



Finanziamenti Europei e Sicurezza: un'opportunità per i Geometri Italiani



Consiglio Nazionale
Geometri e Geometri Laureati

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Zanasi & **P**artners

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Maometto

Ci sono 100 scale per salire in Paradiso:

99 per le persone intelligenti ed
1 per tutte le altre

Executive Summary

- 1. Manca lavoro? Cerchiamolo dov'è!*
- 2. Sicurezza, settore da +15 anni in crescita.*
- 3. Come entrarci grazie ai Finanziamenti alla Ricerca in materia di Sicurezza*

...ovvero vedremo...

*...come intraprendere nel
settore sicurezza
finanziati dall'Europa*

1. Speaker Background

Un' esperienza replicabile !

→2001: Hobby Intelligence, Tecnologia → Dipendente (CC, Univ., IBM)

2/2001: Terrorismo: *Meno attacchi ma più danni !*

Agosto 2001 → Imprenditore, sviluppo SW di Intelligence

11 Settembre → Attacco a NYC !

2006 → 2° impresa → Ricerca in Sicurezza

...grazie ai finanziamenti Europei

2010 → 3° attività → Consulenza in Sicurezza

Clienti → Governi (Italia, Arabia Saudita, Algeria, Romania...) + Org.Int'l (ESA, FRONTEX, ENISA, JRC...)

2. Il problema della
sicurezza e della protezione
della nostra comunità
è, purtroppo,
tuttora attuale

The thoughtful case against migration

[illegible]

