

# 1Year 1 Day: Giovani Ingegneri e Aziende Un Anno di Colloqui in un solo Giorno!

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## INVITO A TUTTI GLI STUDENTI DI INGEGNERIA

Aziende che partecipano all'edizione corrente

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Gli interessati ai Colloqui sono  
invitati a caricare il proprio Curriculum

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o inviarlo a

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Invito esteso a  
tutti gli Studenti  
di Informatica

L'Industria  
incontra Giovani  
Ingegneri:  
Sfide ed  
Opportunità

Accedi a Smart 1Y1D e  
conosci le Aziende



Meeting Program

**30 novembre, 2020, 9:00 am - 17:45**

Webinar

- 9:10 **Welcome Prof. Agostino G. Bruzzone**
- 9:15 **Prof.Roth, Dr.Crocco, Ing.Lombardo**
- 9:20 **Eccellenza e Competitività Oggi**  
Responsabili di Aziende Leader a livello Mondiale  
evidenziano Sfide e le Opportunità, in parallelo,  
sin dal mattino, si terranno le Campus Interviews
- 12:30 **Break**
- 13:00 **Meeting with Companies & Campus Interviews**
- 17:45 **Chiusura**



Accesso virtuale, per ulteriori informazioni,  
prego contattare [1year1day@simulationteam.com](mailto:1year1day@simulationteam.com)  
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# 1 Year 1 Day: Young Engineers meet with Major Companies

## The Interviews of One Year completed within a Single Day



**ALL ENGINEERING STUDENTS ARE INVITED**



Companies that will attend to current Editioning:



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People interested in Campus Interviews are invited to upload CV on

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Visit Smart 1Y1D to know the Companies



### Meeting Program

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# 1 Year 1 Day: Giovani Ingegneri e Aziende

# Un Anno di Colloqui in un solo Giorno!

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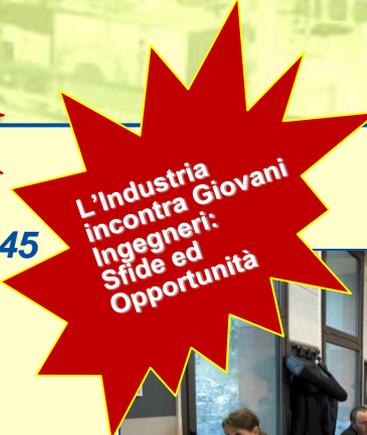


## INVITO A TUTTI GLI STUDENTI DI INGEGNERIA



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Accedi a Smart 1Y1D e conosci le Aziende



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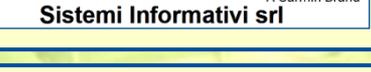
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Visit Smar 1Y1D to know the Companies



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# BUSINESS AS USUAL... ... despite covid-19



Companies that will attend to current Editioning:




Prof. Agostino G. Bruzzone

# Welcome



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# Genoa University, Polytechnic School & Engineering Faculty

The University of Genoa is one of the oldest in Italy and in the World (founded in 1471 AD), it is located in middle of Italian Riviera.

The students are about 40,000 (about 8,000 new entries), and the Engineering Departments involve around 7,500 students distributed among Genoa Locations and two External Sites: Savona Campus and La Spezia Area

Recently the Polytechnic School was established combining Engineering Faculty and Architecture in order to reinforce the vocation of Genoa University to be an International Leader in Innovative Technologies in a wide spectrum of applications

For further Information about the Engineering & University of Genoa:

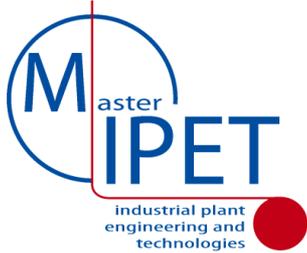


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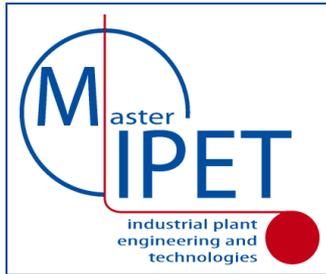


# Ordine degli Ingegneri della Provincia di Genova





# CONFINDUSTRIA Genova



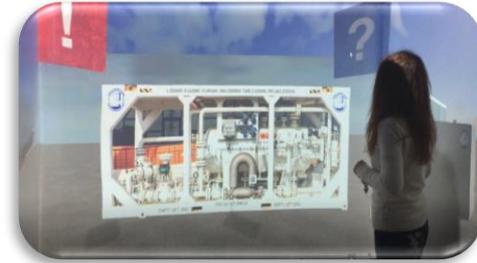
**CONFINDUSTRIA  
Genova**  
supports International  
Master MIPET since its  
begin and promotes  
these initiatives among  
Industrial Community





# Simulation Team... Who We Are?

Universities, Research Centers and Companies operating worldwide in synergy for developing Innovative Solutions with a particular focus in Modeling & Simulation



DIME  
Università  
di Genova



Liophant  
Simulation



CIREM  
Università di Cagliari



CentraLabs  
Cagliari



CSU  
Australia



Mik  
Riga TU



Universidad  
de la Rioja



etea SICUREZZA



AntOptima  
we saved us your business



SimCenter Universitat  
Autònoma de Barcelona

MSC-LES



LOGIXTICA



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Marseille



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SPIIRAS Russian  
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Rio de Janeiro  
Brazil

MITIM  
Simulation Team  
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McLeod Institute of Technology &  
Interoperable Modeling Simulatio  
Genoa



IMS-LAPS  
Univ. Bordeaux



# Intellectual Capital for Future of Engineering

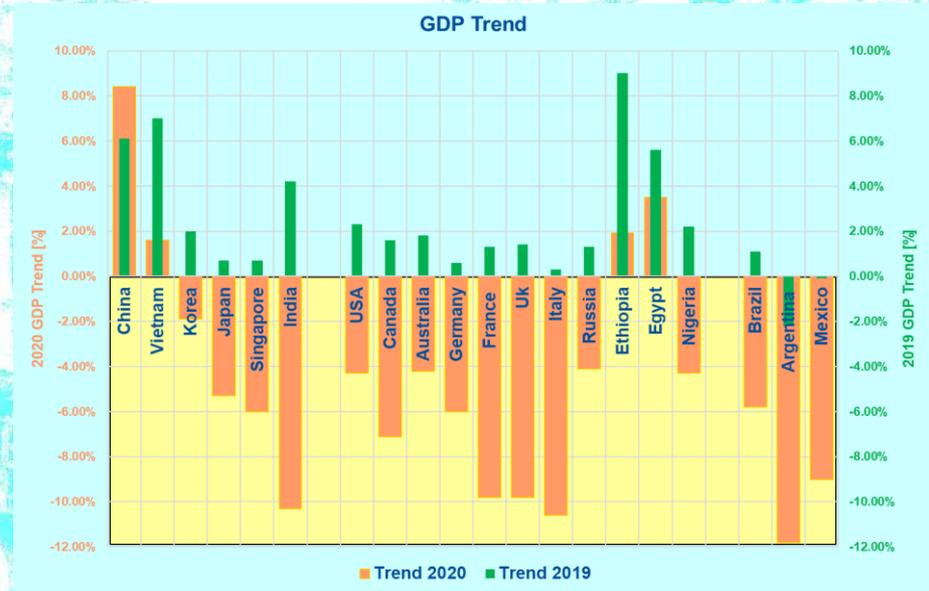
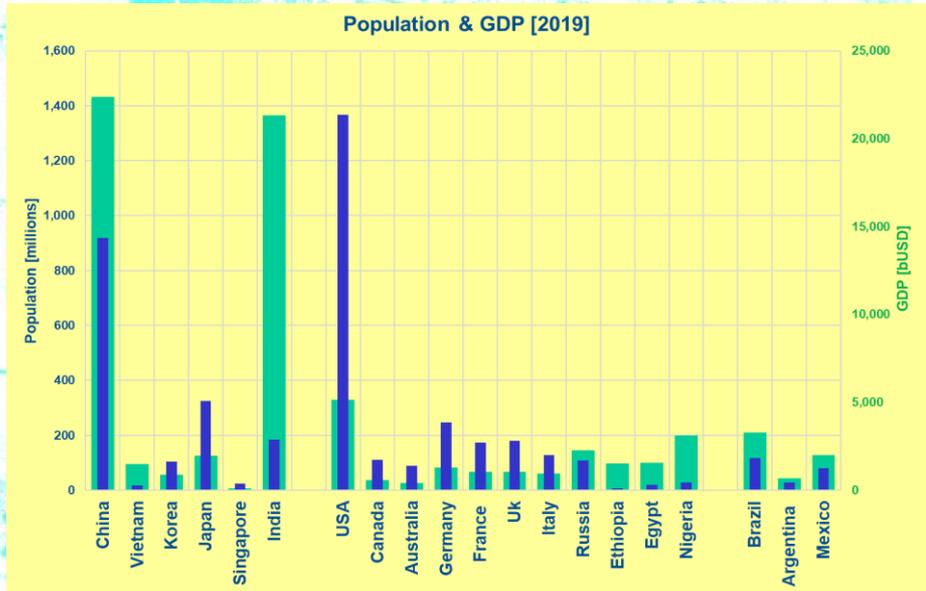
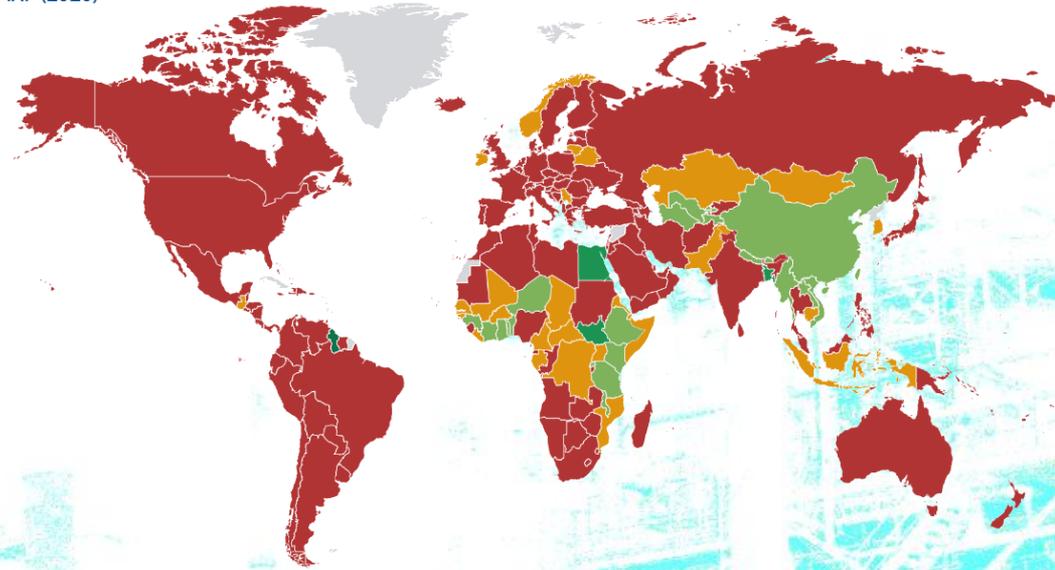
*Jack Welch (GE CEO 1981-2001 from \$14 billions market value to over \$410 billions): Globalization has changed us into a company that searches the world, not just to sell or to source, but to find Intellectual Capital: the World's Best Talents and Greatest Ideas*



