



## AlpEnMAT Case study on the Rovereto event [8, Smart Homes: l'innovazione qui è di casa]

[Rovereto, 25<sup>th</sup> November 2014]



Urbano Creativo  
Micaela Terzi, CFO  
Como, 22<sup>nd</sup> January 2015

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## 1 The event structure

The event took place in Rovereto on November 25, 2014 at Progetto Manifattura, local incubator for innovative enterprises. 16 people plus 4 from the organizational team participated in the event. Short introduction about the event. Event was composed of: plenary session (5 speeches); JAM 99; JAM 1:1; JAM Sessions (Home automation and Green Technologies).

### 1.1 Agenda



#### WHEN

25 novembre 2014

#### WHERE

Progetto Manifattura – Piazza Manifattura 1, Rovereto

#### WHAT

Smart homes: l'innovazione qui è di casa





## JAM BITE EVENT

Concept by AlpEnMAT,  
Alpine Energy Meetings on Advanced Technologies

### PROGRAMMA/PROGRAM

- h. 09:30 **Registrazione / Registration**
- h. 10.00 **Saluti di benvenuto / Welcome greetings**  
**Cos'è Jam Bite e tema del giorno / What's Jam Bite and our today's topic**
- h. 10.20 **Keynote speech: Georges Berweiler – Smart Home: past, present, and future**
- h. 10.30 **Marzio Ghezzi – Modelli di smart home per rispondere ai bisogni concreti / Smart home models to meet hard real needs**
- h. 10.40 **Michele Lanzinger – My Smart&Sweet Museum**
- h. 10.50 **Luca Capra – Trentino Sviluppo investimenti: opportunità / Trentino Sviluppo Investments: opportunities**
- h. 11.00 **Gianluca Salvatori – Progetto Manifattura: incubatore per la sostenibilità in Italia / Progetto Manifattura: Italian incubator for sustainability**
- h. 11.10 **Pausa caffè / Coffee break**
- h. 11.30 **JAM99 – Elevator pitch delle aziende partecipanti / SMEs' elevator pitches**
- h. 12.30 **Pranzo / Lunch**
- h. 13.30 **JAM1:1 – Incontri B2B / B2B Meetings**
- h. 14.30 **Pausa caffè / Coffee break**
- h. 14.45 **JAM Sessions – Tavole rotonde, sessioni parallele / Roundtables, parallel sessions**  
- Domotica / Home automation  
- Green Technologies
- h. 15.30 **Riepilogo della giornata / Wrap up**



## IL TEMA/TODAY'S TOPIC

Cosa intendiamo quando parliamo di Smart Homes? Ci riferiamo a tutte quelle tecnologie e materiali che permettono alle nostre abitazioni di diventare “intelligenti”, controllare autonomamente il proprio impatto ambientale e gestire al meglio il flusso energetico e l'utilizzo delle risorse. Permettono alla casa di essere “smart” tutti quei dispositivi elettronici che ne controllano l'attività e permettono a chi ci abita di gestire impianti e consumi nel rispetto dell'ambiente, in totale sicurezza e con meno spese. Ma anche i materiali di costruzione più innovativi, che donano comfort a chi abita queste case, e non recano danno né al paesaggio né all'ambiente in generale. La Smart Home mette al centro del proprio dictat innovazione, tecnologia e coscienza ambientale. La Smart Home è il presente e il futuro dell'abitazione europea.

*What do we mean when we talk about Smart Homes? All technologies and materials that help our house become “smart”, with automation tools to lower its environmental impact and better manage natural resources. Devices that help your house be smart let you manage your consumption in the respect of the environment, safely, with less expenses. Also, innovative construction materials that make your stay in the house comfortable with no harm to the environment. Smart Home focuses on innovation, technology, and environmental awareness. Smart Home is the present and the future of European buildings.*







### AlpEnMAT – Alpine Energy Meetings on Advanced Technology

AlpEnMAT è un progetto co-finanziato dai Fondi FESR nel contesto del Programma Spazio Alpino - Programma di Cooperazione Territoriale 2007-2013. Il progetto mette a frutto le esperienze e i risultati degli altri progetti del Programma Alpine Space, aiutando le PMI a sfruttare i benefici della nuova e crescente economia delle energie rinnovabili.

