REDZONE

Materialize the Future

a startup program by saes

The high-tech hub for Advanced Materials Startups

RedZone is a new way to grow **deep-tech** innovations.

The place to craft the **materials of tomorrow**.

A program for scientists, engineers and inventors who dare to shape breakthrough **revolutions in materials science**.

REDZONE by saes

Red is the color of SAES
Red passion for innovation

At RedZone, the program for startups by SAES, we envision a future where advanced materials drive the development of human society, protect our lives, and preserve our fragile planet.

For the past 80 years, SAES has been at the forefront of innovation in materials science, enabling groundbreaking inventions like radios, televisions, lamps, displays, particle accelerators, medical devices, semiconductors, and sustainable packaging.

Backed by a renewed multinational company and a strategic partner to over 2,500 customers, we are the ideal ally for founders and entrepreneurs looking to harness the potential of advanced materials and pave the way for a brighter future.

We aim to transform science into meaningful innovations, accelerating ideas from the lab to the market, and supporting the most promising deep-tech startups in their journey towards success.

REDZONE by saes

We make disruptive ideas flourish
acting as a **committed industrial partner**.

We assess startups' opportunities,
helping them **overcome technological uncertainties**.

REDZONE by saes

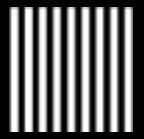
What we are looking for

Innovative solutions

Based on Advanced Materials or their application.
Patented or to be patented.Knowledge intensive.

Early stage startups

Pre Seed / Seed Stage. TRL 3 to 7
Initial Market Traction



A valuable business

Solving real problems in a growing market
with a scalable and sustainable business model

Europe based

Startups Located in geographical Europe.
Constituted as Companies by the start of the program.

Fit with our Innovation Areas

Projects fitting the thematic areas of the current call
High synergy with SAES' vision of the future