**Scientists investigate that which already is; Engineers create that which has never been**  
*Albert Einstein, Physics Nobel Price 1921*

# A World evolving a World plenty of Challenges & Opportunities

● 6% or more 
 ● 3% - 6% 
 ● 0 - 3% 
 ● -3% - 0 
 ● less than -3% 
 ● no data  
 MAP (2020)





# World Urbanization, Current & Future Changes & Crises

Management of a Region or a Town is a challenging activity dealing with Volatility, Uncertainty, Complexity and Ambiguity and it requires to consider many factors and to involve multiple different stakeholders. In case of crisis the management is even more difficult: while governance procedures are suitable for normal everyday operations, they could fail when conditions are critical. In this case, the new problematic situation could have no previously developed procedures or have one that is purely theoretical and was never experienced (e.g. lack training, low reliability, difficulties in decision making).

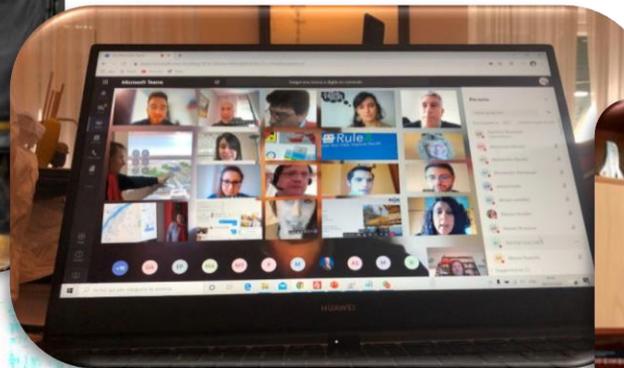


# We are discovering things that we was supposed to **Know...**



*Black Hornet*

***Epidemics: 3 worldwide in 20 years, therefore...***



***Smart Working***

## Today

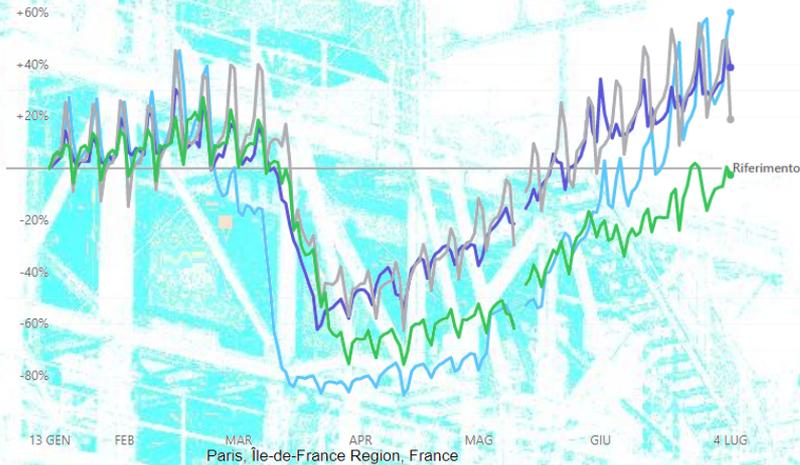
***Virtual & Remote Services***



- We experience known & neglected Vulnerabilities
- We discovered capabilities never put at real work
- We were forced to step forward by covid-19 crisis

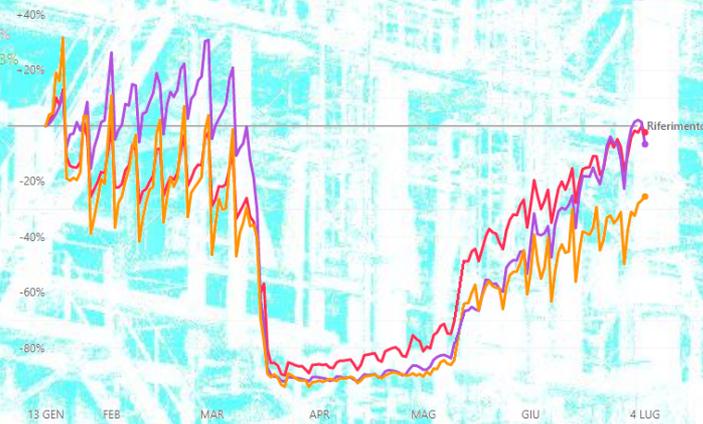
# ... & things we were ignoring

## 4 Countries



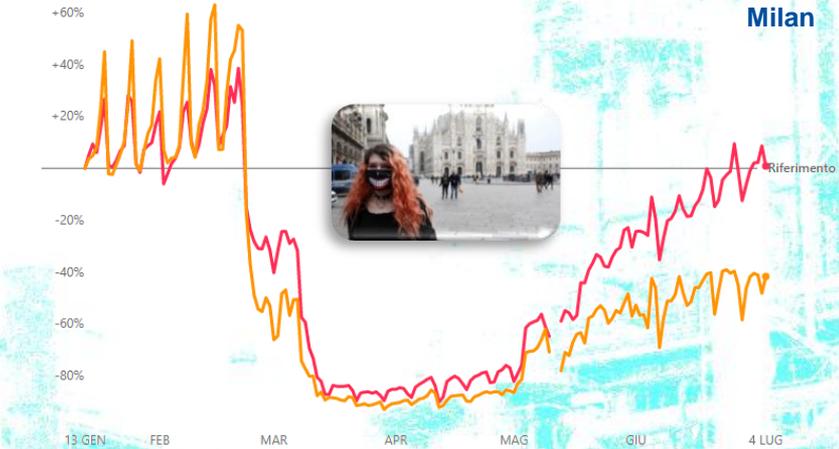
- Italy +60%
- Germany +39%
- United States +19%
- United Kingdom +3%

## Paris



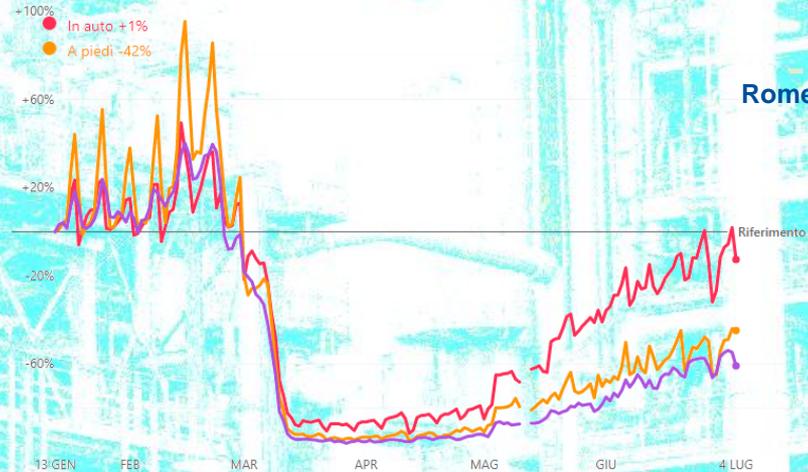
- In auto -2%
- Trasporti -7%
- A piedi -25%

