

ERREQUADRO

Unlock the power of technical data

COMMERCIAL DECK



ERRE QUADRO AT A GLANCE

Deep tech company developing **proprietary AI** solutions for the analysis of **technical documents**.

Erre Quadro has developed two products:

iR Innovation Reveal®: software platform for the analysis and management of data external to the company

KYD Knowledge in Your Data®: software platform for analysis and management of companies' internal data

Erre Quadro is based in Pisa and has a strong relationship with the city's **research ecosystem**

Multi-disciplinary team & **20+ employees**

1 patent, 30+ scientific **papers**

Partner in several **European Innovation projects**



UNIVERSITÀ DI PISA

2023
Revenue
€1.6M

2023
Clients
55

2024F
Growth
+30%

Customers: tech enterprises like



Influencers IP:



BARZANO&ZANARDO

Tech and consulting partners:



2022: Selected in **UniCredit StartLab**, Digital sector



OUR VISION

We want to unlock the knowledge hidden in technical data and allow everyone to access and understand the strategic information contained in the worldwide databases

OUR MISSION

The most reliable, easy to use and accurate software to support tech enterprises in managing their IP strategy and technical documentation



THE VALUE PROPOSITION

There is a **huge value**, both **strategic** and **economic, hidden** in technical documents

Our proprietary software enables the retrieval of the correct information, with the **highest accuracy** and **without missing** relevant documents, across different types of data, either in worldwide databases, either in internal data warehouses.

The **benefits** for companies are manifold:

- position the innovation against the market,
- reduce risks,
- gain strategic insights on technological developments,
- draw inspiration for R&D,
- make document management processes more efficient
- valorize internal knowledge

THE PROBLEM

1 SLOW PROCESSES
WASTE OF TIME OF
SKILLED PERSONNEL

2 LOSS OF INFORMATION
RISK OF LEGAL, DESIGN
OR STRATEGY ERRORS

3 LACK OF COMPETENCIES
LEADS TO NOTHING BEING DONE

LACK OF CONTROL ON STRATEGIC ASSETS

THE SOLUTION

Platform for search and evaluation of technical data

External data
INNOVATION REVEAL

Modular software designed for external data analysis, to benchmark innovation (e.g. patent landscape for competitive intelligence)

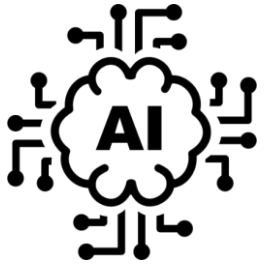
Customers' data
KNOWLEDGE in YOUR DATA (KYD)

Modular software designed to analyze any type of customer's internal technical data, to avoid reinventing the wheel every time (e.g. RFQ – Requirements)

Service

Set-up: customization
IP/Tech Reports
Onboarding

OUR TECHNOLOGICAL ADVANTAGE



Our **algorithms** are based on Engineering Design rules and on a series of **proprietary knowledge bases**, used to train the **AI** to search for the defining aspects of a given technology, how it works and for what purpose.

This approach allows us to **outperform competitors** as well as to introduce innovative functionalities to the market.



Search

1. Search for information useful to your business



Manage

2. Manage and share information in a smart way



Sort

3. Find the most relevant documents for your business



Analyze

4. View and interpret information quickly

MAIN BUSINESS BENEFITS



Higher efficiency in document management and interpretation - e.g. reducing time & costs for Freedom to Operate or RFQ analysis.



Increased protection from risks - e.g. find relevant patents or docs (lesson learned, past project) that others could not find.



Discovery of new business opportunities - e.g. find new qualified leads, or target for M&A



Strong offensive and defensive **strategy support** - e.g. discover in advance the moves of newcomers, incomers/clients

BUSINESS CASE – FREEDOM TO OPERATE

Product: Innovation Reveal

Client / Sector: Multinational corporation / Energy & Oil&Gas

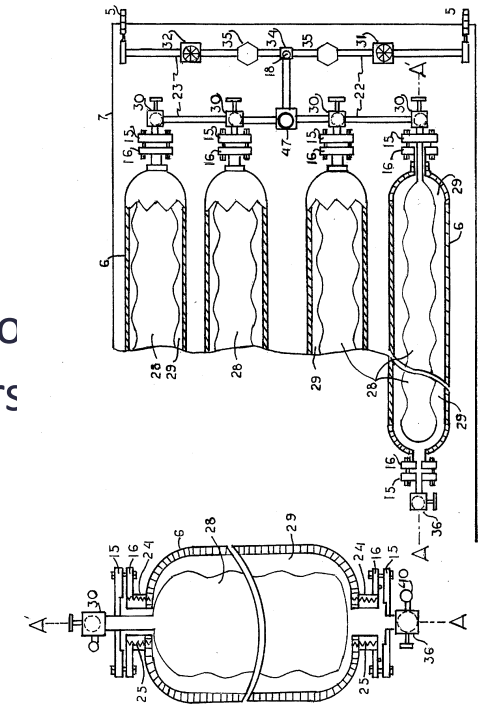
Problem: Reduce the time to produce Freedom to Operate documents and avoid overlooking relevant patents

