

Experiences and Areas of Expertise



www.enco-consulting.it

Naples – Brussels – Rio de Janeiro

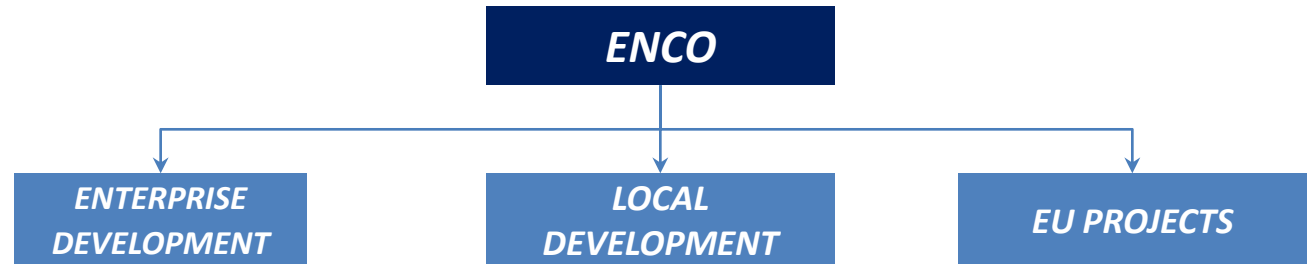
Who we are

Description

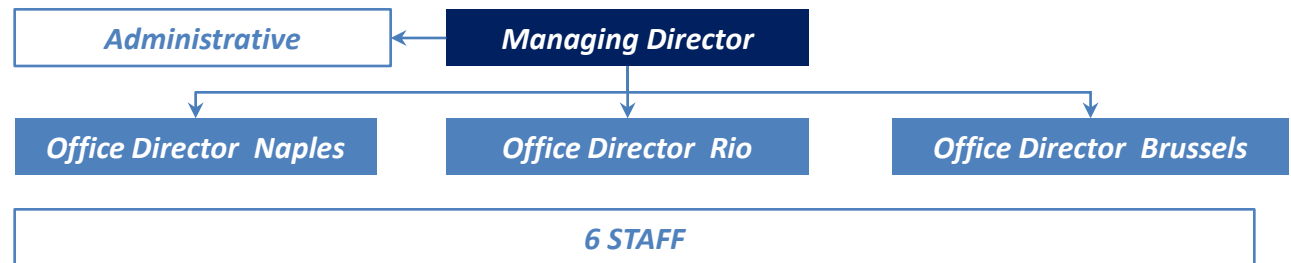
ENCO Srl – Engineering & Consulting, based in Naples, operates since 1987 in the areas of consulting on research & innovation and technical assistance to businesses. It has recently opened 2 new offices in Brussels and Rio de Janeiro.

ENCO Srl is specialized in funding opportunities and instruments for technological innovation, technology transfer, local development, territorial animation and awareness, research, creation of new businesses and training activities.

Area of Interest



Description



Our offices

BRUSSELS OFFICE

B1040 BRUSSELS – 46 Rue des Francs,
Etterbeek



RIO de JANEIRO OFFICE

20031-143 RIO DE JANEIRO
Rua México 168 - 4 andar centro

NAPLES OFFICE (HQ)

80122 NAPOLI -
Via Michelangelo Schipa 115

European Project – Our EXPERIENCES

The European projects department is specialized in EU projects, focusing mainly on the following funding programmes:

- FP7 (KBBE, ICT, ENV, ENERGY, R4SME, OCEAN...)
- Competitiveness and Innovation Framework Programme (CIP)
- CIP Intelligent Energy Europe
- CIP Eco-Innovation
- EuroTransBio
- Lifelong Learning
- EuropeAid



Areas of expertise (EU projects department)

Project preparation

- Monitoring funding opportunities (call for proposals and call for tenders)
- Defining project ideas and eligibility criteria
- Defining and building project partnerships
- Tasks division
- Project designing and drafting
- Budget definition
- Documents preparation
- Project submission

Project management

- Management activities ensuring the projects' smooth and efficient administrative progress in order to optimize the achievement of the desired objectives within the time schedule and allocated resources
- Ensuring financial management of the project and reporting to the European Commission
- Market research
- Dissemination and communication activities

EU Liaison networking

- EU Liaison for creating strong relationship with EU institutions, namely the European Parliament and Commission
- Development of long-lasting partnerships for private companies and organizations (Chambers of Commerce, Industrial Associations, public bodies, NGOs) with international partners

Competences and skills

Market research

ENCO has sound experience in market analysis and research, especially in European funded projects. ENCO has managed and is currently responsible for the market research of several innovation projects: ENBED, BIOALGAL, ZEWIPRO, ALGATEC II for a total amount of 1 million euro

The market research has been run on a global European scale or firstly focused on specific European target markets. In both cases, the research has been oriented at the deployment of pan European solutions.

