

**torino**wireless

ICT and Innovation in Piemonte

**Claudine Faleo**

Head - Dept. Business Development &  
Cluster Internationalisation

# **Piemonte high-tech Cluster on ICT : state of the art**

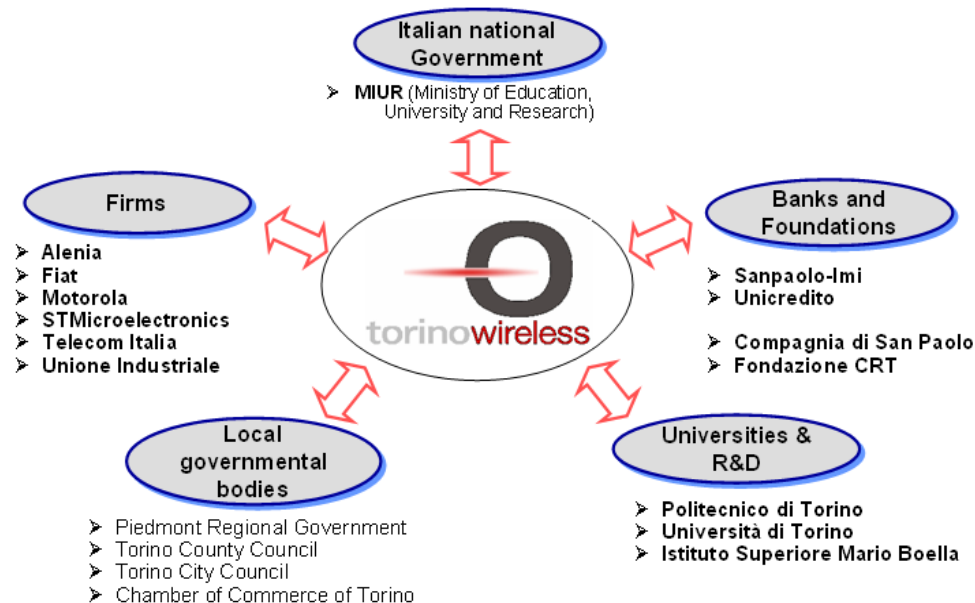
*Artimino, October 2007*

# Torino Wireless - history

## Unità di misura Nature

Private non-for-profit foundation built on a wide public-private partnership bringing together national and local governmental bodies

Partners have subscribed an agreement conceived around a shared set of values and shared strategy



