

INTERNATIONAL COMPANIES PROFILES**ASSECO**, PRESENTAZIONE SU ALTRO ALLEGATO**MIKROBIT**, COMPANY PROFILE SU ALTRO ALLEGATOTHE BEST OF
MADE IN ITALY

Company name	Eastern ICT Cluster
Address	Wschodnia 6
Post code, City, Country	20-015 Lublin, Poland
Date of Establishment	2007-06-01
Spoken languages	English, Polish
ICT sectors you deal with: please highlight in bold	<p>Agrofood Automotive BMP Business management System</p> <p>Consultancies Educational Energy Environment e-Government e-Health Finance & Digital Payments Intelligent Transport System & Logistics Mobile Apps Multimedia Retail Security Smart Energy & Smart Building Tourism & Digital Media Utilities</p> <p>Other - please detail: IT & Aerospace & GIS & Telecommunication, e-Agriculture and Environment, eHealth& Telemedicine, Social and Eco-Innovations, Creative and Games Industry, Green Energy & Smart Grid, Business Support Systems, Smart City and Mobility, Professional Education Systems & eEducation, Creation of a base of competence of scientific in the field of ICT, Integrating environment for business and research organizations All above sectors are of interest</p>



<p>Description of your activity</p>	<p>Eastern ICT Cluster was created in 2007 and is located in Lublin, a capital city of Lubelskie Voivodeship in the Eastern Poland. Cluster gathers 114 members. Eastern Cluster ICT focus of attention is providing leadership and coordination among strong and flexible group of organizations that include companies, NGOs, universities and research institutions and individuals and to facilitate cooperation with local government units from the Eastern Poland.</p> <ol style="list-style-type: none"> 1. ICT for business collaboration in Poland and abroad 2. E-Health, ICT for ageing, ambient assisted living 3. Security aspects of ICT systems 4. E-education 5. Smart Grid as an intelligent power network that effectively responds to the behavior of all connected stakeholders (manufacturers, consumers/presumes, network operators, etc.). <p>Our cluster believes in realizing potential of its members and their national and international partners by implementing projects, which can be funded by private or public funds in the field of information technology and telecommunications. In particular, current areas of interest of organizations associated within the cluster are: 3D technologies, energy and renewable energy sources in the area of SmartGrid, ICT in education, higher education, local government and administration, communications and media.</p> <p>Activities of the EC ICT:</p> <ol style="list-style-type: none"> 1. To initialize and implement joint innovative projects in Lubelskie Voivodeship, Poland and the European Union. 2. To integrate the professional environment of coordinators and animators of the cluster organization in every action aiming to facilitate economic development of Lubelskie Voivodeship and Poland, as well as to implement the members common interests. 3. To take initiatives and actions aiming to increase the level of education and competitiveness of the Eastern Cluster ICT members and employees; to attune educational profiles at schools to the current and future economic needs of Lubelskie Voivodeship
-------------------------------------	--

and Poland, as well as to represent the common interests outside the cluster.

4. Establishing and developing the collaboration between SME, the research units, universities, business environment institutions and local government of the Lubelskie Voivodship, Poland and the European Union with the purpose to effectively introduce innovative technologies, products and services.

5. To collaborate with the European Union administrative organs, the state and municipal administration, local governments, domestic and foreign representatives of the R&D environment, in the country and abroad.

6. To create an environment enabling enterprises to function and develop competitiveness and innovativeness, as well as to encourage collaborative working and innovativeness of the cluster and its members.

7. To transfer the organizational and technological knowledge, as well as good practice between members in the scope of the business activity, concerning especially the collaboration with the research units.

8. Participating in the public consultations, issuing opinions and interpretations, proposing changes in the existing law or creating new regulations which would be applicable to the functioning of the clusters cooperation in Poland and the European Union, United States and Canada.

9. Cooperating with public administration and state bodies, local governments and research units in the scope of supporting balanced development of innovative economy in Poland, without violation of the cultural and environmental heritage of the local society.

10. Organizing knowledge transfer between the participants of the cluster, which is achieved thanks to the information flow platform, based on knowledge and competency.