*AlpEnMAT, a European project co-funded by ERDF funds, in the framework of "Alpine Space - Territorial Cooperation Programme 2007-2013" capitalizes on the experiences and results of projects developed within the Alpine Space's framework, fostering the existing SMEs to take benefit of the emerging age of renewable energies.*



### Jam Bite – Join Advanced Meetings on Business, Innovation, Technology, Energy

Jam Bite, è un concept per eventi e attività di networking che permette alle PMI di promuovere con successo le loro competenze, i loro prodotti e i loro servizi. Nel 2014 sono organizzati 10 eventi Jam Bite in 7 paesi dello Spazio Alpino.

*Jam Bite is a cutting-edge concept for events and networking activities that enables innovative SMEs to successfully promote their skills, products and services. Jam Bite has been developed and tested in the framework of AlpEnMAT. During 2014, 10 Jam Bite events will be organized in 7 Alpine Space countries. Starting from October 2014 other interested parties can apply to use the Jam Bite platform for their events.*

Per informazioni su AlpEnMAT e Jam Bite contattate / For more information about AlpEnMAT and Jam Bite please contact: B.A.U.M. Consult GmbH. Tel: +4989189350 - [jambite@baumgroup.de](mailto:jambite@baumgroup.de)

*Durante la conferenza sarà disponibile un servizio di live tweeting  
A live tweeting service will be available during the conference  
Account: @jambite\_eu Seguici! Follow us!*

[www.alpenmat.eu](http://www.alpenmat.eu)

[www.jam-bite.eu](http://www.jam-bite.eu)



[@jambite\\_eu](https://twitter.com/jambite_eu)

Per info/ For more information, please contact:

Urbano Creativo: tel. +39 031 41 40 622 – [ufficiostampa@urbanocreativo.it](mailto:ufficiostampa@urbanocreativo.it) [info@urbanocreativo.it](mailto:info@urbanocreativo.it)

### COME RAGGIUNGERCI/HOW TO REACH THE VENUE



Piazza Manifattura 1  
38068 Rovereto (TN)

## 2 The event story (eBook)concept

Well-being for disabled and old people and their autonomy is a central topic in the definition of smart homes as an indispensable way to make their life easier at home and elsewhere. Projects developed so far highlighted how the demand is increasing and new technologies are the best answer to practical needs for vulnerable people, focusing on human being and his basic and social needs. 2008 marks an important date in the definition of smart home for people with disabilities. The project "Sim-patia, able to live" proposes, "Apartments for autonomy" aiming at providing regular apartments to those who have lost the use of limbs or body parts, with technology tools that allow them to move and perform simple daily activities independently (<http://is.gd/pEZrg3>). Politecnico di Milano in Como, at the forefront in the search for technological solutions for the most vulnerable people, has developed the Assistive Technology Laboratory, a multidisciplinary group with the aim of ensuring that people with disabilities, the elderly and people in need social integration, equal opportunities, health, self-determination and quality of life.

Same goal for project "AutonomaMente", created in 2010, aiming at helping families with children with cognitive disabilities live a "normal" life, thanks to the use of technological tools for home automation for safety, livability, exercise and skills development (<http://is.gd/yTgoXw>).

Independent living of the elderly is the focus of "Bridge" project, developed by Politecnico Milano in Como, a project to create a bridge between old people and their families. Thanks to the use of technology families can constantly monitor what is going on in the house of the elderly, intervening when they see difficulty in managing life at home, minimizing the risks.