## Milan



- In auto +1%
- A piedi -42%

## Rome



- In auto -13%
- A piedi -45%
- Trasporti -61%

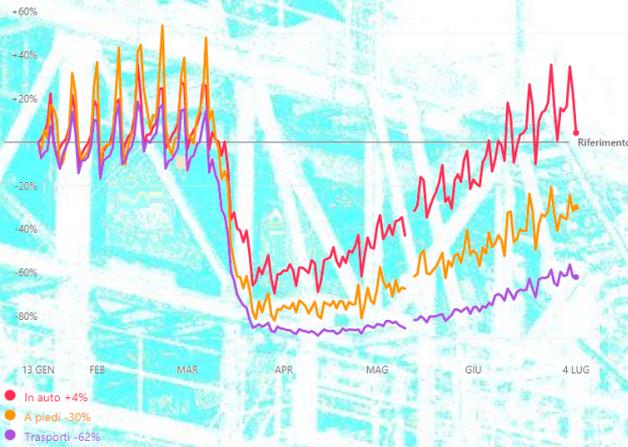


Statistics on Iphone mobility by Apple, July 2020, ~46% mobiles

# ...e.g. We can adapt to live in new ways

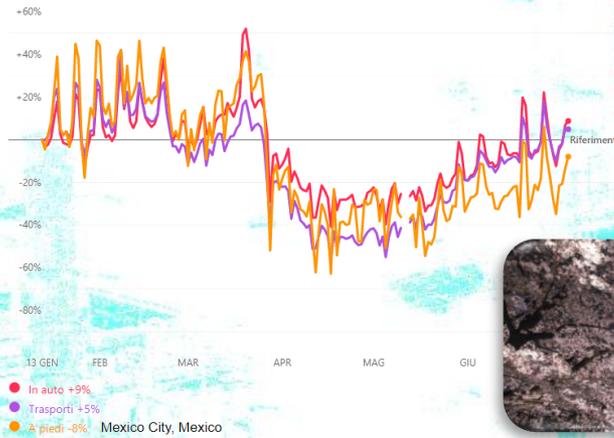
New York City, New York, United States

NYC



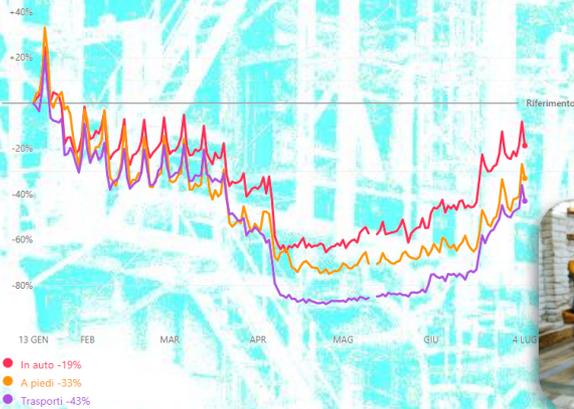
Tokyo, Tokyo (Prefecture), Japan

Tokyo



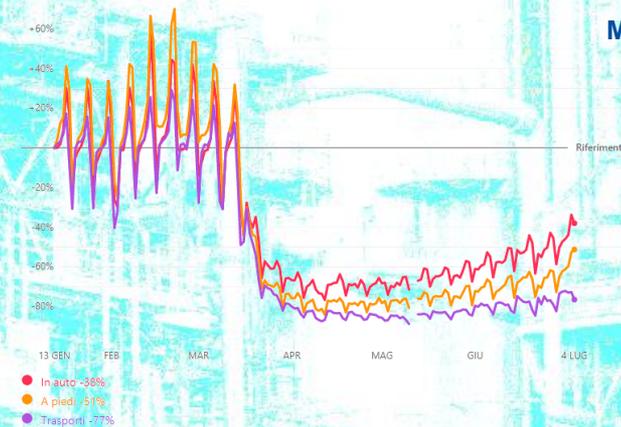
Singapore

Singapore



Mexico City, Mexico

Mexico City

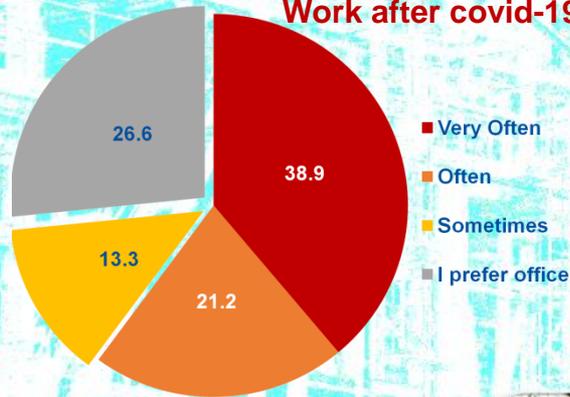


Statistics on Iphone mobility by Apple, July 2020, ~46% mobiles

# We are creating new ways to Work and Live

Nobody knows yet the answer, therefore People discovered new ways to live & Companies are realizing the savings on Rentals, Travels & Benefits...

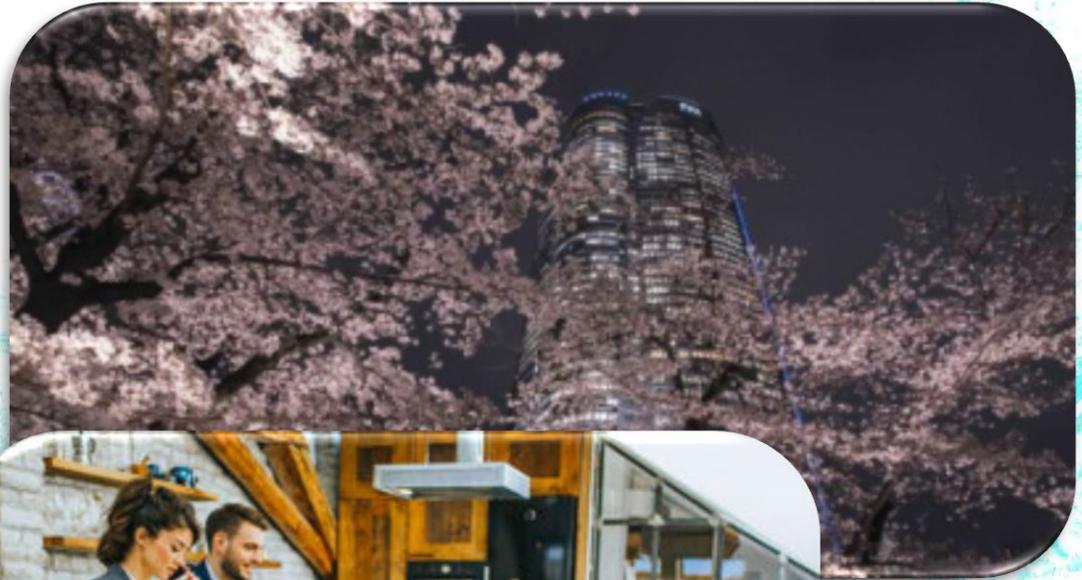
Do you will use Smart Work after covid-19?



~60% Yes plus 12% Sometimes



Twitter Questionnaire on Cisco ~18'000, July 2020



... however the salaries and operations could be affected and even Society



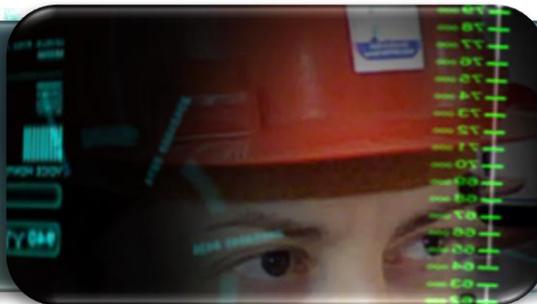
# Port Traffic... new Issues...

Top 10



5					593.3	575.8
6					543.6	519.9
7					510.0	500.0
8					579.0	540.0
9	Tianjin	China	508.0	501.0	551.0	541.0
10	Rotterdam	The Netherlands	469.0	467.4	461.2	466.4

10% more than first European Port





# ... and Safety and Security

Top 1

Town, Port and **Industry growth** created a intensive **dangerous Area**



- 6
- 7
- 8
- 9

**Just a Huge Accident caused by the Dangerous Materials present in the Port & Errors**



**Tianjin Explosion**  
August 12<sup>th</sup>, 2015  
800 tons Ammonium Nitrate, 336 tons of TNT explosion equivalent  
173 casualties, 2km range, 9bUSD Insurance Damages





# ... and Safety and Security

Top 1

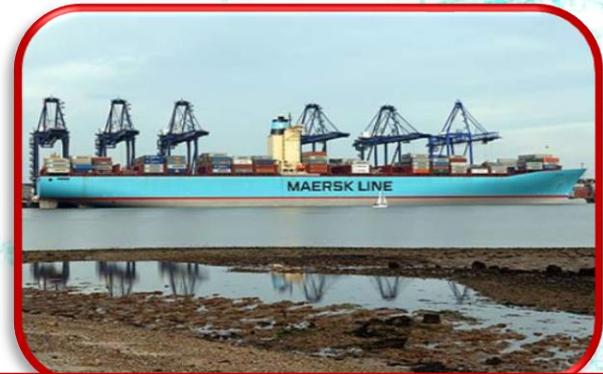
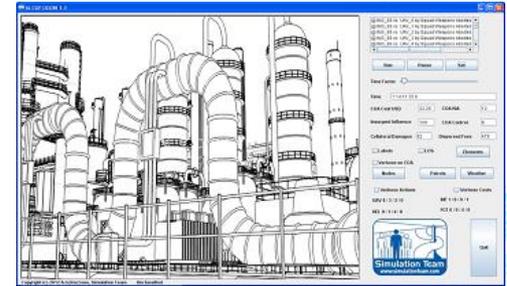
Tow  
C