<p>Please detail the products you deal with (and related brands):</p> <ul style="list-style-type: none"> - typology - range 	<p>Selected products and technologies: -Smart Grid- combines IT and competencies energy, taking an active part in building the concept of intelligent systems networking;</p> <p>-3D technology- has visions, technologies, partners substance and content;</p> <p>-Lublin IT Upland- cluster as a key partner of local government Lublin in the project "Lublin IT Upland", It creates the conditions for ICT companies investments at full the support of local government and business institutions;</p> <p>-eGovernment- offers systems targeted public administration and government, enabling the use of modern management efficiency organization, time management and monitoring services public.</p> <p>A Cluster is a pioneer in the development of 3D technology, including he organized the first and only technology fair in Poland 3D- 3D Poland 2012. Many years of experience in the industry and have a wide technical support giving the Cluster a guarantee the effectiveness and reliability of services of offered.</p> <p>Offered technologies:</p> <ul style="list-style-type: none"> - Mobile - Network - E-democracy - 3D - Smart Grid <p>The Cluster offers to foreign partners:</p> <ul style="list-style-type: none"> - Support in building a network of contacts in Eastern Poland and Eastern Europe - Implementation of joint commercial projects and research development - Matching partners for the implementation of international projects - Support in building teams for projects in Poland and abroad - Full range of support for investors in the ICT sector who want to start a business in the Lublin region.
<p>Segment of the market of the products you deal with</p>	<p>Market segments that we want are:</p> <ul style="list-style-type: none"> - ICT, - Smart Specialization - Smart Solutions - renewable energy sources - IT&Aerospace & GIS &Telecommunication - e-Agriculture and Environment - eHealth&Telemedicine

	<ul style="list-style-type: none"> - Social and Eco-Innovations - Creative and Games Industry - Green Energy & Smart Grid - Business Support Systems - Smart City and Mobility - Professional Education Systems & eEducation - Creation of a base of competence of scientific in the field of ICT - Integrating environment for business and research organizations - IT in agriculture <p>We are such a business organization that helps implement innovative solutions in the field of research and development. Our goal is to strengthen the competitiveness of small, medium and large enterprises, building positive relationships with local authorities, both at home and abroad.</p>
Please indicate whether you have your own brand/s	EC ICT is recognizable at local, national and international levels. We have our own distinctive logo. We are a modern, attractive to members, partners and customers business organization that facilitates the implementation of innovative initiatives in the field of research and development.
Geographic areas covered	The Cluster operates throughout the Polish, especially in the eastern part of the country. Cluster headquarters is located in Lublin. We are open to international contacts.
Please indicate if you are already sole agent of foreign products	
Please indicate if you have contacts with foreign companies. If yes, indicate the country/ies	<ul style="list-style-type: none"> - Ukraine, - Lithuania, - Germany, - Spain, - Italy;
Please indicate your customers' characteristics.	<ul style="list-style-type: none"> - Small , medium and large companies developing innovative business organizations , - Companies open to internationalization, - Different sectors: ICT, Smart Specialization, Smart Solutions, renewable energy sources, IT&Aerospace & GIS &Telecommunication, e-Agriculture and Environment, eHealth&Telemedicine, Social and Eco-Innovations, Creative and Games Industry, Green Energy & Smart Grid, Business Support Systems, Smart City and Mobility, Professional Education Systems & eEducation, Creation of a base of competence of scientific in the field of ICT, Integrating environment for business and research

	<p>organizations; We are looking for potential partners to create new innovations projects and also for partner who may cooperate with our cluster members, especially for partners with whom we may cooperate in supporting growth of SMEs. The aim of our participation in the event is to allow other partners to exchange on the difficulties encountered and solutions found when implementing different projects, also to exchange of experience and good practice.</p>
<p>Please indicate if you have already worked with Italian companies. If yes, which ones?</p>	<ul style="list-style-type: none"> - 4 Consulting S.r.l. - Cluster Piemont – SBI S.r.l. - Symbios - Microlab - Auroras S.r.l. - CiaoTech PNO Group - CAT.AL- High Tech Agrifood Cluster, Lombardy
<p>Please indicate sub-sectors you are mostly interested in (please highlight in bold)</p>	<p>Agrofood Automotive BMP Business maneaement System Consultancies Educational Energy Environment e-Government e-Health Finance & Digital Payments Intelligent Transport System & Logistics Mobile Apps Multimedia Retail Security Smart Energy & Smart Building Tourism & Digital Media Utilities</p> <p>Other - please detail: SmartGrid, tele - veterinary medicine, - ICT,Smart Specialization, Smart Solutions, renewable energy sources, IT&Aerospace & GIS &Telecommunication, eAgriculture and Environment, eHealth & Telemedicine, Social and Eco-Innovations, Creative and Games Industry, Green Energy & Smart Grid, Business Support Systems, Smart City and Mobility, Professional Education Systems & eEducation, Creation of a base of competence of scientific in the field of ICT, Integrating environment for business and research organizations, IT in agriculture,</p>