## 2.1 Conference Session

How to make homes smarter than ever? What are the most important aspects when thinking about building efficiency and quality of life? The 8th Jam Bite event will focus on these questions and more, to come up with a whole new concept: the house as the place to experiment innovation and sustainable solutions in terms of materials, technologies, and tools, saving money and resources. The event is open to SMEs, investors, innovators, environment experts and anyone interested in knowing best practices and solutions, both at a national and international level, to make houses more efficient and smarter. The event is a great opportunity to meet with experts, researchers, companies working in the field of smart homes, certifications, and green building.

### TODAY'S SPECIAL

The keynote speech defined what a Smart Home is, giving the whole picture of technology developments in the last 40 years, Smart Home solutions and Smart Home market trends.

What is a Smart Home? A Smart Home is a residential house that has integrated Building Automation Systems that can be controlled remotely. The primary objective of Smart Home technology should be energy efficiency prior to user comfort security and finally health aspects.

The key functions of an Integrated Automation Systems are to manage, based on environmental conditions, lights, blinds and shutters, heating and air conditioning and measure energy consumption. Access control and fire detection sensors may increase security. Home appliance and multimedia integration are pure user comfort related features.

The European standard EN 15232 defines minimal requirements and quantifies the effects of building automation on the building energy performance. For residential buildings, integrated building automation systems allow energy savings up to 30%.

Smart Home visions appear in the 19th century with the development of electricity. The technology and vision evolve according environmental factors and development of information and communication technologies. The first integrated Smart Home architecture as known today was implemented in the 70's by the engineer Pierre Sarda in Brussels and was promised to become a standard technology for year 2000 residential buildings.

Until 2005, the Smart Home market was driven by publications and vendor specific high end home automation solutions. In 2007, industry specific, robust and secure home automation protocols such as KNX, Bacnet or EnOcean become international, worldwide open building automation standards. The recent Internet and Smartphone revolution offers new revenue opportunities to the Telecommunication and Internet service providers who entered the Smart Home market 2 years ago with their Smart Home boxes. A Smart Home battle is expected in a near future when Apple, Google and Samsung Group Alliances bring their proprietary Smart Home solutions to the market.

[1]The most robust and secure Smart Home architecture is a wired infrastructure I call "Integrated Smart Home Infrastructure" or "Smart Home". Sensors, actuators and regulators are interconnected in a robust and secure wired network based international standards such as KNX, LON communication protocols. The solution is interoperable, sustainable. More than 7'000 certified devices from more than 300 suppliers can communicate with each other. Low power consumption of the devices and integration of smartmeters makes the solution energy efficient.

[2]Interfaces to Ethernet and IP allows to add cameras, Smart Home user interfaces based on IPAD or Android



tablets, connect Building management systems that provide online monitoring and energy management function. The iSmart Home can also be accessed remotely via Smartphones through the Internet.

This architecture is part of the building that need be installed and configured by professionals. Due to complexity and high costs, the technology is often implemented in high end residential buildings and commercial buildings.

[3] However, it is the only technology that can provide the functions required by the European standard EN 15'232, that quantifies energy savings up to 30% using integrated building automation systems in residential buildings.

An alternative to the iSmart architecture is the Point solution architecture, based on wireless meshed networks such as Z-Wave, Zigbee or WIFI. Vendor specific sensors and actuators are connected to a Smart Home Box that communicates through Internet with the Smart Home service provider. The key supported point solutions are remote IP camera support, access control, lightening and heating control via Smartphones and tablets.

Heating, Ventilation and Air conditioning devices are directly connected to the supplier via Internet for remote support and end user remote access.

Vendor specific point solutions kits, with limited devices, can be installed by the end user. Wireless technology, due to complex device interaction and battery management, makes integrated Smart Home architecture complex, if not impossible. Low interoperability based on non standard and non certified technologies affects the network reliability, and cannot offer the integration capabilities to full fill EN 15232 energy efficiency requirements. The centralized automation logic in the vendor specific Smart Home box offers limited security and sustainability.

