

Guide to the *ITS Academy* 2024/2025

ENERGY

MOBILITY AND LOGISTICS

CHEMISTRY AND NEW TECHNOLOGIES

AGRI-FOOD

HOME AND ENVIRONMENT

MECHATRONICS

FASHION SYSTEM

BUSINESSES AND THIRD SECTOR

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Know to decide

THE GUIDE TO ITS ACADEMY COMPLETE THE INFORMATION ACTIVITY OF *CAMPUS* FOR STUDENTS' CHOICES AFTER THE MATURITY EXAM

For over 30 years, *Campus* has been **helping young people to know and meet their future, both** educational and professional, and it does so with the *Saloni dello Studente*, in-person meetings where students can dialogue with the entire Italian tertiary system. And with *I Sentieri delle Professioni*, online meetings that put students in

contact with professionals, entrepreneurs and managers, to delve deeper into educational and professional paths.

Campus also addresses **teachers** and **families**, who are essential for supporting young people.

A characteristic of the school system is

the separation between the world of culture **and** the world of **work**.

Campus has always had the goal of **connecting** these worlds with orientation initiatives that tell the story of **job opportunities in a changing world**, in which trades are disappearing and professions are emerging, presenting the entire Italian educational panorama.

In this context, built up over years of history, the ITS Academy represents a real **conceptual crack** within the system of training offers. The link between training and work and the strong synergy with the territory make the ITS the most innovative proposal today for the entire Italian training-employment system.



Domenico Ioppolo
CEO of Campus

Yet, ITS still do not have the centrality they deserve and that they boast in other

European nations. An excess of **formalism** in the school system and the poor knowledge of the population are the main causes that prevent this sector

of tertiary education from expressing its potential.

From these considerations comes the *Guide to the ITS Academy 2024/2025*, a knowledge tool for families, teachers and Students today absolutely more than ever necessary for all the protagonists of education:

Families, because they also represent the most important orientation anchor in contemporary society and because they still know little about the ITS System.

Teachers, because they have the strength of their didactic and pedagogical knowledge tools, can better direct the children.

Students, adults of tomorrow, who have the opportunity to learn about the job, training and therefore life offers that ITS represent.

In the *Guide* we have given space to all **146 ITS Academies** present today on the national territory. But above all we have tried to present an innovative and **forward-looking training model**.

Thanks to the point of view of teachers, managers and entrepreneurs, the *Guide* offers all the **information** on the ITS Academies and the services available to students who want to undertake these paths. In short, *the Guide to the ITS Academy 2024/2025* is a place where you can find all the useful information to enter the world of work through the main door.

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PREFACE

With these universities you're all set right away

ITS, COMBINING PRACTICE AND THEORY,
CULTURE AND LABORATORY, ARE EXPRESSION
OF A SOCIETY IN WHICH THE MACHINE BECOMES
CO-PARTNER, WITHOUT TAKING JOBS AWAY
AND INCOME FOR YOUNG PEOPLE

BY OTTAVIANO NENTI



If automation 4.0 compresses employment “from below” and generative artificial intelligence reduces that “from above”, the last decades of human work before the **interactive machine/man peer** era require “niche” professions, capable of interposing themselves in the spaces that technology is not yet able to occupy.

Roles that combine manual skills and creativity, industriousness and imagination. Artistic/artisanal and technical/scientific tasks together, almost as if to realize in a modern version the romantic ideal of union between personal and professional life. The new dimension of **Vita activa**, coined by Hannah Arendt on the u-

hand between passion and reason, could be combined in the amalgamation of the above-mentioned ingredients.

The **146 ITS Academy**, the **Institutes Higher Technological** Post-Diploma Courses of this *Guide*, divided into 10 macro sectors, show

the heterogeneity of the working world in this first glimpse of the millennium: pillars of the **Made in Italy** tradition strengthened by the quantum leap that technological acceleration subjects to an exponential evolution.

To simplify this complexity, helping **students, parents** and **teachers** to understand and evaluate these paths, the *ITS Academy Guide* develops in a pragmatic way: first data and numbers to illustrate the growing demand for specialized figures; then the orientation from ITS teachers and graduates and their partner companies; then the in-depth analysis of the **10 macro sectors**

(11 with the splitting of the scope into *Terrestrial* and *Maritime Mobility and logistics*) with interviews with their managers and the illustration of the **professional figures** they shape; the list of all 146 ITS Academies with their addresses; the focus of some companies

history of ITS, also useful as a format to know what to ask each ITS before choosing; finally the 20 regional bodies for the **right to study** from which to ask for student benefits.

All anticipated by a broad and concrete **overview** by the president of Rete ITS Italia, Guido Torrielli, who has led its coordination and **development over the last three years**.

Between **techno-feudalism** threatened by artificial intelligence and the utopian paradise of **total free from the job**, the post-diploma Specialized Technological Institutes can offer a plausible dimension for the entire lifespan of **Gen Z**, before the next technical-scientific up grade requires new additional modes of balance and **cohesion man-machine**. But this is a topic we will deal with in the next century.

SCENARIOS

Why choose an ITS

THE PRESIDENT OF THE ASSOCIATION OF THE ITALIAN ITS FOUNDATION NETWORK DESCRIBES THE PARABLE THAT, IN 15 YEARS, HAS TAKEN THE COURSES OF THESE INSTITUTES FROM SEMI-ANONYMITY TO POST-DIPLOMA EDUCATIONAL EXCELLENCE. OUTLINES THEIR EDUCATIONAL AND EMPLOYMENT PROSPECTS FOR THE NEXT FIFTEEN YEARS

BY GUIDO TORRIELLI



Guido Torrielli, chemical engineer, was elected president of the National Association Rete Fondazione ITS Italia in July 2021. He is also president of Fondazione Its-Ict of Turin.

On the side, ITS students from the information technology sector

It was March 2010 when a man, getting into a taxi, with a lively chatter, asked the taxi driver if he knew about ITS. The question was followed by a confused interrogative reaction and the man, a little disappointed, gave the address of his office to the taxi driver to be taken to his destination.

The same man, again in the month of March but in the year 2024, gets into a taxi and asks the same question to the new taxi driver who, this time, does not hesitate in answering: he says he knows these schools, which have many study programs and represent a good choice for students who, after graduation, can more easily find work.

With conviction, he adds that he would direct his son to deepen his knowledge of ITS. The man's face, at this answer, brightens and with a calm and satisfied tone he indicates to the taxi driver the address to reach.

