



# European

# Utility

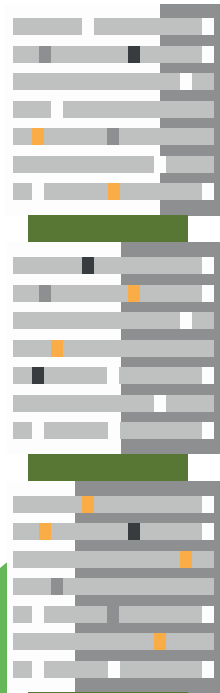
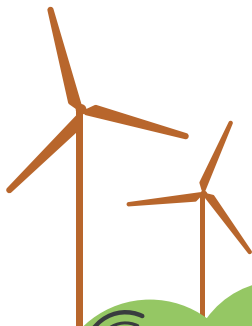
6 - 8 November 2018  
Messe Wien

# Week



# 2018

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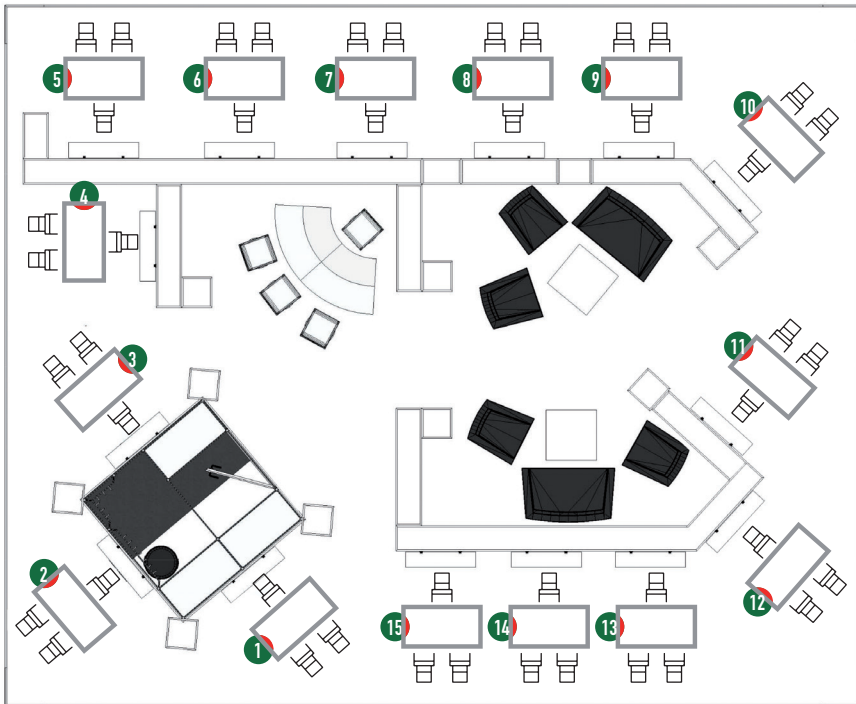
ITALY  
at  
European  
Utility  
Week  
2018

EXHIBITORS CATALOGUE



# Exhibitor List

European  
Utility  
Week  
2018



**1** ACOTEL

**2** TREE SOLUTIONS

**3** ELCON MEGARAD

**4** ELETTROPICENA SUD

**5** EMBIT

**6** FAST

**7** HIGECO

**8** MAC

**9** NEXT INDUSTRIES

**10** MIPOT

**11** OVERIT

**12** SINAPSI

**13** SIDORA

**14** SMARTMETERQ

**15** DIGIMATIC

ITALY at  
**European Utility Week**

Messe Wien – Messeplatz 1  
A-1021 Vienna, Austria

Italian Pavilion

**Hall A, stand A.k8**



**TRADE AND INVESTMENT**

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ITA - Italian Trade Agency is the Governmental agency that supports the business development of our companies abroad and promotes the attraction of foreign investment in Italy.

