

## Alterenergy strategic Project Business to Business meetings & Internationalization Forum 25-26 June 2015

*Pad. Unioncamere n.150 FIERA DEL LEVANTE - BARI*

**Organized by Mediterranean Department of Puglia Region**

**&**

***Chamber of Commerce of Bari - Internationalization Department  
of Puglia Region***

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### INTRODUCTION

The Strategic Project Alterenergy (Energy sustainability for Adriatic small communities), funded within the cross-border Cooperation Programme IPA-Adriatic 2007-2013, and led by MEDITERANEAN DEPARTMENT of Puglia Region, adopts a vision of international level to promote sustainability in small Adriatic communities through an integrated approach for the efficient use of energy and its production from renewable sources. The project aims **to develop replicable models of sustainable management of energy resources in small Adriatic municipalities through a participated approach involving public administrations, policy makers, citizens, local stakeholders and Smes**, improving their ability to plan and manage integrated actions of energy saving and the production of energy from renewable sources.

ALTERENERGY, thanks to a partnership of 18 organizations, regions, ministries and energy agencies belonging to all the countries of the Adriatic area, also focused capacity building interventions and BtoB meetings between companies and investors, supporting the internationalization process of the Adriatic production systems and the actual trade in the RES and RUE sector. The ambition is to set up "Adriatic energy clusters", thus supporting a good return in terms of economy and employment.

Two sessions of BtoB meetings have been planned in Serbia and in Puglia Region, for the development of an Adriatic Market of technologies, goods and services for RES/RUE sector, involving SMEs coming from the following Countries: Italy (Abruzzo, Emilia Romagna, Marche, Molise, Puglia, Veneto Emilia Romagna, Friuli Venezia Giulia), Albania, Bosnia Herzegovina, Croazia, Greece, Montenegro, Serbia, Slovenia. The BtoB sessions are:

- ✓ BtoB Serbia: Fiera RENEXPO – Belgrade - 22-23 April 2015 (60 Smes and 300 bilateral business meetings)
- ✓ BtoB Puglia: BtoB Meeting & Internationalization Forum – Bari – 25-26 June 2015.



**LOCATION:** *Pad. Unioncamere n.150 - FIERA DEL LEVANTE, Bari, ITALY.*

## **SERVICES**

### **available for All Participating Adriatic Smes**

- **Alterenergy stand** suitable as STOP STATION for information and materials delivered by participating SMES
- **Business and Financial Opportunities DESK** – on DEMAND.  
Face to face service provided by Informest Consulting Srl, with reference to business and financial opportunities for Adriatic SMEs operating in in RES&RUE sector
- **BtoB meetings Agenda for all** participating SMEs
- **Focus Sessions 1: Innovation and Technological transfer.** With a practical and concrete approach, this Focus Session aims to show to the participating SMES the immediately transferable applications of the latest innovations in the RES &RUE sectors, the results of experiences triggered by research centers, the development of technologies applicable by small enterprises.
- **Focus Session 2: Financial tools and Internationalization Markets.** How SMEs can apply for international tenders; this is the aim of this Focus session, which intends to show the Financial tools for improving the internationalization process of SMES in RES & RUE sectors.
- **Study Visits** to selected Apulian companies - on DEMAND.

Additionally, the Alterenergy catalogue of SMEs in RES &RUE sector is available for the participants; it includes all SMEs identified by the Alterenergy Partnership for the internationalization purpose in the Adriatic area

- **Consecutive Interpretation services during BtoB:**
  - Serbian Croatian – Italian
  - Greek - Italian
  - Albanian – Italian
  - Italian– English
- **Simultaneous Interpretation service during FOCUS SESSIONS (Italian – English)**

## **USEFUL CONTACTS**

### **ALTERENERGY STAFF - PUGLIA REGION, Mediterranean Department**

**Ms Chiara Campanile** - Mob. 0039/3495552121; [management@alter-energy.eu](mailto:management@alter-energy.eu)

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**Ms Maria Luisa Losavio** - Mob. 0039/349/6440195 - [losavio.ml@gmail.com](mailto:losavio.ml@gmail.com)

