

ERREQUADRO

Research over Research

KNOWLEDGE AUGMENTATION

Erre Quadro

Founded in 2008 as a spinoff of the University of Pisa

KPIs 2021:

Turnover: 1,2. million EUR (CAGR 2017-2021: +35%)

EBITDA: 18%

20+ collaborators

Innovation Ecosystem:

Partner in several European innovation projects

Multi-disciplinary Scientific Board

Strong relationship with the regional research ecosystem

Partner of the *Tuscany X.0 European Digital Innovation Hub*

Awards:

2022: Selected by *UniCredit StartLab* – Digital Sector

2022: Selected by the *Open Italy* competition



Our mission

Building AI-based tools that think like a technical expert



Platforms and services for
knowledge capture and
enhancement

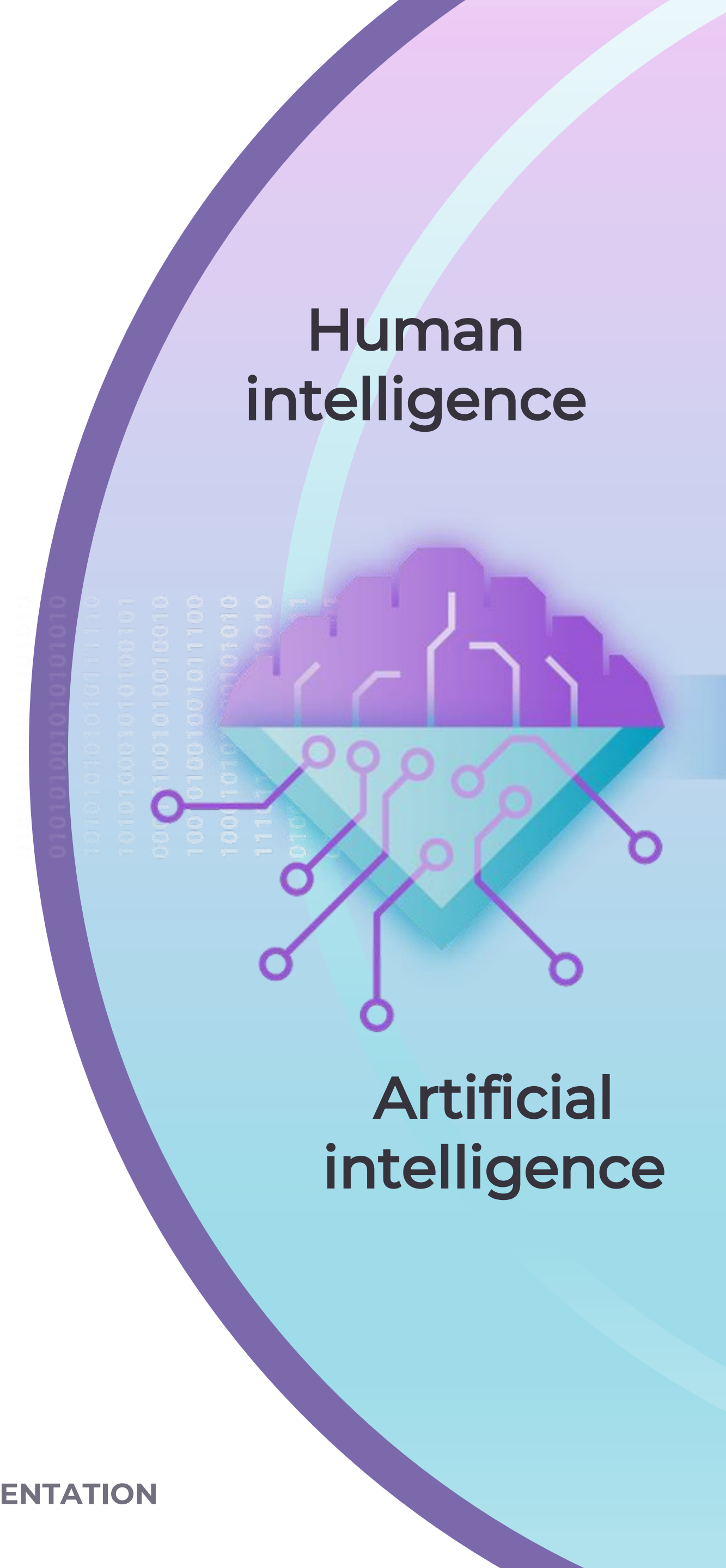


Erre Quadro AI Solutions can be
applied to any type of technical
document

What we do

We craft **customizable solutions** to help clients find and interpret all relevant data and receive **actionable insights** for their businesses