March 2026, the same man gets into a taxi and, two years later, asks the taxi driver the same question. This time the answer is immediate and direct: the taxi driver enthusiastically talks about the Higher Technological Institutes as a great opportunity seized

from our country to combine training and work, the best choice for many new graduates to ensure a quick and qualified job. The man, smiling and satisfied, tells the taxi driver that he wants to change the destination communicated at the beginning to reach, instead, the nearest seashore.

Yes, that man is me. More and more confident that, in a couple of years, everyone will be aware of this revolutionary, let me say, model of professional education that is changing the world of work and the future of many boys and girls.

I believe, by now, that reaching this goal in a very short time is not at all utopian but, on the contrary, very close. You will ask yourselves, at this point, what fuels this belief of mine?

Well, I am sure that the objective is not far away because the excellent results achieved today by the ITS Academy system are evident, which are acquiring ever greater visibility and credibility, but above all because I believe that the great attention paid to this has been strategically important.

addressed by the Ministry of Education and Merit to this segment **of short-cycle tertiary education**, attested, in particular, by the implementation of the Pnrr which has allocated significant financial resources to the Foundations.

I can only summarize in this way the main reasons for my positive expectations on what has undoubtedly turned out to be a successful formula for real innovation of both the national training system and the entrepreneurial fabric of the territories. A successful formula because it is based on

synergies and common visions and which, today, has allowed the **Diploma of Specialization for Applied Technologies** of Level V EQF, the one delivered to our students, to be a real "passepartout" to enter the world of work. A qualification, which I recall, is issued directly by the MIM and is **valid throughout Europe**, and which is the result of those specific logics that characterize the excellence of the Its Academy model.

IMMEDIATE INVOLVEMENT IN THE COMPANY

The choice to organize an Its Academy course is never dictated by choices based on suggestions emerging from "trends" "in vogue" or from the repertoire of professional figures but is based on a serious and continuous direct comparison with the business system **that**, analyzing the needs based on market prospects, **co-design** the contents of the courses with the reference ITS Academies, declining them into organic training units, right from the beginning of each project. A



participatory planning process that continues with the student selection phase. In fact, company experts are directly involved in the candidate selection operations.

Through introductory interviews, the representatives of the partner companies who are part of the commissions, undertake to intercept the aptitudes, potentials and motivational charges, with the prospect that, at the end of the courses, the selected **students** may be **future colleagues**.

LEARNING BY DOING

At the start of the courses, usually in October - after a phase of **alignment of the knowledge** of the class group, which sees the participation of teachers from high schools and universities - all the topics of each course are addressed with a practical and laboratory approach. The characterizing model of "Learning by doing", in fact, provides that the teachers are the employees, the managers

or, sometimes, the owners of the partner **companies** themselves, who **cover about 70% of the hours**. A team of experts who transfer their knowledge using real case studies, with an approach more oriented to the "pat on the back" than to the "wand".

The informal and welcoming

environment that is created within the daily life of our Foundations, in fact, greatly encourages constant dialogue between teachers and students, also stimulating moments of interaction between students, given the frequent initiatives that involve students from different courses in shared projects.

Constant **monitoring of the need** for specialized technicians, both at real and supply chain level, allows us to adjust training programs even after the start of each course, ensuring immediate alignment with the real needs of companies. Our courses are organized in two-year or three-year periods.



ni, with a duration of 1800/2000 hours or 3000 hours, precisely, based on the specific needs of the companies.

RAPID ENTRY INTO THE WORK SYSTEM

After the period of dynamic learning in the classroom/laboratory, our courses allow you to immediately come into contact with the reality of working action, through the “On the job” experience. **Internships represent not only a phase of completion of the process of acquiring skills in the field, but also a real trial period for entering the working contexts.** It is no coincidence that companies place their employees alongside interns to immediately involve them in production processes. This immediate contact with the working reality, in most cases, translates into employment contracts, partly activated already during the internship activities for those who have demonstrated that they can ensure a significant contribution to company processes.

But there are still many opportunities that ITS Academy offers today. Thanks to the Reform

99/2022, which has finally regulated the vocational education system with 19 implementing decrees, for example, it is much easier to **recognize CFU for the possible enrollment in a three-year degree course.**

at universities, although it is possible to enroll in both institutions at the same time.

The opening of the ITS Academy system to international contexts is, instead, guaranteed by the **Erasmus+ program**, which opens the doors to our students to important experiences of personal and professional growth beyond national borders.

And there are also **scholarships available for** curricular or extra-curricular internships **abroad.**

Thanks to Next Generation Eu resources, the Foundations are also committed to **doubling the number of courses** and to creating strategic cutting-edge technological laboratories. In fact, starting from the next two-year period 2024-26, our students will find themselves developing, prototyping and testing new projects in laboratories and new locations equipped with advanced technologies. An in-

set of pluses that will contribute to further strengthening the dynamic and exclusive context that characterizes the specific identity of professional learning.

It is also worth highlighting the advantage of the capillary articulation of the Foundations in **10 different**

thematic areas: Energy, Sustainable mobility and logistics, Chemistry and new life technologies, Agri-food system, Home system and built environment, Mechatronics, Fashion system, Services to businesses and non-profit organizations, Technologies for artistic and cultural goods and activities and for tourism and Communication, Information and data technologies. The organic distribution of these thematic areas **in the regions**, in fact, makes the ITS Academy system one of the best drivers of growth, competitiveness and innovation of businesses on a national scale.

Another positive aspect is that, compared to the initial majority of students coming from technical and professional institutes, there is



Students busy in chemistry labs and, on the opposite page, consulting school texts in some ITS Academies

a progressive **increase in students** coming **from high schools**, graduates or students attending university. An excellent feedback, considering that attendance in person, for at least 80% of the hours, is one of the necessary requirements for participation in the **courses** which **are free**, with the exception of some fixed costs.

Currently, the key role of the ITS Academy is also legitimised within the **reform** of **high school**: the 4+2 model, wanted by Minister Valdi-tara, in fact, sees us involved in the planning phase of the study plans, to ensure a natural continuation of the technical training of future graduates, and in the establishment of the new "Made in Italy High School".