**Speaker**  
Claudine Faleo

# Torino Wireless - history

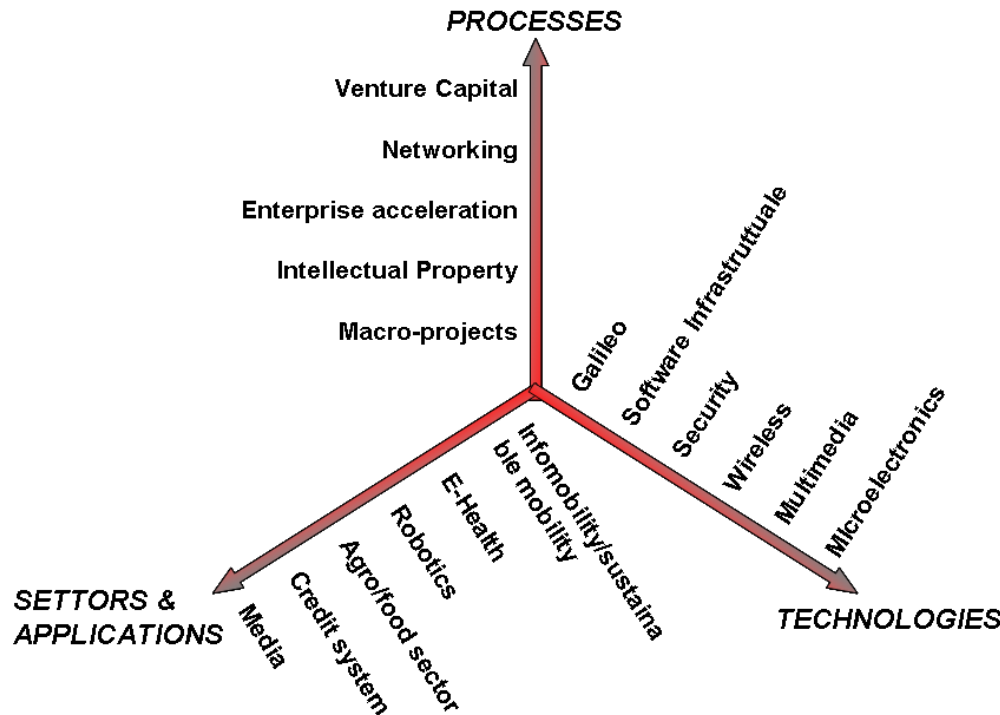
## Unità di misura

### Mission

“(…) to create and develop the **Piedmont High-Tech District**, by increasing ICT contribution to regional wealth and positioning Piedmont amongst the international most innovative clusters” (art. 3.2 , Torino Wireless by-laws)

### Sector & fields of action

Torino Wireless focus on **transmission technologies** such as Wi-Fi, Wi-Max and Hyperlan, as well as on wire-line and wireless applications



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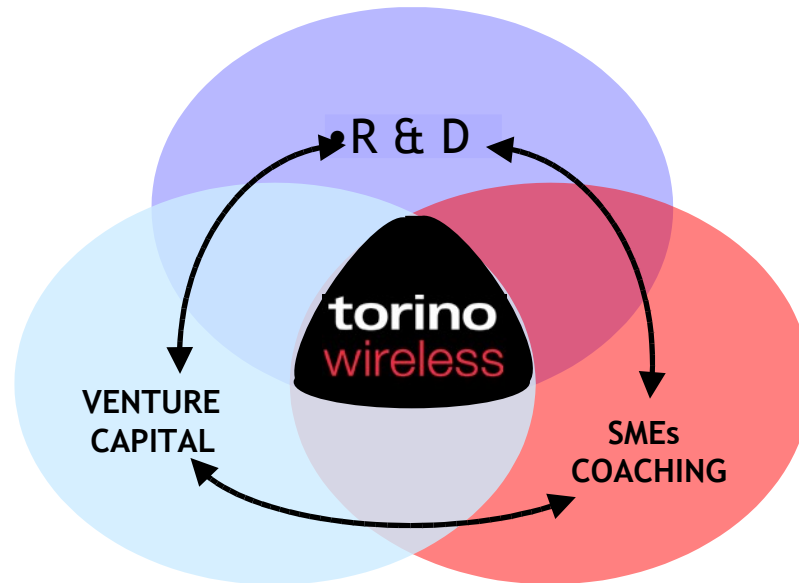
# Torino Wireless - integrated approach

