

# 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**.

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

Erre Quadro develops two products:



## Innovation Reveal®

software platform for the analysis and management of data external to the company



## Knowledge in Your Data®

software platform for analysis and management of companies' internal data

2023  
Revenue

€1.6M

2023  
Clients

55

2024F  
Growth

+30%

### Clients:

ENI S.p.A. | **ansaldo** | **energia**



### Influencers:



BARZANO & ZANARDO



### Certifications:



## 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



# 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

# PROBLEM

**1 SLOW PROCESSES**  
waste of time of skilled personnel

**2 LOSS OF INFORMATION**  
risk of legal, design or strategy errors

**3 LACK OF SKILLS**  
leads to nothing being done

**LACK OF CONTROL ON STRATEGIC ASSETS**



# 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)

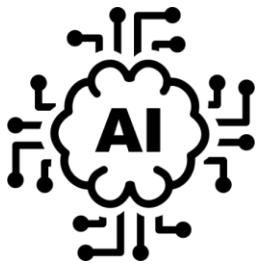
Customers' data  
**KNOWLEDGE in YOUR DATA (KYD)**®

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 BENEFITS FOR THE CUSTOMER



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



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



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



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



# BUSINESS CASE – FREEDOM TO OPERATE



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

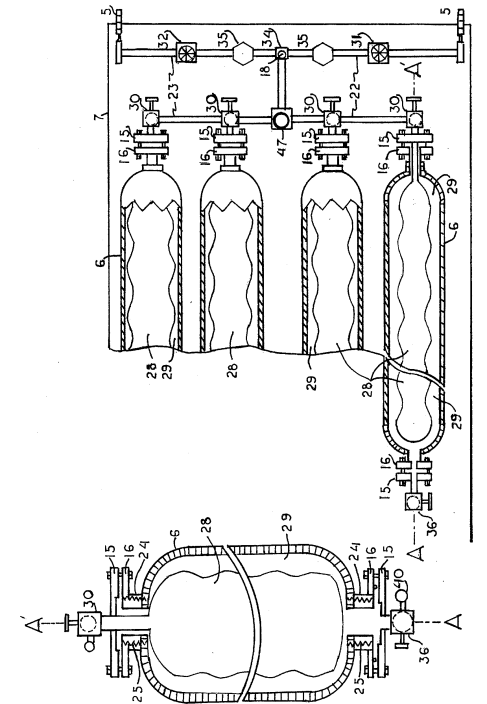
**Problem:** Reduce the time to produce Freedom to Operate documents and avoid overlooking relevant patents

## 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 – LEAD GENERATION



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

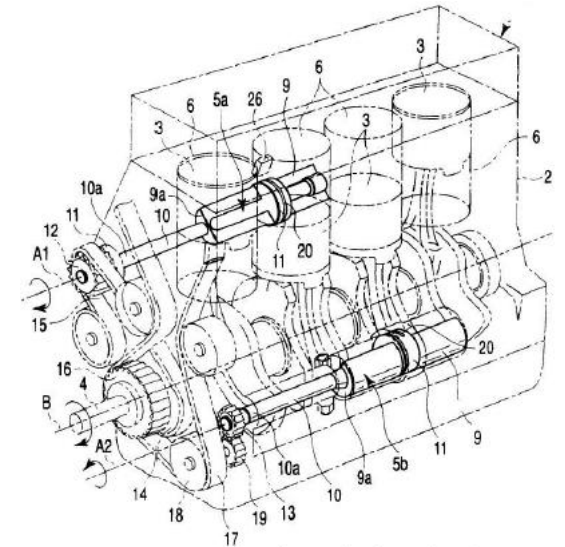
**Problem:** Identify new leads for the company's products

## 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

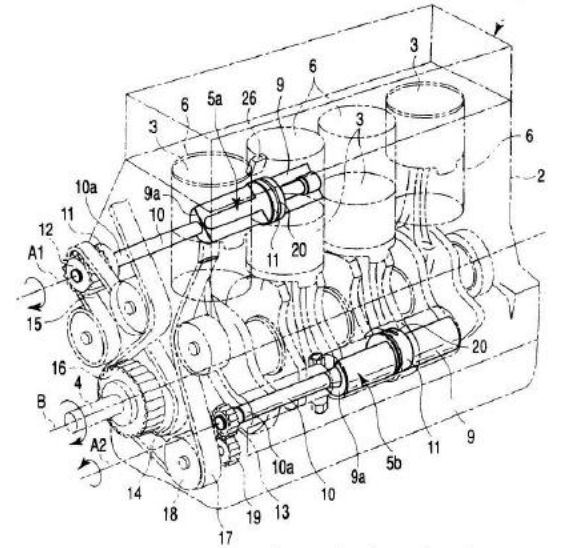
**Problem:** Identify qualified M&A targets in the industry of batteries for hydrogen-fueled transports

## 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



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

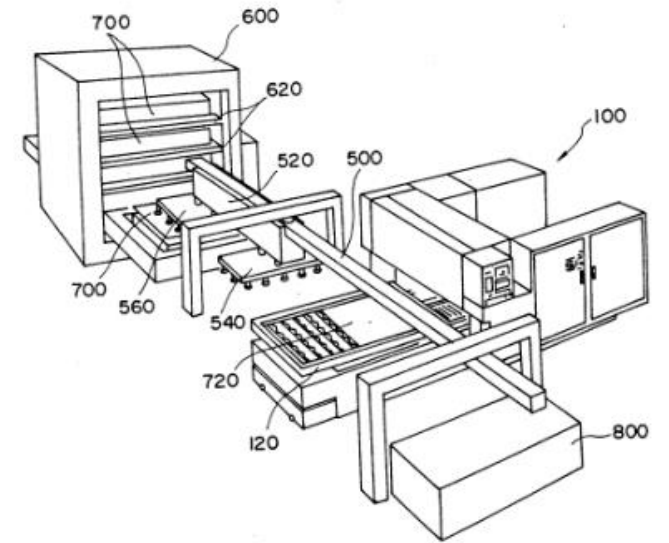
**Problem:** Structuring a monitoring process for the main competitors to verify innovative developments and potential production of components for laser cutting machines for tubes and sheet metal.

## 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 CASE – RFQ ANALYSIS



**Client / Sector:** Multinational corporation / Automotive

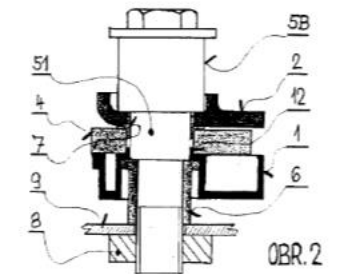
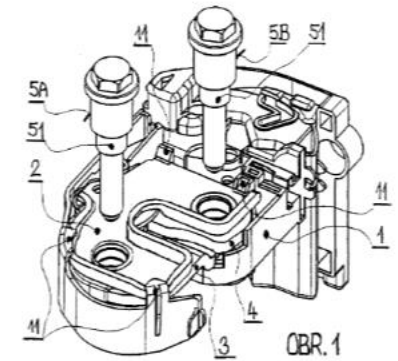
**Problem:** Reduce the time of RFQ analysis and reuse the internal knowledge

## Results :

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

## Benefits:

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



# Contacts

✉ info@errequadrosrl.com

📍 Largo Padre Renzo Spadoni – 56126 – Pisa