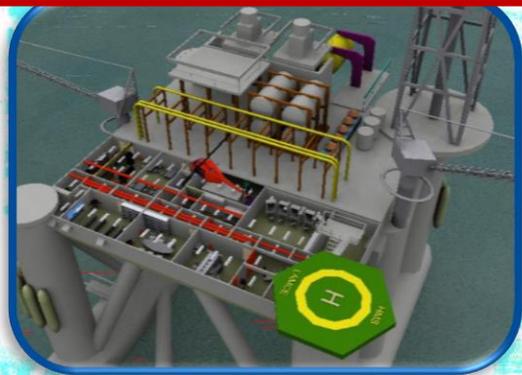
**Beirut Explosion**  
**August 4<sup>th</sup>, 2020**

**2'700 tons Ammonium Nitrate, 1.1 ktons of TNT explosion equivalent**  
**200 casualties, 300'000 homeless, 15bUSD Damages**

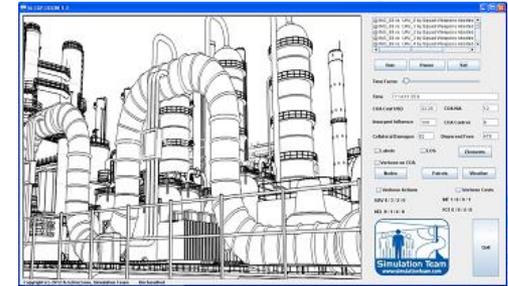
# Digital Twins...



... exist, therefore we have to look inside to see their characteristics and usability



# Keep in Mind...



... XR could be supported by very innovative as well as consolidated supports

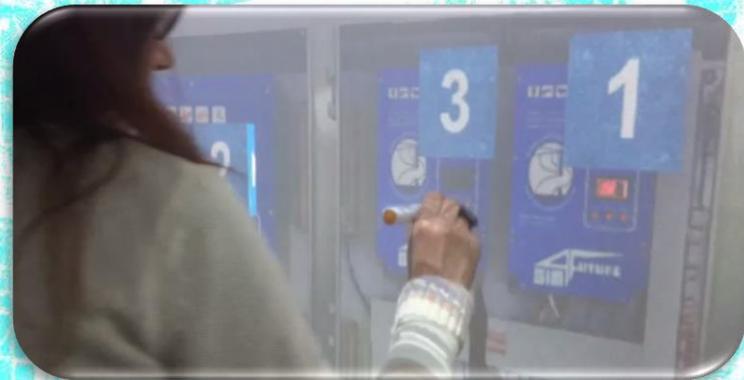
*XR eXtended Reality as combination of Virtual and Augmented Reality (VR & AR)*



# ... the Potential of new Solutions



The Author conducted various experiments on different solutions, devices and platforms to improve safety in ports & industrial plants. For instance, there were tested solutions based on tablets and smartphones and CAVEs.



# Strategic Engineering & STRATEGOS

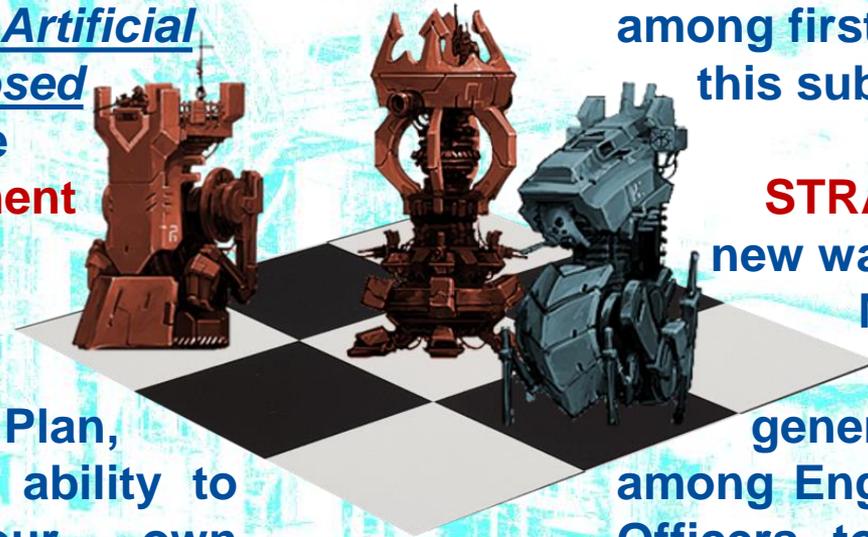
Genuense  
Athenaeum  
Est. 1471 AD



**Strategic Engineering** is a new Discipline, devoted to combine Modeling & Simulation, Data Analytics & Artificial Intelligence in closed loop to support the **Strategy Development & Decision Making**

A **Strategy** is not a Plan, a **Strategy** is the ability to well direct your own resources to achieve major Goals for your success

AI Artificial Intelligence



**STRATEGOS** aims to develop an International Capability in **Strategic Engineering** and it's the 1<sup>st</sup> Master of Science in Italy and among first ones worldwide on this subject

**STRATEGOS** promotes the new ways to use Quantitative Modeling and Analysis by preparing the new generations of Experts, among Engineers, Managers and Officers to be able to interact directly with the Top Decision Makers on Crucial Problems

# STRATEGOS

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**Strategic Engineering** allows to combine many different sources of data and to clean, elaborate and fuse them together using AI and Data Analytics to extract information

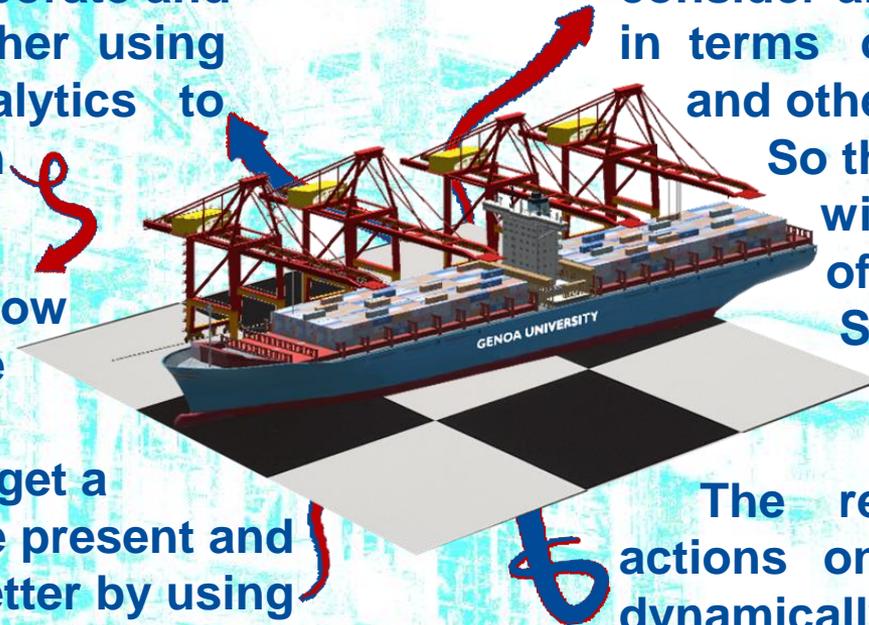
This allow us to know what happen in the past and what is happening now to get a good picture of the present and to understand it better by using our up-to-date Models & AI

AI Artificial Intelligence

The Models are used to simulate the situation and the impact of our decisions but also to consider all possible alternatives in terms of situation changes and other players moves.