THE NEW FACE OF TERROR

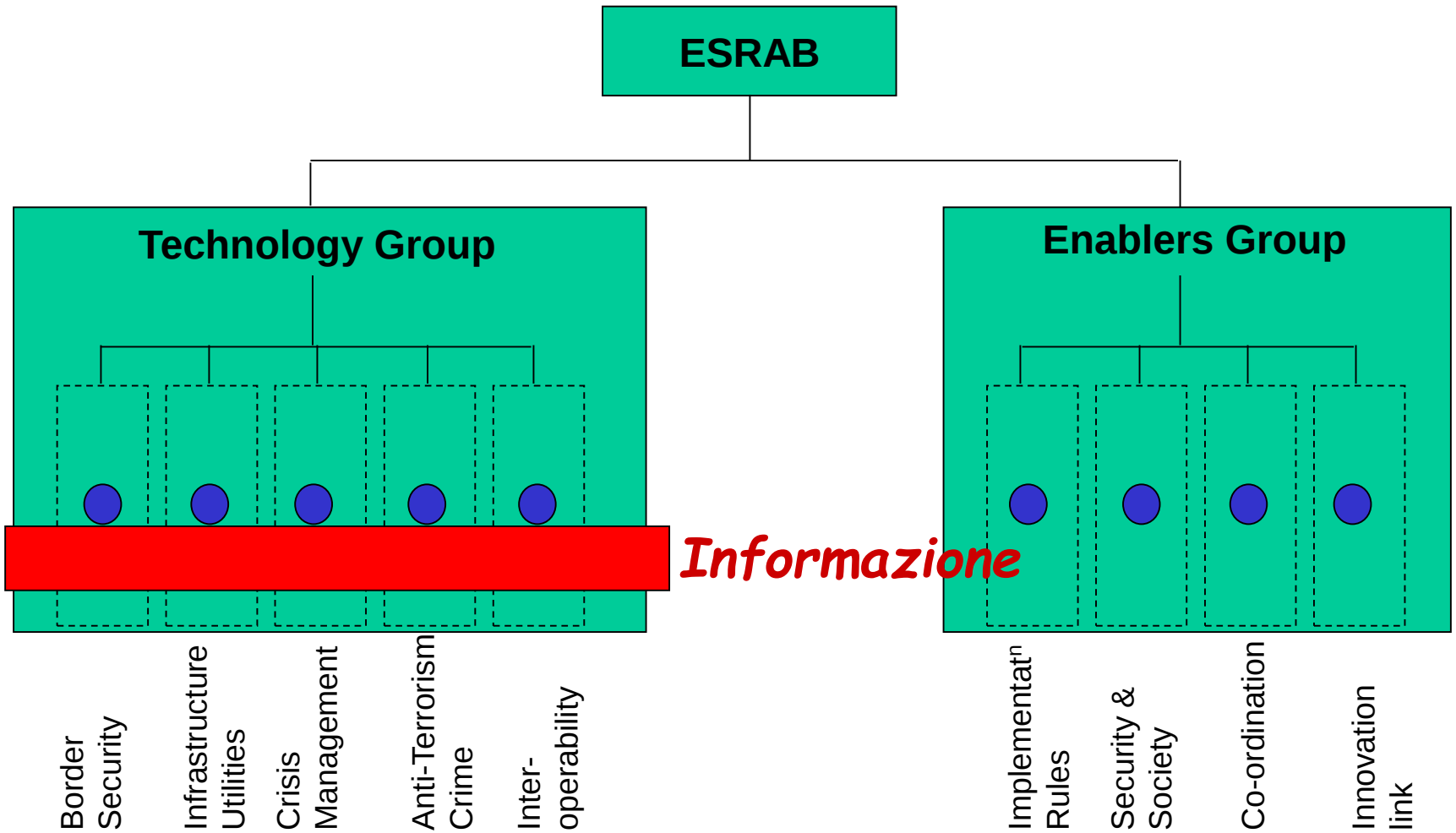
Dimensioni Mercato Sicurezza

Il **mercato della Sicurezza** (Homeland Security) è un mercato in *forte crescita*, stimato valere
US\$194.3bn nel **2011** (dati Visiongain*),
US\$415.53bn nel **2013** e
US\$544.02 nel **2018**
(dati Markets&Markets, con un *tasso di crescita del 5.54%*).

La parte relativa alla **Cybersecurity** è stimata essere, a livello globale, quella che cresce maggiormente.

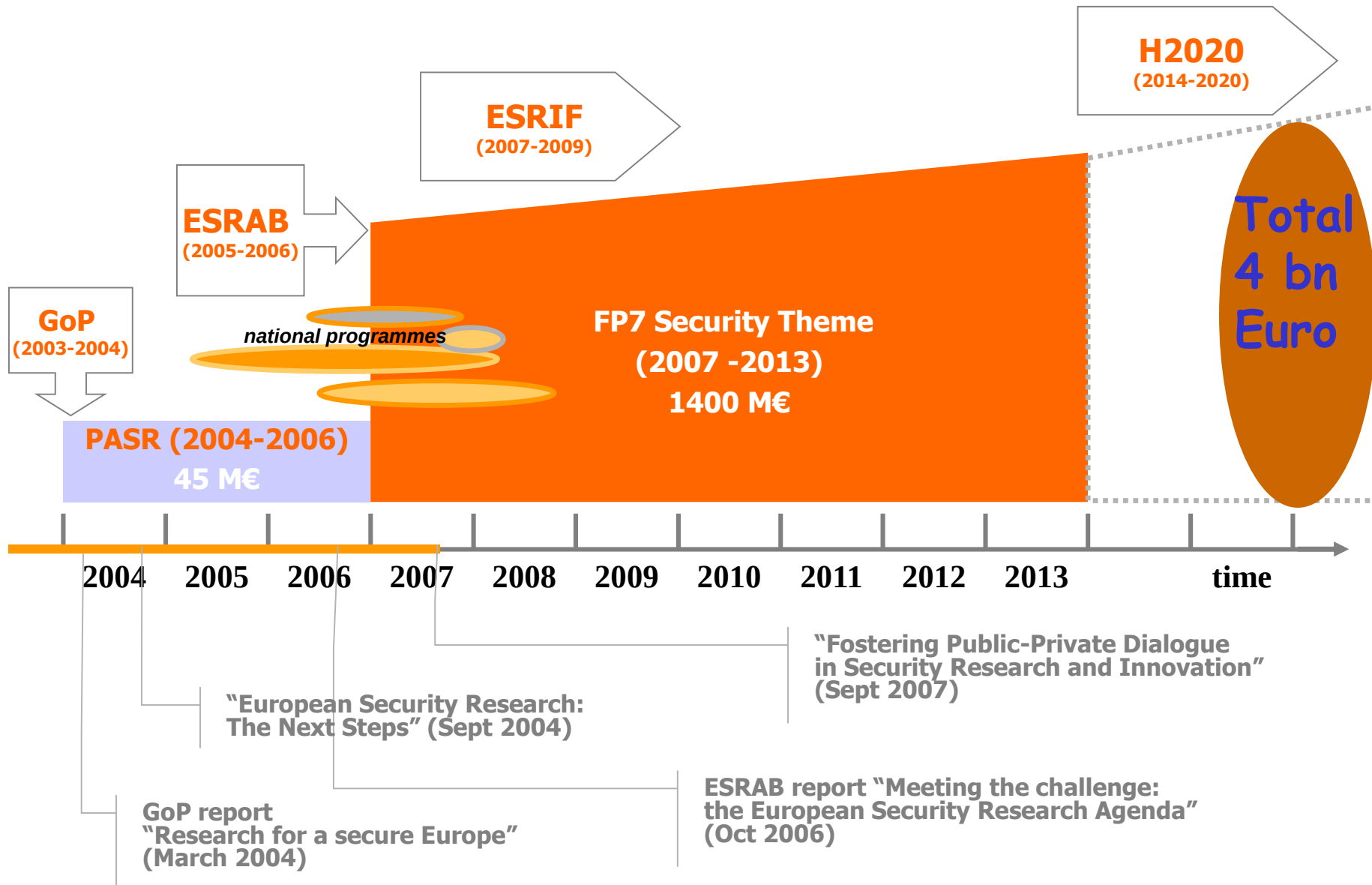
** The Homeland Security Market
2011-2021 , by Clementina Montero, VGDefence*