We combine engineering-based approach to technology with machine learning to deliver **solutions that think like an expert in any industry**



Our key deliverables

- ✓ **High reliability**
Our solutions guarantee exceptional precision and completeness standards in the **retrieval and interpretation of unique information** from complex, stratified, or unstandardized datasets
- ✓ **High flexibility**
Our solutions can apply to **any technical document** in both **large and niche industrial contexts**
- ✓ **Short implementation time**
Our algorithms do not require training or "tagging" by the client, yet they ensure **rapid system implementation** while preserving accuracy standards

Our business areas

IP Intelligence

Improving **innovation processes** and increasing the value of technologies

Document Intelligence

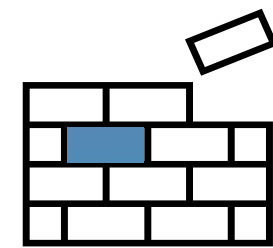
Improving **business processes** by automating the retrieval and interpretation of information from large or unstandardized datasets

Skills Intelligence and I4.0 Digital Roadmapping

Supporting **business transitions** with efficient and systematic AI-based analyses of technologies and skills-development pathways

Fields of application

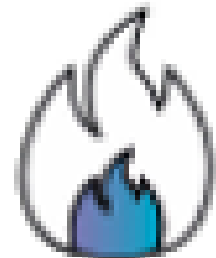
Manufacturing



Construction



Energy



Oil & Gas



Packaging



Automotive

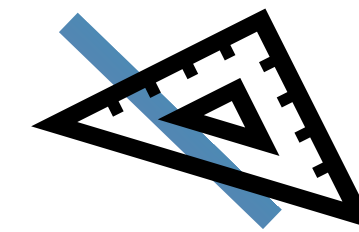


Biomedical

Services



Insurance

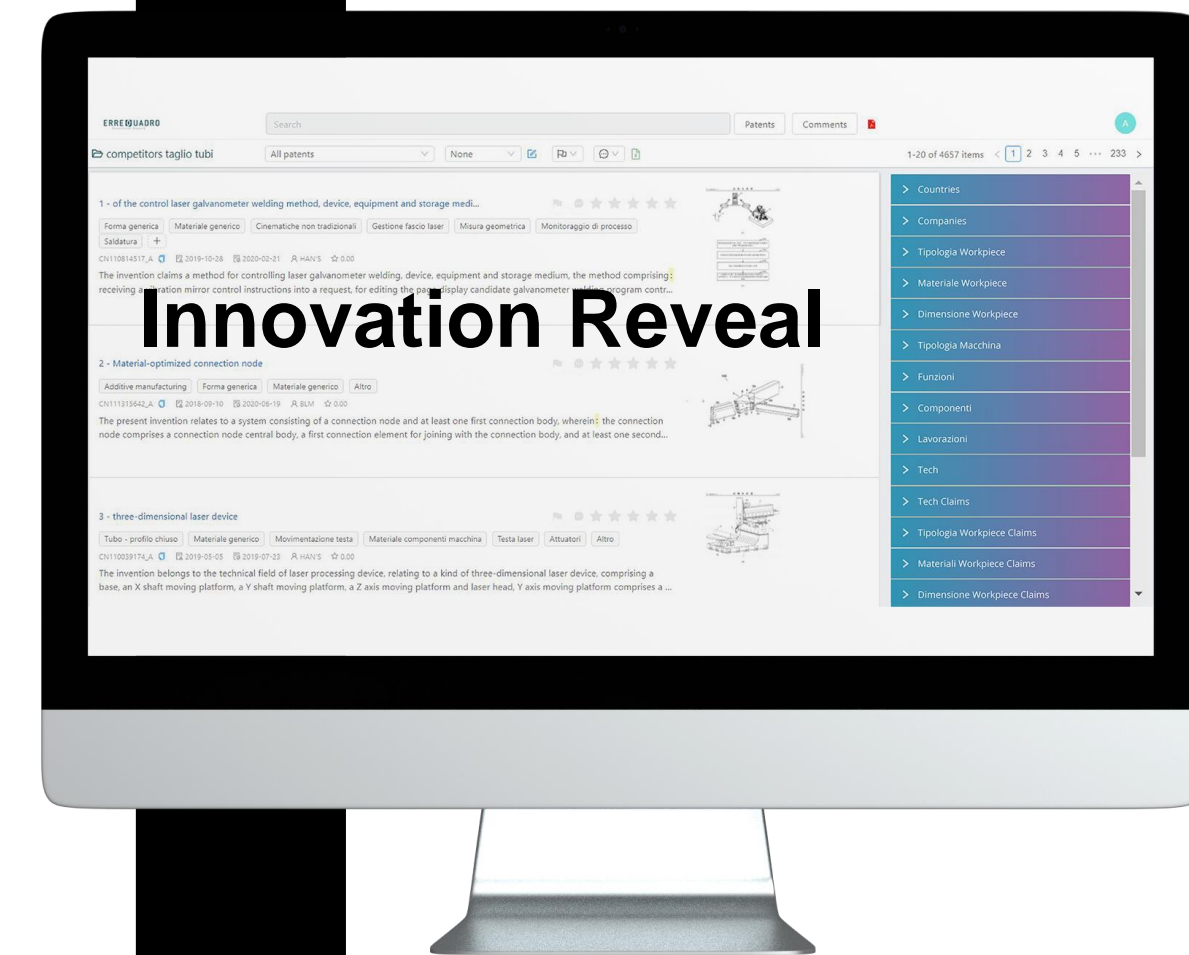


Engineering

IP Intelligence

Innovation Reveal

Modular software designed for
patent data analysis



IP Intelligence

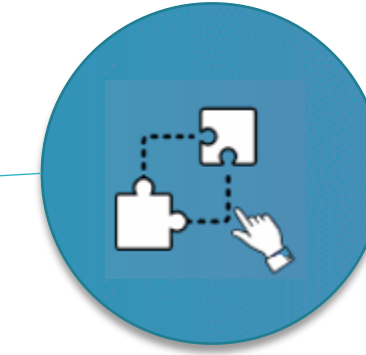
Independent modules that are easy to use for non-specialists

Data Category



Classifies and searches useful information

ProblemToSolution