Our system is also at the center of the "Mattei Plan" wanted by Prime Minister Giorgia Meloni, for strategic **cooperation with 9 African countries**: Morocco, Tunisia, Algeria, Egypt, Ivory Coast, Ethiopia, Kenya, Democratic Republic of Congo and Mozambique. They are already under construction

various pilot projects with African secondary schools for the promotion of **training** and updating **of teachers**, the launch of professional courses and collaboration with companies, particularly those **abroad**.

Over the last 15 years, the **Italian model** of tertiary education has therefore grown not only in numbers - which still leave us behind similar models in Germany, France, the United Kingdom, Switzerland, Austria - but also in the quality offered.

On this point, in my personal opinion, I believe that our model is more **advanced than other countries** because I believe that our system is **closer** to businesses, students, **new** market needs and more focused on ensuring rapid employment, thanks to governance policies based on a privatistic logic, which ensures an excellent public service.

The **Rete ITS Italy Association**, of which I am President and which **brings together almost all of the**

ITS Academy Foundations present throughout the national territory, with ever greater impetus is concentrating its efforts on strengthening and protecting our system, first of all, through ministerial discussions aimed at making this important training segment financially stable, to which **the Government is invited to focus more resources** and, at the same time, to leave flexibility in the management methods of the Foundations.

I would like to conclude with **a piece of advice for** those reading this guide, whether you are **a teacher, parent, student** or **entrepreneur**: do not miss the formidable opportunities offered by the ITS Academies. **Learn** more about our network, listen to those who have already attended our courses, visit our offices or the stands of the guest Foundations in the initiatives of the *Student Salons* organized by *Campus*. I am deeply convinced that all together we can contribute to **modernizing and improving the quality of life** of our wonderful country.



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THE PLACEMENT OF ITS GRADUATES IS SIGNIFICANTLY INCREASING, BECAUSE THE COURSES THEY DELIVER TRAIN THE SPECIFIC FIGURES THAT COMPANIES HAVE A HARD TIME TO FIND IN TODAY'S JOB MARKET.

HERE IS AN IDENTIFICATION KIT OF ITS BETWEEN TRAINING AND EMPLOYMENT

The ITS ACADEMY courses, schools of excellence with high technological specialization after graduation that allow students to obtain the qualification of higher technician, are tertiary courses of technical and professional specialization, generally lasting two years, as an alternative to traditional university studies.

The ITS courses last 2,000 hours if two-year and 3,000 if three-year, of which **at least 35%** must be carried out in **internships** at companies, to experience on-site the technical-technological skills required to carry out the profession.

The analysis carried out by the **Excelsior** information system takes stock of the situation on ITS entitled *ITS Academy and work - Job opportunities for tertiary training ITS Academy in companies, 2023 survey*.

ITS were established in 2010, taking example from the experience of other European countries, such as **France** or **Germany**, with Fachschulen. In recent years in Italy, the number of students enrolled

at ITS Academy is constantly increasing. According to the **Indire** observatory (updated to 2023), those enrolled in active ITS courses are over 25 thousand.

The National Recovery and Resilience Plan (**PNRR**) 2021-2026 has already produced an important reform for ITS aimed at their significant relaunch, with significant investments that have begun to take off starting from the law passed last summer (Law 15/07/2022, n. 99) and the subsequent implementing decrees.

How many ITS are there in Italy?

There were 129 ITS Foundations with 726 active courses in May 2023.

Today, one year later, there are 146 for **over 1,000 courses**.

There were 19,137 members compared to over 25,000 today. The territorial subdivision in 2023 saw 7 entities in Piedmont, 24 in Lombardy, 7 in Veneto. There are instead 4 in Friuli Venezia Giulia, 6 in Liguria, 7 in Emilia Romagna.

Tuscany has 9, Umbria 1, Marche 4 and Lazio 11. Then Abruzzo 5, Molise 1, Campania 9; Puglia 7, Basilicata 1, Calabria 9.

The islands are 11 in Sicily and 5 in Sardinia.

The ten areas of study

With the recent reform, the courses offered by the ITS Academy are divided into 10 technological areas divided into 21 sub-areas.

This training proposal will definitively start from the upcoming 2024-2025 training cycle.

The areas are: Energy, Sustainable mobility and logistics, Chemistry and new life technologies, Agri-food system, System for the home and the built environment, Mechatronics, Fashion system, Services for businesses and non-profit organizations, Technologies for artistic and cultural goods and activities and for tourism, Information, communication and data technologies.

The geographical area of Italy where the most ITS Academy graduates are required is the **North West**, with **37%** of applications from companies. The North East follows with 29% and the Centre with 19%; finally the Southern regions and the Islands with 15%. Many **companies focus on ITS Academy** graduates thanks to their greater preparation on the technological aspects of the related professions, and

to a better **operational approach** compared to students leaving secondary school, as well as to the inevitable greater maturity and technical experience.

Specifically, in the territorial distribution of requests for ITS graduates, the highest requests are in **Lombardy** (12,600). **Veneto** follows.

(5,800 requests), Emilia-Romagna (5,100) and Lazio (4,600). So Piedmont with 3,500, Tuscany with 2,700 and Campania with 2,200.

A diploma with many skills. Digital skills characterize not only one of the specific sectors of ITS, the one called Ict

- Information and Communication technology, but are highly sought after for **all** technological fields, so much so that they concern with a degree of importance

approximately two-thirds of applications from young professionals from companies were raised.

Enabling technologies 4.0 (Advanced manufacturing solution, Additive manufacturing, Augmented reality, Simulation, Horizontal/vertical integration, Industrial internet, Cloud, Cyber-security, Big Data and Analytics) are also considered relevant for almost 40% of ITS Academy graduates hiring (compared to 13% of the total). Increasingly important for companies are skills in energy saving and environmental preservation, a prerequisite for almost 50% of the expected hiring.

The rapid transformation of the world of work fuels the issue of skills shortages, a problem that is not new, but

more urgent than in the past and still unresolved: the **gap** between the skills required by companies and those possessed by those who want to enter the employment sectors tends to grow with the ongoing technological acceleration, making it necessary to intervene through closer agreements between the professional chains and the training system.

The **factors** that companies increasingly take into account when they search for and select young specialists to hire are not only strictly technical skills, but also digital capabilities and the so-called "soft skills", **professional/relational abilities** that are expressed in solving problems, working in a group and independently, developing communication skills, flexibility, and adaptability. These skills are promoted and encouraged





directly from the ITS, and highlighted as an “extra gear” offered by the ITS educational paths, which should be taken into account when choosing post-diploma studies.