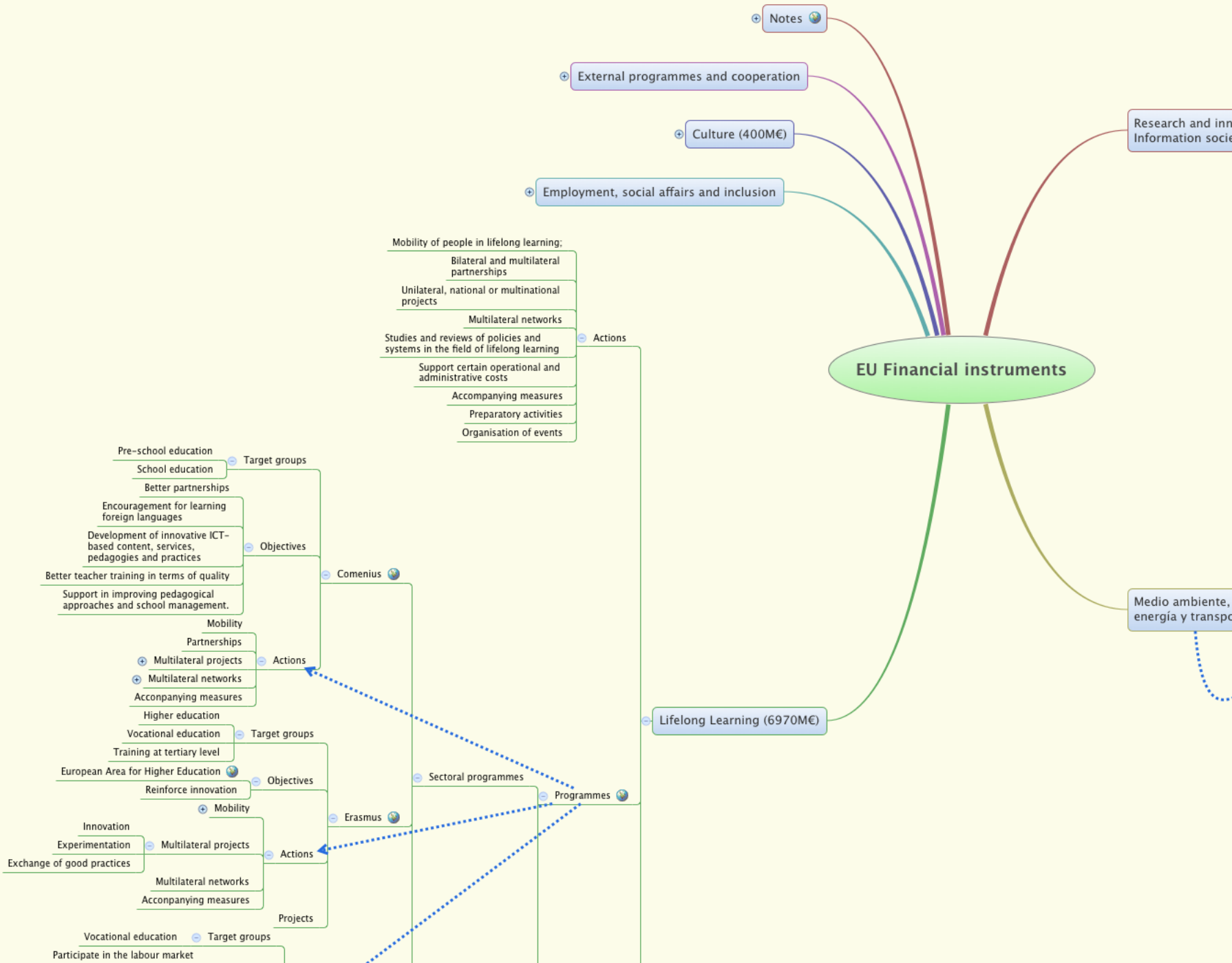
In cosa consiste?



3. Lo Scenario Europeo ed i relativi finanziamenti

Evoluzione Ricerca Europea in materia di Sicurezza





Financial instruments

Research and innovation –
Information society

Medio ambiente,
energía y transporte

Competitiveness and innovation framework programme (3600 M€)

Cross-border cooperation

Territorial development – ESPON 2013

VII Framework programme

VII Framework programme structure(50521 M€)

Cooperation (32.413 M€)

Key thematic areas

Health (6100M€)

Biotechnology, generic

Translating research fo

Optimising the deliver

Food, agriculture and fisheries, biotechnology (19

ICT (9050M€)

Nano (3475M€)

Energy (2350M€)

Environment (1890M€)

Transport (4160M€)

Socio-economic sciences and humanities (623M€)

Space (1430M€)

Security (1400M€)

Instruments

European Research Council

Starting grants 2M€/project

5 years

Advanced grants 3.5M€/project

5 years

All fields are eligible

All researchers are eligible

Principal investigators and their research team are supported

Scientific excellence is the sole evaluation criterion

People(4750M€)