Results:

- The relevant patents can be found within the first positions of the ranking, no need to read thousands of documents (e.g. 63 relevant patents within the first 300 positions instead of scattered along 6800)
- More extensive analysis (e.g. found 4 new patents missed using other tools)

Benefits:

- **Certainty of results**, and thus reduction of the risk
- **Reduction** of up to **90%** of the time required (from 4-6 months to 2 weeks)



BUSINESS CASE – RFQ ANALYSIS

Product: KYD

Client / Sector: Multinational corporation / Automotive

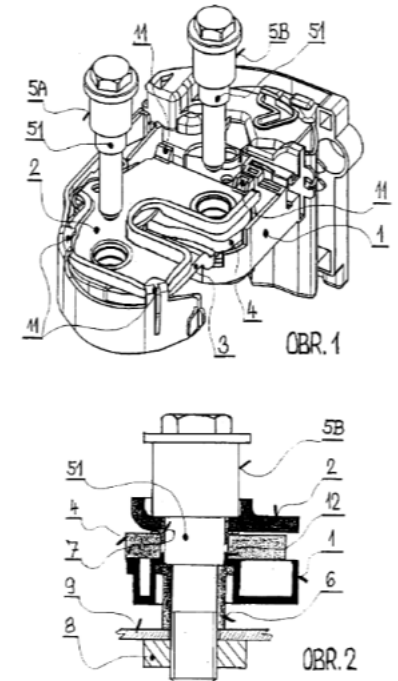
Problem: Reduce the time of RFQ analysis and reuse the internal knowledge

Results :

- Automatic extraction of technical requirements from a tender or a technical specification document; identification of their position in the original document
- Matchmaking, i.e. comparison of requirements with historical data to use systematically the company's know-how

Benefits:

- **Reduction** of **20%** of human mistakes
- **Reduction** up to **94%** of the time required for the analysis



BUSINESS CASE – LEAD GENERATION

Product: Innovation Reveal

Client / Sector: Large company (700+ Mn. revenues) / Automotive components

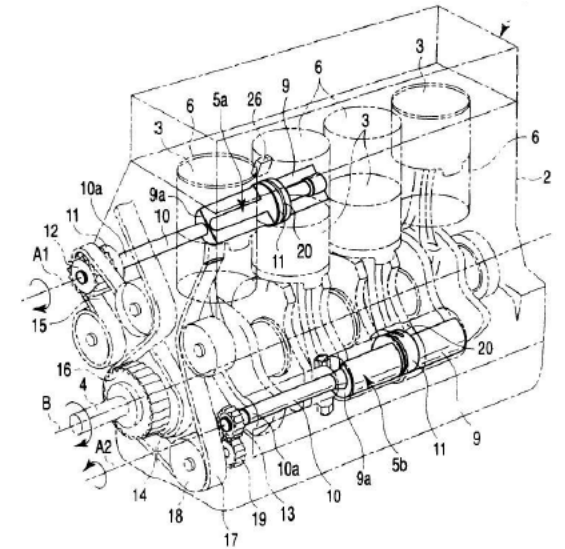
Problem: Identify new leads for the company's products

Results:

- Identification of the different industries presenting technical problems similar to the one that the customer's technology solve (solution for vibration damping in motors)
- List of **222** qualified leads worldwide

Benefits:

- **2 RDA** (Richieste Di Acquisto) in 6 months



CN1297762C - Balance shaft and engine

BUSINESS CASE – SEARCH FOR M&A TARGETS

Product: Innovation Reveal

Client / Sector: Large company (700+ Mn. revenues) / Automotive components

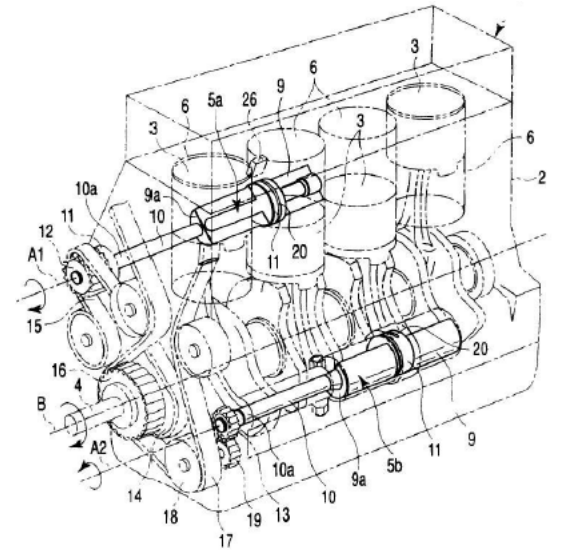
Problem: Identify qualified M&A targets in the industry of batteries for hydrogen-fueled transports

Results:

- Identification of a list of 6.000+ companies worldwide that owns technologies in the target industry (ranked by customers' requisites)
- List of ~100 qualified acquisition targets worldwide

Benefits:

- **Kick off of relationships with selected targets that our Customer had not «mapped» before as relevant ones (NDA)**



CN1297762C - Balance shaft and engine

BUSINESS CASE – COMPETITORS MONITORING

Product: Innovation Reveal

Client/Sector: Large company/Processing plants for tubes and sheet metal

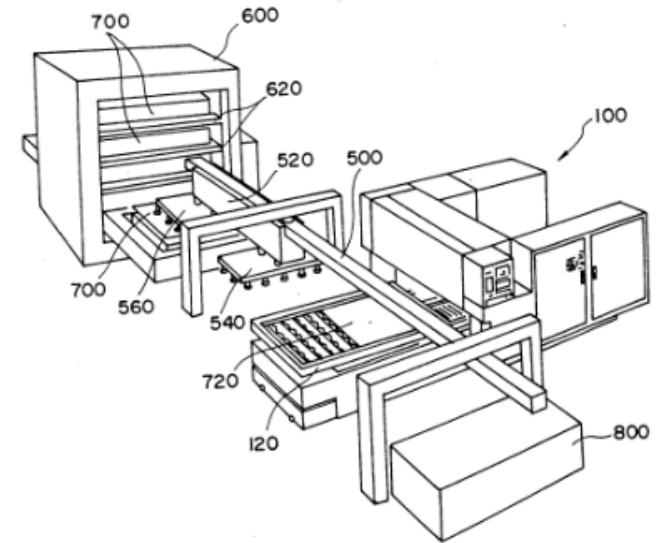
Problem: Structuring a monitoring process for the main competitors to verify innovative developments and potential production of components for laser cutting machines for tubes and sheet metal.

Results:

- 350% growth in monitoring activities for the 6 key competitors.

Benefits:

- **+200% per year** in patent document filings in the first three years after the introduction of Innovation Reveal.
- **Substantial reduction** in the risk of infringement.



BUSINESS MODEL



SERVICES

Set Up (€50K)
Reports (from €1.5K to €15k€)

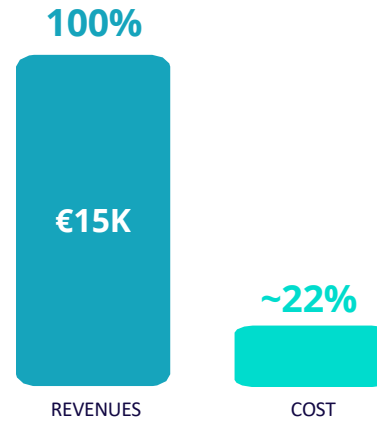


LICENSE

On Cloud / On Prem

Annual License and Maintenance (median €15K)

+ Training / Setting



LICENSE

On Cloud

SaaS and self-provisioning



TEAM AND ORGANIZATION

Management Team



GIACOMO TAZZINI
CEO (Board Member)



SILVIA GIANNANGELI, PhD, MBA
COO



RICCARDO APREDA, PhD
CPO (Board Member)



ANDREA CAPPALUNGA
CTO



GUALTIERO FANTONI, PhD
CIO (Board Member)



SIMONA PIRA
IP MANAGER



DONATA GABELLONI, PhD
R&D MANAGER



GIOVANNI DE SANTIS
SALES MANAGER

+16 EMPLOYEES

Advisory Board



DOMENICOGOLZIO
PATENT INFORMATION EXPERT
– EX CTO EPO



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Contacts

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