The future vision of Smart Home is based on IPv6 and IoT related technologies. Sensors, actuators, home and multi-media appliances, smartmeters, HVAC devices will communicate on a meshed low power personal network (ie. 6LowPAN protocol) connected, through a gateway to the Internet and Smart Home services provider using cloud processing facilities.

Building automation system intelligence will be located in the Cloud. End user need to pay monthly subscription fees to exploit interconnected devices and make use of the Smart Home features.

In some words, what are the Smart Home Market trends :

- European Smart Home is currently still a niche market that is highly concentrated but growing
- Integrated Smart Home systems are dominated by standard ISO/IEC technologies and are EN 15232 compliant. Up to 75 % of integrated Smart Home solutions use the worldwide KNX standard supported by more than 300 vendors.
- Current Smart Home point solutions focus on various wireless network technologies and vendor specific devices.
- New global actors (Apple, Google, Samsung, Telco companies,...) enter the Smart Home market based on IP, Cloud and Smartphone technologies using subscription business models
- EU runs multiple initiatives on Internet of Things (IoT), including building automation
- Smart Home market projections imply 15-20% growth rates, up to \$11 billion in home service automation by 2017.

## PRESENTATIONS

Georges Berweiler: lecturer at HEPIA Geneva, owner of Efficient Energy and Habitat Sàrl Geneva, looking for exchanges.

Domofox: domotics and on their way to become training advance center, app developers, new products to lower prices in domotics, looking for partners and potential clients and investors, looking for funding.

Umberto Pessot: Green Prefab enterprise for green houses, zero impact and production of Energy, automatic creation of houses thanks to the use of software, looking for ideas.

Luca Baglivo: EURAC, non-profit, research, institute for renewable energies. Energy management, studies on photovoltaic and solar power. Looking for collaborations with local enterprises and news on what's going on in this field.

Alessandro Bozzoli: Fondazione Bruno Kessler, interest in Smart Homes, renewable energies, looking for contacts and people to collaborate with also as spin-offs and big collaborations on renewables, internet of things for funded researches.

Marzio Ghezzi: Politecnico, solutions for disabled and old people. Interested in experiences outside Lombardy region, looking for funding.

Gabriele Grea: researcher at CERTET-Università Bocconi, sustainable mobility, energy efficiency, territorial economy. Interested in synergies in what smart city concerns.

## 2.2 JAM Session

The round table on "Green technologies and home automation" started with the following statement: "Houses are machines and they need instructions to be used at their best". When buying a house in Italy people are not provided with the instructions. Indeed, it's at this stage that problems arise. Already at the beginning of this century politicians and researchers in the Trentino Region had started thinking about innovation in building as an important focus point. At that time technology for buildings was still little known. Starting from this "lack", Habitech started thinking about sustainability in construction with the involvement of local actors, creating a tool that still guides the choices of the market: the LEED certification.

### ISSUES RAISED DURING THE DISCUSSION

The LEED certification is a certification of sustainability and innovation for builders who, thanks to that, can be more competitive in the market. It's important that a third party certifies the quality of the buildings, because this gives credibility to the constructor and creates a useful tool, available to anyone.

The process before construction is very important. Indeed, the LEED certification is part of the design. The certifier explains to the constructor how to respect the standards, providing the buyer with a final and certified product.

However, while theory seems to be perfect, reality is somewhat different. The market is not really moving towards quality as buyers are still far from understand the full benefits of a smart house. Certified buildings are still little part of the market.

Besides that, we have to mention the lack of big investors. In the past, those who invested in the field had immediate benefits, nowadays is no longer the case. Those who were used to that are now waiting for some change in the market and they are not investing in renovations.

Thinking of construction materials, wood will definitely be a predominant material in the future.

### RESULTS AND INPUTS FOR FURTHER DISCUSSION

When talking about technology, professionals suffer lack of training. Often professionals don't have the right tools to build according to new techniques that make buildings sustainable and smart. Demand is growing together with the offer but training is still lacking. Training centers would make much easier for everyone to grasp the novelty that the development of new techniques in construction offers professionals and builders.