Capacities (4097M€)

Nuclear research (1751M€)

Public-Private partnerships

Collaborative projects

Networks of excellence

Funding schemes

Coordination and support actions

Individual projects

Support for training and career development of researchers

Research for the benefit of specific groups

Calls for proposals

Guide for applicants

Electronic Proposal Submission Service

VII Framework Programme

Natura 2000

Life+

Ayudas en el sector de la energía y los transportes

Marco Polo II

Medio ambiente

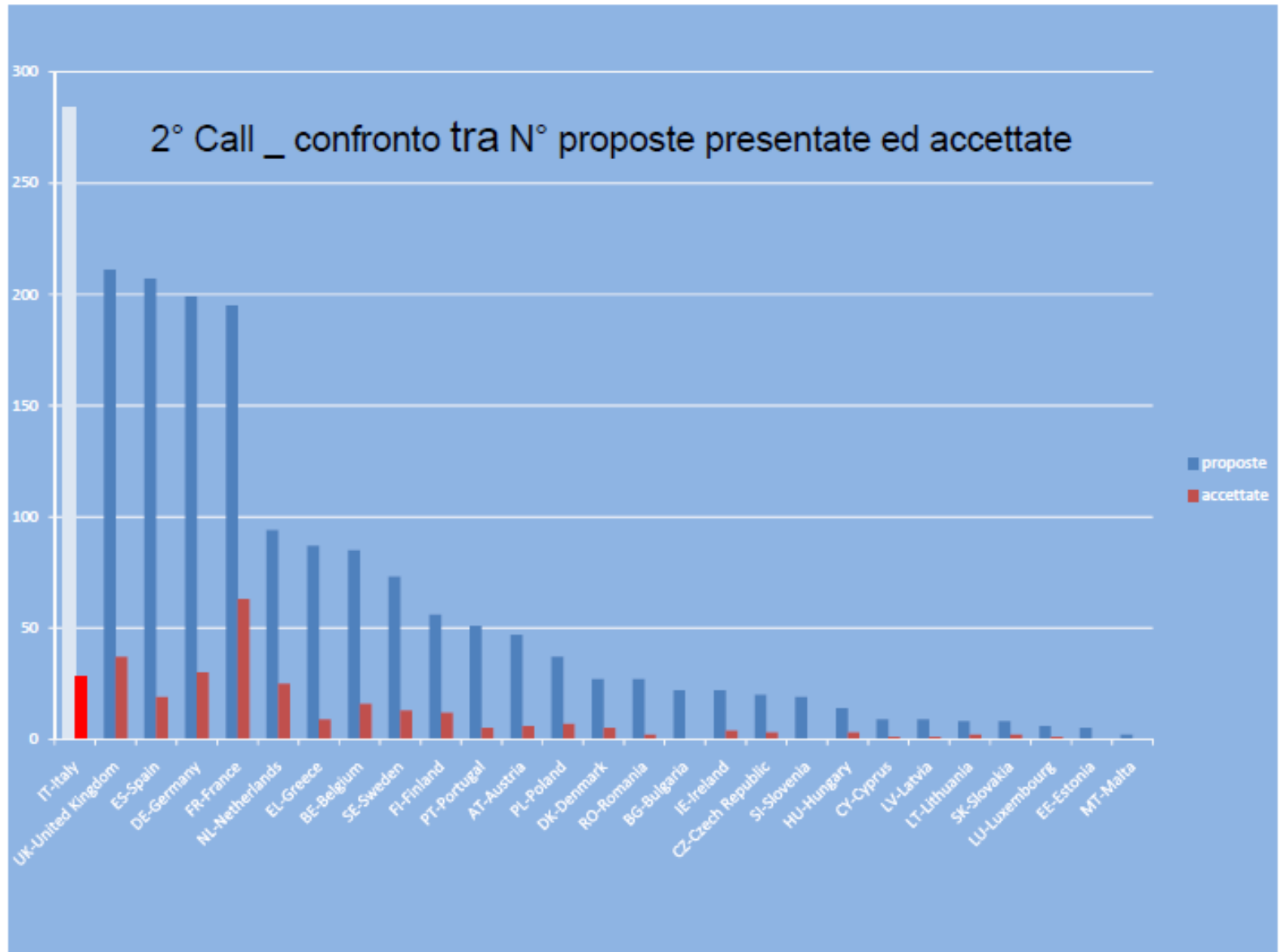
Nature conservation

Water conservation

CO2 reduction

Sustainable transport

Italia SOTTOQUOTA !: richieste:1a, risultati:4a



Horizon2020 (2014-2020, >€70bn)→ € 4 bn

Protection of Cyber Space→ € 560 M

- Cybersecurity
- Fight Cybercrime and Cyberterrorism

Internal/External Security Policy → € 500 M

Fight Crime and Terrorism → € 350 M

Critical Infrastructure Protection (with Tr/En) → € 560 M

Border Control → € 420 M

- Border Surveillance, Sea and Land
- Smart Borders

Civil Protection/Crisis & Disaster Management → € 420 M

Standards & Interoperability → € 110 M (Transveral: budget already included)

Societal Dimension of Security → € 110 M (Transveral: budget already included)

New Instruments (Validation/PCP/PPP) → € 500 M (Transveral: budget already included)

4. Per fare che?

4.1

*...progetti di recupero ed
analisi dell'informazione
realizzati da...*

*...microimprese nel
settore Consulenza...*

VIRTUOSO – Versatile Information Toolkit for End Users Oriented Open Sources Exploitation

Open Sources...includono i **dati catastali**!

