Program

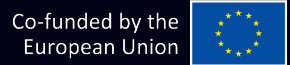|	
9.30	Welcome
9:35	An introduction to the EIT Manufacturing ecosystem Dr. Gian Mario Maggio, Managing Director – EIT Manufacturing South
9:45	Experts' presentation of use cases – part 1
10:25	Aspects of cooperation between Industry, startups and RTOs Christian Bölling, Managing Director — EIT Manufacturing Central
10:35	Experts' presentation of use cases – part 2
11:15	Coffee Break
11:30	Start of bilateral meetings
13:30	Get together – buffet lunch and networking

TARGET GROUPS

- entrepreneurs & industry executives in innovation management with focus on the acquisition, protection and smart use of data
- decision makers in the field of corporate strategy and development

MAIN TOPICS

- IoT data acquisition and data access
- Asset Tracking, production control and predictive maintenance
- Artificial Intelligence, ML and Data Science
- Advanced Cybersecurity measures

SMART DATA IN MANUFACTURING

increasing productivity and efficiency in production through access, protection and use of data

eit Manufacturing

Co-funded by the European Union

FBK, Via Sommarive, 18, 38123 Povo, TN

31 May 2023, 9:30 – 13:30

FONDAZIONE BRUNO KESSLER

The potential of digitalization generating a huge amount of data for the European manufacturing industry is enormous. The access and intelligent use of data in production is increasingly coming to the fore when it comes to smart workflows and operational excellence, data-driven supply chain strategies for resilience and resource efficiency or reducing downtimes through predictive analytics.

Are you interested in learning how your company can benefit from this?
Are you looking for the right partner to drive your ideas and solutions forward?

Within this event you will get a fundamental overview of the perspectives of established companies complemented by use case presentations of young niche experts specialized in data access and smart data management for the productivity and efficient operations in manufacturing.

Pick the experts you would like to meet

Once you have registered to the event, you have the possibility of creating your own customized meeting list with local experts and solution providers based on their profiles reported in the next pages.

For planning purposes, we kindly ask you to initially select upfront any solution providers you would like to have a dedicated bilateral meeting with and then share your selection with us by **15 May 2022** by emailing to

silvia.mozzi@eitmanufacturing.eu

We will make sure to program individual bilateral meetings with them during the second part of the event.

During the event, all experts will present their use cases before bilateral meetings and, regardless of your initial selection, **you will have the chance of select additional solution providers** – our team present in the venue will assist you.

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FBK
FONDAZIONE
BRUNO KESSLER

SELECTION
OF EXPERTS

Diego Comina (Zerynth)

Christian Persurich (bitCorp)

Enrico Mattioli (infinityID)

Ann LoCicero (smartFAB)

Francesco Gaetarelli (Komete)

Günther Hoffmann (Lexatexer)

Linus Grabher (KREATIZE)

David Vaktor (Shiratech)

Anna Weirauch (Ai-omatic)

Zerynth

ADDRESSED PAIN POINTS

Help the customers with IoT technologies to:
- reduce production, maintenance and energy consumptions inefficiency in both new and old production machines;
- enable "servitization" of new and existing customer's product

SOLUTION

Zerynth helps manufacturing companies digitalize their production processes and develop connected industrial products through a plug-and-play IoT platform designed to enable the digital transformation of any industrial machine and the product servitization in a fast, flexible, and secure way. Our solutions reduces energy costs by up to 40%, downtime by up to 70% and maintenance costs by up to 30%.

USP

- Plug-and-play IoT platform, setup in less than 1 hour.
- Data acquisition from both old and new industrial machines.
- Easy integration with existing machines, BI-tools, ERP, MES or Cloud services.
- Microcontroller-based technology and integrated Secure Element to ensure the highest security

TARGET MARKETS

Industries: manufacturing, automotive, mechanical, waste and environmental services, utilities, agriculture.

TEAM	Number of employees: 35
	Core competences: Industrial IoT & Data Analytics
ORGANIZATION	Location: Pisa, Italy
	Legal Entity: Zerynth SPA
	Year of establishment: 2015
	Financing: €5M (Series A)
PRODUCT DEVELOPMENT	Technology Readiness Level: TRL9
BUSINESS DEVELOPMENT	maturity stage: SCALEUP
INTEREST IN COLLABORATION	Accelerate our growth and customer base, bring innovative Industry 4.0 solutions, discuss best practices, make connections and collaborate with the community.
MORE INFO	website: https://www.zerynth.com/ contact email: info@zerynth.com

infinityID

ADDRESSED PAIN POINTS

Asset tracking solutions (warehouse management or production lines) today is still largely manual or not efficiently integrated with the MES systems.