	All above sectors are of interest
Please indicate products/services/processes solutions you are looking for	We are looking for common areas for cooperation. Creating new interesting solutions with partners and participation in innovative projects.
Please indicate which kind of cooperation you would be more interested in: (i.e. Partnerships, Distributor / agent, Joint venture, System Integrator, Supplier)	We are looking for partners to collaborate on projects based on innovative technologies.
Please give further useful information	
Please give the specific purpose of your visit to Italy	<p>We want to establish contacts with companies outside the Polish. We are looking for potential partners for creating new projects. We also are open to any suggestions.</p> <p>Our goal is:</p> <ul style="list-style-type: none"> -to focus the knowledge, experience and energy of people, companies and institutions that create greater opportunities through access to new markets and new products and services; - implementation of the investment projects, they relate only projects that lead to the production of new goods and services or the adoption of new processes, organizational and market innovation and could be an ideal opportunity for the modernization of small and medium-sized enterprises. <p>During the visit, we want to create lasting ties and relationships with foreign firms and institutions.</p>
Please indicate your future projects and goals. What kind of sectors, solutions and technologies you are planning / wish to develop, but have not found yet the support to do so	<p>Planned projects and activities :</p> <ul style="list-style-type: none"> -introduction of modern and innovative solutions in medicine, agriculture and veterinary medicine -operations R & D -development Intelligent Energy Smart Grid -exchange of experience and expectations - create new interesting solutions and participation in projects in the IT, ICT sector

Company name	DOCTOR ROSHAL - Clinical and Research Institute of Urgent Pediatric Surgery and Trauma
Website	www.doctorroshal.ru www.roshalfund.com
Name and role of the person attending the event	Deputy Director for Medical and Economic Matters, Head of Rehabilitation Center, Chairman of Directory Board of the Charitable Fund for medico-social and rehabilitation support of children with severe trauma and its consequences (Fund of Children's Doctor Roshal)
Spoken languages	Russian, English
Date of establishment	2003
Turnover in euro (€) in 2014	12000000
Nr of employees in 2014	560
Please indicate your business areas :	+ Healthcare Healthcare 100%
Please indicate your activities :	Rahabilitologist, healthcare manager, pediatrician
Please describe your activities:	Management and rehabilitaiton help to children with trauma, brain trauma injury, spinal trauma. Finances, manpower, purchases
Please specify the sectors :	<p><input checked="" type="checkbox"/> PLANNING DESIGN AND CONSTRUCTION (feasibility studies, planning design, Health centers planning design and construction supervision, etc.) Specify</p> <p><input checked="" type="checkbox"/> MEDICAL EQUIPMENT (Electromedicaequipments, Laboratory equipments, Diagnostic Physiotherapy/Orthopedics and Rehabilitation System, Commodities and Consumer goods, etc.) Specify.....</p> <p><input checked="" type="checkbox"/> EQUIPMENT FOR COSMETICS (Devices and equipment for beauty centers, fitness centers, SPAS, Cosmetics and Natural, Processing under contract, Food supplements, etc.) Specify.....</p>

	<p>.....</p> <p>V E-HEALTH (Hospital management systems, Electronic patient records (EPR / EHR), Remote management systems (mobile messaging / alerts / booking / recalling), Telemedicine / Teleconsultancy, etc.) Specify.....</p> <p>V BIOTECHNOLOGY (Bioinformatics, Biomedical, Green biotechnology, Red Biotechnology, White biotechnology, Life sciences, Pharmaceutical, etc.) Specify.....</p>
Please detail the products you deal with (and related brands): - typology - range	Medical, rehabilitation, IT technologies, etc.
Please indicate whether you have your own brand/s	Medical and rehabilitation help to children with consequences of severe traumas
Geographic areas covered	Moscow, other regions of Russian Federation, other ex-USSR countries
Please indicate if you are already sole agent of foreign products	no
Please indicate if you have contacts with foreign suppliers. If yes, indicate the country/ies	Yes, we buy medical and rehabilitation equipment of foreign manufacturers
Please indicate your customers' characteristics.	Children with severe trauma and its consequences
Please indicate if you have already worked with Italian companies. If yes, which ones?	Italian sterilizer
Please indicate products/services/processes solutions you are looking for	New rehabilitation technologies, managerial technologies, IT technologies
Please indicate which kind of cooperation you would be more interested in: (i.e. Partnerships, Distributor / agent, Joint venture, System Integrator, Supplier)	Partnership, education, supplier, promotion www.doctor-roshal.ru sito è disponibile soltanto in lingua russa, con uno staff composto da più di 400 medici che eseguono più di 4.000 interventi all'anno) ha intenzione di aprire un'altra struttura per la cura e l'assistenza ai bambini. <i>Attualmente l'istituto di ricerca scientifica per la chirurgia d'emergenza infantile e traumatologica in collaborazione con la Fondazione di beneficenza per il sostegno medico e la riabilitazione di bambini con traumi complessi (Fondo Roshal) sta sviluppando una strategia di costruzione di un grande centro di riabilitazione polivalente, cominciando dalla fase preliminare fino alla gestione ed alla fornitura delle risorse tecniche speciali per i bambini-invalidi.</i>

