



invest in  
**Trentino**

Polo  
Tecnologico  
Kovereto



# WHY AN EBOOK



The objective of this eBook is to provide startups, companies or potential entrepreneurs with a guide to the opportunities offered by the “Trentino System”.

A concise manual to guide the development and innovation project in a geographical area where it is easy to grow and flourish.

The eBook you are about to read was created by the Foreign Direct Investment Area and the Marketing and Communication Area of Trentino Sviluppo, a company created by the Autonomous Province of Trento to support the business initiatives.

Our staff is at your disposal to support you in the development of your settlement project, working with you to identify tools of interest to you, on the basis of your specific needs.

The FDI Team

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**Trento is one of the provincial capitals offering the best quality of life**, at both national and European level. This is shown by the most important indicators of: economic wellness, education, training and quality of services.

## Welfare and Health System

The **welfare system**, in line with the most advanced policies of the European landscape, ensures high life expectancy, good health and a high level of satisfaction with medical care.

The Trentino health and social welfare system is one of the best at national and European level.



## Cultural Offer

Trentino boasts first-rate cultural institutions: the MUSE - Science Museum, the MART- Museum of Modern and Contemporary Art, the Buonconsiglio Castle, and the Beseno, Stenico and Thun castles.

In addition, the Province offers a rich selection of international cultural initiatives: the Festival of Economics, the Oriente Occidente (East - West) Dance Festival and the Sounds of the Dolomites.

**Energy and environment** are strategic sectors for Trentino, a province deeply committed to the local environmental conservation.

The Province's "green" vocation is supported by an articulated set of environmental policies that resulted in the achievement of excellent results:

- **72%** of **separate waste collection**;
- **40.3%** of **energy from renewable sources** (385 hydropower plants, 16 biomass plants, 3 wind plants, 126 Watt produced by photovoltaic systems per inhabitant and 0.25 m<sup>2</sup> of solar panels installed per inhabitant).

The "**Trentino zero emission**" **Sustainable Mobility Plan** is an ethical project aimed at bringing about a drastic reduction in greenhouse gas emissions by 2020 and to improve environmental and living conditions through:

- **increase of the electric vehicle units** from 1,000 to 5,000;
- **availability of 19,000 charging stations** throughout the Province (1 charging column for each company with more than 50 employees).

The Province has implemented initiatives and projects to support its green economy and develop new technologies.

**HABITECH**, Italy's first technological district in the field of environmental technologies was born in Trentino; the Province is also the seat of the **GREEN BUILDING COUNCIL**, a certifying body of the **LEED** system and of ARCA, the first certification system designed for buildings with wooden load-bearing structure, in order to guarantee their safety, energy efficiency, comfort and sustainability.



**More than a third of the Trentino territory is protected:** from the great parks to the Dolomites, a World Heritage site, from the new UNESCO Biosphere to a multitude of small protected areas. The protection status allows the Province to safeguard its biodiversity - which includes as many as 3,724 recorded species of animals and plants - and quality of life; in addition, protected areas increasingly generate opportunities and occasions to promote sustainable development.

With per-capita investments in research and innovation that mirror those of the most advanced European countries, **Trentino is home to institutions of scientific excellence**, with a university that is among the most prestigious in Italy, public and private research centers of international caliber and the presence of important Knowledge and Innovation Communities (KIC).

Trentino is also home to the Italian “hub” of the European Institute of Innovation and Technology dedicated to information and communication (EIT Digital) and raw materials (EIT RawMaterials) and operates advanced technology transfer projects through its Trentino Innovation Hub (HIT). The Province is investing heavily in projects related to Industry 4.0 and is an **important point of reference for the most consolidated international research networks in a variety of sectors**, such as the study of materials, neurosciences, nanotechnologies, genomics and vocal recognition algorithms.

## The Numbers of Innovation in Trentino

**22** ERC projects funded in support of the University of Trento (UniTn)

**101** ERC projects financed by the Bruno Kessler Foundation

**10** participation in innovation projects concerning open data, open source, IoT, smart cities, digital infrastructure and raw materials

**54** UniTn's projects funded with Horizon 2020

**116** UniTn's projects funded within the Seventh Framework Program



The Autonomous Province of Trento has defined its **Provincial Research and Innovation Strategy for Intelligent Specialization - SMART SPECIALIZATION** - by sectors of priority interest. The provincial government intends to focus on the production sectors and on those technological areas that are considered strategic at local level.