SOLUTION

InfinityID offers a suite of 4.0 standard or customized technology solutions for asset tracking and production control based on RFID tagging technology and dedicated readers and MES solutions for the shopfloor

USP

RFID allows a fast and reliable way of retrieving asset data and use them for effective production control. We have a variety of use cases in different industrial verticals and which include also MES support and integration

TARGET MARKETS

Small, Medium, Intermediate-size companies for full tracking and MES solutions.
Any size companies for warehouse management solutions and specific and customized asset tracking products and warehouse management.
Industry segment agnostic

TEAM

Number of employees: 10

Core competences: RFID Industrial IOT, MES, Data Analytics

ORGANIZATION

Location: Brescia, Italy
Legal Entity: infinityID
Year of establishment: 2018
Financing: bootstrapping

PRODUCT DEVELOPMENT

Technology Readiness Level: TRL9

BUSINESS DEVELOPMENT

maturity stage: in production ramp up
Doubling revenues every year

INTEREST IN COLLABORATION

Develop strategic partnerships
Entering in new verticals
Bring innovation to market

MORE INFO

website: https://infinity-id.com/
contact email: office@infinity-id.com

Komete

Komete — Smart Factory Made Easy

FONDAZIONE BRUNO KESSLER
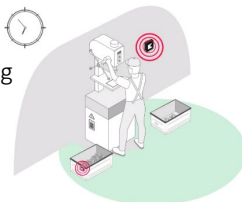
eit Manufacturing — Co-funded by the European Union

ADDRESSED PAIN POINTS
Automatic asset tracking solutions (production lines), integrated with MES and ERP.

SOLUTION
Komete is the IoT platform that helps manufacturing companies to collect, monitor and analyze i
production process data.
TheirSolution was created to transform manufacturing companies into Smart Factory in just one day.

USP
Low power consumption and reusable BLE sensors

Plug'n'Play: quick to install

Fully scalable with production line zoning

Full integrability (API Rest)

TARGET MARKETS
Small, Medium, Intermediate-size companies for full tracking and MES solutions.

TEAM	Number of employees: 5
	Core competences: BLE Industrial IOT, MES, Asset tracking
ORGANIZATION	Location: Brescia, Italy
	Legal Entity: Komete SRL
	Year of establishment: 2020
	Financing: Series A
PRODUCT DEVELOPMENT	Technology Readiness Level: TRL7-8
BUSINESS DEVELOPMENT	maturity stage: in production ramp up
INTEREST IN COLLABORATION	Develop strategic partnerships Entering in new verticals Bring innovation to market
MORE INFO	website: https://komete.io/

Kreatize

ADDRESSED PAIN POINTS
Most industrial companies operate their own supply chains, resulting in fragmented software solutions, and redundant and inefficient procurement processes. In particular, industrial companies struggle to innovate and automate some of their operations

SOLUTION
KREATIZE offers a cloud computing solution to provide access to distributed manufacturing services. The cloud manufacturing platform provides an end-to-end procurement solution to streamline the sourcing and purchasing processes for industrial companies.

USP
KREATIZE offers access to global manufacturing capacities with a click of a button. The platform offers an end-to-end procurement solution and a collaboration with a strategic supply chain partner that addresses manufacturers painpoints holistically.

TARGET MARKETS
DACH market in the mechanical engineering industry.

TEAM
Number of employees: 50
Core competences: cloud manufacturing

ORGANIZATION
Location: Berlin, Germany
Legal Entity: KREATIZE GmbH
Year of establishment: 2016
Financing: N/A

PRODUCT DEVELOPMENT
Technology Readiness Level: TRL 9

BUSINESS DEVELOPMENT
maturity stage: Expansion in Europe and US

INTEREST IN COLLABORATION
Connect with new customers and partners

MORE INFO
Website: www.kreatize.com

ai-omatic

EXPERT CATALOGUE

ADDRESSED PAIN POINTS — Incorrect machine behavior and failures reduce efficiency and are responsible for lower resource utilization and increased energy consumption.

SOLUTION — Unique software that combines the customer's need for efficiency and sustainability. The solution – a digital maintenance assistant - relies on a combination of neural networks and statistics and can deliver reliable and interpretable results. Causes of anomalies can finally be identified and concrete recommendations for action can be given.

USP — The algorithm takes context factors into account and dynamically adjusts limit values to the respective machine condition. Interpreting and evaluating the individual parameters also gives a deeper understanding of the abnormal machine condition. A provided dashboard is combining first class technology and expert knowledge. The algorithm can be applied to any type of machine.

