

**TECNOPOLO S.P.A
AND
ATEN IS GROUP**

ARE PLEASED TO INVITE YOU TO

**ATEN IS TO THE WORLD
INCOMING**

27 SEPTEMBER 2018

9:00 AM - 14:00 PM

 **TECNOPOLO TIBURTINO
CONFERENCE ROOM
VIA ARDITO DESIO 60
00131 ROMA**

ORGANIZED BY

**PROGRAM FUNDED BY THE
EUROPEAN REGIONAL
DEVELOPMENT FUND
(POR FESR 2014-2020)**



MISSION

The "ATEN IS TO THE WORLD" Project aims at reinforcing the internationalization process of the ATEN IS Group and the participating Companies in the target Countries by:

- Strengthening the international marketing organization
- Defining the marketing strategy in the target Countries
- Reinforcing the partnership with local players and stakeholders
- Participating in trade shows and B2B meetings
- Obtaining the certifications required for operating and exporting in the target Countries
- Reinforcing trade negotiations in progress
- Identifying potential clients and partners
- Identifying the development strategy in new markets

To face the challenges of a global market where competition from emerging economies is on the rise, the Project also strives to increase the competitiveness and boost the innovative capacity of the Network, through the creation of integrated products and systems providing higher added value.

Internationalization and Innovation are therefore the development drivers of the ATEN IS Group within an integrated perspective, in compliance with the Regional strategic objectives.

Our goal is to pursue these objectives, working in close cooperation with the relevant stakeholders such as Lazio Innova and Tecnopolo, based on a shared model of sustainable industrial and commercial development.

**PROJECT FUNDED BY
THE LAZIO REGION
(POR FESR LAZIO
2014-2020) IN ORDER
TO PROMOTE
INTERNATIONAL
ENTREPRENEURSHIP
PROJECTS REALIZED
BY ASSOCIATED
SMES**





SIGMA CONSULTING (WWW.SIGMACONSULTING.IT)

Established in 1998, Sigma Consulting S.r.l. is an systems integrator company specialized in the design and manufacturing of Electronic and ICT Systems for avionic, naval and ground platforms. Main fields of application are: EW and Intelligence, Homeland Security, Command & Control, Flight & Radar simulators, Systems Engineering. Sigma also develops IoT platforms for smart farming, smart city and telemedicine applications. Sigma is the leader company of the ATEN IS Group.



INFO SOLUTION (WWW.INFO SOLUTION.IT)

Info Solution S.p.A. is specialized in consulting services for production of highly technological projects. For over 20 years Info Solution has been developing embedded electronic systems, from defining the specifications to production. Info Solution, through its branches located in Milano, Genova, and Roma, works with small and big businesses active in different sectors: aerospace and defense, telecommunications, transportation, energy, medical and industry.



Advanced Technology Applications

WAVE (WWW.WAVE-SRL.COM)

Wave S.r.l. is a microwave design centre operating in the aerospace and military industry. Since 2001 Wave supports semiconductor companies and system manufacturers in the development of new products using leading edge technologies. Wave design and manufacturing capabilities cover a wide range of target markets: MMIC design, Power Amplifiers, RF frontend for next generation MODEM, Electronic Warfare, on-board payload and ground segment satellite equipment.



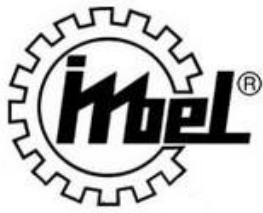
INNOVA CONSORZIO PER L'INFORMATICA E LA TELEMATICA (WWW.CONSORZIO-INNOVA.COM)

INNOVA is an Italian SME based in Matera. Founded in 1989, we count today with two Divisions: Earth Observation where our key remote sensing technology is the processing of very high-resolution SAR images; INNOVAMBIENTE® that seamlessly integrates hardware and software solutions to implement a computerized process of the complete waste collection cycle and move towards a PAYT system.



BLUE THREAD (WWW.BLUE-THREAD.EU)

Blue Thread S.r.l. was established in 2009 and was beneficial of the ESA Technology Transfer Program on E-GNSS technologies. Blue Thread has a well recognized international experience in Navigation Technology, specifically in the use of Automatic Identification Systems (AIS) and E-GNSS systems for innovative maritime applications. It develops highly-efficient, programmable and customized AIS transceivers, integrable to Web applications and Mobile SW Apps, for Port Services and Marine Parks applications.



FÁBRICA DE MATERIAL DE COMUNICAÇÕES E ELETRÔNICA (FMCE) – IMBEL (WWW.IMBEL.GOV.BR)

The INDÚSTRIA DE MATERIAL BÉLICO DO BRASIL – IMBEL® is a state-owned company, under private law, linked to the Ministry of Defense through the Brazilian Army, whose mission is to produce and commercialize security and defense products, to supply institutional clients, especially the Armed and the Law Enforcement Forces and also private clients. IMBEL's main office is in Brasília/DF being its five factories located in the States of São Paulo, Rio de Janeiro and Minas Gerais. FMCE is one of the five IMBEL factories, founded in 1939. It is focused on the research, development and production of communication systems, electronic equipment, mechanical parts and software. Also, provide services of integration and customized solutions development.