With a motivated and modern organization and a widespread network of overseas offices, ITA provides information, assistance, consulting, promotion and training to Italian small and medium-sized businesses. Using the most modern multi-channel promotion and communication tools, it acts to assert the excellence of Made in Italy in the world.



FEDERAZIONE NAZIONALE  
IMPRESE ELETTROTECNICHE  
ED ELETTRONICHE



CONFINDUSTRIA

"Federazione ANIE, member of Confindustria, represents the Electrical Engineering and Electronic companies operating in Italy.

With over 1,300 member companies, the ANIE system supplies technologies for public and private infrastructures in strategic markets such as energy, transport, industry and building, and accounts in 2017:

- 78 billion Euros of total turnover, of which
- 58 billion Euros represented by the Electrical Engineering and Electronic Technologies (52% of export on total turnover)
- 20 billion Euros represented by the General Contractor Industry
- 468,000 employees
- 4% intra-mural R&D expenditure on total turnover (less than 1% the corresponding % for Manufacturing Industry)"

### **ANIE Federazione**

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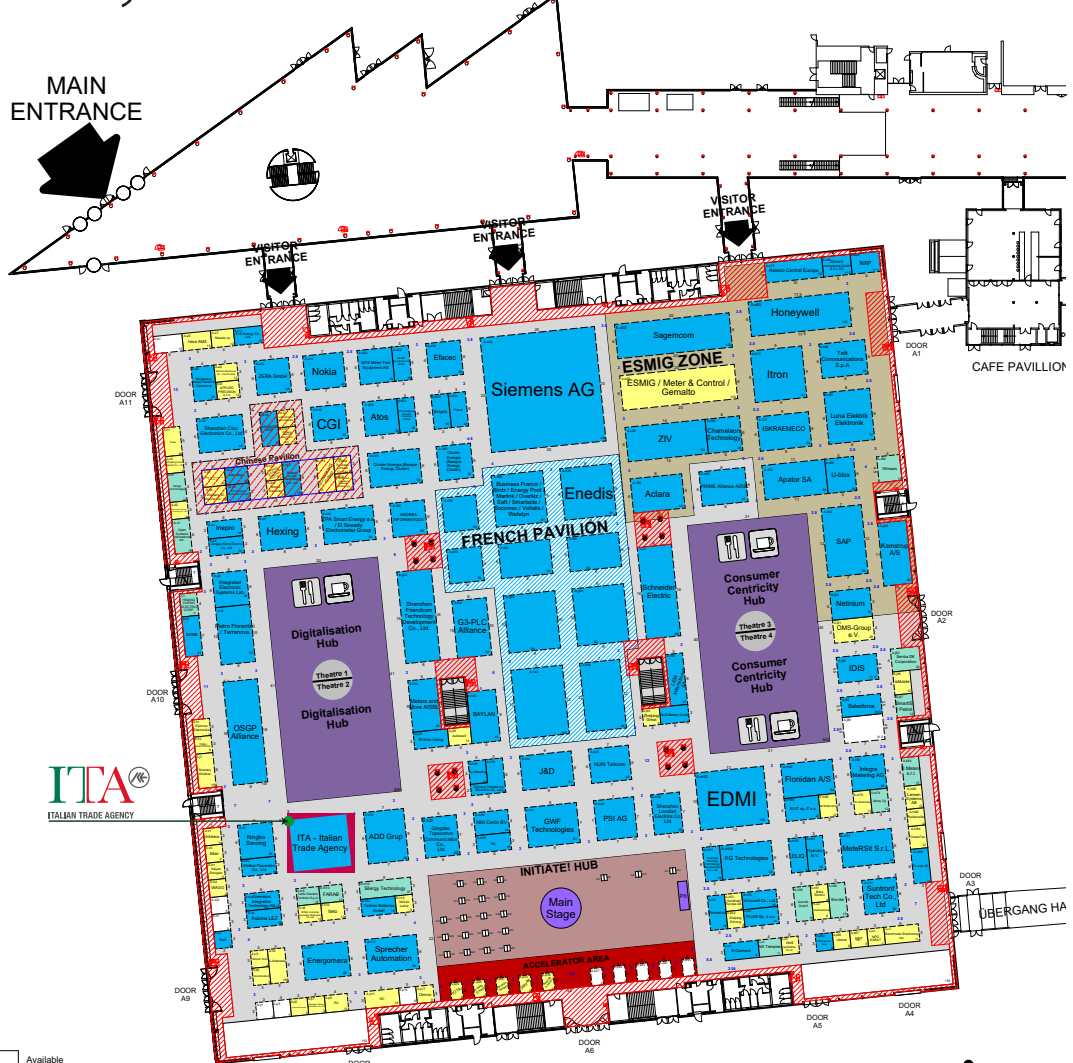
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**HALL A**

