



UK Trade  
& Investment



# CITIES FOR THE 21<sup>st</sup> CENTURY: SMART & SAFE

24 marzo 2015

Hotel Sheraton Diana Majestic  
Viale Piave, 42 Milano

Aziende britanniche partecipanti



In partnership con:

ARUP



Official Global Partner





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## Introduzione

Italia e Regno Unito stanno muovendo significativi passi avanti in tema Smart Cities e, in entrambi i Paesi, i concetti di innovazione, tecnologia, sostenibilità e sicurezza stanno acquisendo un ruolo sempre più centrale negli spazi urbani.

Sulla base di queste premesse, l'agenzia governativa [UK Trade & Investment](#) con sede presso il Consolato Generale Britannico di Milano, organizza un evento dedicato alle innovazioni per le città in collaborazione con **Arup Italia, Enel, Selex ES e Vedogreen**.

L'iniziativa ha l'obiettivo di introdurre le potenzialità del mercato italiano ad aziende del Regno Unito fornitrici di prodotti e tecnologie in ambito Smart Cities.

Le aziende italiane interessate a rappresentare o instaurare partnership commerciali con le aziende britanniche presenti sono invitate a partecipare.

I partner apriranno la giornata con la presentazione dei loro progetti e delle opportunità commerciali nei settori **Built Environment** e **Urban Resilience**. Seguiranno una sessione di incontri B2B e momenti di networking.

La partecipazione all'evento è gratuita previo accredito all'indirizzo [UKTIItalyECE@mobile.ukti.gov.uk](mailto:UKTIItalyECE@mobile.ukti.gov.uk)



**COMPANY:** ComNet Europe Limited

**ADDRESS:** 8 Turnberry Park, Morley, Leeds  
LS277LE, UK

**WEBSITE:** [www.comnet.net](http://www.comnet.net)

**TEL.:** +44 (0)1133 076400

**CONTACT:** Mr Francesco Della Mora

**SECTOR:** Security & Surveillance

**COMPANY  
PROFILE:**

ComNet designs, builds and delivers connectivity and communication solutions optimized for an ever-expanding range of applications to meet the needs of modern smart cities. Our comprehensive range of analogue and digital transmission solutions are used across many industries for use in public and private sector surveillance and security solutions. ComNet equipment is field hardened/ruggedized and covered by a comprehensive industry leading Lifetime Warranty.

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**PRODUCT/  
SERVICE  
DESCRIPTION:**

Comnet product range:

- ★ Fiber Optic Video, Data, Audio & Ethernet/IP Transmission Products
- ★ Ethernet Switches - managed, semi-managed and unmanaged switches, PoE/PoE+, Ethernet over coax or twisted pair/UTP
- ★ Media Converters
- ★ EoVDSL Ethernet over Coax/UTP
- ★ CopperLine® Ethernet over Coaxial/Cat5 Cable Extenders
- ★ Fiber Optic HDMI & 3G SDI Extenders
- ★ NetWave® Wireless IP, point-to-point and point-to-multipoint

Services we provide:

- › Free Design Center Application Support
- › Pre and Post Sale Technical Support

**ComNet Projects:**

<http://www.comnet.net/resources/project-references.html>

**Attachment:** Typical Industrial Rail and Road Applications



**COMPANY:** **Jacobs UK Limited**

**ADDRESS:** Tower Bridge Court, 224-226  
Tower Bridge Road, London  
SE1 2UP

**WEBSITE:** [www.jacobs.com](http://www.jacobs.com)

**TEL:** +44 (0)754 0618281

**CONTACT:** Mr Shaleen Srivastava

**SECTOR:** **Urban Mobility**

As a broad-based technical professional consulting firm, Jacobs UK Limited offers a complete range of services to help our clients maintain a competitive edge in their respective markets.

**COMPANY  
PROFILE:**

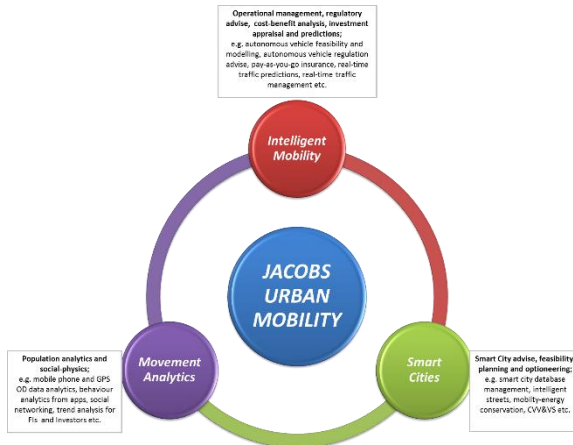
From feasibility studies to operations and maintenance (O&M), we customise our services to meet business and project goals. Our wide network of technical experts works under a boundaryless, seamless philosophy so that clients receive the best, most economical project or programme solution.

