



Consorzio
Italbiotec

Consorzio Italbiotec

Turning your ideas into
sustainable innovation

www.italbiotec.it



Who we are

1998



Foundation

by the joint initiative of **Biosearch Italia SpA** and the Universities of **Bologna** and **Palermo** for the innovation **management of R&D projects** in the pharmaceutical sector

2004



Growing community

progressively increased the number of **shareholders** up to the current **70 public and private entities**

2010



Horizons

has further expanded its areas of specialization from **Pharma** to **Bioeconomy** and **Agro-food**

2023



leading in biotech

bringing together **31 Italian universities** and research institutions, the **National Research Council**, and **70 companies and star-ups**.

Our offices

Registered office & Headquarters

Piazza della Trivulziana, 4/A
20126 Milano (MI)
R.E.A. 1804119 – CCIAA: MI
CF - VAT 02429600121
Telefono: +39 02 89754564
consorzio@pec.italbiotec.it
presidenza@italbiotec.it

Naples 1 Unit

Via Campi Flegrei, 34
c/o ICB-CNR
80078 Pozzuoli (NA)
R.E.A. 966557
CCIAA: NA

Unit of Gerenzano

Via R. Lepetit, 34
c/o Insubrias BioPark
21040 Gerenzano (VA)

R.E.A. 372992
CCIAA: VA

Naples 2 Unit

Via Parmenide, 156
84131 Salerno (SA)
R.E.A. 966557
CCIAA: NA

Unit of Lecce

Prov.le Lecce – Monteroni
c/o DISTEBA – UniSalento
73100 Lecce (LE)

R.E.A. 308498
CCIAA: LE

Milan, Piazza della Trivulziana at BICOWO premises



Our community

10 foundations & associations

22 universities & research institutions

Bioeconomy

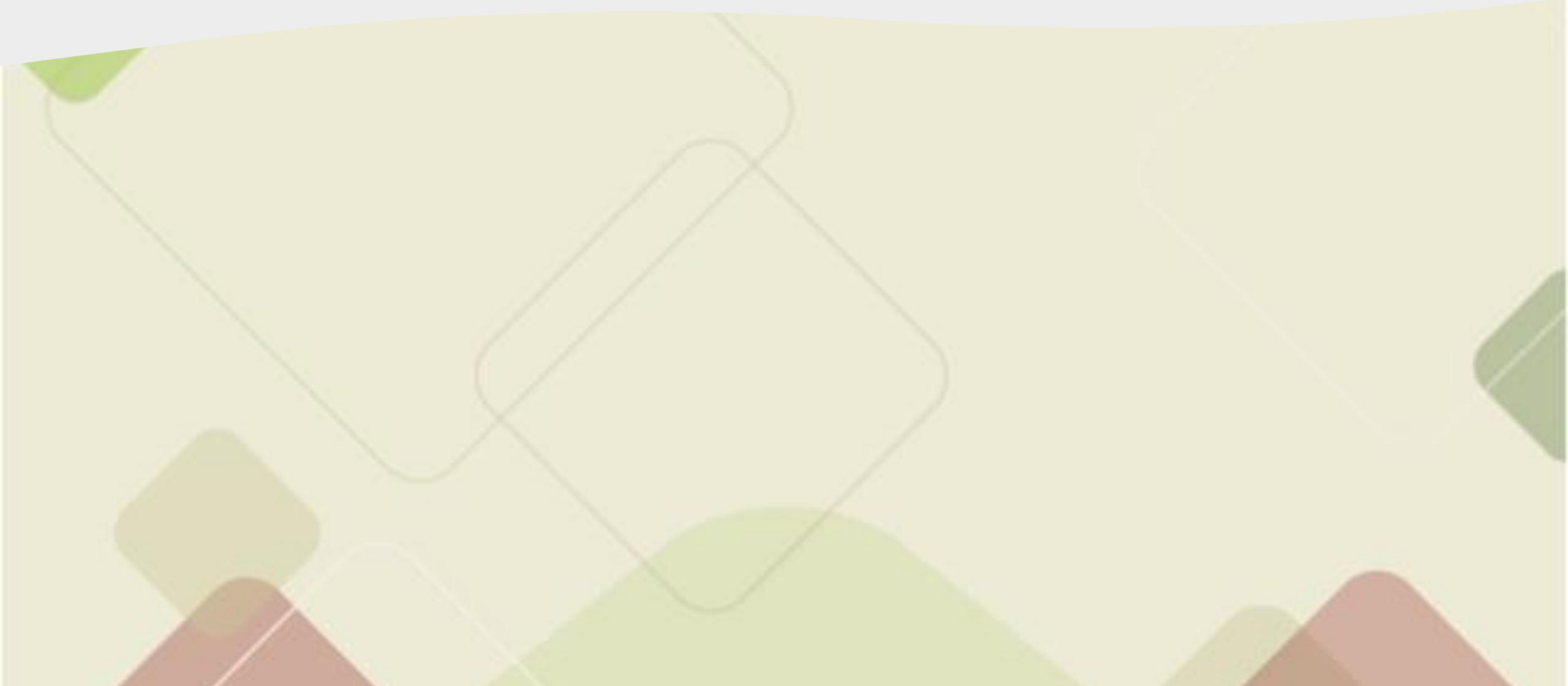
Agri-food

Life Science



70 Private companies

Our services



What we do



EU funding programs consulting

Strategic Grant consulting

- a **technical evaluation** of the proposal and **business idea** towards defining the experimental and **economic feasibility** plan
- partner search, consortia building and quality control

Evaluation & Funding applications

- in-depth analyses of the technical and application **state of the art**
- business **model evaluation**, **market analysis** and technological benchmarking
- industrial, economic and social **impacts assessment**

Audit & Financial compliance

- preparation of **legal documentation** and constant monitoring of the documents required in the event of an audit
- **Cost planning** and the preparation of intermediate and final technical reports ensure a high-performance **day-to-day monitoring** system.

