tracking and communication system (system that could help us to localize our technicians and communicate their position and the arrival time to the customers) - IoT for smart home and smart energy (B2C) and application for energy community - Platform solutions: Data management platform; marketplace platform one to many **6) Healthcare, Food, Pet care ect.** – We are looking for - Services and devices that could improve the daily life of Edison Risolve's client in all aspects **7) Smart City and Circularity** – We are looking for - Services and devices in the domain of smart city (smart lighting, IoT and smart sensor for the city)
Scouting value propositions: We are open to consider different forms of collaborations according to the maturity stage of the startup and of the solutions offered
Company target research: Startups, SMEs

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KPMG

Website link: kpmg.com/it/it/home.html
Company Profile
KPMG firms operate in 143 countries and territories, and in FY22, collectively employed more than 265,000 partners and people, serving the needs of business, governments, public-sector agencies, not-for-profits and through KPMG firms' audit and assurance practices, the capital markets. KPMG is committed to quality and service excellence in all that we do, bringing our best to clients and earning the public's trust through our actions and behaviors both professionally and personally.
Detailed description of needs
KPMG has a particular interest in startups with a structured business model, a development project, or an established position in the market, in order to support them in their national and international expansion through: ● Assistance during capital raising processes.   ● Evaluation of Open Innovation programs with the aim of promoting the development of innovative projects.   ● Identification of commercial partnership opportunities aimed at expanding our range of services.   Sector of interest: ● **Technology** (AI, Big Data, Blockchain, Fintech, Agritech)   ● **Energy**   ● **Mobility**
Scouting value propositions: Networking, Potential partnership, Open Innovation project, Fundraising
Company target research: Startup and SMEs

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vodafone

Website link: www.vodafone.com

Company Profile
Vodafone is the largest pan-European and African telecoms company. Our purpose is to connect for a better future by using technology to improve lives, digitalise critical sectors and enable inclusive and sustainable digital societies. We provide mobile and fixed services to over 300 million customers in 17 countries, partner with mobile networks in 46 more and are also a world leader in the Internet of Things (IoT), connecting over 167 million devices and platforms.

Detailed description of needs

Vodafone promotes and supports startups and SMEs to build innovative services.
These are the main themes and related business needs:

- **Digital Health & Wellbeing**
  - Personal & Family wellbeing, prevention in & out house
  - Empower the communities by timely and relevant data sharing
  - Distributed, phygital and in-home healthcare
  - Risk prediction, diagnosis support
  - Clinical trial enrollment
  - Adherence and personalized treatment
  - Digital wellness, data privacy & secure connected IoT

- **Sustainable & Connected Mobility**
  - Vulnerable road users safety
  - Assistance & Autonomous Vehicles
  - Mobility as a Service solutions empowering communities with relevant, timely and shared data
  - Mobility data flows for smart, sustainable, and healthy Communities
  - Personal & Family security plug&play / precise & last known positioning

- **Manufacturing & Logistics**
  - Advanced predictive maintenance
  - Physical process / objects / machinery simulation
  - Manufacturing as a Service
  - Quality sensing & detecting
  - Last mile delivery – drones broadcasting communication & workflow collaboration
  - Visual recognition / Mobile precise positioning

Scouting value propositions: We are looking for startups and SMEs interested in developing their innovative and deep tech project leveraging both on Vodafone technologies and platforms. Vodafone offers in-kind and seed capital fundings in order to support the most interesting projects.

Company target research: Italian and foreign Startup and SMEs

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