

PIB Business Networking with Italian Companies: Establishing USA-Italy Partnerships



Unione Industriale Napoli

Sezione Giovani Imprenditori



**Consulate General
of Italy in Boston**

PIB in collaboration with the Unione Industriale di Napoli, Gruppo Giovani Imprenditori, and the Italian Consulate in Boston is organizing a networking event to promote partnerships between small, mid-size Italian companies and well established enterprises of the Boston area and the New-England in general.

WHEN: June 22nd at 6:30PM

WHERE: University Massachusetts Club, 225 Franklin Street, 33rd floor.

During the evening a number of selected Italian companies (see TABLE) will present their business model to the broad PIB audience including several interested partners. Soon after the presentations there will a networking session with cocktails-appetizers kindly offered by our sponsors Exemplar Companies and the Italian Consulate.



EXEMPLAR

The attendance to the event is free and an early registration is mandatory via the following link

<http://businessnetworkingpib.eventbrite.com>

The Italian companies will be in Boston from June 20th to the 22nd, before moving to New York City on June 23rd to meet the Italian Chamber of Commerce and the newly formed group of Professional Italians in New York City (PINewYorkCity). Opportunities to have 1-to-1 meetings with the companies are highly encouraged and will be organized by PIB and PINewYorkCity on a “first-received request” basis. Therefore if you are interested in meeting them privately, please do not hesitate to write us at contact@pib.org or contact@pinewyorkcity.org for Boston and New York City, respectively.

TABLE: Selected Italian companies participating to the networking evening

Company	Sector	Opportunities Sought
SMS Engineering	Software development	Open an office/commercial site in the USA
S.T.I. Società Telecomunicazioni Integrate	Telecommunication	Open an office/commercial site in the USA
La Poderina Toscana	Food (organic)	Distribution channel
La Fabbrica Della Pasta	Food	Distribution channel
IBI	Environmental engineering (waste water treatment)	Partner, expansion into USA market
Coelmo	Industrial power generator	Partners
B5	Architecture/Engineering	Partners
Agrelli&Basta	Publicity - graphic design	Partners
A Casa	Winery	Partners, Distribution channel

SMS ENGINEERING

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Business Description

SMS Engineering is an ICT company that makes a feature of being Italian in its culture, style and quality. Its core role is supporting small-medium sized businesses to develop technological solutions. Its ICT consultancy services cover software and website design, development and maintenance; Lan and Wan network design, and installation. Its many years' experience in the sector - working with many different kinds of businesses, investing in innovation, basing itself on flexibility - SMS is its clients' guarantee of tailor-made IT solutions.

SMS can sell already tested solutions, to cut production costs, to minimize production times, and to meet clients' needs at a very low price with a high performance guarantee. In 2008, it was recognised as the most innovative company in Southern Italy in the up-to-50 employees sector, winning the Innovation Award from the Italian Industrial Association Enterprises" and the "Innovation and Territory Excellent Enterprise" by the Italian President, Giorgio Napolitano. In 2010, The United Kingdom Government together with UK Trade & Investment gave a formal recognition to some Italian companies. SMS Engineering has been rewarded with the "Market Entrant Award". Among its IT solutions the company is promoting MyBI, as a Business Intelligence solution, MyWMs for warehouse management.

Opportunities Sought

SMS Engineering is looking for opening an office/commercial site in the USA. Since 1998, SMS has launched its London headquarter to meet the needs of Italian companies, and those of Italian culture and style in the UK, easing communication through a shared language and intellectual understanding of the culture.

S.T.I. Società Telecomunicazioni Integrate

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Società Telecomunicazioni Integrate

Business Description

S.T.I. is an established company operating in the telecommunications sector. The company was set up in 1920 and during its long history it has been acquiring enough experience to stand out in the market, investing constantly in technical modernization. Today it deals with integrated solutions in the following technical areas: Voice and Data transfer solutions, Networking and Internetworking, ISP provider and VoIP Solution, Security and Control.

The coming of the new economy makes modern companies aware that their success key is competitiveness and creating added value, so S.T.I. started to develop first projects in Unified Communication System. We have been collaborating with customers-oriented partners and cutting-edge suppliers and we have always focused on the company costs optimization without neglecting the quality of services offered.

Nowadays S.T.I. can boast more than 2.000 customers in the main regions and in southern Italy. Telecommunication has multisectorial interests, so STI can offer solution for private or public marketplace, independently by client's number. Our target is focused on large, medium and small company. At the moment, this market is growing and represents one of most important thanks to the innovation of the products.

Open Communication Platforms can be integrated with other system like alarm, firealarm, access control, TVCC, Building Automation. STI can project complete solutions and install thanks to know-how and experience acquired in 90 years of activity. Now, STI looks for new technologic partner whom introduce innovated products in the market.

