

# PoC by Trentino 2026

*Test Your Idea*

25 March 2026



UNIVERSITÀ  
DI TRENTO



# From research to impact

## How could your research create impact beyond academia?

This programme gives you resources, time and expertise to find out **if and how they can generate real impact.**



Industrial  
collaboration



IP licensing



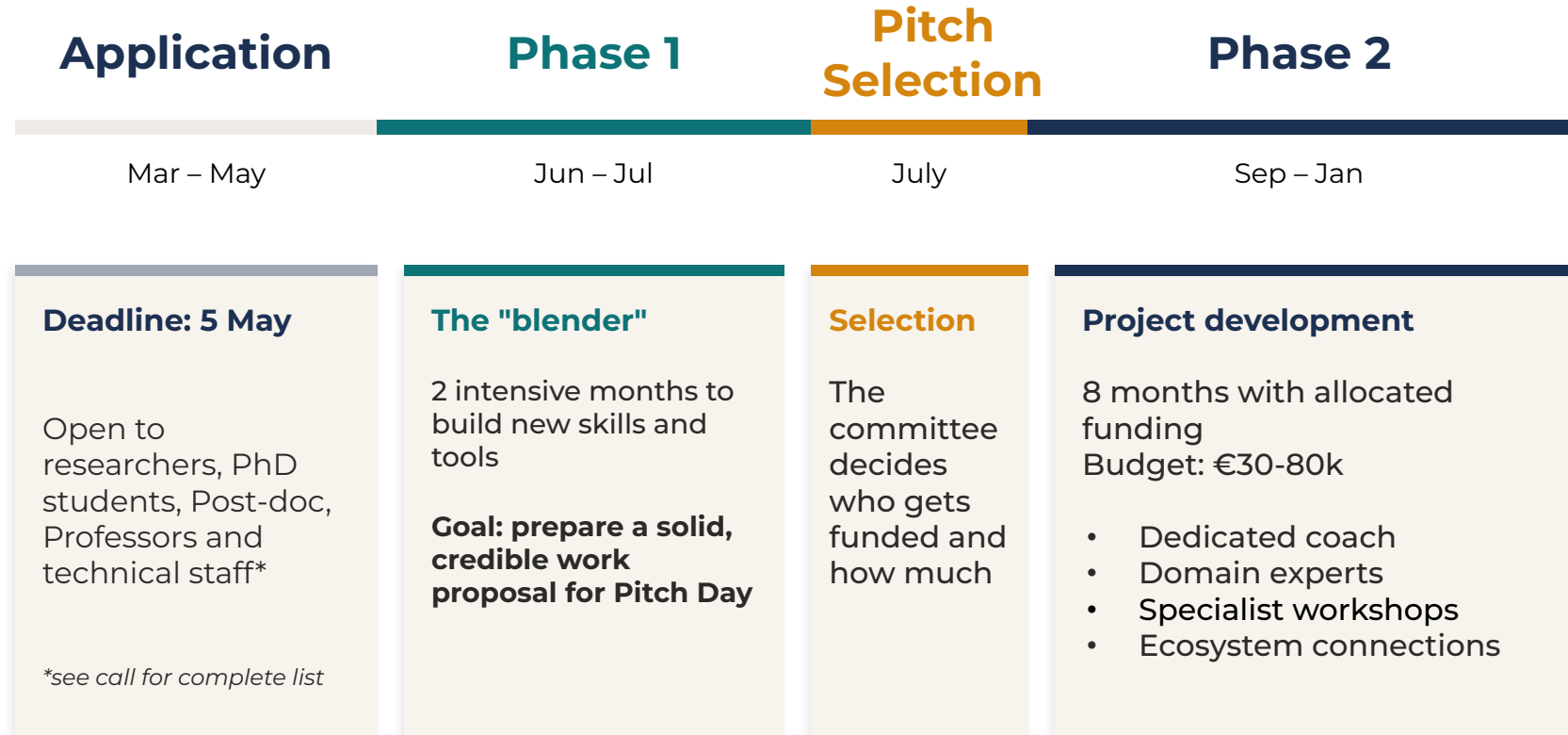
Startup / spin-off  
creation



Entry into the  
innovation ecosystem

***Impact*** starts with  
research like yours

# The programme: overview



# Phase 1 - “The Blender”: building the foundations

5 weekly workshops + individual coaching



## Beyond TRL: mapping your innovation readiness

10 Jun

Discover the six dimensions that determine whether **your** research becomes **innovation** - not just technology



## Who needs this, and why now?

17 Jun

Explore who faces the **problem** your research addresses, and what makes it worth solving today



## From hypothesis to evidence

24 Jun

Learn how to test **market assumptions** with the same rigour you apply to your research



## Where does your solution fit?

1 Jul

Understand the **competitive landscape** and find where your solution creates the most value



## Building the right team - and telling your story

8 Jul

Identify the skills you need, fill the gaps, and **communicate** your project compellingly

**A journey to see your research  
through different eyes.**

*New perspectives, same scientific rigour.*

# Phase 2: developing the project

8 months · July – March · allocated funding



## Dedicated coach

- Your single point of contact and sparring partner throughout the programme
- Coaching team from HIT, FBK and UniTrento
- Support on priorities, action plans and real progress



## Specialist workshops

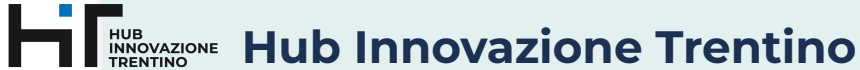
- IP management and strategy
- Industrial and market validation
- Business model and licensing
- Funding strategies
- Planning the project's future



## Tailored experts

- Dedicated budget for domain experts
- Every team has different needs: the expert is chosen based on your project's specific requirements

# Who we are and how we work with you



## You are the research professionals.

We bring a different perspective and complementary skills on topics you may not deal with every day:

- Market validation
- IP strategy and licensing
- Business models
- Connections to the industrial and financial ecosystem

## A proven methodology

We work with a proven international methodology, adopted by thousands of organisations worldwide.