Participant no.	Participant organization name	Participant organization name	Country
<i>Members of the project team</i>			
1 (Coordinator)	Commissariat à l'Energie Atomique	CEA	FR
2	EADS Defence and Security Systems	EADS	FR
3	ATOS ORIGIN SAE	ATOS	SP
4	MONDECA	MON	FR
5	Newstin a.s.	NWT	CZ
6	SAIL LABS TechnologyAG	SAILLABS	AU
7	Aalborg Universitet	AAU	DN
8	THALES Communications S.A.	THALES	FR
9	Bertin Technologies	BERTIN	FR
10	Stichting Katholieke Universiteit Brabant	TILT	NL
11	Nederlandse Organisatie voor Toegepast Natuurwetenschappelijk Onderzoek	TNO	NL
12	Ingeniera de Sistemas para la defensa de Espana	ISDEFE	SP
13	EUROSINT Forum ASBL	EUROSINT	BE
14	Hawk Associates Limited	HAWK	UK
15	ETH Zurich	ETHZ	CH
16	Compagnie Européenne d'Intelligence Stratégique	CEIS	FR
17	Università di Modena e Reggio Emilia	CRIS/UOM	IT
18	Columba Global Systems Ltd	COLUMBA	IE

...per analizzare automaticamente il contenuto di Big Data...



Operation Just Cause (12/1989)

- 6 million documents
- 100 tonnes
- 0.5 mile stack

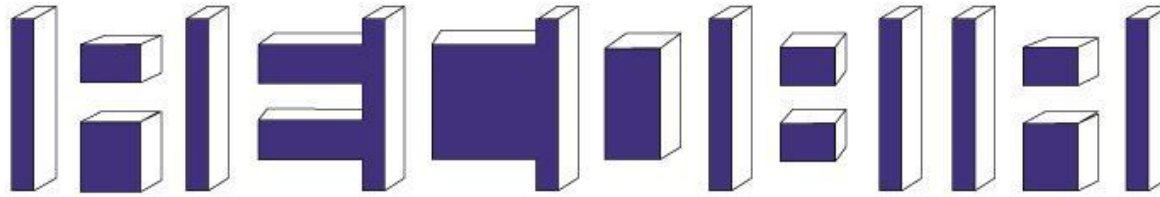
Operation Desert Storm (1/1991)

- 12 million documents
- 200 tonnes
- 1.1 mile stack

Operation Iraqi Freedom (2/2004)

- 100 million documents
- 2,000 tonnes
- 12 mile stack

... per individuare ed eliminare gli errori dell'analisi...



REDUCTION OF **CO**GNITIVE **BI**ASES IN INTELLIGENCE ANALYSIS

Participant Number	Participant Organisation Name	Short Name	Country
1 (Coordinator)	COMPAGNIE EUROPEENNE D'INTELLIGENCE STRATEGIQUE	CEIS	FR
2	HAWK ASSOCIATES LIMITED	HAWK	UK
3	THALES	THALES	FR
4	ATOSORIGIN	ATOS	ES
5	COMMISSARIAT A L'ENERGIE ATOMIQUE	CEA	FR
6	ISEA PSY	ISEA	FR
7	EUROSINT FORUM ASBL	EUROSINT	BE
8	ZANASI ALESSANDRO SRL	ZANASI	IT
9	UNIVERSITAT KONSTANZ	UKON	DE
10	GRAZ UNIVERSITY OF TECHNOLOGY	TUG	AT

Ceridwen- ...analisi dati per sicurezza preventiva...