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Because of the diverse nature of our company, we offer thousands of specialised services. A high-level list of our services is provided below:

**PRODUCT/  
SERVICE  
DESCRIPTION:**

- Urban Mobility
- Smart Cities
- Architecture and Interiors
- Engineering
- Environmental
- Information Technology
- Operations and Maintenance
- Planning and Consulting
- Procurement
- Program and Construction Management
- Scientific Research and Testing



**COMPANY:** Observant Innovations Limited  
**ADDRESS:** 2 Venture Road, Chilworth, Southampton, SO16 7NP  
**WEBSITE:** [www.observant-innovations.com](http://www.observant-innovations.com)  
**TEL.:** +44 (0)2381 680050  
**CONTACT:** Mr John Scholes  
**SECTOR:** CCTV / Surveillance / Protection of Critical Infrastructure

**COMPANY  
PROFILE:**

Observant Innovations is a British company, designing and manufacturing panoramic camera systems in Britain. Observant's range of 'smart' IP cameras incorporate novel optical arrangements to achieve undistorted continuous 360° surveillance. Observant's first product, **PATROL**, is a camera system purpose built for mobile use, designed to be mounted prominently above a vehicle. Products in development include:

**SENTRY**, a pole, mast or tripod mounted variant for capture and monitoring of public order incidents or scenes of crime.

**OBSERVER**, a static, ceiling or wall mounted version for building surveillance which achieves near hemispherical field of view coverage.



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**PRODUCT  
DESCRIPTION:**

PATROL is a Vehicle mounted 360 degree panoramic camera; "Body worn video for vehicles". With PATROL you no longer need to be looking in the right direction to capture that critical footage. Unlike PTZ cameras, PATROL looks in all directions all of the time capturing the entire 360 degree panoramic all-around view without compromise.

The SENTRY 360 degree surveillance camera is most mounted variant of the PATROL 360. Designed to be attached to a mast or pole the SENTRY 360 provides persistent overwatch, in all directions, all of the time. With a Built-in 'System on Chip' (SOC) the SENTRY is an IP camera system capable of carrying out complex analysis and image processing at the edge of the network optimising incident management and reporting whilst protecting valuable bandwidth.

The Observant OBSERVER 360 camera is a brand new proposition for retail, commercial and critical infrastructure surveillance. A single camera and lens combination captures true HD panoramic images in a high resolution 360, hemi-spherical degree field of view. With a discreet form factor, the OBSERVER camera can be wall or ceiling mounted, and with a built-in system on chip (SOC) it is a true IP camera with edge of-network video analytics potential.

**Attachment:** PATROL Datasheet



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<b>COMPANY:</b>	<b>Saker International Ltd</b>
<b>ADDRESS:</b>	Witan Court, 305 Upper Fourth Street, Milton Keynes, United Kingdom Italy office: Via Marco D'Oggiono, 2 Milano
<b>WEBSITE:</b>	<a href="http://www.sakergroup.net">www.sakergroup.net</a>
<b>TEL.:</b>	+39 340 3944246
<b>CONTACT:</b>	Mr. Christopher Anthony
<b>SECTOR:</b>	<b>Renewable Energy/ Security/Consultancy</b>  Advanced building design, building management and control
<b>COMPANY PROFILE:</b>	Security systems, access control, CCTV and control rooms  Renewable Energy Project Financing and EPC, Energy management systems and solar conversion equipment supply.

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**PRODUCT/  
SERVICE  
DESCRIPTION:**

Security  
Security systems design  
Fire, safety and Security consulting  
Electrical design – High Voltage & Low Voltage  
Lightning Protection design  
Installation and maintenance  
Security training; technicians and operators.  
Communications  
[www.sakergroup.net/communications.html](http://www.sakergroup.net/communications.html)  
Telecommunications Design  
Engineering  
WiMax and WiFi  
Point to point and mesh network design.  
Renewable Energy  
Power & Energy design consulting  
Photovoltaic systems design and installation  
Biomass plant design  
Geothermal project management

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<b>COMPANY:</b>	<b>The Technology Partnership (TTP)</b>
<b>ADDRESS:</b>	Melbourn Science Park, Royston, Herts, SG8 6EE
<b>WEBSITE:</b>	<a href="http://www.ttp.com">www.ttp.com</a>
<b>TEL.:</b>	+44 (0)1763 262626
<b>CONTACTS:</b>	Mr Richard Sims
<b>SECTOR:</b>	<b>Technology and Product Development</b>
<b>COMPANY PROFILE:</b>	<p>The Technology Partnership (TTP) is Europe's leading independent technology and product development company. Based near Cambridge (UK), TTP employs around 300 engineering and scientific staff and has clients worldwide. TTP undertakes a wide variety of projects, with a recent focus on Smart City applications.</p>

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**PRODUCT/  
SERVICE  
DESCRIPTION:**

TTP has been working with Mayflower Complete Control on their Smart Street Lighting solution for the last 3 years. Significant numbers of nodes have been installed in the UK: 150,000 in Hampshire alone. The solution offers power saving, fault management, billing and dynamic dimming based on a ZigBee radio network. Together we are looking to exploit this technology and product range on mainland Europe, as we see it forming the basis for other Smart City applications.

**Attachment:** IoT Street Lighting – South Coast Case Study

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## **Business Opportunities**

Alle aziende italiane interessate a rappresentare prodotti britannici, oltre a quelli descritti nel presente catalogo, o a sviluppare partnership di sviluppo tecnologico, UK Trade & Investment offre gratuitamente e senza alcun impegno la possibilità di effettuare una ricerca attraverso il servizio Business Opportunities.

Per ulteriori informazioni contattateci all'indirizzo:

[MilanCommercialEnquiries@fco.gov.uk](mailto:MilanCommercialEnquiries@fco.gov.uk)

Tel.: +39 02 72300237

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## **UK Trade & Investment**

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