## Unità di misura

### Organisational model

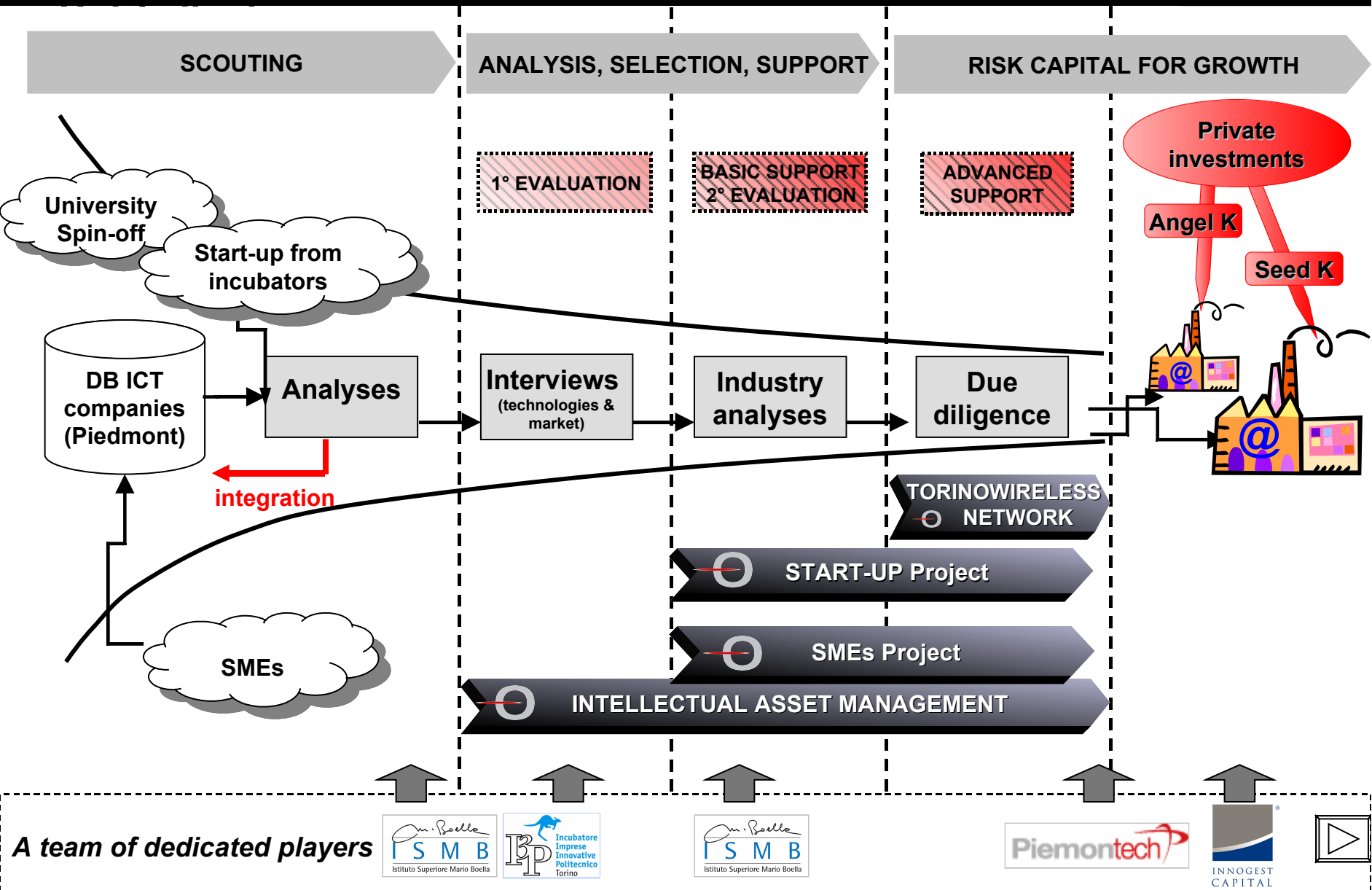
Torino Wireless acts as an enterprise hub offering SMEs an integrated access to:

- **technological expertise** for applied R&D, engineering, product development
- **incubation infrastructures**
- **acceleration services** such as:
  - IPR counselling & patenting
  - marketing & business development
  - management expertise
  - networking
  - investor readiness
- **Financial support** such as:
  - Piemontech
  - Innogest
  - Investors' club
  - Venture Capital Pole



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# Torino Wireless - the processes



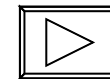
## Unità di misura

### Promoting risk-taking culture & knowledge-intensive products:

- Capacity building & Know-how transfer through workshops & programmes
- Call for projects promoting cooperative research by SME (in cooperation with the Ministry of University and Research, Italy)
- Cooperation in business plan competitions:
  - the **Newcom** international Business Plan Competition
  - the **Start Cup**, a regional business plan contest

### SME/entrepreneurs coaching:

- Basic support: focus on specific aspects (feasibility studies, market & technology assessments, business planning, business model evaluation, networking & clustering, partnership in applied R&D projects -prototyping, engineering and testing,...)
- Advanced support: proactive support based strong synergies between several ToW departments, partners of the District and other local stakeholders, aiming to a constant cooperation with the company