## 2.3 Networking and marketplace

Four JAM 1:1 have been organized, each of them lasted for about 15 minutes. Each participants met 2 others (on average). Georges Berweiler talked to Domofox and Luca Baglivo, additionally Domofox talked to Marzio Ghezzi and Luca Baglivo.

One enterprise, Domofox, displayed its flyers on the marketplace.

## 2.4 Grand final

Participants have been informed on next events and opportunities offered by Jam Bite and their being part of the Jam Bite community.

The moderator, from UC, reminded the audience what topics have been raised during the discussion, from smart home of the future, to people with special needs. Furthermore, the moderator summarized relevant issues raised within the roundtable.

The moderator thanked all participants and invited them to follow Jam Bite, share the concept's view and invite people to join the platform.

### 3 Event evaluation

Compliance with the Jam Bite concept, tested components and deviations

#### 3.1 Participants registration

	Jam Biteconceptdraft	Event (FOLLOWED/ MODIFIED/ NOT APPLICABLE) (if "MODIFIED" or "NOT APPLICABLE")	Deviations
<b>Description</b>	At the beginning of each event participants should receive an instruction on how to complete their badge with the information on their company; participants receive the badge, the stickers and the agenda of the day	Followed	
<b>Timing</b>	Max 30 to 45 minutes	Followed	
<b>Tools</b>	Badges (booklets),	Followed	
	stickers,	Followed	
	pens	Followed	
<b>Human resources</b>	2 to 3 persons	Followed	
<b>Materials</b>	Participants list,	Followed	
	agenda	Followed	
<b>NOTES:</b>			

## 3.2 Introduction

	Jam Biteconceptdraft	Event (FOLLOWED/ MODIFIED/ NOT APPLICABLE) (if “MODIFIED” or “NOT APPLICABLE”)	Deviations
<b>Description</b>	Emotional Video describing AlpEnMAT / Jam Bite;	Not applicable	Video was not showed as the introduction was in Italian and the video has only the English version
	Short welcome and explanation of the agenda. (Presentation provided by UC explaining AlpEnMAT and the Jam Bite concept...)	Followed	
<b>Timing</b>	Max 10 minutes	Modified	20 minutes
<b>Tools</b>	Video	Not applicable	See above (about video)
	Presentation template (provided by UC)	Followed	
<b>Human resources</b>	Presenter from the partner who hosts the event	Followed	
<b>Materials</b>	Beamer; microphone	Not applicable	As the conference room was small, we didn't need any beamer/microphone
<b>NOTES:</b>			



### 3.3 Today's special

	Jam Biteconceptdraft	Event (FOLLOWED/ MODIFIED/ NOT APPLICABLE)	Deviations (if "MODIFIED" or "NOT APPLICABLE")
<b>Description</b>	Brilliant keynote speaker, a sort of Guru rather than technical/academic experts, bringing a «vision», with good communication skills.	Followed	
<b>Timing</b>	20 minutes	Modified	10 minutes
<b>Tools</b>	Ppt with few slides with very little text, motivational	Followed	
<b>Human resources</b>	Guru	Followed	
<b>Materials</b>	Beamer; microphone	Not applicable	As the conference room was small, we didn't need any beamer/microphone
<b>Other</b>	Briefing	Not applicable	
<b>NOTES:</b>			

### 3.1 Further presentations (if applicable)

	Jam Biteconceptdraft	Event (FOLLOWED/ MODIFIED/ NOT APPLICABLE) (if "MODIFIED" or "NOT APPLICABLE")	Deviations
Description	Presenters coming from different are- as/businesses private/public actors	Followed	
Timing	Max. 10 min. each	Followed	
Tools	Ppt template with few slides with very little text	Followed	
Human resources	Key stakeholders	Followed	
Materials	Beamer; microphone	Not applicable	See above (about beamer/microphone)
Other	Briefing	Not applicable	
NOTES:			