The market research for innovative products, technical solutions and systems has been focused on market trend, market profitability as well as distribution channels. It consists of defining the competitive context's influence on the direction of supply chain development and evolution. It exploits the useful data, the pass from the enterprises makeover and renovation to the final selling points.

Competences and skills

Market research

Analysis of products trends linked to the use/consumption flows, in qualitative and quantitative terms. Definition of the per capita use/consumption of the products and of consumers' behavior trends and preferences.

Supply chain analysis. Definition of the concentration rating of different stages of the supply chain, of the products turnover and profitability rating, in order to shape the different ways of logistic chain functioning. The analysis is extended to EU enterprises/external distributors and vice versa for the EU distributors/external enterprises.

Logistic model of reference in order to verify the logic governing the logistic chain between the investigated bodies.

Dissemination and Management

ENCO has specific skills and competences in the field of development and management of communication and dissemination strategies in EU projects. It is currently responsible for dissemination and communication activities of the EU-funded projects FOODIE, ENBED, BIOALGAL, ZEWIPRO, RTD2FARM and ALGATEC II. The main responsibilities include:

- Developing action plans for dissemination and communication activities
- Identifying targets, tools and actions to be implemented
- Identifying stakeholders and target groups
- Defining and implementing specific activities focused on identified target groups
- Identifying and selecting events, workshops and meetings
- Organizing information and dissemination events, workshops and meetings
- Producing publications, newsletters, brochures, leaflets, promotional and marketing materials
- Organizing publications of project results/achievements at scientific level
- Organizing communication and dissemination campaigns through the media
- Setting up and managing project website
- Networking

Main EU – funded projects

FOODIE -Farm-Oriented Open Data in Europe

FOODIE project aims at building an open and interoperable agricultural specialized platform hub on the cloud for the management of spatial and non-spatial data relevant for farming production; for discovery of spatial and non-spatial agriculture related data from heterogeneous sources; integration of existing and valuable European open datasets related to agriculture; data publication and data linking of external agriculture data sources contributed by different public and private stakeholders allowing to provide specific and high-value applications and services for the support in the planning and decision-making processes of different stakeholders groups related to the agricultural and environmental domains.

Consortium:

ATOS SPAIN SA (Spain): Project Coordinator

SERESCO, S. A. (Spain)

WIRELESSINFO (Czech Republic)

FUNDACION CTIC CENTRO TECNOLOGICO PARA EL DESARROLLO EN ASTURIAS (Spain)

INSTYTUT CHEMII BIOORGANICZNEJ PAN (Poland)

ULUSAL CAD ve GIS Çözümleri Bilg. Eğt. Tic. A.Ş. (Turkey)

BODEGAS TERRAS GAUDA, S.A. (Spain)

MJM Litovel a.s. (Czech Republic)

PROGIS SOFTWARE GMBH (Austria)

TEHNOLOGIJU ATTISTIBAS FORUMS (Latvia)

ENCO Engineering & Consulting srl (Italy)

Consorzio dei Comuni del Bacino Imbrifero Montano del Piave appartenenti alla Provincia (Italy)

Kutahya Provincial Administration (Turkey)



Main EU – funded projects



ENBED - Environmental benefits through the decrease of food products loss and waste

Funded under the CIP Eco-Innovation Programme on the “Food & Drink” area, for the uptake of technologies for a longer shelf-life of dairy products. The objective of this project is to commercialize a solution for the monitoring and control of the cold chain channels for dairy products based on a solution that is already available and is successfully deployed in the post harvest (vegetables and fruits) market.

This will enable a dramatic reduction of waste that can be as large as 30%. Reducing this waste will save substantial amount of energy, water and other valuable resources while reducing pollution due to less traffic and less usage of energy.

