QUANTAVIS

Quantavis s.r.l., a spinoff company of the University of Pisa, provides solutions and components to support customers in digital transformation. Quantavis' offering includes cybersecurity products and services, components and vertical solutions for the Internet of Things, including industrial sensor systems and health monitoring systems.

AZIENDA SPINOFF DELL'UNIVERSITÀ DI PISA

Company name: QUANTAVIS S.R.L.

Location: PISA (LI), Largo Padre Renzo Spadoni snc, 56126

Fiscal and VAT code: 01553430495

Estabilished: Since 2007

Legal form: LIMITED LIABILITY COMPANY (SRL)

Internet site: https://www.quantavis.com/

NACE Code: 71.12

Sector: CYBERSECURITY, IOT, and SEMICONDUCTORS

Spinoff: University of Pisa

Turnover Value
250 K (est.)

Shareholders' equity
300 K

NO
Young, Female or Foreign Predominance

Giuseppe Iannaccone, Founder, Prof. Univ. Pisa

Ph.D. Univ. Pisa 1996,
Expertise: Nano/Microelectronics, Industrial Internet of Things, Management of research projects.

Gianluca Iannaccone, President, Engineering manager at Facebook

Ph.D. Univ. Pisa 2000, Past: Sprint Networks, Intel, Co-founder of Redbow labs
Expertise: Computer Networks, Mobile devices, Advertising Technology, Management of Large Engineering Teams

Christian Callegari, Research and Innovation Manager at Quantavis

Ph.D Univ. Pisa 2008, Past: Research associate at UNIPI, CNIT
Expertise: Cyber Security, Artificial Intelligence, Computer Networks.

Diego Minguzzi, Principle Software Engineer at Quantavis

M.Sc Univ. Pavia, Past: SoftIn, DataLogic, Altran
Expertise: Software development process, C/C++, GO, Python

Francesco Castiglione, Software Engineer at Quantavis

M.Sc. Univ Pisa, Past: Ericsson
Expertise: Computer Networks, GO, Python

Emilio Cecchini, Software Engineer at Quantavis

M.Sc. Univ Florence
Expertise: C/C++, Python

info@quantavis.com
quantavis@pec.it

COMPONENTS AND SOLUTIONS FOR THE DIGITAL TRANSFORMATION

- Provide enterprises with software and hardware components and solutions based on our components to support them in the digital transition.

  - Cybersecurity products and services

  - (Industrial) Internet of Things vertical solutions

- **Need:** the digital transition of businesses is essential to increase productivity in terms of added value per work unit.

- Post COVID19, the digital transition is even more necessary for:

  - Respond promptly to supply chain failures

  - Making flows more resilient

  - Operate safely in smart working

  - Make operations visible in real time

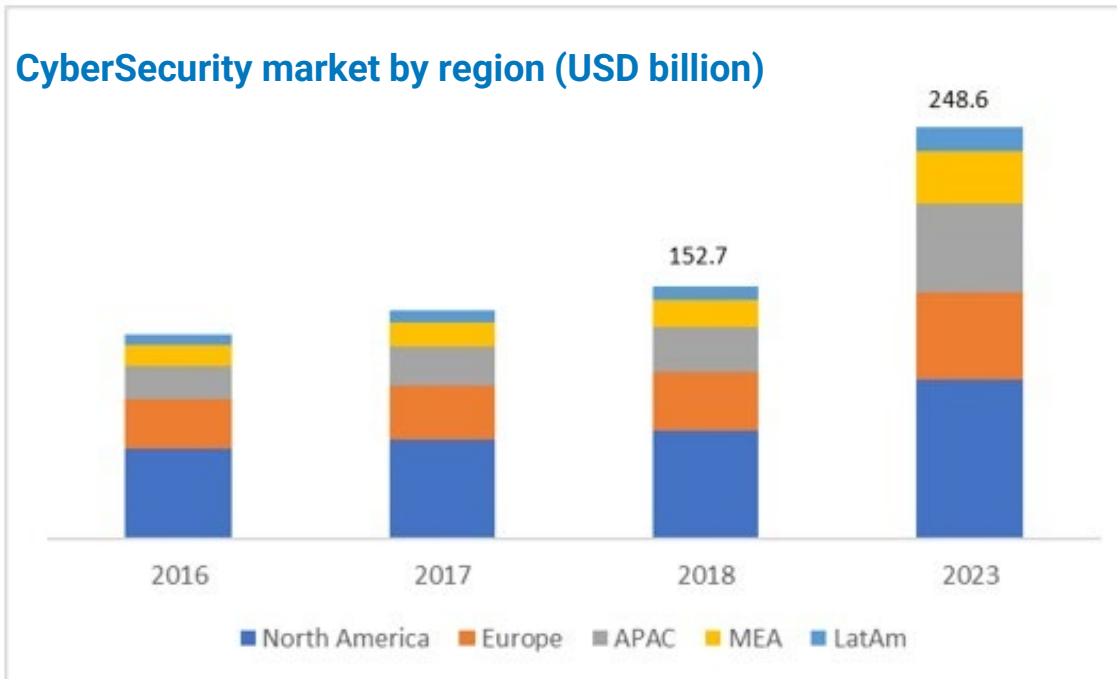**COMPONENTS AND SOLUTIONS FOR THE DIGITAL TRANSFORMATION**

- **Customers:** Companies that need **customized** industry 4.0 solutions with a high degree of innovation especially in terms of **hardware**.

Companies that need to protect their brands and data (anti-counterfeiting, cyber security monitoring, AI based systems for real-time attack detection).

Companies that need to make operations visible in real time (sensor systems for hostile environments, digital retrofit of existing plants, wearable devices)

Companies that need to increase the actual level of cyber-security of their networks and to improve the IT security awareness in their organization.

CyberSecurity market by region (USD billion)

- **Italian market IIOT ~ 1.8 BEUR** (2019 Polimi I4.0 Observatory)

- **Italian market CYS ~ 1.3 BEUR** (2019 ISP Polimi Observatory)

- **The offer on the market is extremely fragmented (few big players, many SMEs)**

- The main fact is that the markets are growing (estimates):

CAGR IIOT + 7.5% over the next 5 years
CAGR CYS + 10.2% in the next 5 years

Market segments of interest:

1. **Small and medium-sized enterprises (manufacturing) for Digital retrofit, data protection and systems.** The specificity of the pre-existing system does not make them suitable customers for large system integrators. They need customized solutions but cannot offer orders large enough to attract large technology providers.

1. **Medium-large companies undergoing a deep digital transformation of processes**, with the need for customization and security of sensor systems and data analysis in real time. Access preferably in partnership with a medium / large systems integrator.

1. **Large technology suppliers and / or system integrators**, able to integrate Quantavis hardware / software technologies into their offer and offer them to a large number of international customers.

- Quantavis' objective is the development and marketing of hardware / software solutions, which require the structure of a company separate from the University.

- It does not require university spaces and equipment. New operational headquarters at Gate Center incubator (former Old Macelli area)

- Strong synergy with universities: example: UNIPI participates and is funded in the 4 research projects in which Quantavis participates (research group of 10 people separate from Quantavis).

- Already in the past, in the previous period of activity (before restart 2019), Quantavis has financed research grants, scholarships, UNIPI bilateral collaborations. We expect increases in the near future