Why choose ITS

The priorities recalled by the ITS Foundations, underlines the report of the **Adapt Foundation**, *High-level training apprenticeship for the achievement of the ITS diploma: data, experiences, perspectives*, is the need to improve on the one hand the placement of graduates, anticipating their entry into the workforce, counteracting training dispersion. And, on the other, to refine the recruiting mechanisms, which include tools capable of allowing a "long" selection phase, more effective than the shorter, less intensive, and in any case different, curricular internship.

In this regard, the relationship of **trust** that develops between the company and the apprentice was highlighted, which is also useful for his/her confirmation in service, and his/her **loyalty** that favors company retention.

Compared to a simple internship, the apprenticeship allows a deeper relationship between the worker-student and the company.

Other advantages of the school-business collaboration are the **personalized training** and the innovative skills that create a duality of the educational path, characterized by the equal participation of the school and the company also in the construction of the meeting between job supply and demand, or between what companies need in terms of skills and profiles, often unobtainable on the job market,

Technology and IT are subjects present in all 10 macro-sectors of ITS, from mechatronics to fashion.

and what the Foundations can prepare for through study plans and teaching content.

Another strong point of the ITS is the promotion, incentive and facilitation of professional placement. That is, the fact that some Foundations have shared, among the strong points of the apprenticeship provided by the ITS, elements that can be collected under the general definition of **active labor policy**. In some territories, especially in **Southern Italy**, apprenticeship is chosen as a useful tool to reduce personnel costs, also being able to benefit from **tax breaks** and incentives.

Laboratory sessions are a fundamental part of the ITS study plans, often alternating with classroom lessons.

dedicated incentives, useful for hiring new workers. Last but not least, the possibility of developing forms of **propagation of innovation** for the benefit of less structured companies. Apprenticeship is a more “protective” tool both for the participating students and for the training institution involved, given the greater control over health and **safety** and the relative responsibility of companies in this area: more limited in the case of internships (also due to deficient regulation), clearer, more precise and punctual in the case of apprenticeships.

The identikit of those who choose an ITS

As highlighted in the Adapt Foundation report, from the comparison of data collected from monitoring over the last six years, the prevalent qualification of those enrolling in ITS courses is the **technical diploma**: the percentage of those enrolled with this qualification out of the total is equal to **58.7%**. However, there has been an **increase in high school** diploma holders and professional diploma holders. Furthermore, 4% of the enrolled students already have a degree. The data by age group do not show any major variations over the years: the enrolled students



ITS are mainly attended by young people **between 18 and 24 years old**: between 18 and 19 years old are 37.5% of the total; those between 20 and 24 are 41.9%. The majority of those enrolled are **male (72.4%)**, confirming the still limited participation of female students (27.6%) in these professional training courses.

Close connection between the world of study and work

ITS and their training courses are born from the collaboration between companies, universities, scientific and technological research centres, local authorities, the school and training system. To this end: **they combine education**, training and work policies with the country's **industrial policies**; they offer new and high-level digital and technological skills to promote

digital and green transition processes; cover the areas considered priority for the economic development and competitiveness of the country.

Furthermore, they serve to obtain a **high technological specialization**, which is essential for the most competitive companies today, which allows students to find work more quickly, and allow them to experiment with a different way of learning a **trade**, through direct experience in the field, given the relevance of the practical part of the ITS curricula.

Experiences in which situations and problems are faced that are very close to **real working life**. While school-to-work transitions are traditionally accompanied in Italy by significant periods of inactivity (from several months to more



of one year), and from occupations in sectors that are not consistent with what was studied, generating phenomena of over- or under-education that damage the company's productivity, ITS, on the contrary, are positioned as effective tools capable of promoting not only the employability of young people, but also the **matching** between skills expected by the production system and those provided by the training system.

Employment (almost) for all

Precisely to link work and the world of education, the partner companies of the ITS Academy collaborate both by providing their own teachers and equipment, and by participating in the identification of the skills needed for the different profiles and the subjects to be included in the study plans. Over **70%** of the **teachers** come from

from the world of work and 80% of ITS Academy graduates find work within a year of graduation. In 2013, out of 1,098 graduates, 78% found employment, of which 86% were on target with the specialization required by their course of study. In 2021, the numbers grew further: there were 6,421 graduates, of which 86.5% found employment and **93.6% on target**.

ITS graduates are **in demand** across all sectors. This is due to the similarity between the skills developed and those required by the world of work, especially in sectors linked to the industrial sector (19,810 requests) and business services (14,080 entries).

Despite the needs of the im-

pre-sents meet the profile of ITS Academy graduates, the latter are still too few in number to satisfy the demands of companies. Greater knowledge of graduates of this type could lead in the future, explains Excelsior, to significantly reduce this gap.

The professional profiles with the highest difficulty in finding on the job market are those in the electronics, IT and mechanical areas. In particular, there is a need for electronics technicians (70%), system designers and administrators (69.8%), and machine tool technicians (69.5%). Regarding the contractual types of employees, 12 months after obtaining the qualification, 29.5% of them have signed a permanent employment contract or are self-employed in re-



ordinary regime, 46.1% have a fixed-term contract or are self-employed under a preferential regime, while 24.3% have an apprenticeship contract.

What is apprenticeship?

Despite several attempts at relaunching it, **high-level training and research apprenticeships** are still a marginal tool in the Italian job market.

To get an overview of the matter, it is possible to analyze the data of the 20th monitoring report on apprenticeship signed by **Inapp Inps**, drawn up in 2022, which refers to the three-year period 2018/2020 and photographs the situation of poor use of apprenticeship in third-level training.

Of the number of apprenticeship employment relationships activated in 2020, **531,035**, the typology

professionalizing covers **97.7%** of the quota. However, third level apprenticeship contracts are only 1,277, much lower than first level apprenticeships, with 10,686 people hired with this qualification.

Almost all of the contracts are activated in Northern Italy, with 1,068 activated relationships, while only 209 high-level training apprentices are found between the regions of Central and Southern Italy.

It should be noted that the data available concern apprentices involved in training activities planned by the Regions, and therefore do not represent the total number of **third-level apprentices**. The latter sees the activation of contracts for manufacturing activities in first place, followed by metalworking and professional activities and support services.