Opportunity Sought

S.T.I. is interested to open a commercial site in London in 2010 to look for new opportunities and partnership in I.C.T. market. S.T.I. is interested to participate in Renewable Energy market, in particular Photovoltaic, to introduce technology for the remote control, security and transmission data. STI looks for new technologic partner with whom introducing innovative products in the market.

LA PODERINA TOSCANA

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Business Description

The Poderina Toscana business focuses on organic food and beverage, mainly wines and olive oil. The organic extra-virgin olive oil Igp Toscano, made from renewable energies, uses the Sinolea continuous extraction method (drop by drop) (www.sinolea.net)

Today international sales feature Japan, United States and North Europe. The target customers are those with high level culture about organic food and wines, and highly conscious about environmental impact.

Opportunities Sought

The Poderina Toscana is interested in the development of new organic products in the food and wines industry. Partnerships with international distributors, importers and organic shops are highly welcome, as is the organization of wine and olive oil tasting events.

LA FABBRICA DELLA PASTA

Contact Details

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Business Description

“La Fabbrica della Pasta” posses the spirit of a traditional pasta factory where people and feelings matter, mostly in the pasta making process. In Moccia’s factory the passion and love for Gragnano and its ancient tradition of making pasta has grown over different generations joining the respect for traditions with innovation and originality aiming at best quality results. Fantasy and new ideas have driven the Fabbrica to produce 80 different shapes of pasta and to patent two original kinds of pasta the “*Caccavella*”, the biggest shape of pasta on the worldwilde market, and the “*Cornicelli*”, a spicy chilli bean pasta.

We have realized an exclusive package, very unique, refined, elegant and catchy that certainly does not pass unnoticed. An elegance made of tenuous combinations of tones between the label, (that highlights the name of the product), “a gragnano” (the closing knight in hammered thin cardboard), and the beauty of the soft tones of the old bread paper bag (enriched from the gold on relief that highlights the bond with the place of production).

Opportunities Sought

The “Fabbrica della Pasta” is continuously looking for opportunities to expand its distribution channel through partnership and opening on new sale sites.

IBI

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Business Description

IBI LTD is a construction and engineering company operating in public works area since 1969. Its core business is the design, construction and operation of waste water treatment plants, primary drinking water plants, water and sewage network, compost production plants and landfills for municipal solid wastes. In addition the company is growing in the field of processes and technologies for atmosphere pollution control and production of energy from renewable sources.

IBI LTD covers the entire water cycle: withdrawal from the natural environment, production and distribution of drinking water and industrial water, transportation and treatment of waste water prior to recycling or release into the natural environment. In this field, IBI operates in the Integrated Water Cycle Management (WCM): for example, in association with other partners, IBI has constituted Caltaqua, the company for WCM in Caltanissetta and Girgenti Acque, the homologue company for WCM in Agrigento.

IBI holds a SOA Certification (Attestation of Qualification for the Execution of Public Works), which attests its technical and financial ability to perform public works for the following categories: civil and industrial buildings; aqueducts, gas & oil pipelines, irrigation and drainage systems; works and systems for remediation and environmental protection; plants and systems for waste disposal and/or treatment.

The company is registered in the National Register of Companies Qualified for Waste Disposal for the following categories: remediation of polluted sites, operation of physico-chemical and/or biological waste treatment plants, operation of municipal waste landfills.

IBI LTD is committed to managing all aspects of Quality regarding relations between the company and the various internal and external stakeholders, with particular regard to dealings with customers. IBI obtained a Quality System Certification in accordance with ISO UNI EN 9001:2008. The company operates a Workplace Safety Management System which conforms to the ISO UNI EN 18001:2007.

Moreover the company has a precise policy for environment protection, operating his activities in accordance with ISO UNI EN 14001:2004.

IBI LTD has always paid great attention to technological innovations in its field of activity, acquiring know-how related to the design, construction and operation of the best and most advanced technologies in the area of environment and energy issues. The company promotes the use of alternative sources for energy production, as far as RES (Renewable Energy Sources) development and energy recovery from wastes are concerned.

Opportunities Sought

The company is seeking a) the development of synergies and cooperation with other companies to stabilize and improve its presence on the domestic and international market; b) an opportunity for collaborations with other industrial players and institutions, that are involved in the project at various levels; c) opportunity of a professional and scientific improvement to the personnel that IBI will employ; d) increased visibility – diffusion of its name at the national and international level to acquire new customers and open new market spaces.