## The four areas identified are

### Energy and Environment

**7,200** enterprises

**1,430** Mln of added value

### Mechatronics

**800** and more enterprises

**10,000** employees

### Agrifood

**16,300** enterprises

**700** Mln of added value

### Quality of Life

**17** Mln of touristic visits

per capita GDP **29%**  
higher than the national average



# POLO MECCATRONICA

**Polo Meccatronica** is a technological focal point where business, training and research systems can interact to develop innovative projects that leverage the interplay of information technology, electronics and mechanics. 130 thousand square meters for companies, startups, higher education institutions, university departments, research centers and industrial accelerators.

## Business

29 companies with a total of 218 employees.

## Research and Innovation

5 private research centers: Dana Mechatronic Research, Centro Ricerche Fiat, Bonfiglioli Mechatronic Research, Ducati Energia and Watts Water Technologies.

## Formation

2 technical schools: CFP Veronesi and ITT Marconi, with a total of 1,400 students under fully operational status.

## Hardware Startup Accelerator Industrio

Industrio Ventures is Italy's first hardware and technology startup accelerator. It makes available a unique blend of capital and resources to help startups with a prototype become companies with a product.





An open laboratory where to produce, research and experiment with innovative and more efficient products, able to combine traditional mechanics with the most modern sensors and sophisticated virtual prototyping and electronic control systems.

**ProM Facility** is a top-notch infrastructure at the service of companies as well as of research and advanced training institutions. Fitted with the latest machinery and equipment, ProM Facility systematizes the skills of the Bruno Kessler Foundation and the University of Trento to respond to inputs and requests from local and national industries.

## Services

- Mechanical prototyping
- Electronic prototyping
- Testing/qualification
- Metrology
- Cyber security
- IoT



**Progetto Manifattura - Green Innovation Factory:** the transformation of the historic Manifattura Tabacchi (Tobacco Manufacturing Plant) of Rovereto into a center of industrial innovation in the fields of sustainable building construction, renewable energy, environmental technologies and management of natural resources.

The project offers companies a production platform comprising physical spaces, infrastructure, services, skills and specialized knowledge.

## Business

**51** companies, with a total of **230** employees and more than **200** events organized.

## Partners

**Habitech** - Trentino's Technological District for Energy and Environment.

**Green Building Council** - First certification body of the LEED system.

**COSBI** - Center for Computational and Systems Biology, established by Microsoft Research and the University of Trento.

# REAL ESTATE AND INDUSTRIAL AREAS

Trentino Sviluppo **provides companies with operational spaces and supports the activities of innovative startups and consolidated companies** through:

- 6 Business Innovation Centers (BICs) with accompanying services and launching or consolidation spaces;
- available production facilities.

The proposed investment projects are evaluated and specific settlement needs analyzed.

**The terms under which Trentino Sviluppo makes spaces available to companies** are formulated according to business needs and include:

- Leasing under special conditions
- Usufruct
- Real estate lease
- Service agreements at favorable prices offered to companies hosted by business incubators

An additional method to make facilities available to companies is the purchase of production areas.

Operators who purchase property from the Autonomous Province of Trento can receive up to a 30% reduction on the property's market value, subject to compliance with commitments concerning rooting and employment.



Get in touch

# LABOUR MARKET

Trentino Sviluppo **supports companies in the research of qualified personnel** to be assigned to the Trentino headquarters, by relying on the services of two important institutional partners.

## Employment Agency

The Employment Agency, through its Employment Centers located across the Province, provides assistance to companies in need of qualified personnel through information, reception and orientation services, as well as through the analysis of the skills and training needs of companies.

The Agency can also provide **grants** for the recruitment of certain corporate profiles or for the specific training of internal personnel.

### Incentives for Hiring or Training

	Small enterprises	Medium enterprises	Big enterprises
Training	max 70% of the total cost	max 70% of the total cost	max 70% of the total cost
Incentives for the hiring of special groups (youngsters and women)	max 16,000€ in 3 years in deminimis	max 26,000€ in 3 years in deminimis	max 26,000€ in 3 years in deminimis

## University

The University of Trento offers services and promotes initiatives to facilitate mutual understanding between companies and university seniors or graduates. **Post-graduate internships** are open to applicants within 12 months of graduation and their maximum duration is 6 months.