TARGET MARKETS — machine manufacturers as well as production companies with main areas in plastics, packaging, paper and automotive. Also active in various other industries such as shipping and food

ai OMATIC SOLUTIONS

FONDAZIONE BRUNO KESSLER

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TEAM
Number of employees: 17
Core competences: predictive maintenance

ORGANIZATION
Location: Hamburg, Germany
Legal Entity: ai-omatic solutions GmbH
Year of establishment: 2020
Financing: N/A

PRODUCT DEVELOPMENT
Technology Readiness Level: TRL 9

BUSINESS DEVELOPMENT
maturity stage: proven track record in plastics, packaging, paper and automotive

INTEREST IN COLLABORATION
Connect with new customers

MORE INFO
Website: www.ai-omatic.com

bitCorp

EXPERT CATALOGUE

ADDRESSED PAIN POINTS
Increasingly widespread cyber attacks against private and public companies, such as (but not limited to) ransomware and data breach

SOLUTION
We offer state of the art and plug-and-play cybersecurity solutions to ensure a noteworthy increase of the overall cyber protection, also for those companies which do not have in-house computer expertise nor IT support.

USP
Thanks to our cyber intelligence services provided to governmental agencies, we developed and constantly update a deep knowledge of the hacking state of the art and of vulnerabilities not yet published in the cybersecurity community.

Thus, we are capable to implement effective counter-measures within all our products long before what other competitors do.

TARGET MARKETS
European market, particularly intended for SME operating in the following sectors:
• Manufacturing
• Healthcare
• Local government

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bitCorp™

FONDAZIONE BRUNO KESSLER

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	TEAM	
		Number of employees: 7
		Core competences: Cybersecurity, Cyber Intelligence, A.I.

ORGANIZATION
Location: Milan, Italy
Legal Entity: BITCORP SRL
Year of establishment: 2018
Financing: bootstrapping

PRODUCT DEVELOPMENT
Technology Readiness Level: TRL8

BUSINESS DEVELOPMENT
maturity stage: SCALEUP (SERIES A)
40x growth planned over the next five years

INTEREST IN COLLABORATION
Get in direct contact with potential customers
Bring innovation to market
Become an active participant in the community

MORE INFO
website: www.bitcorp.it
contact email: c.persurich@bitcorp.it

smartFAB

ADDRESSED PAIN POINTS
Manufacturers collect mountains of data related to equipment, processes and products from sensors, software and systems (MES, ERP, Quality Assurance) but the lag time from data collection to insight is too long and the cost is too high.

SOLUTION
Industrial analytics platform that empowers manufacturers to improve quality and efficiency by connecting data across systems to create a holistic view of the manufacturing process, transforming the data into actionable insights that deliver business outcomes and leveraging human and machine intelligence to maximize performance and increase confidence.

USP
smartFAB plugs into existing software and systems to make them 'smart'. It curates data across silos and distills it into cross-functional insights. It utilizes automated AI and continuous learning techniques to automate the data science workflow and adapt to changes in the manufacturing process. It learns from shop floor engineers to create a continuous feedback loop. It combines numbers and narrative into easy-to-understand stories that facilitate action

TARGET MARKETS
Data-driven manufacturers with complex production in low margin process industries, such as semiconductors, food processing, consumer chemicals, and textiles. Original Equipment Manufacturer of assembly process automation and packaging systems. The company's first markets are Italy and Germany.

TEAM	Number of employees: 7
	Core competences: Manufacturing, Data Science, Software Engineering, DevOps, Finance, Sales
ORGANIZATION	Location: Milan, Italy
	Legal Entity: smartFAB S.r.l.
	Year of establishment: 2018
	Financing: €510K Equity, €48K Grant
PRODUCT DEVELOPMENT	Technology Readiness Level: TRL7
BUSINESS DEVELOPMENT	maturity stage: Access to Market (SEED) Included in the 2022 (first) cohort of CDP's Forward Factory accelerator program
INTEREST IN COLLABORATION	Get in direct contact with potential customers. Bring innovation to market via an industry standard POC. Become an active participant in the community.
MORE INFO	website: : www.smartfab.ai contact email: info@smartfab.ai

Lexatexer

EXPERT CATALOGUE

LEXATEXER
develop and scale enterprise AI

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ADDRESSED PAIN POINTS	Predictive Maintenance, Operational Excellence and "AI driven lean production"
SOLUTION	Enterprise AI-IoT software and hardware platform for digitising manufacturing. LXTXR offers out-of-the-box functionality to develop, test, integrate and scale AI and data-driven solutions. Supported use cases are e.g. predictive production, operational excellence (OEE), shop floor AI.
USP	Turnkey, use case-specific solutions with domain-specific knowledge; Dynamic adaptation to growing and evolving use cases; Integrated enterprise AI-IoT platform covering the entire manufacturing value chain.
TARGET MARKETS	Manufacturing companies, energy and utility companies, heavy industry