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## Unità di misura

### Support and guidance to researchers and SME:

- Assistance through the whole value chain of IPR:
  - Early stage consulting about R&D positioning
  - support to R&D experts in defining R&D results
  - investigation and assessment of the state of the art
  - practical assistance in patenting & copyright registration
  - economic support in meeting copyright costs (in exchange of royalties),
  - brokerage and licensing of patents in order to reach new markets and new R&D opportunities (spin-off, start-up but also larger firms)
  
- Results:
  - 50 patents filed to date
  - MoU with the Polytechnic of Milan to evaluate actions for IPR support
  - MI.TO tech - a hub for the intellectual property management of the national public institutions
  - Training of human resources from other High-TechDistricts partners of A.Di.Te

## Unità di misura

Based on an interactive evaluation of on companies' requirements, the Networking Department main activities are:

### 1. Torino Wireless Network:

- it brings together companies in Torino Wireless District area
- it promotes opportunities for cooperation among companies and to increase interaction between them and companies from other Italian and foreign districts
- it provides researchers, entrepreneurs, venture capitalists, potential customers and suppliers with **access to up-to-date fact files about member companies**

<http://www.torinowireless.it/index.php?IDpage=2952&lang=eng>

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## Unità di misura

The Networking Dept also implements:

## 2. Clustering actions

- Clustering specifically facilitates structured relations among SMEs so to create networked enterprises in specific industrial sectors such infomobility, agriculture and food logistics, and e-health (exploring)
- Objectives:
  - analyze the sector's industry and markets so to identify specific business opportunities
  - facilitate companies aggregation for collaborative projects and related products, whit higher level of complexity

### Cluster Infomobility :

**32 companies** participating in working groups

**4 vertical projects with commercial focus**, each one involving 8-15 firms

**2 structural action to strengthen the cluster own structure** (*Città-Vetrina* and *Organismo di indirizzo*)

## 3. Pacte PME

- Promotion of **technology sourcing** from large firms to high-tech based SMEs to develop mutually beneficial business



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# Promoting the use of risk capital in the region

## Unità di misura

### Cluster financial focus/ Venture Capital market

	<b>Angel Investing</b>  €20k – €200k per deal  Seminal Funds	<b>Seed – Early Stage</b>  €200k – €2m Per deal  1st Level Venture Capital	<b>Mid Stage</b>  €2m – €5m per deal  2nd Level Venture Capital	<b>Late Stage Growth Capital</b>  €5m – €50m per deal  Growth Capital Mezzanine
Presence in <b>Italy</b>	Practically not existing as institutions	Practically non existent	Very few	Few
Presence in <b>Europe</b>	Many, often linked to individuals or groups of individuals	>100 (e.g. >10 just in Cambridge)	>100	>50
Typical fund <b>size</b>	3m – 15m	10m – 40m	20m – 100m	50m – 500m
Typical <b>reach</b>	Regional	Regional / National	National / European	European

**Two areas that are not existing in the Cluster but crucial for the innovation chain:  
Angel Investing and 1° level VC.**

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# Catalysing capitals and professional investors