If a company is looking for candidates, it can take advantage of the online recruiting service by posting ads or browsing and selecting CVs posted in the database. Furthermore, a company can receive support for the organization of events aimed at the pre-selection of candidates, for example through participations in a Career Days and In-Company visits.

The University periodically makes available **doctoral scholarships** on specific topics of interest, which usually start in November.



Take a look at the doctorates for the Academic Year 2017/18

On the economic development front, the Trentino region offers an **effective system of facilities, incentives and tools to support the growth of existing companies** and to attract and promote new entrepreneurship in the area.

Trentino Sviluppo provides assistance to companies for access to financial benefit tools through dedicated bodies, such as the APIAE (Agenzia provinciale per l'incentivazione delle attività economiche).

## Fixed Investments

Public funds are available to invest in property, plant, machinery, equipment, patents and know-how acquisition, as well as in any expense incurred to implement environmental protection measures.

## Investments in High-Technology Systems

“**Fondo Impianti**” is a tool for the financial support of innovative investments in technological plants and equipment by companies belonging to the mechatronics sector or incubated in the BICs.

Through Trentino Sviluppo, it is possible to purchase high-tech machinery through 5-year leasing transactions and, for new replacement initiatives, a pre-amortization period of 2 years.

## Internationalization

Small and medium-sized enterprises and their consortia based in Trentino can request subsidies for projects aimed at accessing international markets.

	Small enterprises	Medium enterprises	Big enterprises
Participations in international fairs	Up to 70%	Up to 70%	-
System commercialization operations	30%	30%	-
Entrepreneurial projects for internationalization	50%	50%	-
Specialistic consulting services	Up to 50%	Up to 50%	-
Formation of human capital abroad	Up to 50%	Up to 50%	40% outside UE and Switzerland, 30% UE

## Business Development

To support the competitiveness of small and medium-sized enterprises in Trentino, the Province offers consultancy services at favorable prices for development or business consolidation projects.

	Small enterprises	Medium enterprises	Big enterprises
Innovation	50%	30%	-
Quality	40%	30%	-
Pilot initiatives in the environmental field	40%	30%	30% d.m.
Market studies, market plans and telematic commerce	40%	30%	-
ICT	40%	30%	-
Strategic services	40%	30%	-

## Applied Research

	Small enterprises	Medium enterprises	Big enterprises
Industrial research	from 60% to 80%	from 55% to 75%	from 45% to 65%
Experimental development	from 35% to 60%	from 30% to 50%	from 20% to 40%
Temporary hiring of researchers	de minimis 50%	de minimis 40%	de minimis 40%
Temporary hiring of researchers	de minimis 60%	de minimis 50%	de minimis 50%

## Research and Development

The Province supports the implementation of specific **research and development projects** with the aim of generating new economic opportunities and jobs at local level. It specifically sponsors two types of research activities:

- Industrial research: acquisition of new knowledge for new products, services and processes;
- Experimental development: transfer of existing knowledge into a demonstration prototype related to new plans, projects or designs for products, processes or services.

Eligible expenses may cover costs incurred for the staff involved in the project, acquisition of advice and patents, technical amortization of tools and equipment for research and additional general expenses.

Get in touch



www.

## Starting a Business

The Province supports the new entrepreneurship through dedicated incentives. In particular, since 2015 a new “package of measures” has streamlined the regulatory framework, consolidated the relevant tools, designated Trentino Sviluppo as the single reference body and envisaged the possibility of front-ending, rather than back-ending, the disbursement of funds. Financing initiatives are periodically planned for new entrepreneurial projects in innovative or high-technology sectors (e.g., the Seed Money ERDF call for tender).



### Seed Money Tender:

Since 2009 to today:

**100** funded initiatives

**316** enterprises and projects

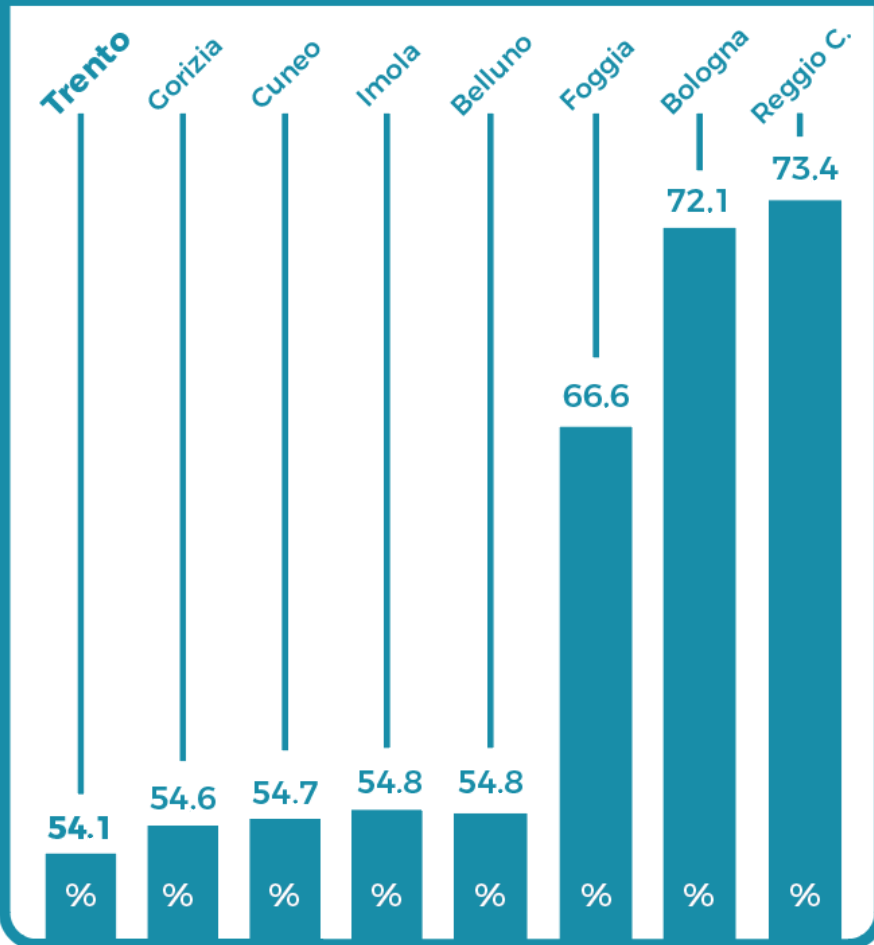
**11.1** million euro granted

**82** projects still active with 335 employees

**9.5** million euro granted



Trento is **the best Italian city for business**, according to the 2017 report of the CNA Permanent Observatory on the taxation of SMEs.



Percentages related to: Istat, Irpef, Irap, regional Irpef, municipal Irpef, Imu, waste taxes and Ivs contributes fiscal pressures.

## IRAP: Regional Tax on Production Activities

The **exemption from IRAP for 5 years** is foreseen for new business ventures launched in Trentino, whether they are new companies or previously incorporated companies that transfer their registered office to the Province.

## Financing and Access to Credit

**Strategic Fund:** an innovative tool that is complementary to the banking channel, promoted by the Autonomous Province of Bolzano, the Autonomous Province of Trento and the local Laborfond pension fund.

The Fund allows a company to access a new capital market and obtain medium-to-long term funding to support investments and business growth projects.

**Trentino Invest:** a public-private company set up with the aim of investing in Trentino companies and supporting their development projects through the provision of knowledge and capital.

Trentino Invest supports innovative initiatives in spin-offs, startups and established companies with high-growth capacity that must undertake significant investments or need an injection of managerial know-how.

# INFRASTRUCTURES

Thanks to its **strategic position**, the Province is served by an efficient infrastructure, logistics and transport service system: its main centers are located along the Brenner railway and motorway corridor, which connects the Italian North-Eastern area to Austria and Germany.

Close proximity to the most important airports in Northern Italy and more than 1,100 km of fiber optic network integrated with wireless access systems guarantee fast services and communications to citizens and businesses.



The Brenner motorway and railway allow quick connections to the main national and international airports.

## Broadband Connection

Trentino can boast a hybrid infrastructure with over 1,100 km of fiber optic network and over 700 wireless access points.

The **goal** is to meet by 2019 the conditions to talk convincingly about a “digital mountain”: 100Mbps connectivity made available to those who use the Internet for work (companies, professionals and schools) and 30/50 Mbps for families.

# TRAINING AND RESEARCH

**The rate of investment in research and training on the GDP** is much higher than the national average. Trentino is home to many operators of the sector (universities, foundations, research centers) which have achieved international recognition.