Participant N	Participant organisation Name	Acronym	Country
1 (CO)	INDRA SISTEMAS	INDRA	ES
2	AGNITIO S. L.	AGNITIO	ES
3	BAE SYSTEMS (OPERATIONS) LTD	BAES	UK
4	BRIDGE 129 SPA SAFETY AND SECURITY	BRIDGE 129	IT
5	COLUMBA GLOBAL SYSTEMS LTD	COLUMBA	EI
6	CSSC- CENTER FOR SCIENCE, SOCIETY AND CITIZENSHIP	CSSC	IT
7	DENODO TECHNOLOGIES S. L.	DENODO	ES
8	EADS DEFENCE AND SECURITY SYSTEMS	EADS	FR
9	VISIONWARE- SISTEMAS DE INFORMAÇÃO, S. A.	VISIONWARE	PT
10	ELSAG DATAMAT	ED	IT
11	TOTALFORSVARETS FORSKNINGINSTITUT- SWEDISH DEFENCE RESEARCH AGENCY	FOL	SE
12	SISTEMAS INFORMATICOS AVANZADOS M2DA S. L.	M2DA	ES
13	MINISTERIE VAN JUSTITIE- NATIONAAL COORDINATOR TERRORISMEBESTRIJDING	NCTB	NL
14	SELEX COMMUNICATIONS SPA	SCOM	IT
15	SYNTHEMA SRL	SYNTHEMA	IT
16	THALES COMMUNICATIONS S. A.	TOF	FR
17	TEKEVER- TECNOLOGIAS DE INFORMAÇÃO, S.A.	TEK	PT
18	TNO INFORMATION AND COMMUNICATION TECHNOLOGY	TNO	NL
19	THE PROVOST FELLOWS AND SCHOLARS OF THE COLLEGE OF THE HOLY AND UNDIVIDED TRINITY OF QUEEN ELIZABETH NEAR DUBLIN	TCD	EI
20	UNIVERSITA DI MODENA E REGGIO EMILIA	CRIS-UOM	IT
21	UNIVERSIDAD POLITECNICA DE MADRID	UPM	ES
22	UNIVERSITY OF READING- INFORMATICS RESEARCH CENTER	UREAD	UK
23	UNIVERSITA DEGLI STUDI DI ROMA LA SAPIENZA	UNIROMA1	IT
24	UNIVERSITY OF ULSTER	ULSTER	UK
25	ZANASI ALESSANDRO SRL	ZANASI	IT
26	KATHOLIEKE UNIVERSITEIT LEUVEN	KULEUVEN	B
27	ATHENA INTELLIGENCE FOUNDATION	ATHENA	ES
28	SERVIZIO POLIZIA POSTALE E DELLE COMUNICAZIONI	POLIZIA POSTALE	IT
29	GUARDIA DI FINANZA	GDF	IT
30	EUROPEAN POLICE OFFICE	EUROPOL	EU

*...neo PMI senza
esperienza...*

... analisi di immagini, mappe e foto ...

THIS-Transport Hub Intelligent System

The project addresses **automatic behavioral analysis** through info processing, focused on crowded scenarios, for transportation hubs. New **surveillance systems** provide object detection and people tracking (e.g. for abandoned pack detection) inside map, charts and supporting documents and means. A system performing human behavioral analysis, detaching what is usual from what is not, would fill the gap and provide a reactive, and hopefully proactive control task, **preventing terrorist attacks** or crime situations in public place.

	Name of the Partner Organisation	Country (official ISO 2 code) 2	City
0	Applicant/Co-ordinator: CRIS	IT	Modena
	Partners/Co-beneficiaries of the grant:		
1	Hungarian Academy of Sciences (MTA-SZTAKI)	HU	Budapest
2	Technical University of Catalunya (UPC)	ES	Barcelona
3	Bridge 129 (BRIDGE)	IT	Reggio Emilia
4	Vitrociset (VITROCISET)	IT	Roma
5	Zanasi s.r.l. (ZANASI)	IT	Modena
6	Research and Education Laboratory in Information Tech. (AIT)	GR	Athens

... recupero ed analisi di informazioni...

SAVASA - Standards based Approach to Video Archive Search and Analysis

The goal of the SAVASA project is to create a common platform that provides for the decoupling of CCTV and Video Archive installations from technologies that are generally proprietary and based on diverse technical principles. The project will be rooted in a detailed analysis of end-user partners' requirements, with respect to how we may confront both their current and near-future technical barriers.

#	Beneficiary name	Beneficiary short name	Country
1	Angel Iglesias S.A.- IKUSI	IKUSI	Spain
2	Asociación Centro de Tecnologías de Interacción Visual y Comunicaciones Vicomtech	VICOM	Spain
3	Studio Professionale Associato a Baker & McKenzie	BAK	Italy
4	HI-Iberia Ingeniería y Proyectos S.L.	HIB	Spain
5	Dublin City University	DCU	Ireland
6	University of Ulster	UU	United Kingdom
7	INECO	INECO	Spain
8	Demokritos	NCSR	Greece
9	Sintel Italia	SINTEL	Italy
10	Dirección General de Tráfico – Ministerio del Interior	DGT	Spain
11	RENFE Operadora	RENFE	Spain

Servizi
per Hotel

Studio Legale
Studio di
Architettura

Ferrovie

Intelligent scene analysis

Two men fight in a room, scene-

Two men fight in a room, scene-

Two men fight open air (simulate

Fight in a room (simulated)

Fight in a hall (simulated)

Play

Pause

Stop

Status: *paused*



Intelligent scene analysis

Two men fight in a room, scene-

Two men fight in a room, scene-

Two men fight open air (simulate

Fight in a room (simulated)

Fight in a hall (simulated)

Play

Pause

Stop

Status: *paused*



*...PMI high tech
(tecnologia semantica)*

...