**HALL B**  
**SUMMIT AREA**

- Available
- Confirmed Shell Scheme stands
- Confirmed Raw space
- Confirmed Premium stands
- Feature





## Index

ACOTEL GROUP SPA _____	10
DIGIMATIC SRL _____	11
ELCON MEGARAD SPA _____	12
ELETTROPICENA SUD SRL _____	13
EMBIT SRL _____	14
FAST SPA _____	15
HIGECO SRL _____	16
MAC SRL _____	17
MIPOT SPA _____	18
NEXT INDUSTRIES SRL _____	19
OVERIT SPA _____	20
SIDORA SRL _____	21
SINAPSI SRL _____	22
SMARTMETERQ SRL _____	23
TREE SOLUTIONS SRL _____	24
Startup	
ARCHON SRL _____	26
ENERBRAIN SRL _____	27



## ACOTEL



Acotel is a global company that offers IoT customized solutions, hardware and software, developing communication technologies on the basis of the customers' requirements in order to implement them in highly technological solutions and products.

We are an ideal partner for the design and implementation of end-to-end IoT solutions, thanks to the over thirty-year experience in the design of ICT solutions.

We make advanced wireless solutions based on mobile connection or broadband access into our own devices.

With a consolidated know how, our team have handled concrete opportunities offered by IoT in the field of Monitoring and Remote Control, from the design to the creation of solutions mainly based on specific required technologies for customers which want to become more competitive.

Our Smart Home solution can digitalize your home using the most recent technologies to bring it directly in the cloud and to be controlled by smartphone.

Our Smart SENSOR solution has instead different independent sensors (energy consumption and production monitoring, flood detector, motion

and door sensor) powered by battery with a M2M worldwide connection.

Ideal for second homes, offices, cellars or all those parts of the house that cannot be reached by the a broadband network.

Smart Home and Smart Sensor can be manage from the final customers by a mobile app available for iOS and Android Smartphone.

Devices and mobile application are made by Acotel in its headquarters in Rome.

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## DIGIMATIC



Digimatic company provides Smart Metering services and more generally remote control services for connected objects.

Our IoT platform can handle smart-meter, satellite tracking systems, PDAs, streetlights and many other connected objects.

Our Automatic Meter Reading platform (SAC) is widely scalable and ready to handle millions of home GAS meters.

Our Android App for Workforce management, allows activity planning, route optimization, and centralized management of maintenance workers.

### **DIGIMATIC SRL**

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## ELCON MEGARAD



Elcon Megarad is the Italian company that designs, produces, tests and markets power cable accessories and components for electrical networks worldwide.

Products: heat shrinkable joints and terminations, cold shrinkable joints and terminations, resin joints and terminations, cable connectors and porcelain terminations, joints and terminations for special applications

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## ELETTROPICENA SUD



### ELETTROPICENA SUD

For nearly a century ELETTROPICENA SUD engaged in the distribution of electricity with the production of panels and electrical equipment for medium voltage applications.