The ITS educational paths are developed based on the requests of the industrial districts to guarantee more employment

companies. **Anpal** has published the *Report on high-level training and research apprenticeships in ITS*, collecting data on the topic from 69 Foundations. According to the information received, 51.5% have activated at least one apprenticeship path between 2018 and the first half of 2022. Out of a total of 692 contracts verified, 46 concern research apprenticeships, while 646 are contracts for obtaining an ITS diploma. From 2018 to 2022, there has been a **doubling** of the apprenticeship contracts signed: from 71 in 2018 to 148 in 2022, with the maximum of 175 verified in the last pre-covid year, 2019.



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LIDL ITALY: DUAL TRAINING

THE IMPORTANCE OF TRAINING

Lidl is a leading European large-scale retail chain belonging to the Schwarz Group, headquartered in Neckarsulm, Germany. The brand currently operates a network of over 12,200 stores and more than 220 logistics centers in 31 countries.

Present in Italy since 1992, Lidl Italia can count on 750 stores that employ 22,000 collaborators. Today Lidl Italia represents one of the most modern and structured distribution realities in the country.

The organization of Lidl Italia on the territory is divided into 11 Regional Directorates that have the operational responsibility of the points of sale and the related logistics platforms. While the General Management is located in Arcole, in the province of Verona, and has approximately 1,000 employees.

Employees have always been at the centre of Lidl Italia's development policies. The Company, in fact, pays great attention to the training of its human resources and has created a centre dedicated to its interior.

Active since 2005, it is located next to the headquarters in Arcole, in the province of Verona, and provides courses held by both internal teachers and important external institutes. Furthermore, the regional directorates have territorial training managers.

LIDL 2 YOUR CAREER

In 2022, in collaboration with ITS Machina Lo-nati of Brescia and AHK Italien (Italian-German Chamber of Commerce), Lidl 2 your Career was born, a 2-year dual training course to become an Assistant Store Manager.

In 2023, ITS EAT (Florence), ITSSI (Rome) and ITS PU.MA (Bari) were added.

Among the novelties of this year is the launch of a similar path in the logistics sector.

TRAINING AND RECRUITMENT FROM DAY ONE

The course is fully funded by Lidl and from day one the students are hired with a Higher Education and Research Apprenticeship contract, receive a monthly salary and have access to benefits. In addition, the company also covers the costs of transportation and accommodation during the week spent at the ITS.

Students complete their practical training in one of our 750 stores.

HOW IS DUAL TRAINING STRUCTURED?

The course lasts 2,000 hours each year and is structured as follows:

- 1 week per month at one of the partner ITS
- 3 weeks per month at a point of sale

DATA

Applications received 2023 edition: over 3,300

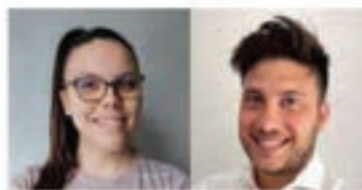
Number of students: 145

% Assumption from the first day: 100%

% Graduates: 15

Number of courses delivered: 2 (sales path and logistics path)

Average cost: fully funded



Gabriela's experience

"There is no better choice to become an Assistant Store Manager"

Fabrizio's testimony

"It's not just theory but also practice, with a real salary"



Lidl Italia with a company tutor dedicated to on-the-job training.

Each tutor, thanks to a specific course held by AHK Italien, has been qualified and certified to cover this important role of mentor and trainer.

WHAT DO YOU BECOME WITH LIDL 2 YOUR CAREER

The aim of the "Lidl 2 your career" course is to acquire all the skills necessary to fill the role of Assistant Store Manager.

This professional figure collaborates with the Store Manager for optimal commercial and economic management of the store and is one of the points of reference for collaborators and customers.

Follow us on Instagram [Lidl Careers Italia](#)

THE SUBJECTS THAT ARE STUDIED

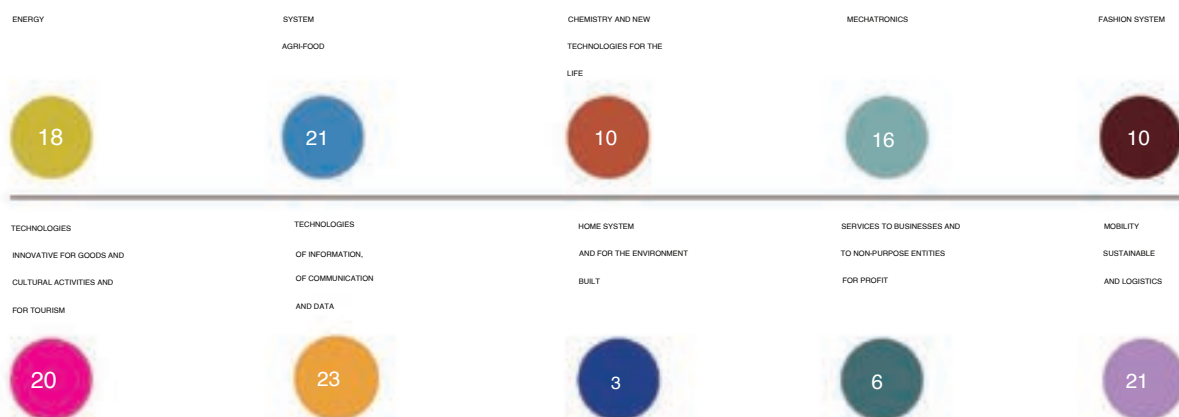
The disciplines concern the economic field:

- Retail marketing
- Retail innovation
- Marketing e loyalty management
- Store format e visual merchandising
- Business planning and development
- Store HR management
- B2C Sales Techniques
- Check-out management
- The store and its territory
- Supply chain management
- Sales point dashboard
- Labour law
- Excel
- English empowerment
- Customer care