## Unità di misura Role of Torino Wireless

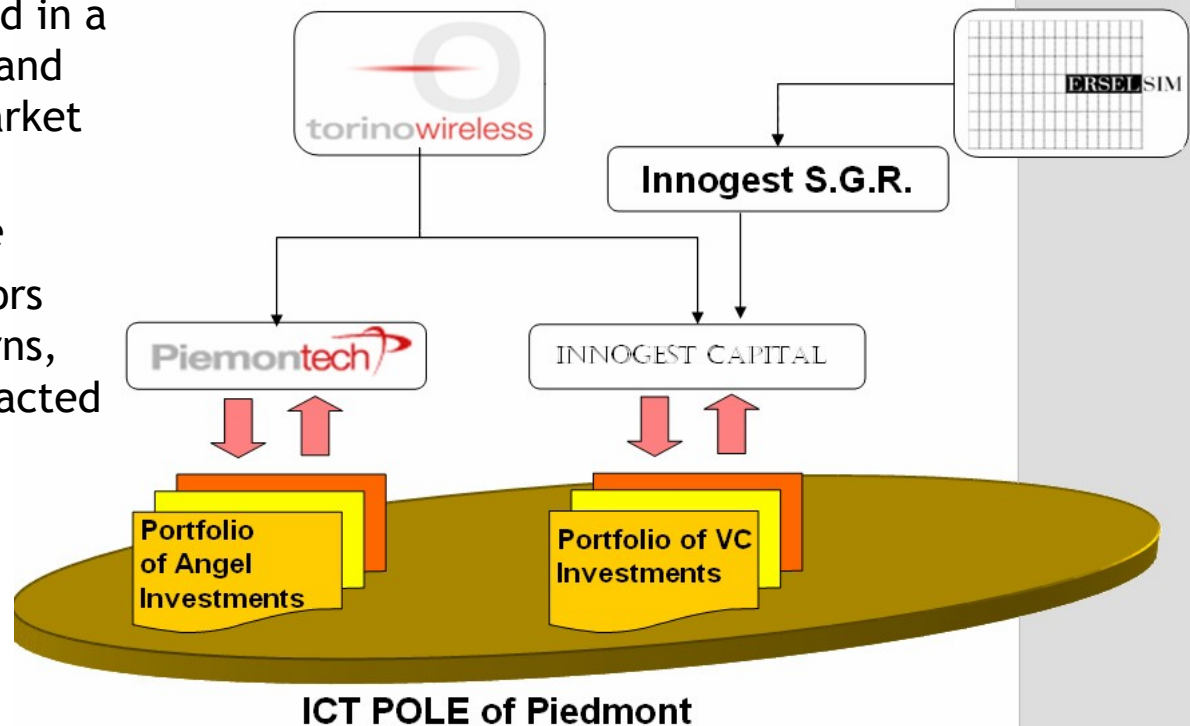
Supply side: catalysing capitals and investors

By leveraging the initial funding, TW actively pursued the creation of Angel and Seed Capital entities and is currently an investor partner in the creation of a business angel (Piemontech) and a seed fund (Innogest Capital)

## Investment attitude

Investment funds are managed in a completely private attitude, and according to international market standards:

- ROI is a crucial objective
- Only by providing investors with good financial returns, more capital can be attracted in the area to invest in innovation.



## Unità di misura

### Role of Torino Wireless

#### Demand side:

- addressing entrepreneurs' "inadequacies" so to help companies to overcome the "Valley of Death" :
  - Blending of managerial & financial approaches in mixed teams of professional that perform a simultaneous coaching of firms being accelerated
  - Proactive support and revision of SME's growth strategy towards internationalisation.
- cooperation in investment contests (Eg. [European Venture Contest](#), opening session Sept 2006, Pitching Session October 2007)

#### Outcomes

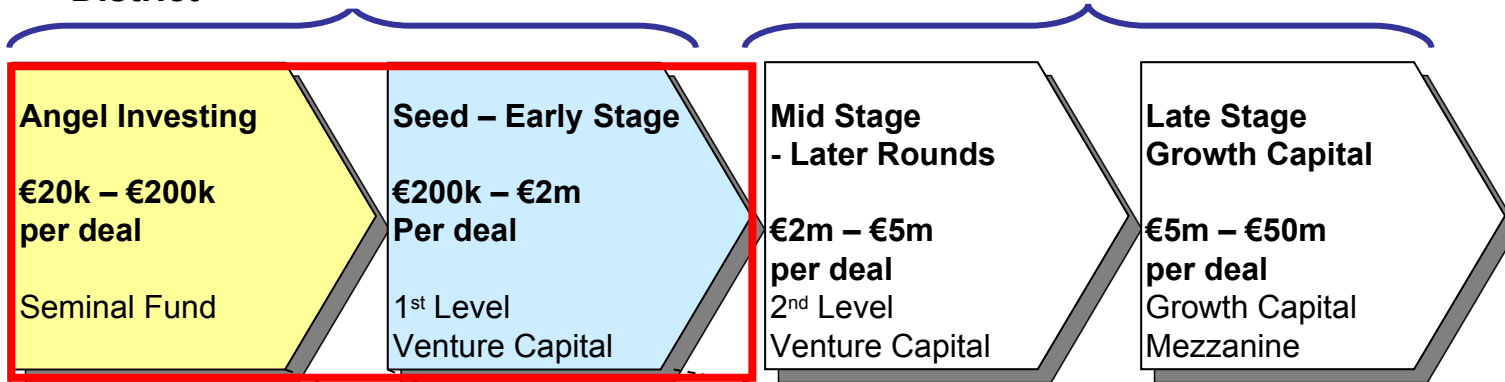
- Sustainable and supportive business ecosystem: innovative growth-oriented firms at their early stages are provided with well established access to capital schemes.
- Bring clever money in the local area and set off a virtuous circle of capital-innovation-capital in the local area