Consortium:

CartaSense Ltd (Israel) as Project Coordinator

CO.DA.P Cola Dairy Products SpA (Italy)

CAISIAL – Centre of Food Innovation and Development in the Food Industry (IT)

Iniciativas Innovadoras S.A.L. (Spain)

ENCO Engineering & Consulting (IT)

www.ecoenbed.com

www.enco-consulting.it

Main EU – funded projects

RTD2FARM – Enhancing collaboration in research for livestock

The project aims at increasing the RTD results by livestock farmers.

The project analyses methods for knowledge and technology transfer, define Best Practice, and spread these. RTD2Farm has concentrated on pig farms, as they are the main animal for meat production in the EU. The process to optimize Knowledge and Technology Transfer should be transferable to other species, as the main Technologies are similar: Feed, Genetics/Breeding and Farm Management.

Consortium:

Vetenary University of Vienna (Austria) as Project Coordinator;

Centro Ricerche Produzioni Animali (Italy);

Belgian Nutrition Sciences (Belgium);

Lebensmittel Versuchsanstalt (AUT);

ENCO Engineering & Consulting (IT);

RattleRow Seghers (BE);

Association of Pig Farmers (AUT);

Italian farm (IT);

Belgian farm (BE)

www.rtd2farm.eu



Main EU – funded projects

BIOALGAL - Biological compounds obtained by microalgal innovative extraction processes

The project develops a new generation of microalgal extracts addressed to health conscious consumers. The extracts will be of high purity produced with high-yield photobioreactors and will allow the European producers to gain a competitiveness advantage.

Consortium:

Tecnoalimenti (Italy) as Project Coordinator

Exenia srl (Italy)

Leitat Technological Center (Spain)

Mesosystem (Spain)

ENCO Engineering & Consulting (Italy)



Main EU – funded projects



ZEWIPRO – Zero Emissions Wine Production

The project aims at introducing an innovative technology on the wine production's market. This new technology is intended to massively reduce the emissions of carbon dioxide releases during the fermentation process, thus making the carbon dioxide suitable to other applications. The main application of the purified gas, which has a high commercial value, involves the breeding of algae.

Algae are also able to purify the cellar's wastewaters and/or those of neighboring companies, due to the fact that they use the nutritive substances found in these waters for their own development and nourishment. This solution allows considerable savings in relation to the depuration costs.

Consortium:

ENCO Engineering & Consulting as Project Coordinator

ASTERIA (IT)

ALgaeLink (Netherlands)

FAZI BATTAGLIA (IT)

Solar Viejo (ES)

Mont Redon (FR)

Main EU – funded projects

ALGATEC II – Optimization of the biotechnological recycling solution for olive washing water

Funded under FP7-SME-2013 (R4SME). ALGATEC II is based on the successful results of the project ALGATEC – Biotechnological recycle washing water of olive mills by microalgae, which started in 2009 and ended in 2011.

Main objective of ALGATEC II: to verify and improve the purification of the olive washing wastewater (WW) system for small-medium oil mills developed within ALGATEC – the first project – aiming at making the system



Consortium:

BIOAZUL (ES) as Project Coordinator

ISITEC (Germany)

BIOTMICROGEN SL (ES)

ENCO Engineering & Consulting (IT)

Nuestra Señora de los Desamparados/DESAM (ES)



Main EU – funded projects

OPTISOLV – Development, optimization and scale-up of biological solvent production

At BIOFIN Lab will be studied and realized a process of separation and purification based on chromatographic techniques: included microfiltration and/or centrifugation, use of absorbent device directly into the broth of collection and/or micro-filtered/centrifuged broth. The BIOFIN Lab will study the scalability of each industrial DSP and will assess the economical aspect of each hypothesis. The activities will be managed to select the optimum operating conditions, included the extraction of the solvent. This pilot scale project will be use to design a process line production. Will be developed a guideline in collaboration with Italian partners. Activities include water management, water process for the solubilization of solid substrates and recycling solutions.