Please give further useful information	We search for new technologies which may be used in pediatric surgery and trauma, especially in neurotrauma
Please give the specific purpose of your visit to Italy	Search for new technologies, partners
Please indicate your future projects and goals. What kind of sectors, solutions and technologies you are planning / wish to develop, but have not found yet the support to do so	Late rehabilitation in children with consequences of severe trauma, sanatorium care, assistant company

POLONIA

Company name	Alfavox
Website	www.alfavox.pl
Spoken languages	English, Polish
Date of establishment	2004
Nr of employees in 2014	70
Please indicate your business areas :	<input checked="" type="checkbox"/> Healthcare
Please indicate your activities :	<input checked="" type="checkbox"/> Import
Please describe your activities:	Alfavox Sp. z o.o. is a supplier of advanced platforms for the telecommunications systems of contact centers dedicated to small, medium and large business customers.
Please specify the sectors :	<input checked="" type="checkbox"/> MEDICAL EQUIPMENT (Electromedical equipments, Laboratory equipments, Diagnostic Physiotherapy/Orthopedics and Rehabilitation System, Commodities and Consumer goods, etc.) Specify software like work flow to Medical market <input checked="" type="checkbox"/> E-HEALTH (Hospital management systems, Electronic patient records (EPR / EHR), Remote management systems (mobile messaging / alerts / booking / recalling), Telemedicine / Teleconsultancy, etc.) Specify: Remote Doctor system
Please indicate whether you have your own brand/s	Yes

Geographic areas covered	Poland, Spain, Lietuva, Latvia, Georgia, Russia
Please indicate if you are already sole agent of foreign products	No
Please indicate if you have contacts with foreign suppliers. If yes, indicate the country/ies	Sweden, UK, Germany, China
Please indicate your customers' characteristics.	Health – Clinics & Hospitals, Banking Insurance Telco Providers Power & Gas Sector Outsourcing companies Finance companies Debt Collection Turism
Please indicate if you have already worked with Italian companies. If yes, which ones?	No
Please indicate products/services/processes solutions you are looking for	IT systems for health market (clinics & etc), such as Docu Flow, specialized CRMs, Patient monitoring, Patient management
Please indicate which kind of cooperation you would be more interested in: (i.e. Partnerships, Distributor / agent, Joint venture, System Integrator, Supplier)	Partnership Supplier Joint Venture We're looking on the market mature products that we could deliver from the producers like companies in Italy to our customers – above corporates at Poland. I have expected that companies with mature products (like companies I've mark as interesting for meeting) could offer to us mature products that we could resell to our current customers. My priority was to listen their offer and think to which customers at Poland we could address it. Beside it's my obligation to present to meeting partners profile of my company so they recognize that we're reliable partner for cooperation. We're on the market since many years, have concrete references and that are facts which matter about our reliability.
Please give the specific purpose of your visit to Italy	Establishing contacts with companies working on similar markets in Italy, to make the cross sales.
Med Tech, e-Health	
Please indicate the ICT sectors you deal with	<input type="checkbox"/> Agrifood <input type="checkbox"/> Automotive