With an experienced and motivated team is always recognized as an example of the highest quality, reliability and flexibility, as evidenced by the qualifications and approvals obtained from the major industry players such as ENEL, Endesa, Terna, ACEA, A2A and many industrial customers both Italian and foreign.

The production site of Ancarano, in the countryside of the valley of the Tronto, covers an area of 35.000mq with advanced machinery in which you perform all the steps of production from machining, the fittings and electrical wiring using the energy produced from renewable sources.

The control of the whole process allows a high flexibility in order to follow the different needs of its customers.

ELETTROPICENA SUD flagship products are switchboard with air or gas-insulated load break switch, SF6- insulated pole mounted switch-disconnectors for outdoor use,

Ring Main Unit compact switches, Medium Voltage metal clad panels, Low Volta switchboard for power center, auxiliary services and protection.

ELETTROPICENA SUD is ISO 9001 certified since 1997 and ISO 14000 since 2008.

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## EMBIT



Embit offers large portfolio of high-performance IoT modules, connectivity services, design of embedded systems and software.

Our main aim is to offer support for the development of innovative ideas and solutions, offering ability and creativity.

We help our customers in the implementation of custom solutions with the high technological content.

In particular Embit assists customers throughout the design of embedded systems and the development of ad-hoc wireless solutions, from the feasibility study to the early stages of mass production.

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## FAST



FAST proposes a complete catalogue of solutions and products able to meet every remote control requirement, from the Logger and Remote Terminal Unit integrated into a SCADA management and control software application, up to a AMR and IoT applications ready for smart meters systems.

Our solutions are applied to the gas networks, water and energy and communications as part of the smart city utilities.

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(Skype ID: p.cavalli)



## HIGECO

# Higeco

Higeco specialises in the creation of industrial remote monitoring and control systems. We are a young company with a long experience: founded by field professionals, we aim at supplying solutions for multi-application Internet of Things through technical know-how and constant innovation.

Higeco solutions are versatile tools specifically designed for remote collection, elaboration and consultation of data.

### **HIGECO SRL**

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# MAC



MAC is a technological engineering and production firm that goes beyond the product.

By participating in everything from strategic market analysis and design to product engineering and industrialization, MAC follows the development cycle from start to finish. We are in the business of shaping the future, thanks to our experience and know how in the supply of technically advanced electronic devices and systems.

The internal expertise of our team allows MAC to be a strong and effective partner in the following fields: electronics, hardware, software / firmware engineering, mechanical engineering, industrial design, laboratory testing (safety, EMC, climatic), product certification and industrial production.

These characteristics have made it possible for us to reach the highest of standards in innovation, quality, production flexibility and economic efficiency. MAC operates in different markets: wellness, lighting, smart grid, smart city, smart home and IoT. MAC operates in the sector of Smart Grid and Smart Metering for 20 years, in partnership with strategic players committed to the production, distribution and sale of

energy. MAC's natural approach is creating Smart solution for energy saving. Nowadays, MAC is actively collaborating with prestigious, international associations dedicated to the energy awareness, such as Meters and More and Energy@Home. After the liberalization of CHAIN 2 in the Italian market, MAC has created a user-friendly device which connects with the second-generation Open Meter by e e-distribuzione. The device is participating to the test phase, obtaining successful results.

## MAC SRL

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## MIPOT



Mipot designs, manufactures and sells RF modules in the ISM bands for different market segments from the industry to the consumer, in Italy and worldwide. Mipot offers a full range of RF modules developed in accordance with the technical regulations and laws applicable in different markets. During the development of the module we solve all the technical issues related to the radio frequency. The quality of our products, along with the detailed documentation and very qualified and accessible technical support, enables a fast introduction of your products in the market.

Mipot serves the market by offering high-quality EMS and ODM services. With our experienced and highly motivated technical staff we support you in all development stages of your product, starting with the

selection of the most appropriate components from performance and cost point of view, moving on to product engineering and manufacturing.

