

# Development of local communities through Cultural Heritage enhancement

Market Consultation - One to One Session

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## EHT

- EHT is an aggregator of innovative small and medium-sized enterprises (SMEs), which plays a crucial role in the digitisation process of the country. Through the creation of a collaborative network between the companies in the group, it acts as a reference point and catalyst for innovation and digital.
- Each of the companies is an active part of the change and plays a key role in contributing to our success story. Companies pool their skills, experience, and resources to develop innovative solutions and address market challenges more effectively and efficiently.
- The synergy between the group's SMEs promotes an environment of growth and development, with significant benefits for all parties involved.
- EHT aims to be a model of excellence for digitisation and innovation at the national level, offering training, support and collaboration opportunities for companies seeking to adopt new digital technologies and processes.
- Through the sharing of knowledge and best practices, it helps build a resilient and competitive digital ecosystem, capable of facing the challenges of the future and supporting the country's economic growth.

# MISSION

Our mission is to act as a support organisation for innovative small and medium-sized enterprises in the ICT sector, with the aim of supporting their growth through integration. We intend to coordinate and manage the competences of the Group's factories, realising synergies between the different units to maximise their potential and foster their expansion. Our primary objective is to ensure the best economic and financial conditions for these companies, enabling them to prosper in a highly competitive market.

A key aspect in achieving this is the ability to attract investment funds, both private and public. Establishing partnerships with interested investors can lead to the availability of significant resources for the development and growth of the companies involved. At the same time, we place great emphasis on environmental, social, and economic sustainability, promoting the development of sustainable digital technologies and supporting sustainability through responsible, balanced working practices that have a positive impact on local communities and society as a whole.

In conclusion, our mission focuses on joining forces to build a sustainable and dynamic industrial ecosystem that can generate added value and improve the quality of life for all involved, while ensuring a positive impact on communities and society at large.

## AGGREGATION

The model we adopt is based on aggregation, a network approach that promotes innovation ecosystems through well-defined elements, such as the enhancement of participants' identities, dynamism, flexibility, and operational agility. This model aims to create a collaborative system in which companies can share ideas, knowledge, and experience to make the most of their respective skills and resources.

Aggregation fosters adaptability to market challenges in a rapidly changing economic environment, enabling companies to successfully respond to challenges and seize emerging opportunities.

In addition, aggregation facilitates the optimisation of production processes, improving efficiency, reducing waste and minimising environmental impact. It also helps create economies of scale, increasing the competitiveness of the companies involved.

In summary, the aggregative model aims to create an ecosystem of interconnected companies working together to promote innovation, adaptability, and efficiency, generating added value, and contributing to the sustainable growth of the sector.



## INNOVATION

Innovation is an essential factor for our future and our ability to keep up with market demands. We are aware that innovation requires constant commitment and continuous improvement of our processes, as well as our technologies and strategies. For this reason, we have invested and will continue to invest significant resources in research and development to fully exploit the opportunities of innovation and to ensure our position as market leader.

We believe that innovation is a continuous and dynamic process, which requires the active participation of all stakeholders within the organisation. To this end, we have created a culture of innovation

within the company, encouraging collaboration and the sharing of ideas among employees to foster creativity and the development of new solutions.

We firmly believe that innovation is the key to our future success and to continuing to provide our customers with high quality products and services.



## SUSTAINABILITY

Sustainability is a fundamental element and the key to our approach. It represents the horizon towards which we aim through innovation, aware of the importance of conducting an environmentally, socially, and economically responsible business.

Our 'aggregation' model exemplifies a sustainable approach by promoting collaboration between different companies and by enhancing their specific competencies. This contributes to optimising resources, reducing waste, and increasing efficiency in production and management processes.

Sustainability also manifests itself through research and the adoption of innovative solutions that reduce environmental impact, improve working conditions, and ensure the well-being of local communities and all stakeholders.

This translates into essential value and permeates the entire philosophy of our aggregation model, guiding the decisions and actions taken to ensure a greener and more prosperous future for all.



# THE NETWORK

It is in the mission of EHT to pursue the dimensional growth of the aggregation, in terms of aggregate turnover, number of employees, number and spread of operating locations, and specific competencies in application areas and technologies.

It pursues the paradigm of growth (of production capacity) by aggregation (of SMEs). The aggregate turnover achieved today (EUR 395 million) places the EHT 'group' in the top 10 of ICT companies in Italy.