What we do



Innovation management

Market Research & Strategic business positioning

- Technical and financial due-diligences of new product
- analysis of competitors, **market segments**, success factors, and **potential barriers** to developing the idea
- **business plan** suitable for private investors
- comparative sustainability **studies** (Life Cycle Assessment LCA), socio-economic impact (Socio LCA).

Business Plan & Feasibility Studies

- assessing industrial feasibility by drawing up accurate **business and financial plans**
- developing industry overview, **competitive landscape**
- analysis of marketing levers and **value propositions**, marketing & sales plan
- operations and financial projections.

Policy Roadmaps & Legislative consulting

- **strategic impact analyses** based on the collection and assessment of Life Science, Bioeconomy, Agrofood fields data related to legislation to draw up recommendations
- measure the **most promising applications** and technologies on the market

Start-up acceleration & incubation

- acceleration and incubation service dedicated to start-ups in the biotech sector to plan a path of business development and sustainable innovation growth
- seed funding service with access to angel investors and venture capitals
- low-cost coworking, office and meeting spaces and affordable formulas for administrative and financial assistance

What we do



Training & Communication

Tailor-made courses

- training programs and courses targeted at companies and institutions ready to seize the challenges and new market opportunities
- insights of industrial interest in the **chemical-biological, medical, personal development, quality, regulatory and safety areas**

E-learning

- training programs provided by ITALACADEMY (www.italacademy.it) the Italbitech's platform dedicated to specialist and industrial training in the industrial biotechnology sector
- technical, scientific and transversal skills in the pharmaceutical, biomedical, chemical, agri-food and environmental sectors

Communication & dissemination

- develop successful **communication plans** targeted for the different target audience,
- **design effective tools and materials**, such as brochure, poster, corporate presentation, websites, video & infographics.
- **Workshops, Conferences, seminars** and webinars are key to innovation management

REACTIVE

*Good sustainable practices to improve
climatic resilience in the vineyard*

22 Maggio '23

*Residue Spring School,
Milan*

Federica Binello

Consorzio Italbiotec

THE REACTIVE PROJECT

REACTIVE project supports the adoption of **sustainable agronomic practices in the wine sector** such as non-invasive techniques to prevent the spread of invasive species and the conservation of organic matter in the vineyard.

- **Duration:** 12 months
- **Budget:** 80.000 euros
- **Funding organization:** Lombardy Region



PSR LOMBARDIA
L'INNOVAZIONE
METTE RADICI
2014 2020



Regione
Lombardia

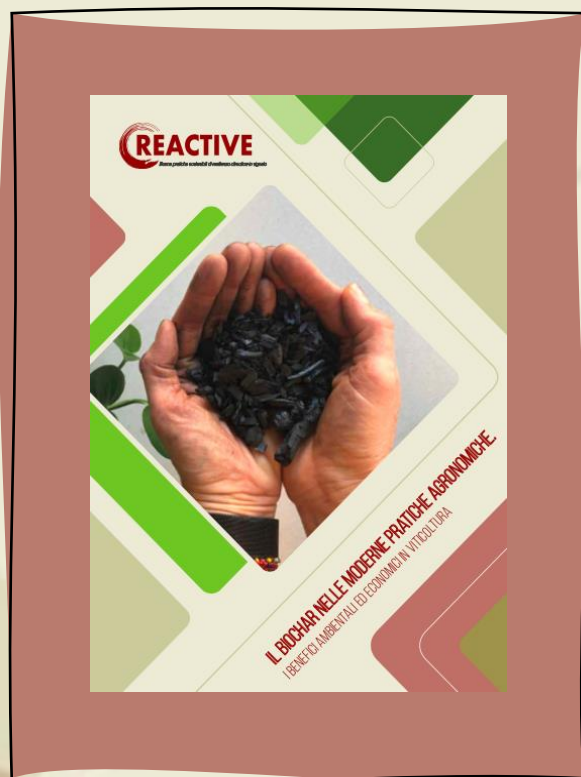
Fondo Europeo Agricolo per lo Sviluppo Rurale: l'Europa investe nelle zone rurali

REACTIVE concept

The global recession, combined with the climate change, requires for all, but in particular for the wine sector to adopt new good sustainability practices.

In line with this strategic objective, the REACTIVE project aims to provide the operators with information and tools to encourage the transition to a low-carbon and a more climate-resilient economy

REACTIVE guides



Biochar guide



Pathogens guide

Fairs and events

Next event, 29th May '23



Fa' la cosa giusta
📍 Milan



Best wine stars
📍 Milan

Residue spring school - 📍 Milan

Workshop on sustainable approaches in the winfields
📍 Luzzano Castle





REACTIVE project online



SCAN ME

Linkedin page:

<https://www.linkedin.com/company/progetto-reactive/>



Thank you for the attention

Any questions?

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Italbiotec Contacts

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