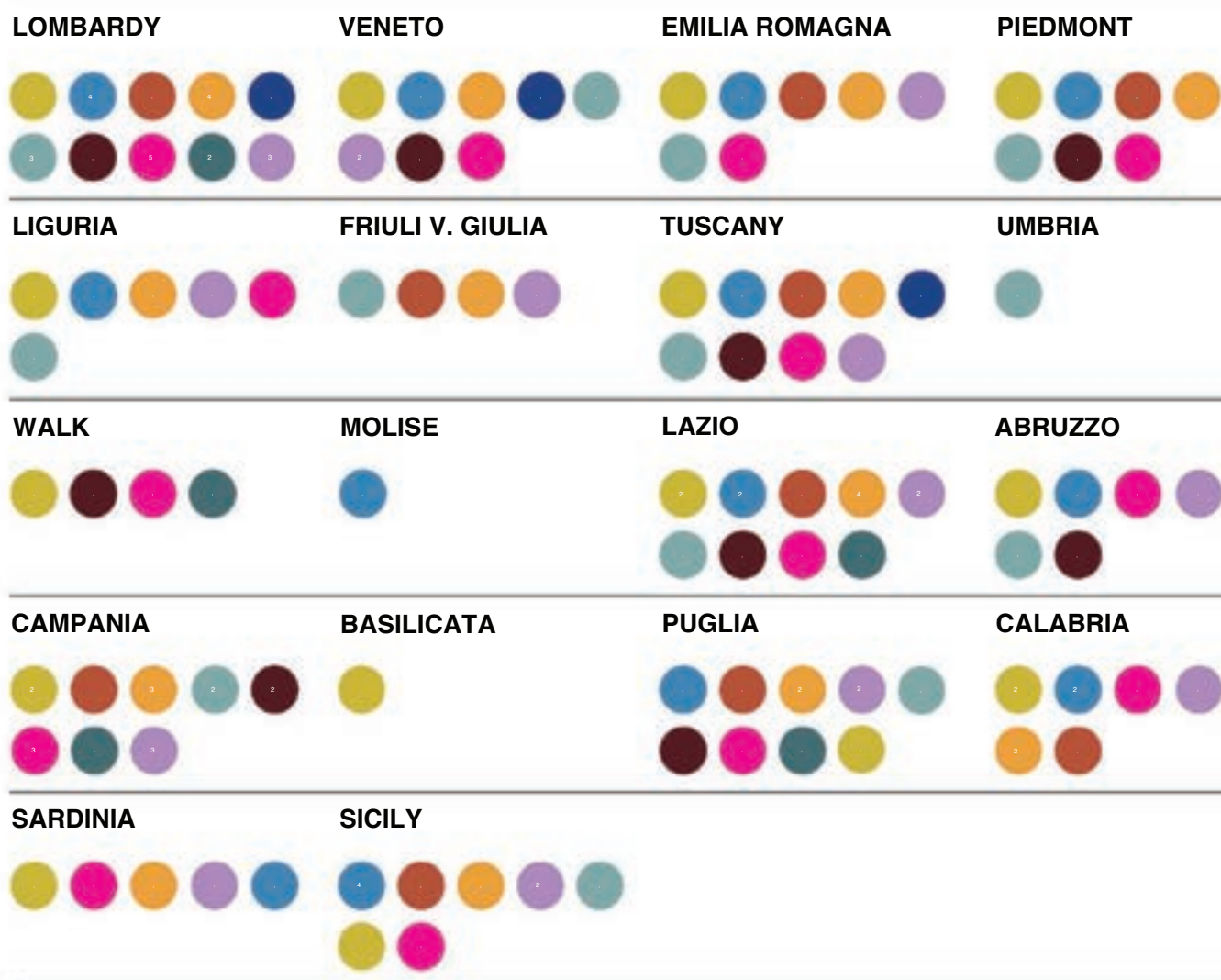
ITS MAP



TECHNOLOGICAL AREAS



TERRITORIAL DISTRIBUTION DEGLI ITS ACADEMY





**ITS
AGROALIMENTARE
PER IL PIEMONTE**



ITS Agroalimentare per il Piemonte presents itself as the ideal gateway for young people who want a future in the agri-food sector.

Highly professional training, technological specialization and close connection with local companies make this training path unique.

Our courses focus on the three main areas of this sector

MARKETING AND COMMUNICATION

Our courses prepare students for the challenges of marketing and communications specific to the agri-food sector. Advanced lessons and digital practices prepare students for a successful career in key roles in branding and promotion of agri-food products.

INNOVATION AND NEW TECHNOLOGIES

Innovation is the driving force of the agri-food sector: through the integration of cutting-edge technologies, students explore new 4.0 technologies in the agri-food supply chain, to prepare for future challenges in the sector, acquiring fundamental skills for the transformation of the agri-food sector with a sustainable footprint.

PRODUCTION AND TRANSFORMATION

The ITS Agroalimentare per il Piemonte offers practical and specialized training in food production with practical courses and company internships. "Learning by doing" approach and 30% internship students acquire fundamental skills in food production, from traditional techniques to the most modern technologies.

Young people and adults in possession of a Higher Secondary Education Diploma can access the courses. At the end of the two-year period and after passing the State Exam, the 5th Level EQF Higher Technician Diploma is obtained.

agroalimentarepiemonte.it

*The start of the courses is subject to approval and funding by the funding body.

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**LA SCUOLA
PER L'ITALIA DI DOMANI**

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REGIONE
PIEMONTE

ALTERNATIVE

University, ITS Academy or... both!

AFTER THE TWO-YEAR PROFESSIONAL COURSE IT IS POSSIBLE TO ENROLL IN A UNIVERSITY AND GET A TRADITIONAL DEGREE. HERE'S HOW TO DO IT

Even if one year of university is not always enough, after the two-year

ITS it is often possible to obtain a three-year degree thanks to the recognition of the training credits acquired during the ITS course.

To reach this goal, after obtaining the ITS diploma, it is necessary to enroll in a three-year degree course at a **university that has agreements with the ITS attended**. To understand if such enrollment is possible, it is therefore necessary to consult the regulations of the chosen university and follow the instructions of your ITS teachers so as to guarantee a smooth transition from the two-year ITS to the degree.

When enrolling, you must present your ITS diploma and the relevant training booklet to request credit

recognition. Normally, the number of credits recognized varies according to the ITS course attended and the three-year degree you are enrolling in. On average, up to 60 credits are recognized, equivalent to one academic year.

The recognized credits can **replace** several fundamental courses of the first year of university: for example, Mathematics, Physics, English, Computer Science, Chemistry Laboratory, Fundamentals of Economics.

After the validation of the credits, the student must take the exams of the remaining subjects provided for by the **study plan** of the university where he/she has enrolled. The duration of the new educational path varies based on the number of courses to be integrated with respect to the study plan of the three-year degree chosen.

On average, it is possible to obtain a three-year degree in one or two years after the two-year ITS. The recognition of credits therefore allows to **reduce the time** needed to obtain a three-year degree with a consequent advantage for those who wish to enter the world of work with a double training path in their curriculum.