**It measures the maturity of an innovation project across 6 dimensions:**

Customer · Technology · Business  
Team · IP · Funding



### KTH Innovation Readiness level



### Innovation tool

- Creative commons license
- 3400+ orgs worldwide
- Used by incubators, industry, funding agencies, universities (Imperial College, DTU, Aalto etc)

# PoC Team - FBK, UNITN, HIT



**MATTEO  
CEVESE**



New Ventures  
Manager

**Coordinatore  
Progetto**



**LUCA  
MION**



Head of Tech  
Transfer and New

**Coordinamento HIT**



**DANILO  
ROPELE**



Technology Transfer  
Manager

**Coordinamento FBK**



**GIUSEPPE  
CAPUTO**



Ufficio Valorizzazione  
Ricerca UNITN

**Coordinamento  
UNITN**



**GLORIA  
CANNONE**



New Ventures  
Officer



**VERONICA  
BARCHETTI**



New Ventures  
Manager



**SIMONE  
DELAITI**



New Ventures Officer



**DAVID  
TACCONI**



School of Innovation  
UNITN



**FRANCESCO  
GUZZONATO**



School of Innovation  
UNITN

# How to apply

## Deadline

5 May 2026, 23:00

## Budget

€30,000 to €80,000 per project

## Who can apply

Researchers, PhD students, technical staff (FBK and UniTrento)

## Templates & info

[howto.fbk.eu](https://howto.fbk.eu) · [unitn.it/terza-missione](https://unitn.it/terza-missione)

# Team composition

The program is open to teams composed by:

- + **Researchers**
- + **Professors**
- + **Technologist and technical staff**
- + **Research contractors**
- + **Phd students**

Each team must have a **Project Leader**, whom will submit the project proposal, manage milestones and funding (Phd students are not allowed to be designated Project Leader)

Teams composed by FBK and Unitn personnel are considered **joint teams** and will receive a bonus during the selection

Teams might comprehend **external members** (outside FBK and Unitrento) for the support program. External members won't have an active role in the research phases



# Project plan & expenses



Total budget for each project:  
**30.000€ - 80.000€**

Funding in **3 milestones**:  
**40%** start of the project  
**30%** month 3  
**30%** month 6



**Admissible expenses:**

- + Materials, consumables, machinery & equipment
- + Services & consultancies
- + Personnel\*
- + Mobility

# Evaluation Criteria

## Valorization Project

### Quality and maturity of the solution (21 points)

- o State of the art and competitive advantage
- o Maturity level of the proposed solution
- o Protectability (IP)

### Impact and Market (21 points)

- o Clarity of the issue and identification of beneficiaries
- o Knowledge of the application context (market, stakeholders)
- o Coherence with S3

### Quality and Consistency of the Activity Plan (18 points)

- o Technical feasibility and development roadmap
- o Consistency of the activities plan
- o Budget appropriateness

**+5 points to FBK–UniTrento joint projects.**

## Pitch day

### Team, skills and engagement (10 points)

- o Technical skills and team complementarity
- o Team commitment and motivation
- o Past experience in technology transfer activities

### Quality and Consistency of the Activity Plan (10 points)

- o Technology Development Roadmap
- o Clarity and consistency of the valorization plan
- o Consistent activities plan and budget adequacy

### Quality and clarity of the presentation (10 points)

- o Slide quality
- o Clarity and consistency of the oral presentation
- o Ability to answer probing questions

### Evolution in the Understanding of Technology–Market Fit (10 points)

- o Value Proposition
- o Competitor benchmark
- o TAM, SAM

**+5 points to team that include a consistent start-up/spin-off development plan**

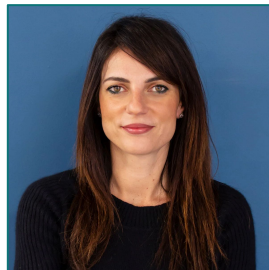
# Evaluation Committee



**Maurizio Gianordoli**  
Vice President FBK  
Founder & CEO - Social IT Srl



**Alessandro Rossi**  
Professor Unitrento  
Head of School of Innovation



**Claudia Pingue**  
Head of Tech Transfer Fund  
- CDP Venture Capital



**Alice Giudicatti**  
Head of Strategy -  
Tech Europe Foundation



**Andrea Silli**  
Director Startup Area –  
Trentino Sviluppo

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***For the selection of funding proposed by supporting partners, the committee will be supported by their representative.***

# Funding Promoted by the Supporting Partners

Supporting partner	Themes of interest
<b>Cooperazione Trentina</b>	Technology solutions supporting autonomous living and self-sufficiency as a response to challenges arising from population aging
<b>Cooperazione Trentina</b>	Technology solutions supporting Large-Scale Retail Trade (GDO), with particular focus on the sustainability challenges arising from the widespread distribution of retail outlets across mountain territories
<b>Camera di Commercio di Trento</b>	Local impact-technologies, with a focus on cleantech solutions
<b>Camera di Commercio di Trento</b>	Local impact-technologies, with a focus on supply chain solutions (AI, IoT, blockchain)
<b>Fondazione Caritro</b>	Social and environmental sustainability technologies, proposed by young researchers (under 35)
<b>Dolomiti Energia</b>	Innovative technologies for renewable energy production (wind, solar, hydroelectric), storage and balancing of energy systems