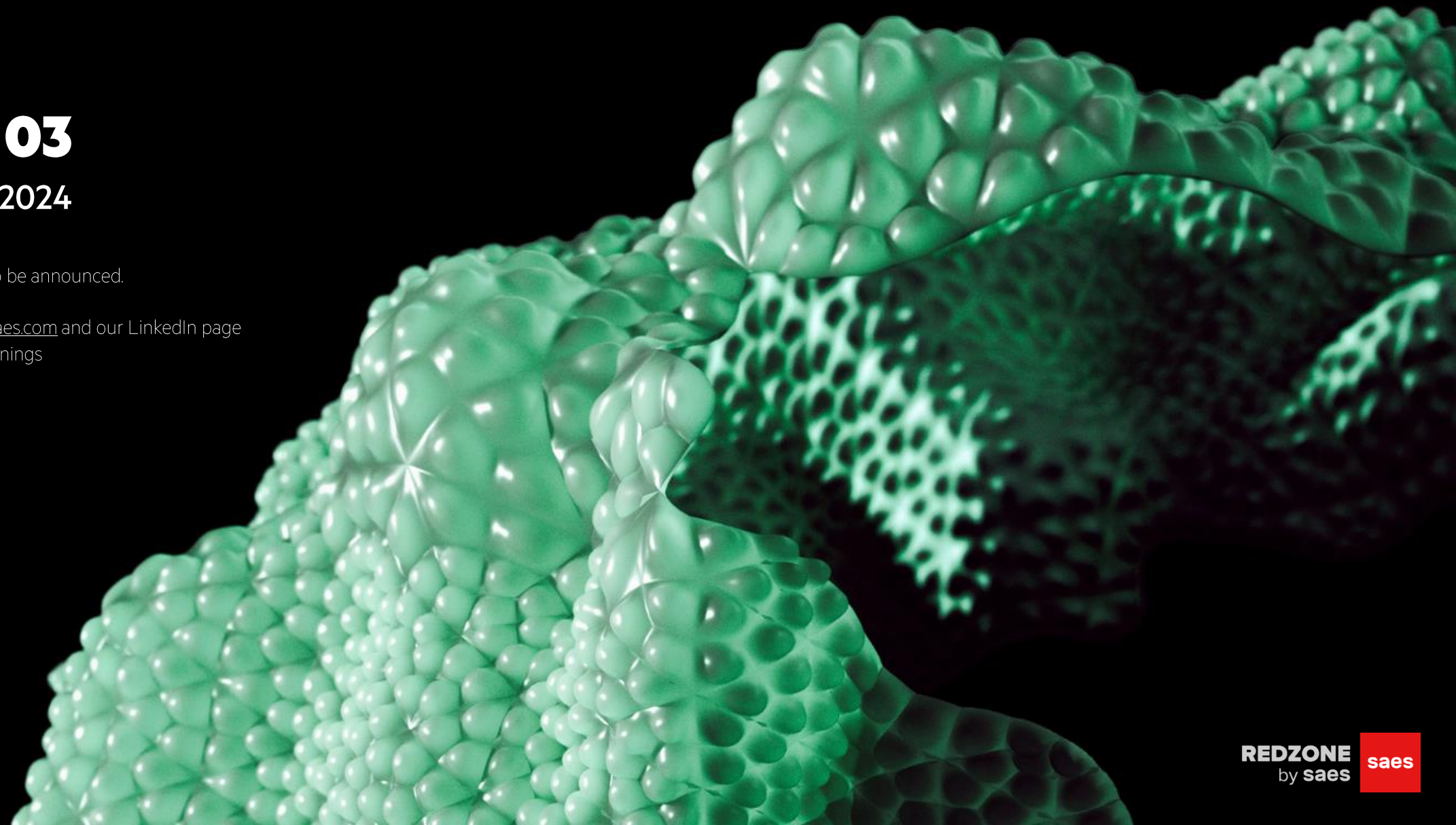
REDZONE by saes

CALL 03

AUTUMN 2024

Innovation Areas to be announced.

Check redzonebysaes.com and our LinkedIn page to discover call openings



REDZONE by saes

The intake process

CALL OPENING

APPLICATION WINDOW

2 MONTHS

CALL CLOSING

2 MONTHS

SELECTION & INTERVIEWS

WINNERS DECLARATION

PROJECT DEFINITION

2 MONTHS

AGREEMENT SIGNATURE

REDZONE

START

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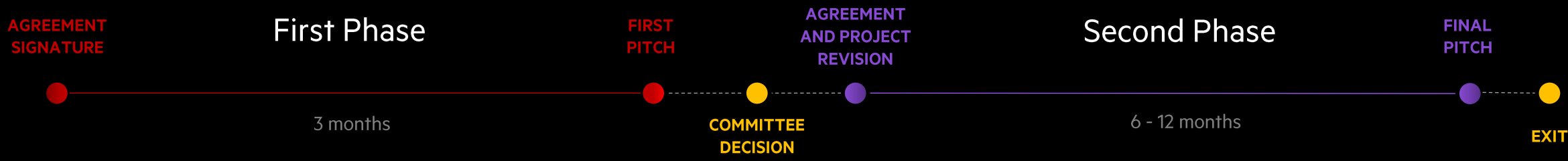
REDZONE



Objective	**PROOF OF CONCEPT**
Duration	**3 months**
› R&D FOCUS	Demonstrate feasibility
› DEV FOCUS	Problem-Solution fit
› ATTITUDE	Explore and validate

Objective	**SCALABLE MVP** in partnership with SAES
Duration	**6** to **12 months**
› R&D FOCUS	Demonstrate scalability
› DEV FOCUS	Product-Market fit
› ATTITUDE	Develop and plan

REDZONE

First Phase
3 months

Second Phase
6 - 12 months

First Phase		Second Phase	
OPEN LABS ACCESS with our staff	**100 hours**	OPEN LABS & PILOT PLANTS ACCESS with our staff	**300 hours**
SUPPORT with our experts	**10 hours**	SUPPORT with our experts	**20 hours**
CONTRIBUTION for the project	**20K €**	CONTRIBUTION for the project	**50 - 80K €**
MENTORING training and 1-to-1	**free**	MENTORING advisory and 1-to-1	**discounted**

+ Rolling **office space**, connectivity and services
+ **Materials** cost covering
+ **Advertising** through our channels
+ Connection with SAES' **network** (partners, customers, investors, experts)

After the Second Phase

> a Future Cooperation

Towards an extended and personalized agreement

- Client-supplier
- Co-development in partnership
- Contract manufacturing
- Joint venturing
- Capital investment
- etc.

