

Engineering consulting and R&I services

Stam at a glance



STAM is a fast-growing **engineering company** that support its clients in addressing new businesses and technology challenges leveraging on a **multidisciplinary expertise** and hands-on experience across four main industrial domains.





Factsheet

Years in business	Stam was established in Genoa in 1997
500 Projects Delivered	Stam succesfully delivered over 500 projects for business and public bodies
Engineers and Techicians	Main fields of specialization: mechanical, civil, robotics, energy, chemical engineering, ICT
Average employees' age	Young, ambitious and motivated team
4 M€ Turnover	Steady growth since foundation
4 Patents families	Stam's ability to innovate is reflected by the value generated through the company's IP
4 Operating Offices	The company has headquarters in Genoa and offices in Cagliari, Rome and Bari (Italy)

Boosting open innovation through engineering and R&I services



Automation and Modelling and Digital **Mechatronics** simulations solutions **R&I** services **Engineering Consulting Open innovation catalyst** Our ecosystem of clients and partners **Multinational** Banks/ Industrial companies investors/ **Associations Funding bodies SMEs** Public/Private Constituencies, e.g. EU or **Public** Start-ups/ **Authorities/Agencies** Incubators regional clusters

Covering the whole innovation journey



STAM supports clients during the entire **innovation journey** defining/refining innovation strategies, conceptualising new products/services, **scouting disruptive technologies**, validating solutions through virtual/physical prototypes, **accessing experts/high tech suppliers**, pilot users, stakeholders and **funding opportunities** through our international network to reduce risks and accelerate take/up.

Step-by step
approach to
accelerate new
product/service
development,
increase resource
efficiency and
control investments,
contain risk, breakdown sylos, foster an
innovation culture
across functions

funding/investments

40

Access

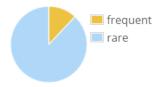
Scenario analysis (Disruptive techs landscaping and non-tech boundaries) **STAM Idea generation** multidisciplinary engineering and **Concepts evaluation and short-listing** cross-sectoral (incl. customer journey and business models) knowledge System design and simulations Prototyping and on-field validation **Customers retain IP New Product/Service launch** and intangible assets

The key success factors





Constancy:



Total number of partners:642

Partner loyalty:

Frequent Partner: (> 2 projects): 77

Rare Partner: 565

control investments, contain risk, breakdown sylos, foster an innovation culture across functions

Lobbying/Advocacy

Scenario analysis (Disruptive techs andscaping and non-tech boundaries) Idea generation **Concepts evaluation and short-listing** (incl. customer journey and business models) **System design and simulations** Prototyping and on-field validation **Customers retain IP**

and intangible assets

New Product/Service launch

stam multidisciplinary engineering and cross-sectoral knowledge

Proposal writing skills

Some relevant expertise and references – Asset Management



Skills & Competences

- SW requirements collection and solution design
- Architecture Definition
- Full stack development
- AB testing, users training
- Platform development and integration

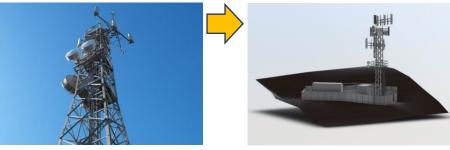
Reference

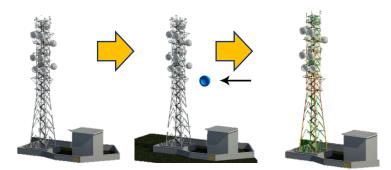




Technologies developed







Asset management software platform for distributed Assets (e.g. Cell Towers):

- Leveraging Building Information Modelling (BIM) and Geographical Information System (GIS)
- Risk Assessment
- Energy Monitoring
- Structural Integrity Assessment
- Predictive Maintenance

Some relevant expertise and references – Energy Management



Skills & Competences

- AI-Based Forecast
- Vector Coupling
- Grid Modelling
- System Modelling
- Billing and Indirect Demand Response
- IoT devices integration

Reference











2018 - 2021

Technologies developed



Energy management software platform for Smart and Micro Grid management (e.g. Energy Islands and Valleys):

- DSS tools for RES planning
- Integrating RES and storage units
- Operational Tools for smart grids
- Modular integration with IoT devices and controllers
- Predictive Maintenance
- Planning of RES and recharging stations positioning

Relevant references at EU scale



- Member of the European Green Hydrogen Alliance
- Member of the Italian Hydrogen Association H2IT
- Active partner in 2 H2020 Digital Innovation Hubs
- Active partner in 4 H2020 Open Innovation Test Beds projects on advanced materials and sustainability
- Collaboration with 2 **Competence Centres** supported by the Italian Ministry of Economic Development
- Active engagement with most of the European
 Technology Platforms and Constituencies in renewable energy, process industry and advanced manufacturing, multifunctional materials, circular economy





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