DEPARTAMENTO DE CIÊNCIA E TECNOLOGIA (DCT) DO EXÉRCITO BRASILEIRO (WWW.DCT.EB.MIL.BR) SISTEMA DEFESA, INDÚSTRIA E ACADEMIA DE INOVAÇÃO (SISDIA)

The Department of Science and Technology (DCT) of the Brazilian Army aims at planning, organizing, directing and controlling the scientific, technological and innovation activities within the Army. The scientific and technological activities include the research, development and evaluation related to both civilian and military systems, products, technologies and services. The Army, through the DCT, implemented the SISDIA Network (Sistema Defesa, Indústria e Academia de Inovação) whose main objective is to promote innovation according to a model based on cooperation between Enterprises, Government and Universities (Triple Helix).



TECHNILOGIC (WWW.TECHNILOGIC.QC.CA)

With more than 25 years of experience in the security industry, Technilogic has become a leader in the sale, installation and maintenance of closed-circuit access and video control systems throughout Quebec. Since its creation in 1990, Technilogic has played a key role in several important projects. Many of Technilogic's customers and business partners are world-renowned companies.



CANASA (WWW.CANASA.ORG/CANASA)

Established in 1977, the Canadian Security Association (CANASA) is a national not-for-profit organization dedicated to promoting the interests of its members and the safety of all Canadians. CANASA has been a recognized voice of the electronic security industry in Canada for more than 30 years. CANASA membership continues to grow today to represent thousands of security professionals across the country.



X-MICROWAVE (WWW.XMICROWAVE.COM)

Founded October 2013 by John Richardson and Ray Page with the simple Vision to Make RF and Microwave Product Development Faster, Easier and Lower Cost Modular System of Drop-in Components allows RF engineers to rapidly design, prototype and produce high performance assemblies such as wireless communications, radar, and spectrum monitoring systems.



INSPECTORATE MUNICIPALITY OF SOFIAE (WWW.SOFIA.BG)

The Sofia Inspectorate is a support unit of the Municipality of Sofia and answers directly to the Mayor. It is in charge of control functions to ensure that rules and regulations of the Sofia Municipality are implemented and respected. The Inspectorate performs its tasks independently or in cooperation with other municipal and state agencies. In carrying out their duties, the officials of the Inspectorate may request municipal administration, district administrations, municipal and commercial enterprises as sole municipally-owned companies to provide them with the necessary information, documentation, declarations and any other necessary assistance.

COUNTRIES IN THE PROJECT



- **BRAZIL**
- **BULGARIA**
- **CANADA**
- **ITALY**
- **USA**

CONTACTS

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ATEN IS TO THE WORLD PROJECT

INCOMING AGENDA

THURSDAY 27TH

- 9.00 am – 9:30 am **Welcome breakfast**
- 09:30 am – 10:00 am **Institutional greetings**
- Angela Ciancia, Head of Services and SME Cooperation, Tecnopolo S.p.A. Lazio Innova
Carlomagno Simotti, President, Sigma Consulting S.r.l. and ATEN IS Network
- 10:00 am – 10:15 am **Presentation of ATEN IS TO THE WORLD Project**
- Marco Bernuzzi, Program Manager, Aten IS S.r.l.
Giulia Ricciuti, Export Manager, Sigma Consulting S.r.l.
- 10:15 am – 11:15 am **Company presentations**
- Sigma Consulting - Imbel - Departamento de Ciência e Tecnologia (DCT) do Exército Brasileiro (www.dct.eb.mil.br)**
- Simone Cirocchi, Operations Manager, Sigma Consulting S.r.l.
Marcus Vinicius Dos Santos Fernandes, Products manager, Fábrica de Material de Comunicações e Eletrônica (FMCE) - IMBEL
Luiz Renault Leite Rodrigues, Engenheiros Eletrônicos, Fábrica de Material de Comunicações e Eletrônica (FMCE) - IMBEL
General Carlos Roberto Pinto de Souza, Rappresentante del Departamento de Ciência e Tecnologia do Exército Brasileiro - DCT presso il Ministero della Scienza e della Tecnologia e dell'Innovazione (MCTIC) - Dipartimento di Sviluppo Tecnologico (SETEC), e responsabile della Rete SISDIA - Sistema Defesa, Indústria e Academia de Inovação (SisDIA)
- Info Solution - Technilogic - Canasa**
Giovanni De Salvo, Research & Innovation Director, Info Solution S.p.a
- 11:15 am – 11:30 am **Coffee break**
- 11:30 am – 12:45 am **Company presentations**
- Innova Consorzio srl - Inspectorate Municipality of Sofiae**
Marina Doubell, Business Development Unit,
INNOVA Consorzio per l'Informatica e la Telematica S.r.l.
Veska Georgieva, Director, Inspectorate Municipality of Sofiae
- Wave - X Microwave**
Tommaso Cavanna, Co-Founder and Chief Marketing Officer, Wave S.r.l.
John Dale Richardson, President, X-Microwave
- 12:45 am – 13:00 pm **Greetings and Closing Remarks**
- 13:00 pm – 14:30 pm **Networking lunch**