So the Decisions are made with benefits of Results of Simulation & Smart Systems based on AI

The real impacts of our actions on the field allows to dynamically refine our models & simulators by using advanced Machine Learning Techniques



# STRATEGOS

## The Strategos...

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ἡ Στρατηγία κάλλιστα προμηθεῖται τὰ  
τε ἄλλα καὶ περὶ τὸ μέλλον ἔσεσθαι,  
οὐδὲ τῇ μαντικῇ οἶεται δεῖν ὑπηρετεῖν  
ἀλλὰ ἄρχειν, ὡς εἰδυῖα κάλλιον τὰ περὶ  
τὸν πόλεμον καὶ γιγνόμενα καὶ γενησόμενα

...owns the Art to Know better what is Happening or is Likely to Happen

# STRATEGOS

## The Strategos...

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Lê o conscidera e mirë comme di senplici  
strumenti pe focalizâ a seu energia,  
cöse che peuan ese cangiaë quande  
cangian e prioritæ: de neuve peuan  
azonzise e de atre peuan ese eliminæ



...looks at goals as to simply tools to focus positively the energy, these can be changed as  
his priorities change, new one added & others dropped

Loosely Translated

*Christopher Columbus, Memorial, 1501 A.D.*

# STRATEGOS

## Important Partnership with major Agencies & Companies



Currently, many Major Companies, Institutions and Agencies are in active Partnership with **STRATEGOS** on Workshops and Exercises, as well as on Internships (6 months), Summer Stages (3-6 weeks) and Project Initiatives

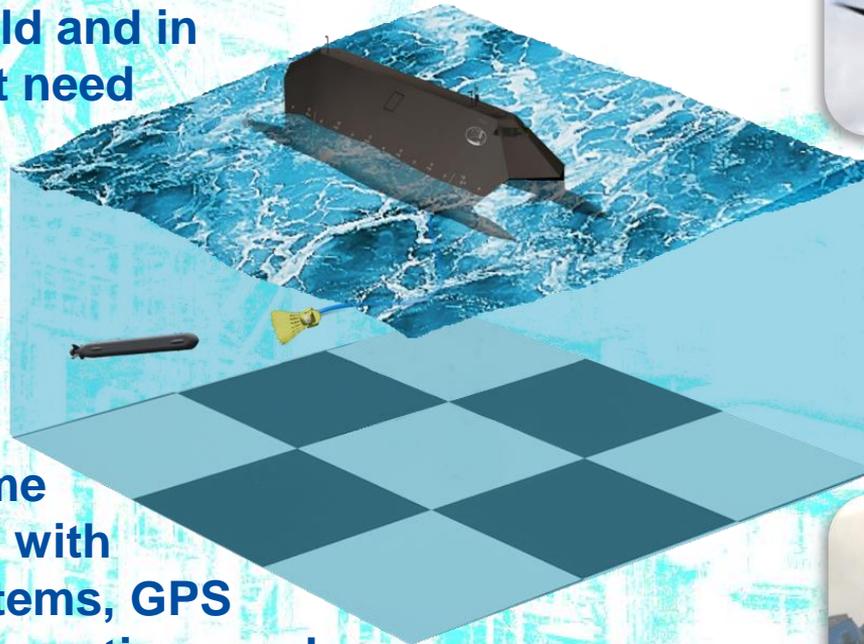




## New Threats... & New Assets Real... and... Virtual

Nowadays, there are new Threats in Physical World and in Cyber Space that need to be considered

At the same time New Solutions Exists to improve Safety & Security in Extended Maritime Framework dealing with Cyberphysical Systems, GPS Spoofing, Hybrid Operations and Media or Cyber Attacks to Critical Infrastructures

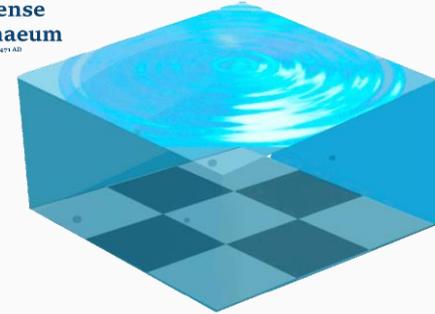


# STRATEGOS

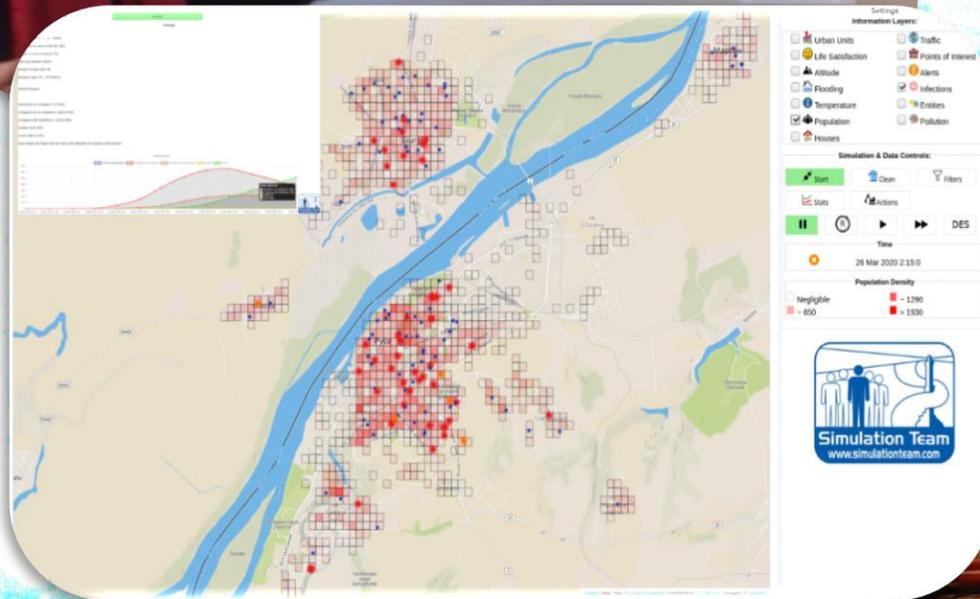


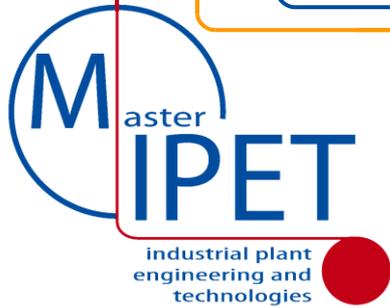
Master of Science in Strategic Engineering

# STRATEGOS



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# MIPET

12<sup>th</sup> Edition  
2021



DIME



CONFINDUSTRIA  
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ASSOCIAZIONE NAZIONALE DI  
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Mastering Industrial Plant Engineering and Technologies is an initiative promoted by a joint Team of Academic Institutions, Industries and Associations. MIPET includes an International Master focused on these Issues. The MIPET Excellence is based on the strong cooperation among Academic and Technical Experts coming from Prestigious Universities and Leading Companies operating in this area with special attention to Energy, Iron & Steel, EPC, Large Industrial Plants and Process Industries, Oil & Gas



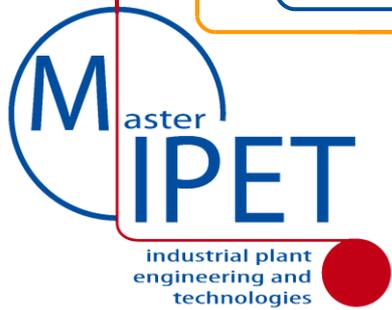
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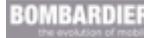


# Academia, Institutions & Industries

## MIPET ORGANIZERS & SUPPORTING INSTITUTIONS



## SUPPORTING COMPANIES



## PARTNER UNIVERSITIES & INSTITUTIONS



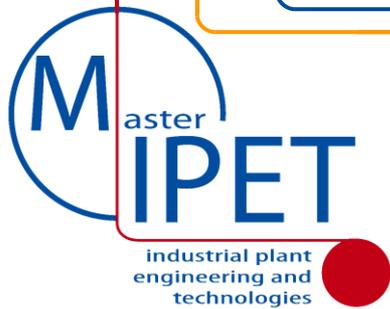
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# WHAT IS MIPET

**MIPET** is the **International Master in Industrial Plant Engineering of Genoa University** (il *Master Internazionale in Impiantistica e Tecnologie, Scuola Politecnica, Ingegneria, Università di Genova*).

**MIPET** is the *1st and most consolidated* International Master Program of Genoa University, **fully sponsored privately by Major Multinational Companies**, investing on young Engineers and looking for talents. **11 Successful Editions in 11 years** confirm the strong Industrial Interest in **MIPET**

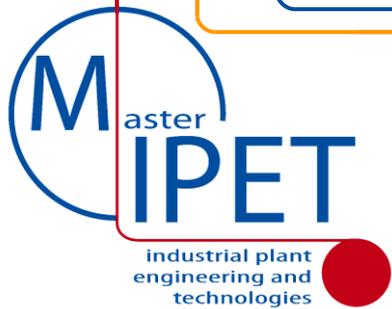


# 4 MONTHS TO WORK

**MIPET 12th Edition** starts end of **April 2020\*** and puts you at **Work** in **only 4 months**. After Labs & Lectures, you will conduct your **Internship in a Leading Industry** for 3 additional months, just to present your **Project Work** and being ready to evaluate final Job Proposals by Companies. MIPET Industries participate in Selection Process, they invest time & money in **MIPET**, so it's not surprising that our **Placement Rate overpasses largely 80%**.



\* MIPET guarantees possibility to participate to Engineers graduating in April, Academic Year last session  
First Week is focused on English Lectures and there is a Summer Break in August



# LEADING ENGINEERING ... AND MORE!

**MIPET Program** is developed by Industrial Top Experts & Academic Scientists sharing 50% teaching on Practice & Theory of **Technical Advances of Industrial Plants and Technologies**. In addition, **Soft Skills Courses** (e.g. Project Management, People Management, HR Orientation\*, Spanish for Latin American Markets) and **Seminars**, by Managers, Engineers and Scientists of 5 Continents, prepare you to **Work all around the Globe**.