### 3.2 JAM 99

	Jam Biteconceptdraft	Event (FOLLOWED/ MODIFIED/ NOT APPLICABLE)	Deviations (if "MODIFIED" or "NOT APPLICABLE")
<b>Description</b>	Each participant explains in 99 seconds what he/she does, what he she offers and what he / she is looking for	Followed	
<b>Timing</b>	99 sec for each presentation	Followed	
	max. 30 presentations	Followed	
<b>Tools</b>	timer	Followed	
<b>Human resources</b>	One participant for each company present	Followed	
<b>Materials</b>	Microphone	Not applicable	See above (about beamer/microphone)
<b>NOTES:</b>			

	Jam Biteconceptdraft	Event (FOLLOWED/ MODIFIED/ NOT APPLICABLE)	Deviations (if "MODIFIED" or "NOT APPLICABLE")
<b>Description</b>	Elevator pitches of few selected SMEs or key stakeholders (what we do, what we're looking for here, what we expect from Jam Bite)	Not applicable	Companies preferred to present themselves within the 99 second session

	Jam Biteconceptdraft	Event (FOLLOWED/ MODIFIED/ NOT APPLICABLE) (if “MODIFIED” or “NOT APPLICABLE”)	Deviations
Timing	5 minutes each	Not applicable	See above
Tools	max. 10 pitches	Not applicable	See above
	Ppt template provided by UC;	Not applicable	See above
	tutorial for contents and images	Not applicable	See above
Human sources re-	One participant for each pitch	Not applicable	See above
Materials	Beamer; microphone	Not applicable	See above (about beamer/microphone)
NOTES:			

### 3.3 JAM 1:1

	Jam Biteconceptdraft	Event (FOLLOWED/ MODIFIED/ NOT APPLICABLE)	Deviations (if "MODIFIED" or "NOT APPLICABLE")
<b>Description</b>	Bilateral meetings organized by : Advanced subscription during the registration to the event;	Followed	
	Additional subscription during the event	Followed	
<b>Timing</b>	Max 90 minutes total	Followed	
	15 minutes for each meeting	Followed	
	5 minutes to change tables	Followed	
<b>Tools</b>	Bell to announce the end of each meeting round	Not applicable	As we had only a few meetings a person was checking and telling people to swap when time was over
<b>Human sources</b>	re- One person checking the time	Followed	
<b>Materials</b>	Small desks/tables	Followed	
<b>NOTES:</b>			



### 3.4 JAM Session

	Jam Biteconceptdraft	Event (FOLLOWED/ MODIFIED/ NOT APPLICABLE) (if “MODIFIED” or “NOT APPLICABLE”)	Deviations
<b>Description</b>	Round tables - According to the main theme and list of participants 3 to 4 sub-themes;	Followed	
	max. 12 to 15 participants per group	Followed	
<b>Timing</b>	45 to 90 minutes	Followed	
<b>Tools</b>	Live twitting, taking notes, Pin board, Flipchart, papers, pencils	Followed	
<b>Human resources</b>	1 facilitator, communication skills rather than technical knowledge; fostering participation, motivating the group; facilitating rather than leading the discussion;	Followed	
	1 «secretary» chosen within the group of attendees, summarizing the discussion; very essential (not minutes), focus on the topics discussed; telling the «story» of what is happening.	Followed	
	1 live twitting person, from the staff	Followed	
<b>Materials</b>	Template for the story of the discussion	Followed	
	Round tables or circles with chairs; a smartphone or tablet or pc	Followed	



	Jam Biteconceptdraft	Event (FOLLOWED/ MODIFIED/ NOT APPLICABLE) (if "MODIFIED" or "NOT APPLICABLE")	Deviations
Others	Briefing of the facilitator	Followed	
NOTES:			