Mipot offers the newest wireless technology solutions for Internet of Things (IoT), Machine to Machine (M2M) and other Low Power Wide Area Network applications (LPWA). Mipot is a LoRa Alliance Member and offers LoRaWAN™ certified modules

operating in the 868 MHz or 915 MHz SRD Bands.

Mipot headquarters are located in Cormons (Gorizia), in the North-East of Italy. Mipot has been active in the electronics industry since 1973. This has made us a reliable supplier over the years.

Mipot is a one stop shop for all customers, offering not only product development but also mass production and all the services related to it, from the material procurement to the personalized logistics.

Customer oriented. Competence. Quality.

### MIPOT SPA

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## NEXT INDUSTRIES



Next Industries is an Italian start up company born in 2014, that designs and manufactures high accuracy data acquisition loggers, gateway and sensors provided with Internet of Things technology.

We focus at EUW on our smart wireless gateway for piping monitoring.

Thanks to wireless connectivity our devices are able to communicate with cloud, to manage alarm or notifications.

You can view recorded data in cloud mode with smartphone or tablet from different devices in different locations at the same time, with the possibility to choose the widget to display them.

### **NEXT INDUSTRIES SRL**

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## OVERIT

Overit

Information Technology

For over 20 years, OverIT has been designing and crafting innovative Field Service Management solutions to support and optimize task execution in the field with mobile technology.

The company leads its customers throughout the whole transformation process and helps them boost productivity and efficiency, while improving technician's safety, customer experience and overall revenues.

Drawing on the extensive expertise and knowledge gained in developing projects for many multinational organizations, OverIT can boast a strong understanding of the business processes of several industries, including Energy & Utilities, Oil & Gas, Manufacturing, Services, Transportation and Telco. With a global focus in mind, the company works together with diverse enterprises to help them find the optimum path to excellent performance in Field Service, regardless their size or trade volume.

At OverIT, we are firmly convinced that building applications on Augmented, Mixed and Virtual Reality is key to streamlining field processes. Leveraging the virtual collaboration, knowledge sharing and remote

assistance capabilities provided by cutting-edge technologies, companies can arm their technicians with the latest tools to perform field tasks faster, better, and hands-free, relying on smartglasses and wearable devices.

OverIT drives its customers towards the Field Service of the future.

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## SIDORA



Sidora provides products and services for the Energy Management and Building Automation businesses aimed to minimize energy consumption and to handle faults and frauds.

The company supervises, directly or on the behalf of its customers, CONSIP public lighting contracts, privately-held buildings, UNI TS11291-compliant gas metering systems. It is known nationwide as one of the leading operators in its field, managing – since 2004 - more than 200 municipalities and 1 million lighting poles.

Leveraging on the know-how gained adopting industrial standards and following European regulations, Sidora managed to establish important partnerships with smart-cities and IoT players, creating new synergies alongside existing projects already done in the field of power, gas and water metering. Sidora sells its products and services as valuable components in larger solutions addressing large-scale metering, urban security, road traffic real-time management and environmental control.

Its NOC, a system that can be deployed on-premises or provided SaaS, allows to collect data from

field-deployed devices and process information on the customer's behalf (sending alarms/tickets to security/repairing teams, creating billing documents, showing real-time/historical data).

Sidora-engineered field devices can act either as multiprotocol routers or as remote processing units.

Communication can be configured and carried on with different protocols, ensuring end-to-end data confidentiality and authenticity.

### **SIDORA SRL**

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## SINAPSI

**sinapsi**  
invent today

Sinapsi is expert in smart metering and photovoltaic systems monitoring. It produces a complete, scalable, open, integrated and easy to install solution for smart metering both as OEM manufacturer and with its own brand all over Europe.

Field devices, communication connectors and IoT Cloud platforms are results of SINAPSI R&D.

Sinapsi is also expert in Building Automation Systems. It develops KNX devices, customized BMS supervisors, and offers training on all of its products and solutions.