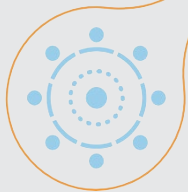
**395 mln €**  
Aggregate turnover



**2.941**  
Employed personnel



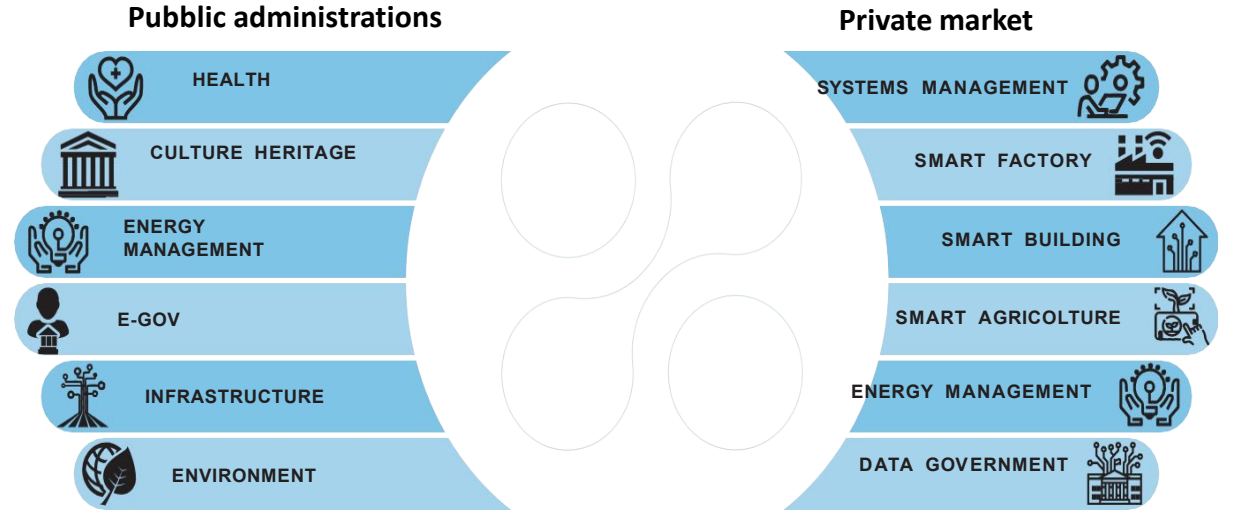
**71**  
Group Factories



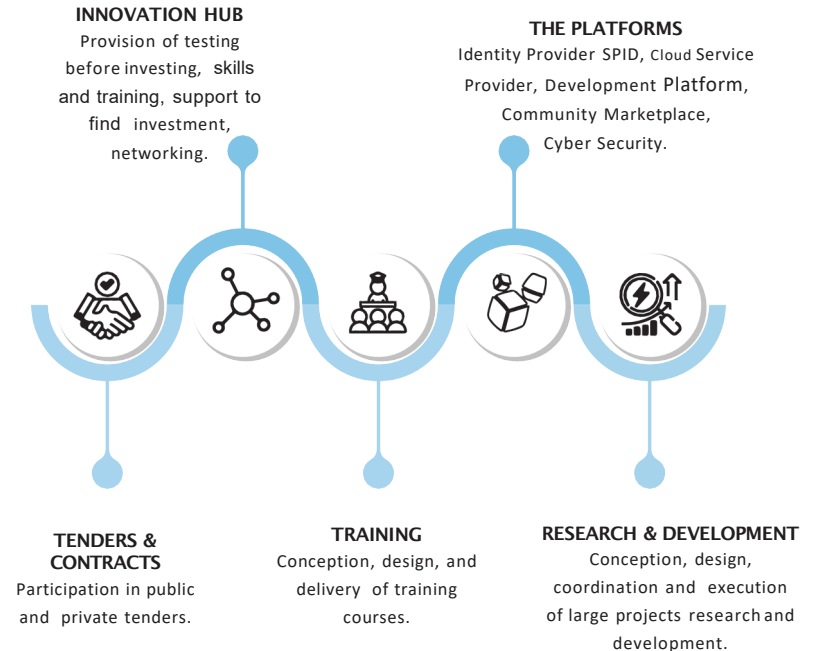
**235**  
Locations



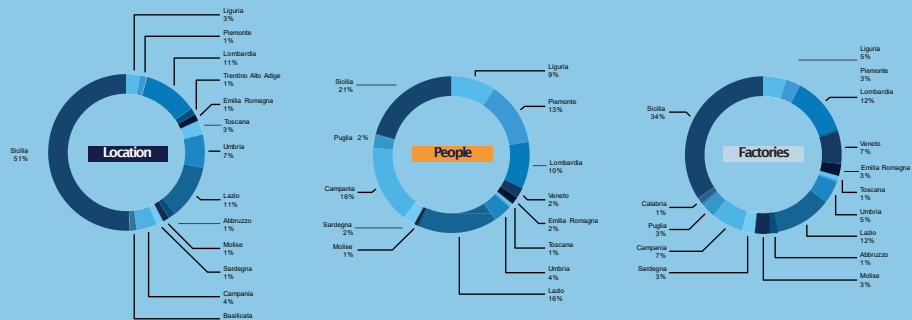
# MARKET



# BUSINESS UNIT



# TERRITORIAL DISTRIBUTION





## 2005.

EtnaHitech was born with the aim of sharing a common heritage, which is necessary to realise high-level ICT projects requiring great economic and financial capacities.