### 3.5 JAM Cafè

	Jam Biteconceptdraft	Event (FOLLOWED/ MODIFIED/ NOT APPLICABLE)	Deviations (if "MODIFIED" or "NOT APPLICABLE")
<b>Description</b>	The JAM Cafe where people who are not involved in the activities can meet end talk	Followed	
<b>Timing</b>	all day	Followed	
<b>Tools</b>	Coffee, tea and other beverages, snacks	Followed	
<b>Human resources</b>	1-2 catering people	Followed	
<b>Materials</b>	Small desks/tables	Followed	
<b>NOTES:</b>			

### 3.6 JAM Marketplace

	Jam Biteconceptdraft	Event (FOLLOWED/ MODIFIED/ NOT APPLICABLE) (if "MODIFIED" or "NOT APPLICABLE")	Deviations
<b>Description</b>	A place where participants can provide and find information (on products and services of etc.);	Followed	
	Exhibition and demonstration of products	Followed	
	posters session (template provided by UC)	Not applicable	Participants didn't show their interest in this specific session
<b>Timing</b>	All day	Followed	
<b>Tools</b>	information for the possibility of distribution of promotion materials	Followed	
	Template for posters,	Not applicable	See above (about posters)
<b>Human resources</b>	One person showing the platform and helping people who want to subscribe	Followed	
<b>Materials</b>	One pc to show the Jam Bite platform	Followed	
	tables for participants flyers	Followed	
	wall for posters	Not applicable	See above (about posters)
<b>NOTES:</b>			

### 3.7 Grand final

	Jam Biteconceptdraft	Event (FOLLOWED/ MODIFIED/ NOT APPLICABLE) (if “MODIFIED” or “NOT APPLICABLE”)	Deviations
<b>Description</b>	Short wrap up of the day;	Followed	
	Summary of the JAM Session: one person per discussion round;	Modified	We had only one round table so no need to explain to the others what happened within this sessions
	Outlook and feedback round [what’s new, chances of collaboration, hints for follow ups and further Jam Bite events?];	Followed	
	WHAT’S NEXT (just one slide with next events)	Modified	We didn’t use slides but we told people about next events and opportunities
<b>Timing</b>	Max. 30 min.	Followed	
<b>Tools</b>	NA	Followed	
<b>Human resources</b>	Presenter from the partner who hosts the event	Followed	
<b>Materials</b>	Microphone, (beamer)	Not applicable	See above (about beamer/microphone)
<b>NOTES:</b>			





### 3.8 General impression and Conclusions

#### **WHAT WORKED WELL?**

Participants showed a great interest in the event. Having a small group was definitely great in terms of deep discussion and the participation of everyone. The location was perfect, all went very smoothly. Participants thanked the team for the opportunity Jam Bite gave them. Also, moderators showed their gratitude for participating in the event.

#### **WHAT NEEDS TO BE IMPROVED?**

The transnational aspect would definitely need to be improved. We just had a foreign participant (the keynote speaker). In the next one, we would need to look for more international participants.

#### **CONCLUSIONS**

Very good event, pretty interesting topics raised, good discussion and great feedbacks from participants.



### 3.9 Statements of participants (from the feedback round during the wrap up)

Very interesting concept.

It's the first time we participate in an event like that.

JAM 1:1 is a great opportunity to meet people and build connections.

We really like the JAM Cafè, open all day.

The location is very nice.

People here are interesting and we look forward to more events like this one.



### 3.10 Evaluation questionnaire

A: Per conto di quale organizzazione hai preso parte all'evento Jam Bite?

