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Mr. Claudio ZUCCOLOTTO (EX2017D309878)



Born

Nationality:

Contact details



Languages

3



	Basic	Intermediate	Proficient	Mother Tongue
Italian	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
English	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
German	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Area of expertise

25



Strategic management [Business management]

Business analysis [Business management]

Business development [Business management]

Business plan [Business management]

Business models [Business management]

Business strategies [Business management]

Business coaching and mentoring [Business management]

Business governance [Business management]

Technology commercialisation [Technology management]

Technology transfer [Technology management]

Company valuation [Financial & Investment management]

Cost estimation / analysis [Financial & Investment management]

Feasibility analysis [Financial & Investment management]

Project valuation [Financial & Investment management]

Private equity [Private investment]

Angel investment [Private investment]

Marketing strategy [Marketing management]

Market intelligence [Marketing management]

Startups [Web Entrepreneurship]

Start-up companies [Business management]

Consumer products and services

EICSME

Strategic management

Innovation

Start up

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Education 2



Kellogg School of Management United States	Advanced Business Management Process Master	2000
Padova University Italy	Electronic Engineering Bachelor	1988

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Employment history 1



31 years

IAG - Italian Angels for Growth Partner Italy Other	09/2012 - current 7+ years
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Publications/books/articles 0



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- Research funding bodies with a public service mission, which are based in third countries, associated to Horizon 2020 or to other EU funding programmes, for which the Commission has not adopted an adequacy decision¹

1. An 'adequacy decision' recognises that a third country offers data protection standards equivalent to the ones in the EU/EEA countries. In principle, the transfer of personal data to non-adequate third countries is much more risky compared to EU/EEA countries and adequate third countries. Therefore, given the risks, in the absence of an 'adequacy decision', your data may be transferred to a third country if you have provided your explicit consent


Additional information





ORCID number	No
Experience in peer reviews or evaluations (outside the Commission)	<p>I was member of: - Comitato Valorizzazione Ricerche - Scuola Superiore S. Anna di Pisa The Committee was focused on evaluating potential industrial outcomes of researches developed by the University and definition of supporting activities for market viability of the projects. - Comitato di Indirizzo industriale - CPR Consorzio Pisa Ricerche (Pisa University) The Committee was focused in identifying, projects, markets and ideas in order to create a link between the Pisa University and SME, in order to foster technology based innovation. Several project and patents have been developed for industrial sector during the activity of this Committee</p> <p style="text-align: center;">show more...</p>
Experience related to innovation projects	No
Experience in valuing companies	<p>As Managing Director in Gerresheimer (since 2004) I was part of M&A evaluation team for Indian market: - Acquisition candidates screening - Evaluation of target's strategic fit - Business plan development and discussion - Preliminary discussion with owners Currently as Angel Investor (IAG since 2012) I take usually part of team for start-up evaluation. My tasks are related to: - Business plan analysis and assumptions challenge - Identification of Business Plan critical aspects and risks - Development of risk mitigation plan - Organization review and master plan of actions Currently (since 2016) I'am acting as M&A and Integration Director for Deoflor (a SME Italian company) in a structured M&A program in European Eastern Countries. Key tasks are focused on evaluation of: - Development of long term growth strategy - Strategic fit of the potential target company - Initial company evaluation - Value generated by the Merge/Acquisition - Business Plan development and discussion - Evaluation of financing and investment alternatives - Risk analysis and Risk mitigation plan</p> <p style="text-align: center;">show more...</p>
Experience in industrial sector	<p>The largest part of my career was in the Industrial sector. During my period as MANAGING DIRECTOR in Gerresheimer I was leading 4 companies (Italy, Germany, France, Poland) and I could focus my activity in following topics: - Multicultural organization management in SME - International Sales and Marketing Development - Innovation of Product and technology with the development of several patents - Operations reorganization and restructuring - M&A evaluation team Currently as Angel Investor, I'am member of boards for start-up mainly in technology development for healthcare industry</p> <p style="text-align: center;">show more...</p>
Other information	<p>1. ITALY 2011 SET UP OF INDUSTRIAL INNOVATION PROGRAM composed by an R&D team, and Pisa University Engineering Department: identification of full time researchers and support specialists, definition of investment budget and research target. US2015204654 (A1), HRP20130231 (T1), US2012324952 (A1) 2. ITALY 2011 Fund raising over 2 Mio EUR for R&D development projects in Vision inspection devices in pharmaceutical glass industry. 3. ITALY 2015 Angel Investment ANGIODROID Start-up: medical device for angiography without using iodine as a contrast medium, but CO2 gas. 4. ITALY 2014 Angel Investment CELLPLY Start-up: develops solutions for personalized cancer therapy, defining the cellular response to drug-based treatments. 5. ITALY 2015 Angel Investment GREENBONE Start-up: develops bone regenerating, load-bearing implants to treat severe fractures and conditions such as trauma and cancer that result in extensive bone loss.</p> <p style="text-align: center;">show more...</p>

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 Personal Details

 Contact details


 Languages


 Area of expertise


 Education

 Current Employment

 Publications/books/articles

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