### SINAPSI SRL

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## SMARTMETERQ



SmartMeterQ is an Italian company specialized in the production of Ultrasonic Gas Meters and presents itself in the market as a future leader in this innovative technology.

The company's DNA is oriented towards research and innovation in the fields of measurement and transmission, with the fundamental contribution of R&D, which develops results of excellence making use of know-out acquired with important industrial partners.

SmartMeterQ wants to become leader in the production of ultrasonic gas meters, encouraging a clean and safe type of energy and pursuing continuous improvement to satisfy the highest expectations of its customers, in terms of competitiveness and quality.

The primary objective is to offer at our customers the most advanced level of technology, so our main mission is to innovate and propose cutting-edge solution in all areas of the Smart Metering sector, from measurement to transmission.

### SMARTMETERQ SRL

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web: [www.smartmeterq.com](http://www.smartmeterq.com)

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## TREE SOLUTIONS



We develop innovative solutions to reduce energy consumption with a very low (or zero) initial cost, retrofitting a new technology to the existing building's central HVAC (heating and cooling) systems.

Our BRAIN by Tree Solutions system is transforming a building in an IoT object with new intelligence thanks to its unique control logic and to extremely defined data monitoring.

We study new applications of thermodynamics together with Politecnico University of Milan.

### **TREE SOLUTIONS SRL**

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# Initiate! Hub Hall A - stands IH20 and IH24

Initiate! is the perfect platform for startups, students, young professionals and established professionals to share ideas and innovations.

The need for innovation and change in the industry is apparent and happening. Adopting new technologies, acquiring new talents or forming new partnerships will create positive change.

The Initiate! programme stimulates this change by including all players in the eco-system – all with the intention to catapult the industry forward.

Accelerate 2 Initiate!
Initiate! weXelerate

### Be part of the exclusive match-making programme

**Lorena Skjipan**, Advisory Board member and Brand Ambassador for EUW

"Initiate! taking place in Vienna in November 2018, will be the playground for new inspirations, new formats & new outputs. As part of the programme, Initiate! has developed a brand new format: coupling corporates with startups in a matchmaking programme. Partnering with Vienna based energy and business model innovation experts – The Blue Minds Company and WeXelerate, this new programme ensures a curated process, connecting corporates with specifically scouted and relevant startups. The outcome will be to run a pilot between corporates and startups conducted on the grounds of mutual benefits."

**The Blue Minds Company (TBMIC)** is the go-to-company for developing and implementing new business models in the field of energy transformation.

**weXelerate** WeXelerate is the biggest startup and innovation hub in the CEE region aiming to connect corporates and startups in an open innovation ecosystem.

**Initiate!** Initiate! is the platform for startups, students and young professionals of the future to gather, discuss, challenge, share and pilot ideas and innovations with the more established smart energy professionals from the industry.

**What's in it for me?**

- Are you looking for an Innovation Broker but do not have the budget?
- Do you have the expertise but not the time?
- Do you have the need but not the resources?

**Accelerate 2 Initiate! will offer you:**

- Consultation by experts and involvement of mediators
- Access to an international startup-network
- Shortened startup scouting process
- Competitive advantages
- Risk minimization through outsourcing of mediators
- Early identification of industry-specific developments
- Additional expertise for digital transformation processes
- Connection to a light-house project
- An insight into creating an innovative corporate image

[www.european-utility-week.com/initiate](http://www.european-utility-week.com/initiate)
Follow us: @ELM\_live and be part of the discussion by using #ELM18
Co-located with European Utility Week

Accelerate 2 Initiate!
Initiate! weXelerate

Startup & Corporate Scouting
Startup Selection
Corporate meets Startup
**EUW & Initiate!**
Start of Piloting