## 2006/2008.

Develop the Daedalus project: an innovative platform designed to facilitate communication and cooperation between different companies in a network.

## 2012.

The company participates in the PRISMA project, collaborating in the definition and development of a software platform capable of supporting and activating new methods of interaction between Public Administration, Citizens, Businesses, and other Institutions.

## 2014.

Vulcanic was established as an incubator for innovative start-ups. With the project "Catania Città Policentrica", EHT realises the digital platform of the social services of the Catania municipality.

## 2015.

It becomes a stable consortium in the service sector. The company coordinates activities research and experimentation of CLARA, a large national industrial research and experimental development project funded by the MIUR, within the framework of the 'National Smart Cities.

## 2017/2018.

It has been registered in the Innovative SME register since April 2017. It proposes several projects under NOP Research & Innovation, Enterprise & Competitiveness and OP ERDF OT1 Innovation.

## 2019/2020.

Awarded the Consip Services AQ Applications 2 as a stable consortium. Started scouting for SMEs to join, grouping 23 consortium companies by the end of 2020.

## 2020/2021.

Etna Hitech carries out a major rebranding and becomes EHT. It opens its shareholding to investor partners with three rounds of capital increase, for a final value of EUR 2.5 million, reaching 42 member companies whose aggregate turnover amounts to over EUR 160 million and a total of 1,300 people.

## 2022.

EHT with a new capital increase to 3 mln euro, reaches 60 member companies with 270 mln euro of aggregate turnover, 2,337 people in 173 locations and 49 investor members. Winner of AQ Consip Cloud Application Services and Digital Health. Lead partner in 5 R&D Innovation Agreements. Obtained SPID qualification from AGID for the issuing of etnaID identities.

## 2023.

EHT consolidates the group's growth with 71 companies, reaching an aggregate turnover of EUR 395 million, around 3,000 people and no less than 235 locations in Italy. Establishes EHT Holding for the attraction of equity investments. EHT participates in the capital of Harmonic Innovation Group, a competence ecosystem for the economy circularity and innovation at the service of the entire Euro-Mediterranean area, launching the Harmonic Innovation Hub project in Catania. It promotes the 'Student Engagement' award with the Foundation for Digital Sustainability.

# R&D projects

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## SAMOTHRACE

SAMOTHRACE Ecosystem (ongoing).

In the context of Spoke7, for the Smart Mobility and Cultural Heritage Pillars, EHT aims to design and develop an IoT platform based on edge computing services that makes data and services available for the development of smart mobility and Cultural Heritage solutions.

This is to provide support for data management and analysis to enhance the experience of enjoying Cultural Heritage ecosystem.

# GAIA



The GAIA project (ongoing) aims to develop a "Two-Sided Digital Twin" (2SDT) of the territorial context, targeting both local decision makers and all members of emerging communities. This platform enables the simulation of interventions prior to their actual implementation, reducing risks and increasing the likelihood of generating value for society. Part of the project consists in designing and implementing of recommendation and engagement systems.





## CLOUD4CITY

The C4C project (completed) aimed to develop a Cloud Platform for spatial-temporal analysis of user routes, facilitating the connection between citizens, local government and merchants/artisans. The key technology of the project is the creation of an integrated geo-location network for indoor and outdoor spaces, covering the entire urban area. This network makes it possible to recognize and locate users on the move, offering them only those services related to the resources in the most easily accessible area.

# ARTISTIC



The ARTISTIC project (ongoing) aims to implement and validate an innovative technological solution designed to promote, through Heritage Digitization Systems, educational robotics methodologies, humanoid robots, AI and VR, the Ligurian Cultural Heritage through communication, education and heritage enhancement processes. Special attention will be done to social inclusion and promotion of well-being, especially in specific categories such as users with cognitive or physical disabilities, children and the elderly.

# CAPACITY



The CAPACITY project (completed) aimed to create a semantic software platform for the holistic management of the recovery and preservation of historic and monumental buildings.

In more detail, the strategy followed within CAPACITY is based on the extension of BIM (Building Information Modelling) technology, for the specific purpose of adapting it to the peculiarities of historic sites, associating with its object categories and conceptual maps describing the views of the different disciplinary domains on the management of the recovery and preservation of historic and monumental buildings.



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Thanks for the attention!