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# Positioning of the promoted Funds

## Unità di misura

- Local action through local players
- Close cooperation with High-Tech District
- Networking and partnership with national and international players



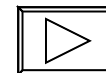
### **Angel Investing:** over €5 Mln fund “PiemonTech”.

- To invest in about 30 companies / business plans
- Leverages the competences and the services from Torino Wireless, I3P (University incubator)
- Active since September 2004. Thirteen investments to date.

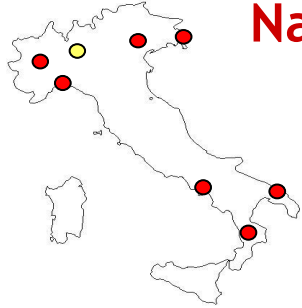
### **1st Level VC:** €80 Mln fund “Innogest Capital”.

- To invest in about 20 innovative companies.
- Active investment style. When appropriate, helps portfolio companies to access other smart money in the international arena.
- IRR target in line with market (30%).
- Virtuous Cycle: Capital – Innovation – more capital.

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## Unità di misura

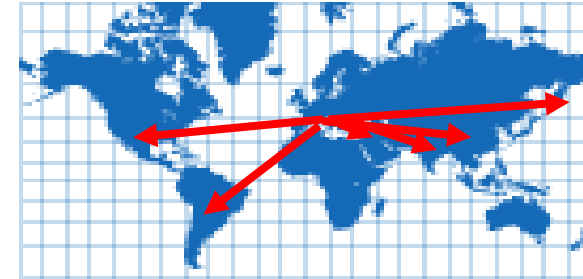


## National collaborations:

- **ADiTe - Italian Districts Association:** Torino Wireless, Imast Napoli, VenetoNanotech, CBM Trieste, SIIT Genoa, DHITECH Lecce, RD-LOG Gioia Tauro: Cooperation and exchange of best practices
- **Politecnico Milano:** Agreement on Intellectual Property and Venture Capital

## International collaborations:

- Network of excellence in Wireless Communication **NEWCOM:** 62 universities, 800 researchers (European Network)
- MoU with **Sophia Antipolis** hi-tech Cluster (France)
- MoU with **Queensland State** and **NICTA** (Australia)
- MoU with **Fundación Chile** on Galileo (Chile)
- MoU with **Sapporo District** and **Softopia**, funded by **JETRO** (Japan)
- MoU with **British Columbia Wireless Cluster** and with the **Federal Research Center on telecommunications - CRC** (Canada)
- Joint Projects with **UCLA** on Sensor Networks



## Internationalization Programs:

- **UCLA Global Access Program (USA)** - 31 companies participating in 4 editions of GAP (from 2003 to 2006)
- **Excellence Match Program (China)** - 8 companies involved in 2006
- **China Access Bridge (China)** - 8 companies involved in 2006
- **Asia Invest II: Riding the waves of innovation (India)** - 10 companies planned for 2007
- **Pacte PME (France)** - 5 companies involved in 2006

# Thank you

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