Prof. A.G. Bruzzone  
MIPET Director

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\* HR Human Resources

# GOOD OPPORTUNITIES FOR JOB & YOUR CAREER

**MIPET Outstanding Candidates** get free registration, while large majority (usually 90%) receives **Grants** and have to pay only 1'500 Euro; by the way, MIPET Sponsors are expected to refund even this amount to students that they hire at the end.

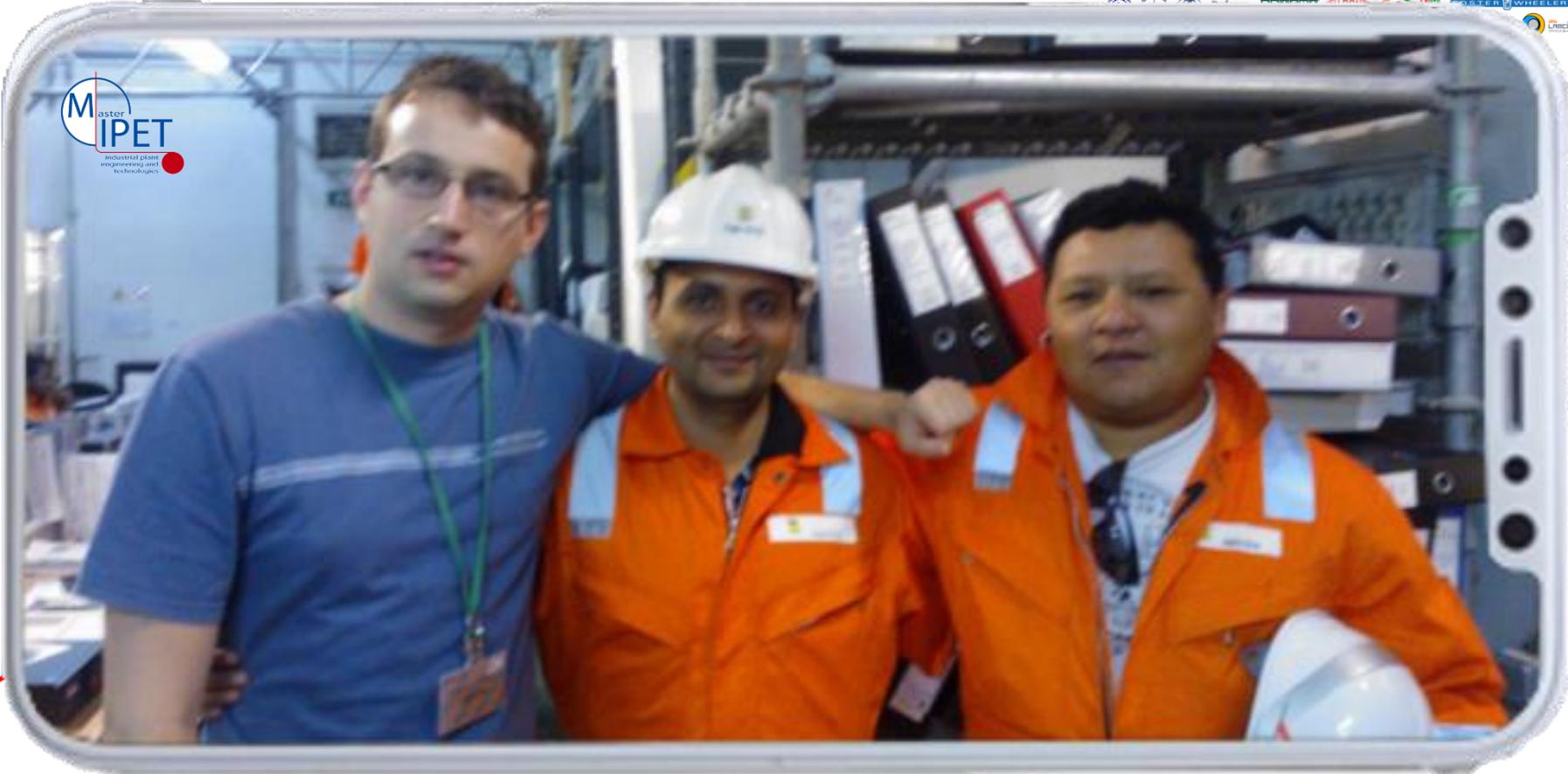
**The MIPET Internships are usually paid by Industries.**

This year, the Companies are offering **Great Job Opportunities** to **Italian Engineers** attending MIPET and willing to work, based in their Genoa Offices or in Italy.



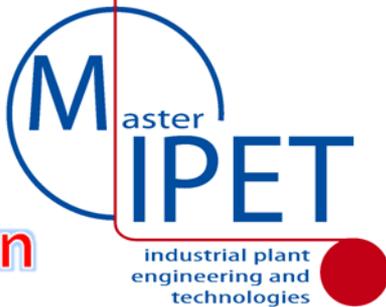
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# Cerchiamo Ingegneri Genovesi per operare in Team Internazionali



Questi Volantini sono una delle poche cose in Italiano nel MIPET

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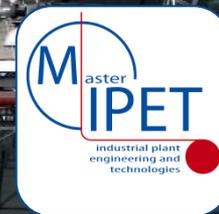


# MIPET: ABB Power System Division



*Maurizio Barabino, Engineering Director Power Division in ABB Italy*







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*Maria Savioli, HR Manager, Paul Wurth*



Paul Wurth

**PAUL WURTH**  
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L'Industria Impiantistica Incontra i Giovani Ingegneri