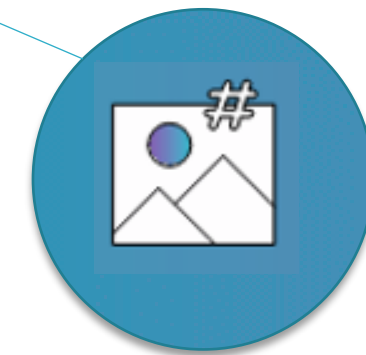
Detects document content quickly and easily

Data Ranking



Finds the most relevant documents

TagMyPic



Quickly views and interprets technical images



IP Intelligence

Innovation Reveal provides:

IP Assessment Analysis

Priority search

Freedom-to-Operate

Validity/Invalidity

Strategic Technology Intelligence Analysis

Scouting of new clients and partners

New market identification and assessment

Monitoring of competitors

Solutions for technology improvement

How to access **Innovation Reveal**:

Licensing or Analysis as a Service (AaaS)

Use Case

Improving efficiency in IP assessment

BLM Group adopted **Innovation Reveal** in early 2022

Sector: Machinery for tube processing

Size: 397 million EUR in turnover (2021)

Users: **IP & Technical departments**

Client objectives: Increasing **efficiency of the internal assessment** of innovative technical solutions and improving communication between their IP and Technical departments

Measurable outcome: expected **+200%/year** in patent application in years 1-3



Document Intelligence

KYD (Know Your Data)

Modular software designed for analyzing
any kind of technical data



Document Intelligence

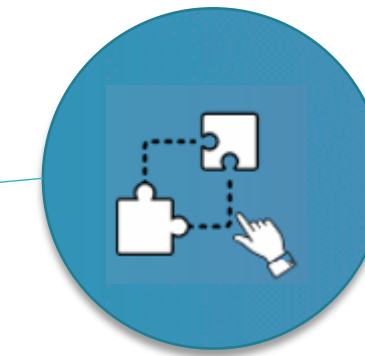
Independent modules that can be easily integrated into clients' existing REST-API applications

Topic Extractor



Analyzes documents and extracts content topics

Matchmaking



Matches similar documents in large datasets

Information Retrieval



Finds the most relevant documents

Classification



Categorizes documents according to clients' needs



KYD Use Cases - by data type

Technical Specifications & Tenders

KYD implementation improves the efficiency and overall efficacy of **Engineer-to-Produce processes**