### **Chamber of Commerce of Bari**

**Ms Ida Borrelli** - Mob. 0039/348/3782367 – [ida.borrelli@ba.camcom.it](mailto:ida.borrelli@ba.camcom.it)

## GENERAL PROGRAMME

25 JUNE 2015 - Pad. Unioncamere n.159 FIERA DEL LEVANTE, Bari, ITALY	
08.30	Pick up from Hotels <i>(detailed timing to be provided on the basis of the booked hotels)</i>
09.00	Arrival to FIERA del Levante <i>ALTERENERGY dedicated desk for registration, badge delivering, BtoB agendas and reservation for the following <b>on-demand</b> services:</i> <ul style="list-style-type: none"> <li>• <b>Business and Financial Opportunities DESK</b> (open from 10.00 to 18.00)</li> <li>• <b>Study visits</b> <i>(on the 26/06 in the afternoon)</i></li> </ul>
09.30	<b>Institutional Welcomes</b>
10.00 – 13.00	<b>Alterenergy Focus Session 1</b> “INNOVATION AND TECHNOLOGICAL TRANSFER FOR THE INTERNATIONALIZATION OF SMES IN RES & RUE SECTORS” - First floor: <ul style="list-style-type: none"> <li>• <b>TECHNOLOGY DEVELOPMENT AND INNOVATION TRANSFER</b></li> <li>• <b>TRANSFERABLE BEST PRACTICES BY SMES</b></li> </ul>
13.00 – 14.30	Buffet Lunch (Mezzanine Floor)
15.00 – 18.00	BtoB Meetings (meetings’ agenda will be available at the Alterenergy Desk – ground Floor)
	<b>Departure from FIERA DEL LEVANTE to Hotels</b>
20.00	<b>Pick up from Hotels to the restaurant venue</b>
20.30 – 22.30	Gala Networking Dinner (venue to be provided on the spot)
23.00	Departure from restaurant to hotels

26 JUNE 2015 - Pad. Unioncamere n.159 FIERA DEL LEVANTE, Bari, ITALY	
08.30	Pick up from Hotels <i>(detailed timing to be provided on the basis of the booked hotels)</i>
09.00	Arrival to FIERA del Levante. <i>ALTERENERGY dedicated desk for registration, and reservation for the following <b>on-demand</b> services:</i> <ul style="list-style-type: none"> <li>• <b>Business and financial Opportunities DESK</b> (open from 10.00 to 16.00)</li> <li>• <b>Study visits</b></li> </ul>
09.30 – 13.30	<b>Alterenergy Focus Session 2</b> “FINANCIAL TOOLS AND POTENTIAL TARGET MARKETS FOR THE INTERNATIONALIZATION OF SMES IN RES & RUE SECTORS” (first floor)
13.30 – 15.00	Buffet Lunch (Mezzanine Floor)
15.00 – 18.30	<b>Study Visits to selected Apulian companies</b>
20.00	Return to Hotels and free evening

**FOCUS SESSION 1**  
**INNOVATION AND TECHNOLOGICAL TRANSFER FOR THE**  
**INTERNATIONALIZATION OF SMES IN RES & RUE SECTORS**  
*Official Language: ENGLISH*

*Pad. Unioncamere n.150- FIERA DEL LEVANTE*  
*BARI - JUNE 25th 2015*

**h. 09.00 - Participants' registration**

**h. 9.30 a.m – Institutional Welcomes**

Mr Alessandro AMBROSI – President of Chamber of Commerce of Bari - ITALY

Mr Bernardo NOTARANGELO – Director of Mediterranean Department – Puglia Region - ITALY

Mr Giovanna GENCHI – Director of Internationalization Department – Puglia Region - ITALY

Introduction and presentation of 2 days meeting: Mr Claudio Polignano – Alterenergy Responsible – Mediterranean Department - Puglia Region

**h. 10.00 -h. 13.30 FOCUS SESSION 1 – INNOVATION AND TECHNOLOGICAL TRANSFER**

First floor

**TECHNOLOGY DEVELOPMENT AND INNOVATION TRANSFER**

*Chairman: Mario Citelli - Enterprise Europe Network – Unioncamere Puglia*

- ✓ Introduction by VITO ALBINO - POLITECNICO DI BARI – *“R&D Overview in RES&RUE sector”*
- ✓ DITNE – Francesca IACOBONE: *“Public-Private Partnership on Innovation in RES sector”*
- ✓ CNR IRSA Bari– Antonio GALGARO: *“Sustainable Energy in Gargano’s Park: good examples of integration of geothermal-solar climate systems*
- ✓ ENEA - Filippino AMMIRATI – *“the Scientific Institutions in RES sector”*