TEAM	Number of employees: 7
	Core competences: data analytics, AI platforms
ORGANIZATION	Location: Berlin, Germany
	Legal Entity: LexaTexer AvailabilityPlus GmbH
	Year of establishment: 2018
	Financing: N/A
PRODUCT DEVELOPMENT	Technology Readiness Level: TRL 9
BUSINESS DEVELOPMENT	maturity stage: global customers
INTEREST IN COLLABORATION	Connect with new customers
	Develop strategic partnerships
MORE INFO	website: https://lexatexer.com

ShiraTech-Knowtion

SHIRATECH KNOWTION
Turning Data into Knowledge

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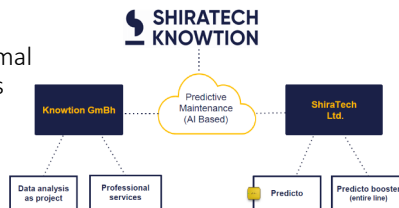
Co-funded by the European Union

ADDRESSED PAIN POINTS
The high cost of unexpected machines downtime

SOLUTION
Preventive maintenance and predictive machines failures through AI and with use of our proprietary sensor unit «Predicto» - the first AI self service predictive failures product launched in the market.

Specialist in AI based predictive maintenance and condition monitoring technologies, Shiratech acquired Knowtion, a German data science consulting company founded in 2011

USP
We turn data into profit:

- Hybrid non intrusive solution based on cloud or on prem, integrating hw and sw

- three A.I. layers for optimal performance and results

- all-in-one Predictive Maintenance platform

TARGET MARKETS
Focus in manufacturing
Focus in Europe ad U.S.A.

SHIRATECH KNOWTION

Knowtion GmBh

Predictive Maintenance (AI Based)

ShiraTech Ltd.

Data analysis as project

Professional services

Predicto

Predicto booster (entire line)

TEAM	Number of employees: 35
	Core competences: A.I. software development
ORGANIZATION	Location: Germany, Israel
	Legal Entity: Knowtion GmbH and ShiraTech Ltd
	Year of establishment: 2018
	Financing: N/A
PRODUCT DEVELOPMENT	Technology Readiness Level: TRL9, fully validated
BUSINESS DEVELOPMENT	maturity stage: SCALEUP (SERIES A)
	Products released, global customers
INTEREST IN COLLABORATION	Connect with new customers
	Deploy solution to market
	Expand operations in Europe
MORE INFO	website: https://www.shiratech-knowtion.com/

KEYNOTE

An introduction to the EIT Manufacturing ecosystem

Dr. Gian Mario Maggio

Managing Director at EIT Manufacturing South

Gian Mario Maggio is an executive grown-up within prestigious academic institutions and with extensive industry experience in digital transformation and open innovation, both in Europe and the USA. Managing Director of EIT Manufacturing Co-Location Center South since 2020, His key expertise includes digital technologies (e.g. AI, IoT, 5G) and applications (e.g. Industry 5.0), as well as the emerging Industrial Metaverse paradigm

KEYNOTE

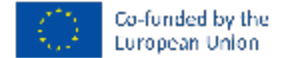# Aspects of cooperation between Industry, startups and RTOs

Dr. Christian Bölling

Managing Director at EIT Manufacturing Central

Since January 2019, Christian Bölling has headed the Germany-based hub of EIT Manufacturing, the leading European innovation network for the manufacturing industry. Previously, he led the Machining Technology Research Department at the Institute for Production Management, Technology and Machine Tools (PTW) of Technical University of Darmstadt, Germany.

EIT Manufacturing

HOSTING ORGANIZATION

EIT Manufacturing supports startups and SMEs to strengthen their competitiveness and expand European markets and business models with the help of large innovative companies, research institutions and universities. EIT Manufacturing is a partnership of over 80 corporations, companies and organizations, including Avio Aero (GE group), Comau, TIM Group, Brembo, Prima Industrie, Whirlpool Europe, Cefriel, Art-ER, Polytechnic Universities of Milan and of Torino, SUPSI and many other industries, universities and research organizations. The network is supported by the European Institute of Innovation and Technology (EIT), an independent EU body dedicated to enabling innovators to turn their best ideas into products, services and jobs for Europe.

Your contacts at **EIT Manufacturing**

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Business Creation Manager

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SMART DATA IN MANUFACTURING

increasing productivity and efficiency in production
through access, protection and use of data

Trento, 31 May 2023

SEE YOU IN TRENTO!

eit Manufacturing

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