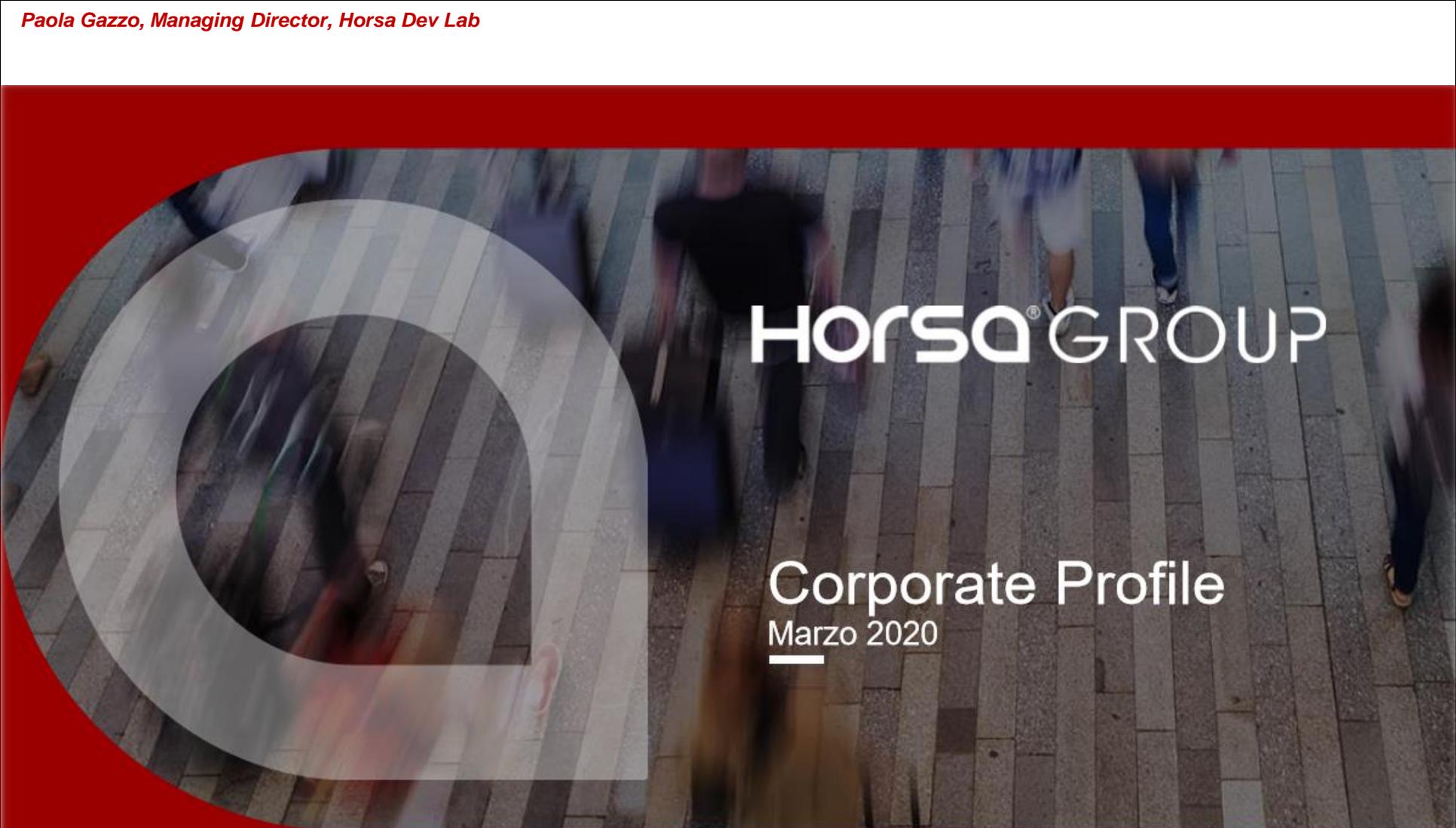
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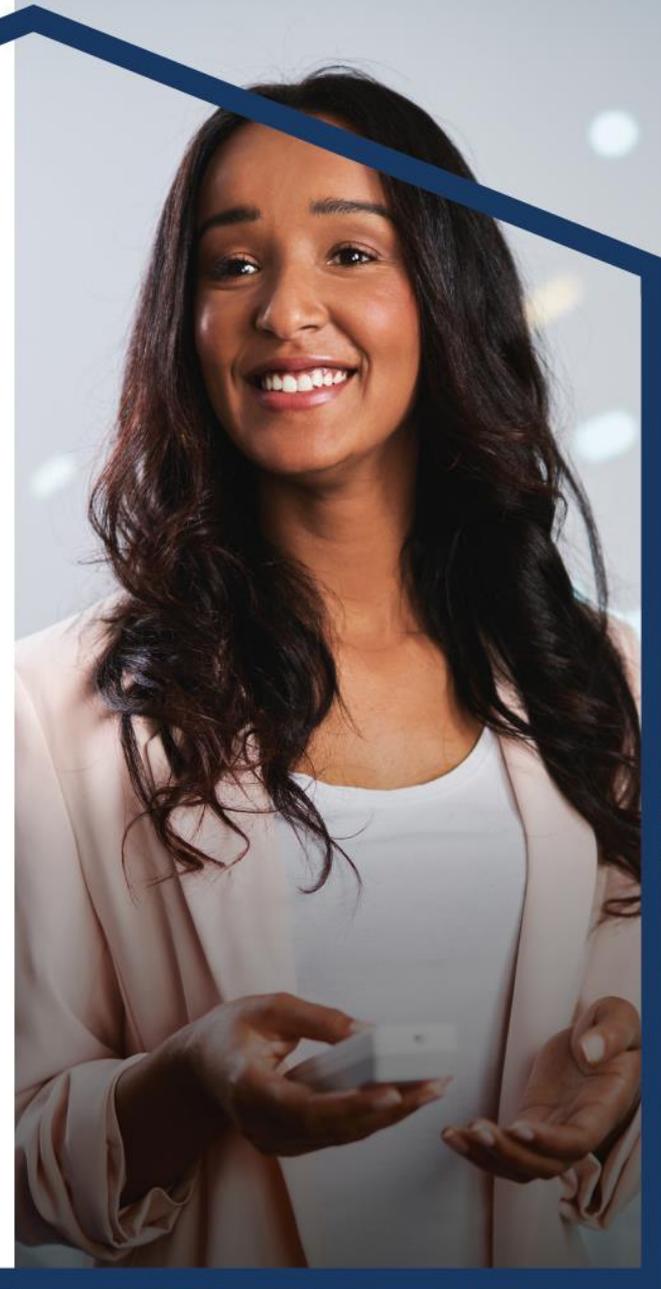
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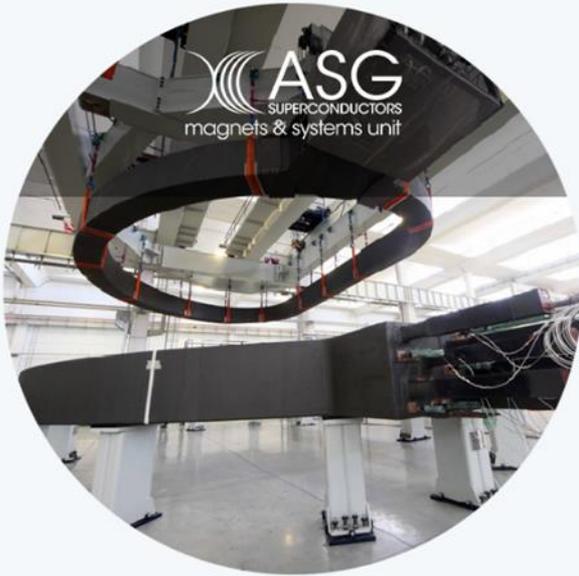
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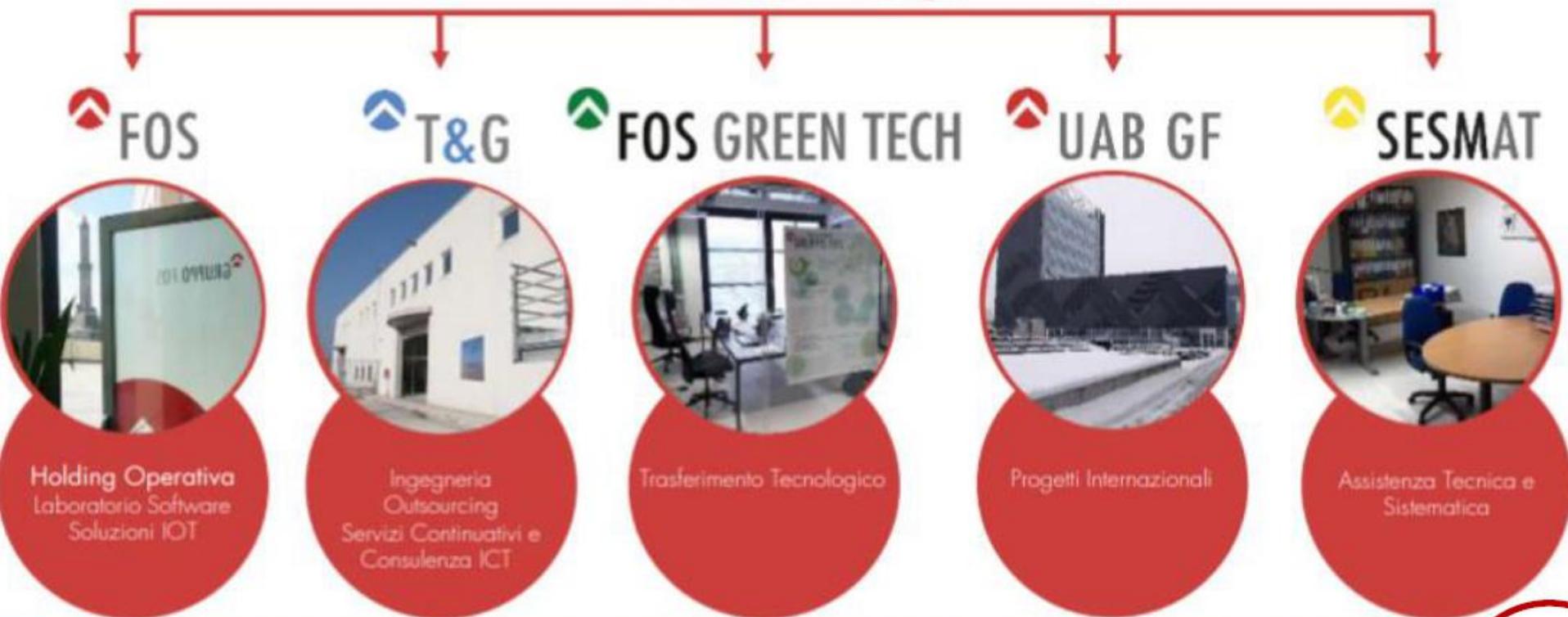


## BCUBE in numeri

<p><b>600,0 MLN</b></p> <p>FATTURATO</p>	<p><b>2,0 MLN</b></p> <p>ITEMS GESTITI</p>	<p><b>2,1 MLN</b></p> <p>M3 IMBALLATI</p>
<p><b>4,6 MLN</b></p> <p>TONNELLATE SPEDITE</p>	<p><b>21.000</b></p> <p>ORE DI FORMAZIONE</p>	<p><b>114,4 MLN</b></p> <p>KM PERCORSI</p>

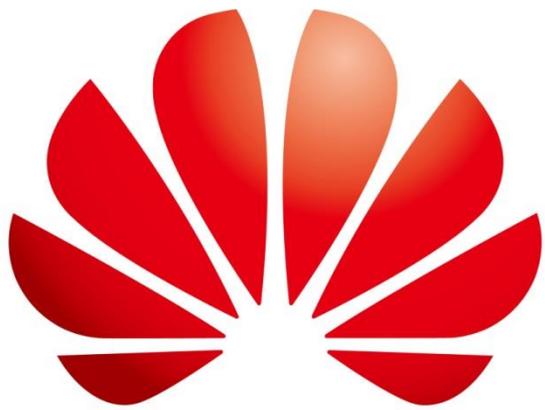
# Organization Chart

Gruppo FOS controlla al 100% diverse aziende con capacità tecnologiche verticali che operano in modo integrato e che si caratterizzano per la presenza in primari **Centri di Ricerca internazionali** ed importanti **distretti tecnologici**.