> Option on Equity

The investment might be converted in equity (5 to 15%)*

(*) Redzone is a tech based venture partnership program and not a corporate venture capital.
Our goal is to innovate through open innovation with new products, not equity investments.

REDZONE by saes

> Proprietary IP

previously owned and independently developed within the Open Labs

WILL ALWAYS BE OWNED BY THE STARTUP

> Co-developed IP

developed with the contribution of SAES know-how

WILL ALWAYS BE CO-OWNED

+ RedZone offers IP strategy consultancy as a service

+ SAES can sustain the cost of IP issuing if mutually agreed


MALPENSA AIRPORT
30 minutes
REDZONE
at SAES headquarters in Lainate
MILAN
ITALY
DOME SQUARE
30 minutes
REDZONE
by saes
saes


REDZONE OPEN LABS
PARKING
PILOT PLANTS
RESEARCH FLOOR
CANTEEN
STARTUPS OFFICES
saes group
REDZONE
by saes
saes

The Labs

30+
People

3.300 m^2
Laboratories surface

5
Scale-up
Pilot lines

25
Core Technologies

40+
Characterization
Instruments

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001

Prep and Store

- Chemical hoods
- Glove boxes with inert atmospheres
- Refrigerated storage box
- Big climatic chamber

002

Drying

- Freeze dying
- Spray drying
- Rotary evaporation

003

Milling

- Rotor miller
- Jet miller
- Ball miller
- Wet miller
- Ultrasonic sieve
- Cryogenic mill kit

004

Mixing

- Blade mixer
- Ultrasonic mixer
- High pressure homogenization
- Dual asymmetric centrifugal mixer
- 3-roll mixer
- Microfluidic disperser
- Heated Calender

005

Coating

- Needle dispensing
- Jet dispensing
- Spin coating
- Blading
- Dip coating
- Slot die coating
- PECVD
- PVD

006

Processing

- Compounding system for thermoplastic matrices

007

Deposition

- Flexo lab coater
- Gravure lab coater
- Ultrasonic spray coater
- Lab inkjet printer
- Hotmelt gun
- FDM 3D printer
- SLA 3D printer
- Surface finisher

008

Pilot Lines

- Membrane emulsification pilot plant
- Freeze drying pilot system for water-based dispersions
- Formulations mixing reactors
- Emulsification system for capsules
- “Flexible Films Lab” with a roll-to-roll multi-station lacquering and lamination pilot line with:
    - Coating stations: water, solvent, solventless
    - Curing stations: air flotation, IR lamps, UV lamps
    - Lamination units: wet and dry
    - Deposition technologies: gravure, 3-roll flexo, slot die