...comprendendo le ragioni del senso di insicurezza...

CPSI-Changing Perceptions of Security and Interventions

Participant no.	Participant organization name	Country
<i>Members of the project team</i>		
1 (Coordinator)	Netherlands Organization for Applied Scientific Research TNO	NL
2	Swedish Defence Research Agency FOI	SE
3	University of Kent	UK
4	Sogeti Europe	FR
5	TEMIS SA	FR
6	European Commission – Joint Research Centre, Institute for the Protection and Security of the Citizen	IT
7	Endowed Centre for European Security Studies	AT
8	Social and Cultural Planning Office	NL
<i>Members of the Advisory Board</i>		
9	Ministry of the Interior and Kingdom Relations	NL
10	Austrian Ministry of the Interior	AT
11	KBM (SEMA – Swedish Emergency Management Agency)	SE
12	Data-Warehouse GmbH	DE
13	Gendarmerie Nationale	FR
14	Bulgarian Ministry of the Interior	BU
15	Italian Ministry of Economics and Finance	IT

*...neo PMI senza
esperienza...*

... comprendendo la radicalizzazione e le sue cause...

SAFIRE: Scientific Approach to Fighting Radical Extremism

Participant no.	Participant organization name	Country
<i>Members of the project team</i>		
1 (Coordinator)	Nederlandse Organisatie voor toegepast-natuurwetenschappelijk onderzoek TNO	NL
2	Universidade de Coimbra	P
3	ISCA	IL
4	Bridge129	IT
5	CEIS	FR
6	Rand Europe	UK
7	FORUM	NL
8	Universiteit van Amsterdam	NL
9	FRS	FR
<i>Members of the advisory board</i>		
9	Ministry of the Interior and Kingdom Relations	NL
10	Netherlands Police Academy	NL
11	Technical University of Delft	NL
12	Anne Frank House	NL
13	Ministry of the Interior	Bulgaria
14	University of Southampton	UK
15	University of Maryland	USA

4.2

*...progetti di protezione
infrastrutture*

realizzati da...

*...microimprese di
Consulenza e studi
professionali...*

...protezione delle infrastrutture critiche...

SCADALAB - SCADA Laboratory and testbed as a service for CIP

SCADA LAB proposal focuses on increasing critical infrastructure protection capacity in the transport, energy, ICT, chemical, financial, water, food, health, and space, research and nuclear sectors by developing a living SCADA LAB to test exercises and research SCADA technologies that prevent, detect and mitigate cyber attacks in EU member states.

PARTNERS

- 1.National Institute of Communication Technologies (INTECO) - Security Research Centre-Spain
- 2.National Centre of Critical Infrastructure Protection (CNPIC) - National Authority-Spain
- 3.Telvent Energy - End user Critical Infrastructure Operator-Spain
- 4.Theodore Puskas Foundation - Methodology expert-Hungary
- 5.Everis Consultancy Ltd - Training expert-UK
- 6.ZANASI - ESRIF Independent expert-Italy
- 7.Association of ICT Security companies (AEI Seguridad) - SME industry representation-Spain
- 8.Europe for Business (E4B) - Dissemination expert-UK
- 9.Telvent Global Services (TGS) - Integrator and software developer-Spain

... protezione dei trasporti...

SECRET (SECurity of Railways against Electromagnetic aTtacks) -

The project aims to assess the real risks concerning EM attacks on the rail networks, to identify areas for strengthening and to develop a detection and management system for EM attacks that is integrated into the rail infrastructure, making it a resilient architecture to any EM attack. The architecture will have to be adapted to interoperability needs associated with the current harmonization process of the European railway network.

Participant Number	Participant organisation name	Country
1(Coordinator)	Europe Recherche Transport	France
2	Institut National de Recherche sur les Transports et leur Sécurité	France
3	ALSTOM TRANSPORT S.A.	France
4	Fraunhofer Institute IAIS	Germany
5	Politecnico di Torino	Italy
6	SNCF	France
7	TRIALOG	France
8	UIC	International
9	University of Liege, Institut Montefiore	Belgium
10	University of the Basque Country	Spain
11	ZANASI Alessandro Srl	Italy

...contrasto criminalità ambientale...

CWIT (Countering WEEE Illegal Trade)

The aim of the **CWIT** project is to provide a set of recommendations to support the European Commission, law enforcement authorities, customs organisations, countering the illegal trade of WEEE in Europe.