	<input type="checkbox"/> BMP <input checked="" type="checkbox"/> Business management System <input type="checkbox"/> Consultancies <input type="checkbox"/> Educational <input checked="" type="checkbox"/> Energy <input type="checkbox"/> Environment <input type="checkbox"/> e-Government <input checked="" type="checkbox"/> e-Health <input checked="" type="checkbox"/> Finance & Digital Payments <input type="checkbox"/> Intelligent Transport System & Logistics <input checked="" type="checkbox"/> Mobile Apps <input checked="" type="checkbox"/> Multimedia <input type="checkbox"/> Retail <input type="checkbox"/> Security <input type="checkbox"/> Smart Energy & Smart Building <input checked="" type="checkbox"/> Tourism & Digital Media <input checked="" type="checkbox"/> Utilities <input type="checkbox"/> Other - please detail: Insurance <input type="checkbox"/> All above sectors are of interest
Please detail the products you deal with (and related brands): - typology - range	Products for supporting remote customer care such as: <ul style="list-style-type: none"> - 3rd Gen. Virtual Bank Branch - Remote Doctor - Work Force Optimization - Contact Center systems (Predictive Dialers, IVRs, Call Recorders)
Please indicate whether you have your own brand/s	Yes
Geographic areas covered	Poland, Spain, Lietuva, Latvia, Georgia, Russia
Please indicate if you are already sole agent of foreign products	No
Please indicate if you have contacts with foreign suppliers. If yes, indicate the country/ies	Yes Sweden, UK, China
Please indicate your customers' characteristics.	The companies who have many customers to serve or clinics which have many patients to handle
Please indicate if you have already worked with Italian companies. If yes, which ones?	No
Please indicate products/services/processes solutions you are looking for	IT systems for health market (clinics & etc), such as Docu Flow, specialized CRMs, Patient monitoring, Patient management

Please indicate which kind of cooperation you would be more interested in: (i.e. Partnerships, Distributor / agent, Joint venture, System Integrator, Supplier)	Partnership Supplier Joint Venture
Please give the specific purpose of your visit to Italy	Establishing contacts with companies working on similar markets in Italy, to make the cross sales.
Please indicate other ICT sectors you are interested in:	<input type="checkbox"/> Agrifood <input type="checkbox"/> Automotive <input type="checkbox"/> BMP <input checked="" type="checkbox"/> Business management System <input checked="" type="checkbox"/> Consultancies <input type="checkbox"/> Educational <input checked="" type="checkbox"/> Energy <input type="checkbox"/> Environment <input checked="" type="checkbox"/> e-Government <input checked="" type="checkbox"/> e-Health <input checked="" type="checkbox"/> Finance & Digital Payments <input type="checkbox"/> Intelligent Transport System & Logistics <input type="checkbox"/> Mobile Apps <input checked="" type="checkbox"/> Multimedia <input type="checkbox"/> Retail <input type="checkbox"/> Security <input type="checkbox"/> Smart Energy & Smart Building <input checked="" type="checkbox"/> Tourism & Digital Media <input checked="" type="checkbox"/> Utilities Please detail

University of Life Sciences in Lublin, Department of Technology Fundamentals

Ul. Głęboka 28
20-612 Lublin

<http://www.up.lublin.pl/english>

Attendee: Head of Department of Technology Fundamentals

Department of Technology Fundamentals currently employs 19 people, 14 of which on a research and teaching post. Research in the Department is associated

with the use of ICT electrotechnology in agriculture. Other areas include:
 - industrial safety and ergonomics in agriculture,

- materials engineering and fundamentals of agricultural machinery construction,
- renewable energy sources with particular emphasis on photovoltaics and energy storage,
- modeling of energy processes and technology,
- electronic methods of plant diseases forecasting,
- applications of microwave techniques in agricultural engineering.

We have a modern laboratory apparatus to carry out the in-house studies in the areas mentioned above. The Department has the educational infrastructure which enables effective training. We organize annual conferences in cooperation with University of Life Sciences in Poznan and the University of Agriculture in Krakow called „National Scientific Conference of Application of Information Technology in Agriculture ". In the current year we organized the eighteenth conference of this series.

Products/services/technologies solutions sought:

- ITC in Agriculture, Telemedicine
- Forecasting of plant diseases, televeterinary
- Developing photovoltaic panels and energy storage

Additionally:

We also have a newly created small IT department in our company. Although the department was formed with the idea of implementing IT technologies in agriculture sector, it already has proven to be a promising endeavor by starting a technological partnership with Samsung Techwin by developing image analysis applications for IP cameras running on wiseNET III chip. Besides that they are also working on mobile apps, using hybrid app technologies like Cordova.

We are considering expanding this department to allow it to continue their work in non agricultural sector as well.