The Province has put in place a multiannual research program aimed at guaranteeing a coordinated plan of targeted interventions, by identifying the objectives, the general intervention lines with the relevant priorities and the evaluation criteria to be adopted.

## Research Numbers



An investment equal to 2% of the GDP, much higher than the national average (1.31%) and in line with the European average.

Number of employees in the research and development sector equal to 6.7 per thousand residents and above the national average (3.8).

High level of specialization in various technical-scientific disciplines, with over 40 research centers and groups of international level.

## The strategic dimensions on which the research system focuses:

- interconnection with the productive world and positive results for the Province;
- international exposure and interregional, national and European partnerships;
- enhancement of human capital and talents;
- link among research, innovation and education.

# TRAINING AND RESEARCH



## FBK - Bruno Kessler Foundation

The **Bruno Kessler Foundation (FBK)** is involved in scientific, technological and humanistic research, employing more than 400 researchers; it is a member of about two dozen linked research centers, startups and spin-offs.

The Foundation aims at both scientific excellence and a tangible return on investment in research for the benefit of the local community.

**Among the research centers** operating within the Foundation we can list: ICT - Centro per le Tecnologie dell'Informazione; CMM - Centro Materiali e Microsistemi; ECT - Centro europeo per gli Studi Teorici in fisica nucleare e Settori Collegati; CIRM - Centro Internazionale per la Ricerca Matematica; ISIG - Istituto Storico Italo Germanico; and CREATE-NET, which operates in the field of research in the digital infrastructures of the future, such as networks, cloud and IoT.



## FEM - Edmund Mach Foundation

The **Edmund Mach Foundation (FEM)**, as the only center in Europe and Italy's first One-Health research center, operates in the key sectors of agriculture, environment and food with research, training and technology transfer activities. The FEM pursues the goals and implements the activities of the Agricultural Institute of San Michele all'Adige.

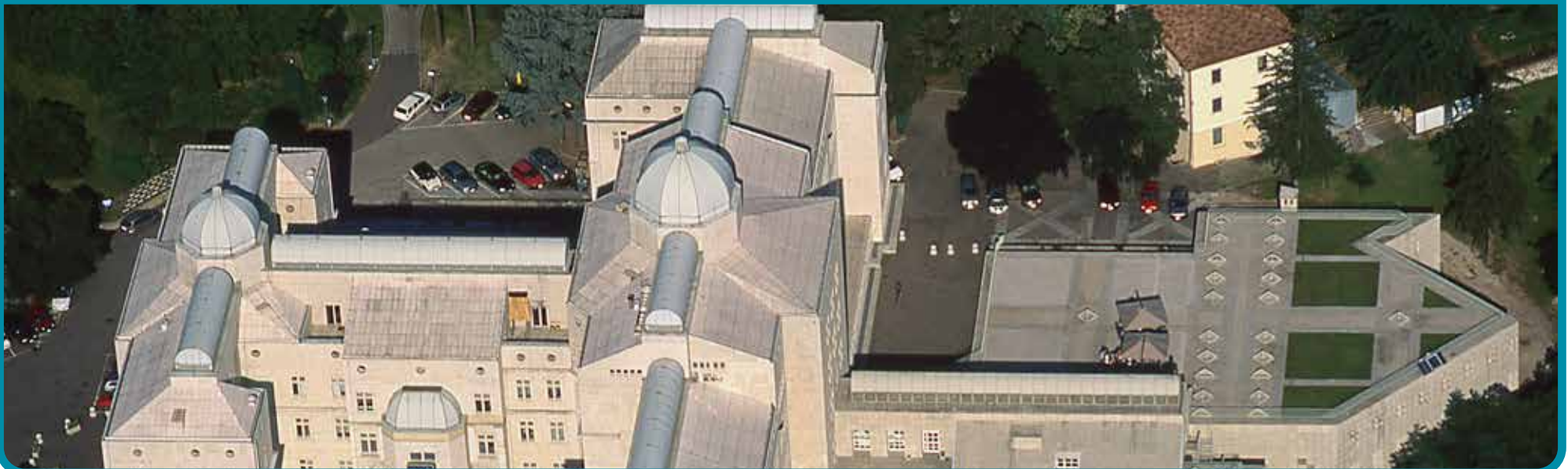
The **research conducted by the FEM** ranges from genomics to nutritional studies, from the environment to the study of phytosanitary emergencies, all the way to sustainable defense and the reduction of chemical input in farms. Training is delivered across many educational levels, to include secondary education and university levels, alongside applied research and experimentation with services and advice in support of the agro-forestry and environmental sectors. The FEM also manages a farm that supports research and teaching activities.