Among the advantages it brings to students coming from an ITS path is the possibility of

focus on the specialized subjects of the three-year degree allowing them to acquire a more complete preparation. This also allows them to acquire an even higher specialization and to increase their job opportunities.

Finally, even with the three-year degree obtained after the two-year ITS course, it is possible to subsequently continue the traditional academic path by enrolling in a **master's degree course**.



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internship in companies of the
sector



8 out of 10 students
find work within a
year of graduation
path



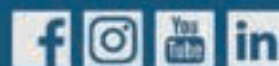
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AWARDS

Securities with redemption

THE YEARS SPENT IN AN ITS ACADEMY ARE CUMULATIVE WITH THOSE OF WORK, ALLOWING YOU TO ANTICIPATE THE SOCIAL SECURITY THRESHOLDS, INCREASING THE AMOUNT. HERE'S HOW TO HAVE THEM RECOGNIZED

Attending an ITS and graduating is valid for the redemption of the years of attendance, as happens for the university degree, **in view of the pension thresholds**: this can contribute to reaching the minimum requirements for the pension (contributory and anagraphic seniority) and that you will be able to retire earlier. As reported by the website tuttoits.it, those who attended the two-year period at a Higher Technical Institute to obtain the diploma have the possibility of redeeming the years spent in training for pension purposes.

This opportunity is provided for by Article 4, paragraph 9, of Law 99 of 15 July 2022. In fact, according to the legal provisions, all those who have followed the training courses of the ITS Academy Foundations can consider the period of

frequency as working years and therefore count them towards the cumulative number of years required for pension purposes.

Their parents can also contribute to the buy-back: if the child has not yet found a job, he or she is still dependent on them from a fiscal point of view. In this case, if a parent wishes, he or she can buy-back the child's education years and obtain a **19% deduction**. Furthermore, the contributions paid for the education years in an ITS are deductible for Irpef purposes.

ITS students also have the right to deduct contributions and **deduct tuition fees**.

INPS with message no. 2564, published on 7 July 2023 on the social security institute's website (www.inps.it), provides clarifications on the

transition to the contributory system and on the redemption of the degree.

The two-year ITS course is therefore equivalent to a three-year degree for the purposes of pension redemption: in other words, it is possible to pay social security contributions for the period of attendance of the two-year ITS course to increase one's contribution amount and, consequently, the amount of the future pension.

The questions are acquired, according to the methods already in use, through the **Sin system**. The system automatically generates a message indicating that the redemption request and the option to the contributory system are submitted at the same time.

The amount of the redemption contribution is calculated based on the year of attendance of the two-year ITS and the average annual salary of the reference sector. To calculate the amount of the redemption, you can use the simulator on the INPS website. The redemption application can be submitted within 5 years from the date of obtaining the diploma and the redemption contribution must be paid within 60 days of submitting the application.



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RECRUITING

From internship to contract

AND AFTER THE CLASSROOM LESSONS ARE OVER, WHAT HAPPENS?

FROM INTERNSHIP TO YOUR REAL DEBUT IN THE PROFESSIONAL WORLD, HOW ARE YOU CLASSIFIED AT A LEGAL LEVEL? HERE'S WHAT YOU NEED TO KNOW ABOUT THE STEPS THAT LEAD FROM THE ITS DIPLOMA TO HIRING

The final years of school, in addition to being important for education, are central to laying the foundations for one's future.

It is not always easy to find your way around and with this **handbook** we try to provide the basic information needed to take the first steps in the world of work.

A simple and concise support to understand the main contractual typologies and arrive prepared for the job interview and personnel selection phases.

Internships or

Stages The aim of an internship is to facilitate entry into the world of work and is reserved for certain types of individuals, including young people. It is not an employment relationship and the intern is not considered a worker.

re dependent. It is a moment of "on the job" training.

There are two different types of internships:

1) Curricular internship

This is a "training" path

vo-professional" which is carried out in a work environment during

the study period. It is regulated and foreseen in the study plans of universities and training institutions or institutes. It is activated through an agreement between an institution and the company that has given its availability to accept candidates. The body promoting the internship (school/university) and the host body (company) each appoint their own tutor, with the aim of helping the ti-

rocinante in the drafting of the training plan, in the insertion in the new context, in the definition of the organizational and didactic conditions, in the monitoring of the path and **in the certification** of the activity carried out. In this path the company has the task of instructing the worker-student about some activities carried out internally to stimulate and grow the skills of the young person.

It is a training course carried out outside the school, to which the activity register must then be delivered. For this course there is no obligation for reimbursement, but the student is in any case covered by a RC insurance policy, by Inail insurance against accidents and by the regulations on health and safety at work.

2) Extracurricular internship

This is an opportunity to enter the world of work aimed at facilitating the professional choices of young people through a training period carried out in a productive environment and therefore with direct knowledge of the world of work.

The internship is governed by **regional or autonomous province legislation**. Therefore, some conditions may differ from one region to another.

To activate an internship it is necessary an agreement between a promoter entity (university, high school, employment agency, training centre, etc.) and a host entity (company, professional firm, cooperative, public body, etc.), accompanied by a training plan.

The **training plan** is the document signed between the company and the trainee and contains all the information regarding the established path. Among which:

- **duration**;
- **compensation** (i.e. how much the intern will receive monthly; the compensation is established by the region in which the internship takes place and is normally differentiated depending on whether the internship is carried out full-time or part-time);
- working **hours** ;
- **workplace** ;
- company **tutor** (this is the person who will assist the intern and teach him and assign him the activities to be carried out).

Attached to the individual training plan is the **training register**, i.e. the document to be filled out daily, reporting the activities that have been carried out and the hours dedicated. The register must be signed by the trainee and the tutor.

Even in this case the intern-

In any case, you are covered by a third party liability insurance policy, by Inail accident insurance and by the regulations on health and safety at work.

Hiring with a fixed-term contract

The fixed-term employment contract is in all respects a **subordinate** employment relationship (dependent) that has a fixed deadline.

The maximum duration of a fixed-term contract is 12 months with the possibility of extension (the initial deadline can be extended) up to 24 months only in some specific cases provided for by the specific Law.

The total 12 months of fixed-term contracts can be managed in different ways:

-a **single** 12-month contract (for example start date 06/09/2024; end date 06/08/2025);

-an **initial** contract of a few months extendable until reaching





manage the total 12 months as planned (the employer has 4 extensions available).