Participant no.	Participant organization name	Participant acronym	Country
<i>Members of the project team</i>			
1 (Coordinator)	International Criminal Police Organization	INTERPOL	FR
2	WEEE Forum	WEEEF	BE
3	United Nations University	UNU	JP
4	Zanasi & Partners	ZP	IT
5	Compliance and Risks ltd	C2P	IE
6	Cross Border Research Association	CBRA	CH
7	United Nations Interregional Crime and Justice Research Institute	UNICRI	IT

Includendo aziende private ed istituzioni pubbliche ma anche ricerca e società civile

CRISYS - *Critical Response in Security and Safety Emergencies*

Participant no.	Participant organisation name	Abbreviation	Country
1	European Organisation for Security	EOS	BE
2	EDISOFT-Empresa de Serviços e Desenvolvimento de Software, S.A.	EDI	PT
3	Center for Security Studies, KEMEA	KEMEA	GR
4	National Center for Scientific Research "Demokritos"	NCSR	GR
5	ALTRAN BV Netherlands	ALT	NL
6	International Association of Fire and Rescue Services, CTIF	CTIF	GE
7	Teletron Euroricerca	TLT	IT
8	Compania Nationala de Transport al Energiei Electrice, TRANSELECTRICA	TRA	RO
9	Société Française de Médecine de Catastrophe- SFMC	SFMC	FR
10	THALES Security Solutions and Services	THA	FR
11	INDRA Sistemas	IND	ES
12	Istituto Affari Internazionali, IAI	IAI	IT
13	University Central of Lancashire	UCL	UK
14	Finnish Ministry of the Interior, Department of Rescue Services	FMOI	FI
15	Zanussi Alessandro SRL	ZAN	IT

...gestione della crisi...

iSAR+ (Online and Mobile Communications for Crisis Response and Search and Rescue)

The iSAR+ Project aims to develop guidelines and platform that enable citizens use mobile and online technologies to participate in the response effort, dissemination, sharing and retrieval of information essential for critical Public Protection intervention, in search and rescue (SAR), law enforcement and medical assistance.

N°	Organisation Name	Acronym	Country
1	TEKEVER	TEK	PT
2	Bridge129	B129	IT
3	Centre for Science, Society and Citizenship	CSSC	IT
4	Deveryware	DW	FR
5	Emergency Services College	ESC	FI
6	Ernst-Moritz-Arndt-University Greifswald - Institute of Psychology - Department Health and Prevention	EMAUG	DE
7	ITTI Sp z o.o.	ITTI	PL
8	National Centre on Emergency Communication in Health	HUS	NO
9	North Savo Rescue Department	PSPELA	FI
10	North Yorkshire Police Authority	NYPA	UK
11	Pôle Pilote de Sécurité Locale	PPSL	FR
12	Police College of Finland	POLAMK	FI
13	University of Dublin - Trinity College - Aerospace Psychology Research Group	TCD	IE
14	Thales Communications and Security	THALES	FR
15	University of Eastern Finland	UEF	FI
16	Zanasi & Partners	ZANASI	IT

...e dell'emergenza...

SOTERIA (Online and Mobile Communications for Emergencies)

The SOTERIA Project aims to research and develop recommendations and an associated toolbox that leverage the positive impact of social media in emergencies

N°	Organisation Name	Acronym	Country
1	TEKEVER – Tecnologias de Informação, S. A.	TEK	PT
2	Association of Emergency Ambulance Physicians	AAHD	TR
3	Bridge129 SpA	B129	IT
4	Centre for Science, Society and Citizenship	CSSC	IT
5	Deveryware	DW	FR
6	Ernst-Moritz-Arndt-University Greifswald - Institute of Psychology - Department Health and Prevention	EMAUG	DE
7	Emergency Services College	ESC	FI
8	National Centre on Emergency Communication in Health	HUS	NO
9	ITTI Sp z o.o.	ITTI	PL
10	North Yorkshire Police Authority	NYPA	UK
11	Police College of Finland	POLAMK	FI
12	Pôle Pilote de Sécurité Locale	PPSL	FR
13	North Savo Rescue Department	PSPELA	FI
14	University of Dublin - Trinity College - Aerospace Psychology Research Group	TCD	IE
15	Thales SA	THALES	FR
16	University of Eastern Finland	UEF	FI
17	Zanasi & Partners	ZANASI	IT

...serious gaming per la formazione...

LEILA (Law Enforcement Intelligence Learning Application)

LEILA project's objective is to develop gaming solutions and engaging learning experiences addressing the needs of the civil security intelligence analysis community.

Participant no.	Participant organisation name	Part. short name	Type of Organization	Country
1 Coordinator	Gklompo Technologiki Pliroforiki Anonymi Etaireia	GLOBO TECHNOLOGIES SA	SME	Greece
2 Participant	ORT France	ORT FRANCE	NGO	France
3 Participant	AlphaLabs	ALPHALABS	SME	France
4 Participant	Zanasi & Partners	ZANASI	SME	Italy
5 Participant	FVA s.a.s di Louis Ferrini &C	FVA	SME	Italy
6 Participant	National Defence University	NDU	Higher education	Romania
7 Participant	Center for Security Studies	KEMEA	Public Body / End User	Greece

Per saperne di più....

1. **Contattate:**

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**Dr.John SMITH
CEO**

Grazie per l'attenzione

Domande?