Consortium:

ARGUS (Germany) as Project Coordinator
Beuth Univ. of Appl. Sciences Berlin BHT (Germany)
Solaris Biotechnology (Italy)
ENCO Engineering & Consulting (Italy)
UNINA (Italy)



Training in European Founding

ENCO provides training courses in European project management. The courses consist of the following topics:

- *European Programmes: Horizon2020, COSME, FP7 Research and innovation*
- *Calls for proposals: How to find and choose*
- *Matchmaking between project ideas and calls for proposals*
- *Definition of consortium*
- *Writing of the proposal*
- *Definition of budget*
- *Submission of the proposal: technical and administrative support*
- *Negotiation phase with the EC*
- *Grand agreement issues*
- *Project management*
- *Economical and technical issues*

Some of our clients:

- *Regione Campania*
- *Regione Veneto*
- *Veneto University*
- *ESSENIA*
- *Tecnoalimenti*
- *University of Naples*

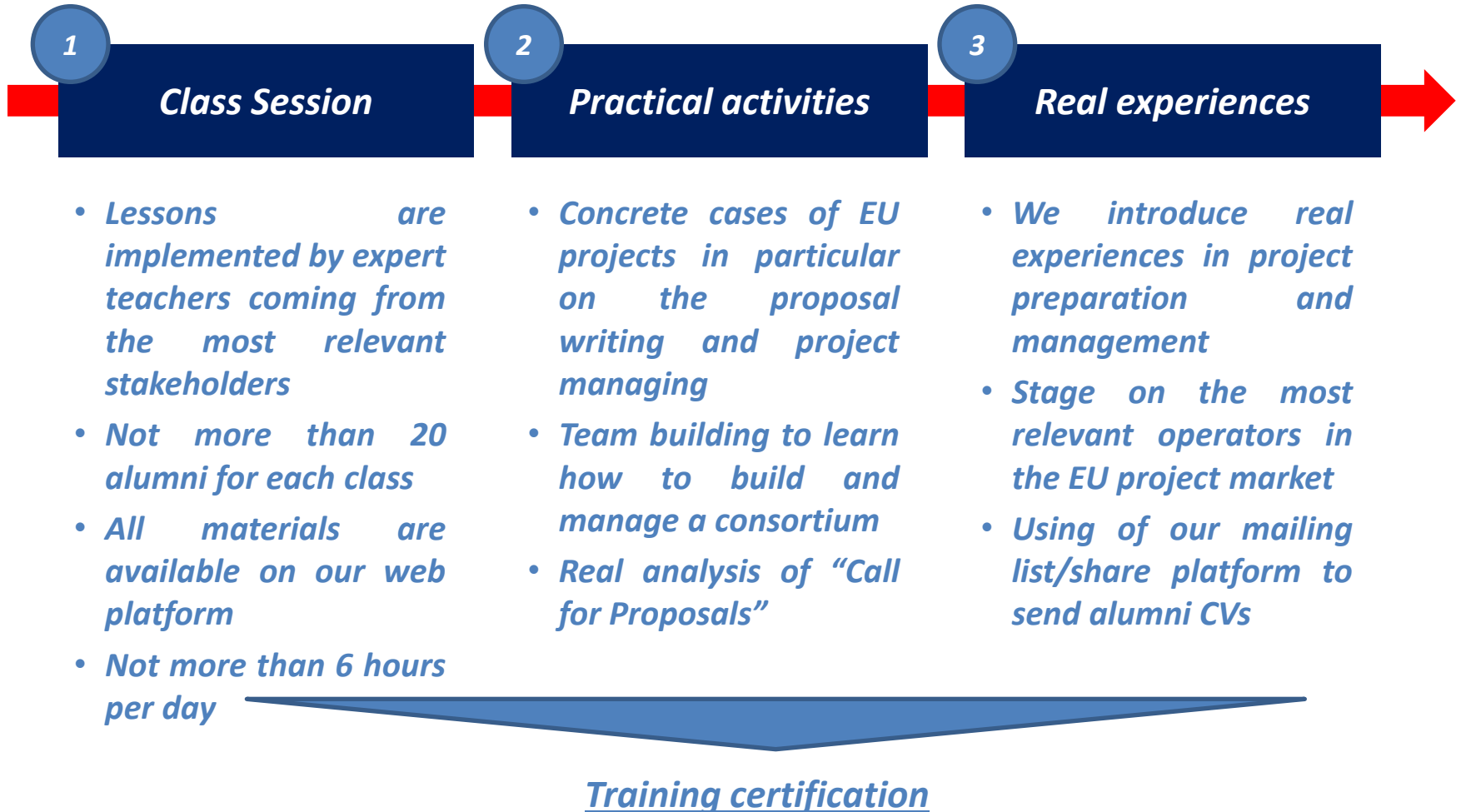


REGIONE VENETO



Our training methodology

Our approach to the training session finding the best mix between class session – practical activities – real experiences:



Contact us



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