**TRANSFERABLE BEST PRACTICES BY SMES**

- ✓ AIR ITALY – Casarano (LE) – Gianluigi Antonio PARROTTO (President): *Innovation in Mini-Eolic sector*
- ✓ UPGRADING SERVICES – Bari – Marcello DE FALCO (Chief of Research office): *Cold peaking – an experience of energy efficiency*
- ✓ TERA Srl – Monopoli (BA) –Antonio SACCHETTI (Legal Representative): *Energy for building.*
- ✓ Acquedotto Pugliese – BARI - Danilo ANCORA (Executive Director for Energy and Electromechanic Maintenance) and Gianluigi FIORI (Executive Director for Water Supply and Water Management): *“the AQP RES production and the lifting system of Parco del Marchese”.*
- ✓ FAS Spa - Corato (BA) - Francesco SQUEO (CEO Legal Representative): *Sustainable approach in the manufacturing of absorbent hygiene products for the energy efficiency*
- ✓ NITEKO Srl Montemesola (TA) - Giuseppe CASALE (Legal Representative): *Public Lighting*
- ✓ PRIMOS Engineering Srl. – Bari – Mariangela DE NAPOLI (technical expert): *Sustainable building*

- ✓ FRATELLI LA PIETRA –Monopoli (BA) – Vincenzo LA PIETRA (Legal Representative): *Hydroponic crops*
- ✓ AB SUN Network - Abruzzo Region, Luca LECCE (Lecce Wave) and Luigi SANTARELLI (Proimas): *Renewable Energy; Green Building and Sustainable Mobility*
- ✓ INTERMEK Srl - Cordenons (PN) Italy, Marco BARBARIN - *The domestic wind generator*
- ✓ ENERGO PROJECTS (Serbia) - Irena GAVRIC (Technical expert): *“Potential of renewable energy sources in Serbian cities with a focus on waste water treatment plant”*

**13.30 -14.45 Buffet lunch**

**15.00-18.00- ALTERENERGY BTOB SESSION (ground floor)**

**h.20.30 NETWORKING and GALA dinner (venue to be provided on the spot)**

**FOCUS SESSION 2**  
**FINANCIAL TOOLS AND POTENTIAL TARGET MARKETS FOR THE**  
**INTERNATIONALIZATION OF SMES IN RES & RUE SECTORS**

*Official language: ENGLISH*

*Pad. Unioncamere n.150- FIERA DEL LEVANTE*  
*BARI - JUNE 26th 2015*

**h. 09.00 - Participants' registration**

**h. 09.30 - h. 13.30 FOCUS SESSION 2 - FINANCIAL TOOLS AND INTERNATIONALIZATION MARKETS**  
**First floor**

*Chairman: Theresa Mulloy – Coordinator of SPRINT Puglia – Regional Service for the Enterprises' Internationalization – Puglia Region*

**h. 09.30 - h. 10.00 The initiatives of EU and BEI in RES & RUE Sector**

Angela PARTIPILO – General Secretary of the Chamber of Commerce of Bari

Andrea NUZZI - Head of Corporate Finance and Financial Advisory - *Banca Popolare di Bari*

**h. 10.00 - h. 13.00 International tender System – Informest Consulting Srl**

- ✓ **Information Sources and How to participate in the International Tenders** – Michele FELETIG, Director of Informest Consulting Srl
- ✓ **Case Study: a successful intervention in Infrastructure, transport, building and Environment sector** – Linda TIBERINI, Project Director– IRD Engineering

**h. 11.30 - h. 11.45 Networking Coffee**

- ✓ **Concrete examples** of open calls/tenders for goods, services and works for the Energy Sector in the Adriatic area – Michele FELETIG, Director of Informest Consulting Srl
- ✓ **Business opportunities in the Private Sector** – Robert FRANDOLICH, Informest Consulting Srl Correspondent in Balkans

**h. 13.00 - h. 13.30 The EU Programme HORIZON 2020**

Mario CITELLI - Enterprise Europe Network (EEN)– Unioncamere Puglia

**13.30 -15.00 Buffet lunch**

**15.00-19.00 - Study Visits to selected Apulian companies (on demand)**

<b><u>TOUR 1</u></b>	<b><u>TOUR 2</u></b>
<ul style="list-style-type: none"> <li>✓ CISA – Massafra (TA) - <i>Production plant of energy from waste</i></li> <li>✓ PROGEVA – Laterza (TA) – <i>Production plant of compost and Biogas</i></li> <li>✓ ACQUEDOTTO PUGLIESE – Laterza (TA) - <i>Lifting plant of Parco del Marchese and water purification plant of Sinni</i></li> <li>✓ BALICE Distillati – Mottola (TA) – <i>Anaerobic digester</i></li> </ul>	<ul style="list-style-type: none"> <li>✓ PRIMOS Engineering Srl. – Bari – <i>Sustainable building</i></li> <li>✓ FRATELLI LA PIETRA –Monopoli (BA) - <i>Hydroponic crops</i></li> </ul>

**Free evening**