Matteo Zanaroli

Matteo Zanaroli is a professional specialized in Fund Raising and Innovation Management at Datalogic SpA. As an alumnus of University of Bologna (Italy), he received his B.S. and M.Sc. in Industrial Engineering and was further awarded a certificate in IP Law from the University of Washington (U.S.A.). He holds an Executive Master in Management of Research, Innovation and Technology from POLIMI Graduate School of Management.

Beginning his work with Datalogic in 2010, he rapidly gained experience participating, as a member of a multifunctional team, in various M&A Activities and FTC Investigation. He focused on corporate level qualitative and financial evaluation of intangibles assets, monetization of the IP portfolio, and government channel fund raising activities. He has been on international assignment for two years in Eugene, Oregon (U.S.A.).

Currently based in Bologna, he is in charge of external funding activities (governmental funds) and tax credit filings for Research, Development, Innovation and Design.

EDUCATION:

POLIMI Graduate School of Management   **12/2019 – 06/2021**
- Executive Master in Management of Research, Innovation and Technology

University of Washington   **07/2014 – 08/2014**
- CASRIP – Certificate in IP Law

University of Bologna   **10/2005 – 12/2010**
- Master's degree – Industrial Engineering
- Bachelor's degree – Industrial Engineering

WORK EXPERIENCES:

Group Innovation Funding Manager – Datalogic SpA (Bologna, Italy)   06/2021 - Present
- Lead the activities related to cooperation with holders of advanced technologies (universities and companies) for strategic projects
- Lead private and public financial authorities relationships
- Work in a multidisciplinary team on tax procedures referring to innovative investments in new technologies
- Coordinator of several funded projects at national and European level
- Fund raising. Work on pre-award and post-award sponsored programs activities (Regione Emilia-Romagna, Horizon 2020/Europe, MISE/MIMIT)

Fund Raising Manager - Datalogic IP Tech Srl (Bologna, Italy)   **07/2017 – 06/2021**

- Perform qualitative and financial evaluation of Datalogic's intangible assets
- Manage the activities related to Patent Box and IP Exploitation (Licensing out)
- Manage the activities related to cooperation with holders of advanced technologies (universities and companies) for strategic and very innovative projects
- Fund raising. Work on pre-award and post-award sponsored programs activities (NSF, Regione Emilia-Romagna, Horizon Europe, MISE)

IP Valuation Specialist - Datalogic Holdings Inc. (Eugene, USA)   **09/2015 – 07/2017**

- In charge of patents sale and licensing activities at group Level
- Map and qualify Intellectual Property Risk Factors within the Supply Chain
- Member of a multidisciplinary team working on Patent Box

Intellectual Property Specialist - Datalogic SpA (Bologna, Italy)   **04/2010 – 09/2015**

- Performed functional, financial and economic analyses related to intercompany services
- Participated as a member of a multifunctional team in various acquisition activities and one Federal and Trade Commission's investigation
- Assisted with due diligence for patent acquisitions and divestitures

FOREIGN LANGUAGES:

- Italian: Mother tongue
- English: Fluent

INFORMATIC COMPETENCIES:

- ECDL Certification
- Excellent knowledge of Microsoft Office products

HONORS & AWARDS:

- Member of the Steering Committee for the Computer Engineering degree program at the University of Modena and Reggio Emilia (2022 – Present)
- Member of the Technical Directing Committee of CRIT Srl (2021 – Present)
- Co-chair of the Industry Advisory Board of NSF Center for Big Learning (2016 – 2017)
- Master's Degree Thesis Award from (i) Chamber of Commerce of Turin and (ii) Aster (Consortium for Innovation and Technology Transfer in Emilia-Romagna)
- Inventor or Co-Inventor of the following patents or applications: WO2019126236A1 and US20210081166A1 (User-wearable systems and methods to collect data and provide information) and US11049196B2 (Drive-through automated supermarket)
- Licensed professional in engineering