B: Perché hai partecipato a un evento Jam Bite? [Scambiare conoscenze sul tema trattato]

C: Perché hai partecipato a un evento Jam Bite? [Promuovere i miei prodotti e/o servizi]

D: [Piccole e Media Imprese]

E: [Investitori]

F: [Pubbliche Amministrazioni]

G: [Altri]

H: Le differenti sessioni hanno soddisfatto le tue aspettative rispetto a quanto promesso? [Sessione Plenaria]

I: Le differenti sessioni hanno soddisfatto le tue aspettative rispetto a quanto promesso? [Tavole Rotonde]

J: Le differenti sessioni hanno soddisfatto le tue aspettative rispetto a quanto promesso? [Attività di Networking]

K: Commenti

L: Quanto pensi sia probabile una futura collaborazione con un partner conosciuto all'evento? [Collaborazione in progetti comuni]

M: Quanto pensi sia probabile una futura collaborazione con un partner conosciuto all'evento? [Firma di un contratto di fornitura]

N: Quanto pensi sia probabile una futura collaborazione con un partner conosciuto all'evento? [Chiusura di un accordo con un investitore]

O: Quanto pensi sia probabile una futura collaborazione con un partner conosciuto all'evento? [Sviluppo di nuove idee di business]

P: Commenti

Q: Come descriveresti il concept di Jam Bite?

R: Hai commenti o suggerimenti che ci possano aiutare a migliorare il concept di Jam Bite?

S: Ti piacerebbe partecipare a un altro evento Jam Bite?

T: Ti iscriverai alla piattaforma di networking di Jam Bite ([www.jam-bite.eu](http://www.jam-bite.eu))?

A	B	C	D	E	F	G	H	I	J
Università Politecnico di Milano	Molto importante	Poco importante	Importante	Molto importante	Molto importante	Poco importante	Abbastanza soddisfatto	Abbastanza soddisfatto	Poco importante
Centro di ricerca	Importante	Importante	Molto importante	Molto importante	Importante	Poco importante	Completamente soddisfatto	Abbastanza soddisfatto	Abbastanza soddisfatto
Istituto di ricerca	Molto importante		Molto importante		Molto importante		Abbastanza soddisfatto	Abbastanza soddisfatto	Abbastanza soddisfatto
Piccola e media impresa	Molto importante	Poco importante	Molto importante	Importante	Molto importante	Non importante	Completamente soddisfatto	Completamente soddisfatto	Abbastanza soddisfatto
Piccola e media impresa	Importante	Importante	Importante	Molto importante	Molto importante	Importante	Abbastanza soddisfatto	Completamente soddisfatto	Abbastanza soddisfatto

K	L	M	N	O	P	Q	R	S	T
	Possibile	Poco probabile	Possibile	Poco probabile		Innovative, Coinvolgente, Piacevole, Efficace	Rendere più grandi e visibili le iscone scelte alla registrazione	Sì	Probabilmente
	Molto probabile	Possibile	Poco probabile	Poco probabile		Innovativo		Sì	Sì
	Possibile	Non credo ci sarà possibilità di collaborare	Non credo ci sarà possibilità di collaborare	Possibile		Innovativo	Gli eventi sono ben organizzati. L'efficacia dipende da una massa critica con certo numero minimo di partecipanti	Probabilmente	Sì
	Possibile	Possibile	Poco probabile	Molto probabile		Innovativo, Informativo, Coinvolgente, Piacevole		Sì	Sì
	Possibile	Poco probabile	Poco probabile	Molto probabile		Innovativo, coinvolgente, Efficace	Efficace	Probabilmente	Sì





### 3.11 Participants list

Baglivo Luca  
Eurac

Berweiler George  
Università di Ginevra

Bozzoli Alessandro  
Fondazione Bruno Kessler

Capra Luca  
Trentino Sviluppo

Deliv Claudia  
Domofoxsrl

Gambi Francesco  
Community Building Solution

Ghezzi Marzio Glauco  
Politecnico di Milano

Grea Gabriele  
Università Bocconi

Maglione Alfredo  
Opto Elettronica Italia

Massi Fausto  
Alot

Mesaroli Adriano  
Domofoxsrl

Morett Gabriele  
Hypo Seg.

Pessot Umberto  
Green Prefab

Riolfatti Thomas



Domofoxsrl

Sartori Lavinia

Ri-legno

Tomasi Andrea

Habitech