ONGOING	04-08/2018	09/2018	11/2018	STARTING 11/2018
Corporates will be invited to participate in the Accelerate 2 Initiate! programme.  TBMIC will be responsible for scouting startups specifically suitable for the participating corporates.	<b>REQUIREMENTS</b> <ul style="list-style-type: none"> <li>Commitment of <b>startups</b> to participate in the programme</li> <li>Commitment of <b>corporates</b> to offer a selected startup a pilot</li> <li>The startup will be selected by the corporate and a jury during the Initiate! demo day in November</li> </ul>	Through webinar pitching sessions, corporates and startups will present themselves. Each corporate will be able to select 3 to 5 startups. Depending on the requirements of each corporate, the selected startups will work on suitable business cases prior to Initiate!	The business case will be presented by the startup during the Initiate! demo day in November.  Each corporate & the Initiate! jury will select one startup to be awarded a pilot project in cooperation with the corporate.	Corporates and startups implement the pilot within the Accelerate 2 Initiate! programme. Benefits include: <ul style="list-style-type: none"> <li>Consultation through all available channels</li> <li>Selection of best practice</li> </ul>

**REQUIREMENTS FOR CORPORATES**

- Must be committed to provide an active Operations/Innovation Officer during the above illustrated process
- Must agree to attending as a jury member during the Accelerate 2 Initiate! demo day in November
- Must agree to perform at least one pilot with one of the selected startups after the event

**Costs**

- No participation fee for Accelerate 2 Initiate!
- Additional sponsorship options available

CLICK HERE TO PARTICIPATE

**REQUIREMENTS FOR STARTUPS**

- Software startups must be max 5 years old hardware startups must be max 8 years
- Must have a first prototype and/or pilots
- Must be committed to the above illustrated process
- Must have a minimum of 3 staff members per startup

**Costs**

- Free programme participation for Accelerate 2 Initiate!
- 500 € participation fee to exhibit at the Initiate! Startup pavilion

CLICK HERE TO VIEW THE STARTUP PROGRAMME AND APPLY

[www.european-utility-week.com/initiate](http://www.european-utility-week.com/initiate)
Follow us: @ELM\_live and be part of the discussion by using #ELM18
Co-located with European Utility Week

## ARCHON



# Archon

Archon Technologies combines the field of unmanned aerial vehicles (UAVs or drones) technology to that of artificial intelligence and robotics, with the aim of providing a more efficient, fully automatized set of services, capable of substituting a large part of operations performed today by skilled workers in Industrial Sites (Solar fields, Dams, Electric Substations and High-voltage grids) of difficult or inconvenient accessibility.

Archon targets the development of data collection (imaging/video/sensors) solutions and focuses on the innovative combination of robotics strategies with UAVs.

The objective is to automatize repetitive or potentially dangerous tasks, with none or limited human supervision required directly on-site. Human operators will participate only as supervisors and co-directors, together with an Artificial Intelligence.

Such a system will allow people to access high-quality video, images, and radiometric data of various sites in real-time and through a real-time 3D reconstruction of the monitored area, obtaining data more efficiently, without any risk, and at a lesser cost.

Moreover it equips the industrial site with a powerful connectivity and

computing power hub that empowers all the IoT devices and the operations of other robots in the facility.

### ARCHON SRL

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## ENERBRAIN



Founded in 2015 within the Innovative Enterprises Incubator of the Polytechnic University of Turin, Enerbrain has developed energy retrofit solutions for large buildings that allow drastic cuts in consumptions and a significant improvement in terms of internal comfort.

In a few days and without modifying HVAC systems, Enerbrain not only detects parameters such as humidity, temperature, CO2 but optimizes them in real time.

A win-win model for energy efficiency that is rewarded by the savings obtained.

### **ENERBRAIN SRL**

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**Contact person: Filippo Ferraris  
Cofounder & CPO**



ITALIAN TRADE AGENCY  
ICE - Agenzia per la promozione all'estero e  
Internazionalizzazione delle imprese italiane

**Layout grafico**

*Ufficio Coordinamento Promozione del Made in Italy | Nucleo Grafica*





ITALIAN TRADE AGENCY

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