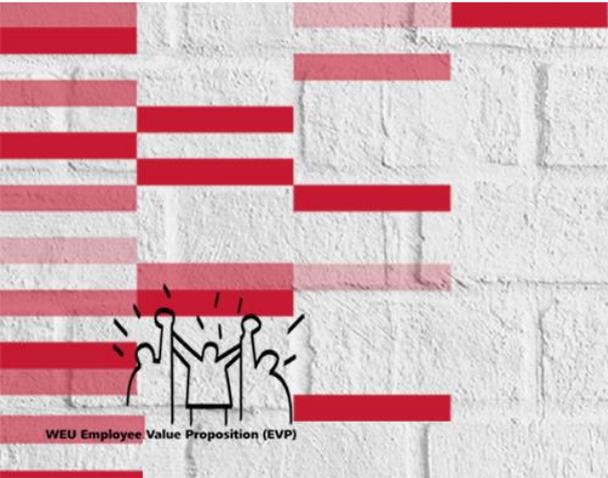




*Alberto Nicola Traverso, General Director, h2boat*



# HUAWEI

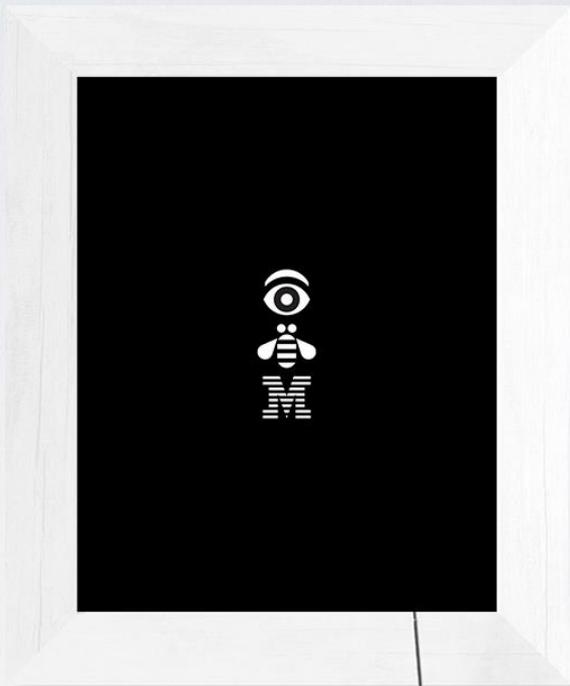


WEU Employee Value Proposition (EVP)

**PASSION**  
**UNLOCKS**  
**POTENTIAL**



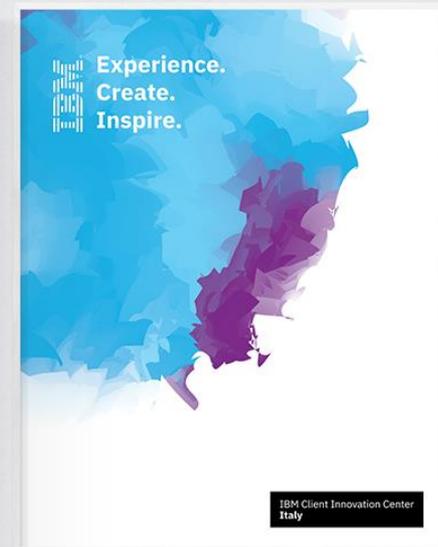
*Margherita Azzoni, HR Manager, Huawei Italy Research Centers,  
Ilaria Ciancio, Talent Acquisition & Employer Branding Manager Huawei Italy  
Camilla Artoni, HRBP Huawei Italy Research Centers*



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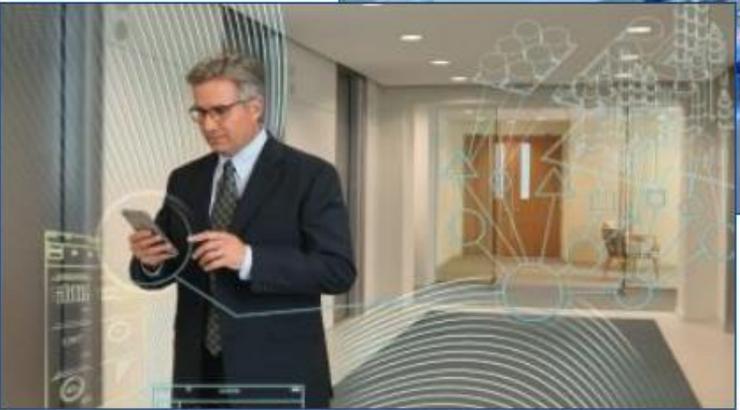
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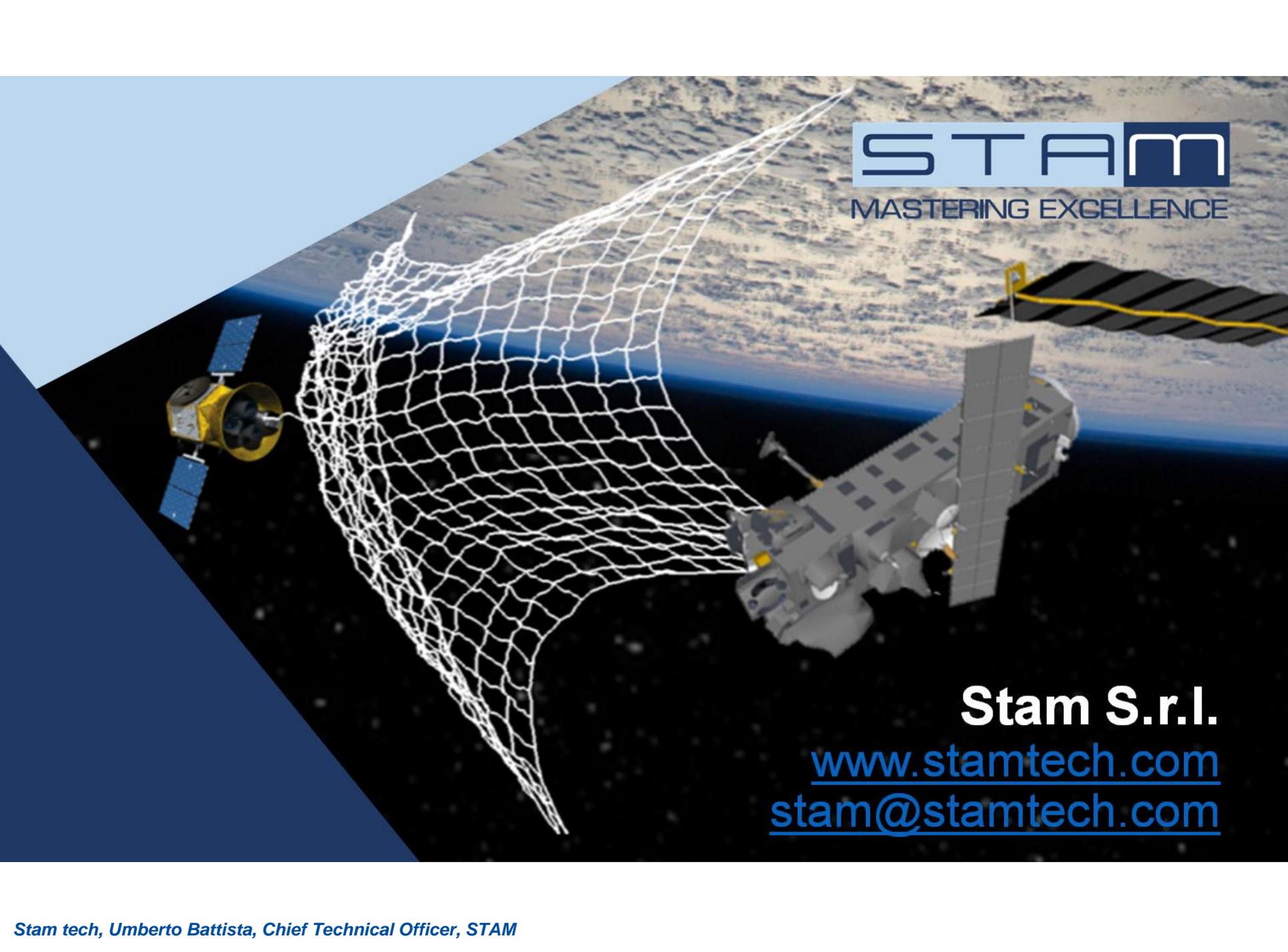
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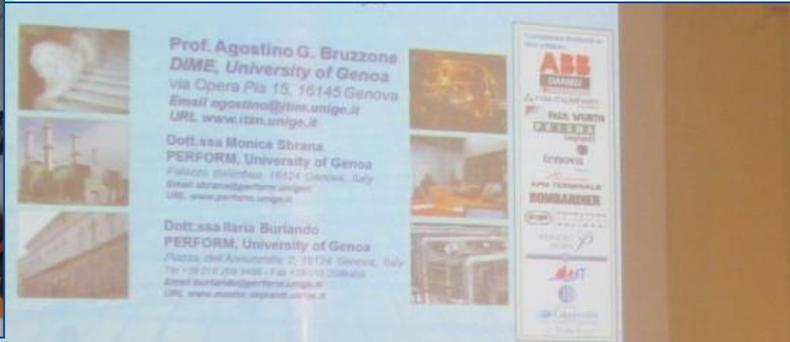
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# Questions & Free Discussion...





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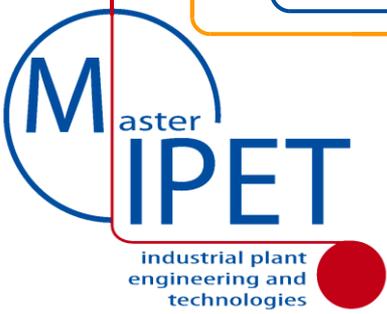


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