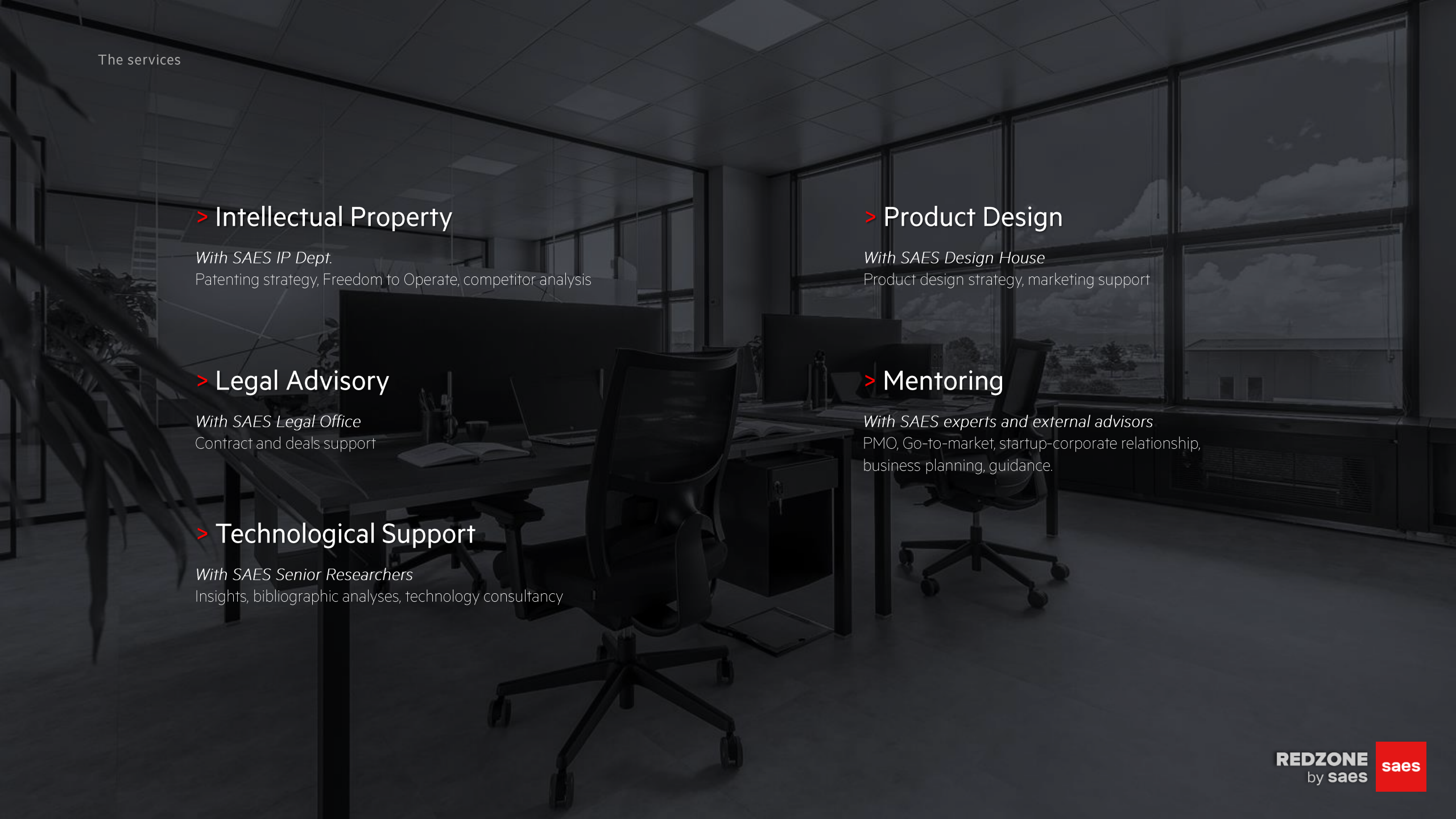
009

Characterization Labs

- Chemical analyses
  WD-XRF, ICP-OES, AAS-GF, Potentiostat, Galvanostat

- Physical analyses
  optical microscopes with polarizers, FESEM-EDS with EDS probe, SEM-EDS, AFM, Profilometer, FTIR spectrometer, UV-VIS spectrometer, IR microscope, Raman Microscope, Spectro-fluorimeter, Refractive index measurement system, Haze-meter, contact-angle measurement system, DSL, granulometers, XRD

- Functional and mechanical analyses
  microbalances, volumetric test benches with QMS, climatic chamber, TG-DSC-MS, Photo-DSC, Microcalorimeter, film electrical resistivity measurement system, GC, FTIR spectrometer for gases, HS-GC-MS, BET, Chemisorption measurement system, gas permeation permeabilimeters, rheometers, nanoindenters, DMA, quenching dilatometer, tensile testing machine.



> Intellectual Property

With SAES IP Dept.
Patenting strategy, Freedom to Operate, competitor analysis

> Legal Advisory

With SAES Legal Office
Contract and deals support

> Technological Support

With SAES Senior Researchers
Insights, bibliographic analyses, technology consultancy

> Product Design

With SAES Design House
Product design strategy, marketing support

> Mentoring

With SAES experts and external advisors
PMO, Go-to-market, startup-corporate relationship, business planning, guidance.

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Our Network

ECOSYSTEM PARTNERS

hello tomorrow

innovation network for advanced materials

DeepTech Alliance.

HTSB

btsdi

Deloitte.

VENTURE CAPITAL PARTNERS

scientifica venture capital

eureka! venture SGR

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Contact us

CHECK AVAILABLE

CALLS FOR STARTUPS

ON OUR PAGES

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