Medical & Legal Appraisals

KYD implementation improves the efficiency of **information retrieval** from large or unstandardized medical/legal appraisal datasets to **automate contract drafting**

Use Case

Improving efficiency in bid management

The client adopted a customized **KYD platform** in 2021

Users: **bid management & technical departments**

Client objectives: Improving **efficiency in their bid management process** by reducing the cost of analyzing complex technical specifications and lowering the risk of evaluation errors

Measurable outcome:

20% reduction in evaluation errors

Up to 94% reduction in time required to examine documentation



Skills Intelligence & I4.0 Digital Roadmapping

Algorithmic engines supporting clients' **key asset transformations**



14.0 Digital Roadmapping



14.0 Assessment

Algorithm for assessing the digital maturity of client assets

Digital Roadmapping

Semi-automatic design of optimal investment paths

Skills Intelligence

Tech2Skills

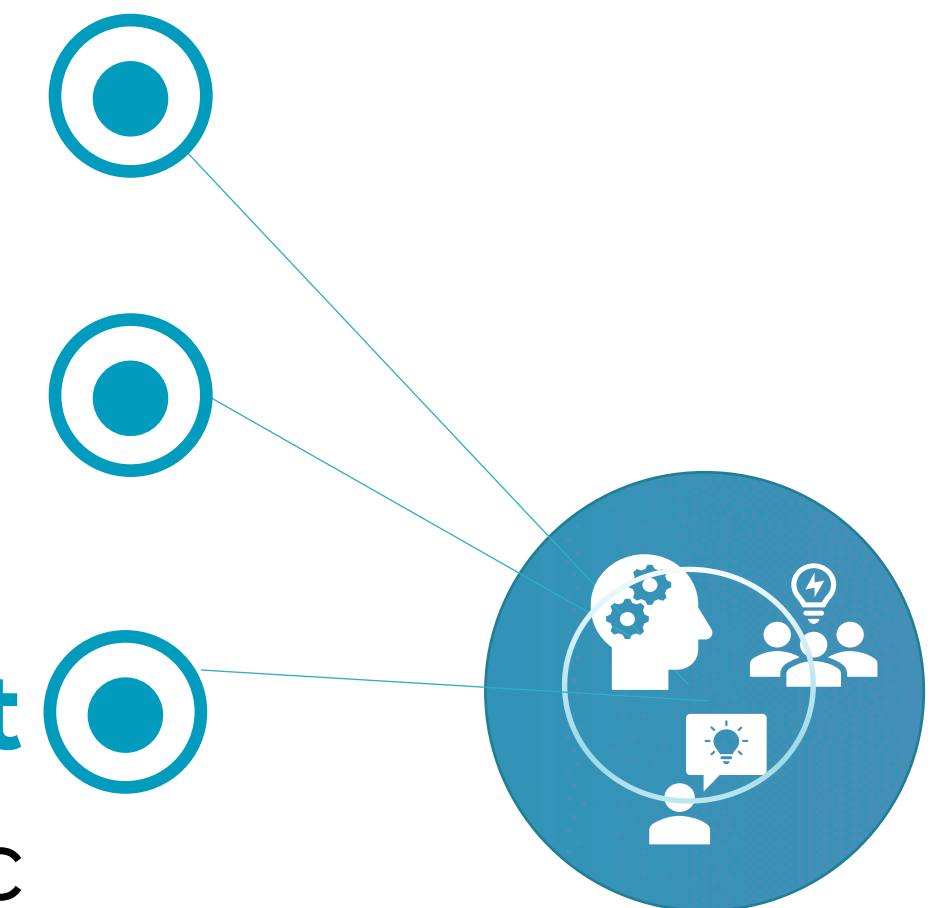
Data-driven analysis of skills needs related to new technologies

Skills Gap Analysis

Automatic identification of new skills needs generated
by investments in new technologies

HR Kit

Advanced and customized solutions using the Erre Quadro algorithmic engine to make key processes more effective and efficient



Use Case

Improvement of technologies and filling of skills

The client performed a **Digital and Skills assessment** with Erre Quadro solutions in 2021

Users: **Production line managers, HR department**

Client objectives: To plan investment in technologies and processes and fill gaps in employee skills within the context of **transitioning towards agile organization**

Measureable outcome:

Roadmap for technology investments

Specific upskilling path for selected company roles



Biomedical

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