# TRAINING AND RESEARCH



The University of Trento ranks first in Italy, in the category of medium-size Italian universities, as concerns the research activities. The National Agency for Evaluation of the University and Research System analyzed the scientific products of 133 national centers, including universities (95) and research institutions (38). The University of Trento scored higher than the national average in 11 of the 16 subject areas considered.

Seven departments and centers ranked first, second or third in their respective rankings; in particular, first place was assigned to the Department of Civil, Environmental and Mechanical Engineering and the Centre for Mind/Brain sciences - CIMEC.



# FORMAZIONE E RICERCA

Among the advanced research centers of the University of Trento, we cite:

- Center for Integrative Biology (CIBIO), for genomics and neurobiology;
- Center for Biomedical Technologies (BIOTech), for the study of regenerative medicine and biomedical physics;
- Center for Computational and Systems Biology (COSBI), a research center in bioinformatics born in 2005 from the agreement between the University of Trento and Microsoft Research;
- Centre for Mind/Brain sciences (CIMeC), specialized in cognitive sciences;
- Centro Universitario Edifici Intelligenti (CUNEDI);
- Bose-Einstein Condensation center (BEC).

In the world of research, there are **also other important research and innovation organizations** recognized nationally and internationally:

- The National Research Council (CNR), present in the region with some territorial branches of a number of national institutes: the Institute for photonics and nanotechnologies; the Biophysics Institute (IBF); the Institute for Electronics and Magnetism (IMEM) for what concerns studies about nanomedicine technologies; the Trees and Timber Institute (IVALSA); the Institute of Cognitive Sciences and Technologies (ISTC); the Institute of agro-environmental and forest biology (IBAF);
- Provincial agency for protontherapy (ATREP), specialised in research and innovation in the treatment of some forms of neoplasms;
- National Institute for Nuclear Physics (INFN).

# OUR STORIES

Here are the stories of some of the enterprises that could be created, grow and prosper thanks to their collaboration with Trentino Sviluppo.

## Bonfiglioli Mechatronics Research



“The choice of our Group to establish a research center in Rovereto is motivated in our awareness that the ‘Trentino system’ is **a solid and competent partner that can interact with a global and complex reality** like ours. Only the ability to innovate is the winning card to successfully face the challenges of the world market.”

- Sonia Bonfiglioli, Chairman and CEO of Bonfiglioli -



## Fly



“Six years ago, when we chose together with the Autonomous Province of Trento to accept this challenge, there was only a meadow in Grigno. Today, Grigno is home to an industrial company that is poised to close 2016 with a turnover of about 100 million euro. A substantial jump resulting from the **great work done in this region over the years**, during which we learned to appreciate the great cultural affinity that binds us to Trentino”.

- Nadir Spezzapria, Chairman of Fly -

# OUR STORIES

## Zeiss



**“Infrastructure, high quality, synergies and the support of Trentino Sviluppo** make sure that an important company such as ours is here to stay”.

- Matteo Plotegher and Luca Targher, founders of Carl Zeiss -



## NeveXn



The NeveXn startup was established in 2012 with the support of the D2T Start Cup Award and the “Seed Money” call for tender. It operates in Rovereto, at Polo Meccatronica.

NeveXn is developing a machine capable of producing quality snow even at above-zero temperatures, namely between 0 and 15 Celsius degrees. All with a green heart, because the ingenious system that leverages heat energy to produce snowflakes can be powered by renewable sources.



# OUR STORIES

## Ducati Energia



“Launched eight years ago as a bet, Rovereto is by now our final choice. In Trentino, we found an environment conducive for doing business, an excellent university, well-trained and qualified personnel at all levels, a reliable public administration that makes decisions promptly and a bureaucracy less cumbersome than in other Italian cities”.

- Guidalberto Guidi, Chairman of Ducati Energia -



## Nplus



NPLUS, headquartered at Polo Meccatronica, operates in the field of LED lighting, electronic components and wiring for industrial, railway and nautical applications.

The startup, which belongs to the Aermec air conditioner giant, boasts an expected turnover of around 1.7 million euro for 2017 and a growth outlook of up to 5 million euro in the next two years.



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