COELMO

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Business Description

COELMO is one of the oldest European manufacturer of Industrial and Marine Generators, oil and gas, Telecommunication, hybrid system, construction covering a wide range of sizes (from 3 to 3000kVA) and applications. With more than 2000 units produced per year, COELMO ranks among the largest Italian manufacturers. Thanks to the experience gained in the time, COELMO is able to deliver reliability and affordability either for the Standard Range and Special Projects. COELMO is the only Generating Sets manufacturer to have received ISO Certification to its management system (ISO9001), its environmental system (ISO14001) and its social accountability system (SA8000), being one of the best workplaces in the south of Italy (ref. "Eurispes" in "Eccellenze Italiane", Milano 2007).

COELMO is also the only European Generating Manufacturer to have signed a General Service Administration (GSA) contract (GS07F0491U) for Generating Sets.

Opportunities Sought

Coelmo is looking for stable partnerships to be appointed on each country of the world. The ideal partner has to promote and distribute the Coelmo products as well as looks after for the marketing and brand affirmation on the business area.

The company policy is based on mutual commitment for both parties: Coelmo assures the full technical and commercial support to the dealers and the dealers have to perform a minimal annual target of selling and carry out after sales service on the generators.

B5

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Business Description

B5 s.r.l. engineering achieved a great experience and known-how in architectural and urban planning and in restoration of civil and monumental buildings, which comes from a successful long-term tradition. The founders of the firm are Sergio Brancaccio and Ersilia Carelli, Professors at the “University Federico II”, who met their forty-year professional tradition with the innovative contributions and abilities of their own sons, Francesca and Ugo, both specialized in the restoration of monuments, and Laura, a lawyer.

On November 2005 they all set up B5 s.r.l. engineering, carrying out achieved works and starting new planning, already published in several and qualified scientific text. B5 s.r.l engineering is actually running out many activities of consultancy, planning and supervision of working in Italy and abroad.

B5 s.r.l. engineering operates in a Quality System, adopting in the relationship with customers, the criteria expressed by the regulations UNI EN ISO 9001:2000, (certificate N.SQ072628, sector EA 34-35, 13/07/2007) for “allocation of services of historical research, professional advice, studies of feasibility, planning and work direction of architectonic works and civil engineering” .

Opportunities Sought

The goals of the company is intended to achieve are: making new contacts and deepening prior contacts; acquiring or deepening market knowledge; initiating distribution and production collaboration agreements; acquiring and deepening products, technologies and services for the Restoration in the other countries.

AGRELLI&BASTA

Contact Details

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Business Description

Agrelli&Basta is a communication agency in Campania, Italy, that works both nationally and internationally. The agency was founded by Claudio Agrelli and focuses its work around creating advertising campaigns and corporate identities, designing graphically internal and external communication for businesses, creating websites and portals. A new media research and development area completes our communication service, highlighting our peculiar creative skill.

Agrelli&Basta has a flexible structure. Our young professionals have a strong and wide range of expertise. Our vast outsourcing network also makes the agency competitive and effective on any type of commission, be it specific, immediate or long-term.

A&B Holistic is the branch which specializes on expanding the communication repertoire and the potential for expression of businesses, brands and products. It's a second base, dedicated to finding innovative ways to interpret traditional channels and relating them, in order to make them part of a larger message. This builds a 360 degrees network for our clients, with strategies and techniques to always be ahead of your competitors. Holistic communication is a new territory in which different professionals and services play a role, such as organizing events, directing a press office, producing audiovisual material, analyzing and developing customized communication projects.

Opportunities Sought

Agrelli&Basta is interested in getting connected with worldwide businesses which operate in the fields of communication, marketing, advertising and design. Agrelli&Basta would like to be a focal point for international campaigns to export and develop on the Italian territory, as well as an enduring contact for worldwide communication businesses. In addition, the company is eager to export its creativity "made in Italy" and brilliance "made in Naples", by opening new offices abroad.

A CASA AZIENDE AGRICOLE

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Business Description

A CASA is a winery established in 2007 with the aim of producing wines of excellence. The company has its roots in Irpinia (Avellino and Benevento areas in Campania), a region rich of tradition which gives origin to many renowned quality wines.

The combination of the finest grapes and the art of experienced winemakers, supported by the most advanced technologies, allow A CASA to create widely appreciated wines. From the selection of the varieties offered, there are “Greco di Tufo DOCG –Bussi” and “Fiano di Avellino DOCG –Oro del Passo”; red wines as “Aglianico DOC -Vecchio Postale-“, “TAURASI DOCG” and “Piedirosso DOC –Fiore dell’Isca”. In addition, A CASA is marketing a rosè petillant wine named “THRILL”, and two dessert wines with Botrytis Cynerea processing called “Malvagia” and “Aglàòs”. A CASA is present primarily in Italy, Switzerland, Germany, USA and UK.

Opportunities Sought

As a young and ambitious winery with qualitatively remarkable products, A CASA is constantly looking to strengthen and expand its international presence through collaborations with new partners, importers and distributors.