The worker hired on a fixed-term contract must **sign** the employment contract (employment letter) before starting the employment relationship, containing all the information regarding all aspects of the employment relationship, including:

- **duration** of the contract (the start date and end date of the employment relationship must be specified);
- **trial period** (if applicable, it must be indicated): it is the time period within which both the worker and the employer can freely terminate the contract;

- **working hours** , with days and times of work indicated;
- **job** to be performed and level;
- **remuneration** (the amount is not an agreement made between the parties, but is established by the contracts

collectives, which aim to protect workers' rights and identify their duties, and varies according to the level);

-place of work.

The worker is paid through the regular monthly issuance of a **pay slip**. Payment must be traceable, usually by bank transfer. In addition to Inail accident insurance, and health and safety at work protection, Inps social security coverage is provided (useful for retirement, but also for illness, maternity, etc.).

Hiring with permanent contract

The permanent contract is the **main form** of contract present in our legislation. It characterizes an employment relationship that does not provide for any pre-established expiry date.

Therefore, the relationship between employer and employee can be interrupted only if the termination occurs due to the employee's resignation or dismissal by the employer.

The employment contract, which must be signed before starting work, contains all the essential elements of the contract, including:

- **start date** of employment relationship;
- **trial period** ;
- **working hours** with indication of working days and times;
- **job** to be performed and level;
- **remuneration**;
- **place** of work.

The worker's remuneration follows the same rules as hiring with a fixed-term contract. finished.

*By the Foundation for the Study of Labour Consultants
(www.consulentidellavoro.it)*

FUTURA

LA SCUOLA
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CUP CODE I34D23002490006 - PNRR M4C1-1.5 - MIM - Strengthening of ITS training offer, decree of the Minister of Education and Merit 26 May 2023, n. 96

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Orient minds _

PERSPECTIVES

Countdown to the boom

THE TAKE-OFF OF ITS IS ONLY A MATTER OF TIME, PAOLA CASTELLACCI, PRESIDENT OF THE PRODIGI FOUNDATION IN TUSCANY, IS CONVINCED OF THIS.

“THE SKILLS THEY IMPART AND THE CROSS-SECTIONAL PRESENCE OF TECHNOLOGY IN ALL ITS DECLINATIONS,” THE MANAGER EXPLAINS, “MAKE THEM PATHS CAPABLE OF ADAPT EASILY TO GROWING FUTURE CHANGES.” WITH THE WILL TO ENCOURAGE FEMALE EMPLOYMENT



Students of Fondazione Prodigy, the only one in Tuscany to offer ITS courses on Information & Communication Technology with offices in the Empoli areas Val d'Elsa, Pisa, Siena and Arezzo

Paola Castellacci is the president of the **Prodigi Foundation**, established by 30 founding members in 2021. The institution is the head of the only higher education school in Tuscany dedicated to Information & Communication Technology.

The Foundation is spread across three territories: Empolese Valdelsa and the Florentine area; Pisa; Siena-Arezzo.

In each one, businesses, trade associations, training agencies, municipalities, schools and universities collaborate to create professional and constantly evolving training courses, adhering to the real needs of the productive fabric. The goal is to create figures capable of inserting themselves into the **strategic sectors** of the economic-productive system of the Tuscan territory and to develop methods for business innovation through IT and digital. With this educational-professional background, Paola Castellacci tells us *from the inside* the reality of an ITS Academy.

Mr. President, how do students learn about your school?

The main channel is through high schools. According to the surveys we conduct during open days, and the related responses we get from our **online questionnaire**, 60-70% of the students who enroll with us “discovered” us on these occasions. The rest learn about our training activities, and the resulting future professional opportunities, through word of mouth or **social networks**, especially Instagram.

What are your main strengths?

The name Prodigy recalls the concept of the ability of the kids who leave the Academy, but it is also an acronym for Digital Profession. The ITS Prodigy, in fact, allows the training of Higher Technicians with **high technical and technological skills**. The courses last two or three years (1,800-2 thousand hours).

In carrying out teaching activities, at least 30% of the course duration is spent in companies and 50% of the teachers come from the world of work. Furthermore, the ITS has an inter-provincial location: the main office is in Empoli



with offices also in Pisa and Arezzo. In this way it is able to carry out its training activities throughout the Region.

Why should a student choose a technological ITS?

Because there is a great demand for figures in Information Technology, but also a great shortage of these figures, and Prodigio is the first ITS dedicated to IT and digital in Tuscany. **Every year we update the course offerings** because we work closely with the reference leaders of the ICT and digital market and we know what the main needs of companies are, which participate with us in the design of the courses, contribute with teaching, internships and company visits.

We train IT and digital experts: for this reason, in addition to laboratory activities, during the two-year training period **the students spend a year in companies**. More than 80% of the students who have completed the training course have found work

within the year and over 91% of them are employed in sectors consistent with the studies undertaken. Furthermore, among the school's objectives there is the desire to **incentivize female employment in STEM sectors** by encouraging girls to undertake training courses dedicated to ICT, an area where the female presence is still too marginal.

Can the current reform help you?

There are many positive aspects, such as the strengthening of the synergy with businesses and the redefinition of **governance** that allows us to appoint a president who represents businesses as in the case of our ITS, but I would also like to mention the change in the name of the higher technical institutes to Higher Technological Institutes, now ITS Academy, which helps us in **communicating** with those interested in our activities.

What is the reason for the still low numbers of Italian ITS compared to similar institutions?

French and German?

It is a cultural fact: they are not yet fully known, but my experience confirms that awareness in families and businesses is growing, the ITS are making themselves known also thanks to their **best ambassadors** who are **former students** fully integrated into the world of work. It is only a question of time, because I meet teachers, family members and students who are increasingly passionate. For this reason it is important that parents are always present at Open Days, to understand exactly what we do.

What do you think ITS need most?

I would say greater flexibility: for example, the **maximum number of 30 students** shows some rigidity in relation to the demand and growing interest and should be overcome to better valorize young people with talents and vocations that deserve to be expressed.

ADVICE

You can also learn to choose

ITS ACADEMY PREPARE TO MANAGE CHANGES AND UNFORESEEN EVENTS OF THE WORLD OF WORK, WHICH WILL BE MORE AND MORE FREQUENT OVER TIME

Mauro de Martini, president of the Technical Scientific Committee and

professor of Organizational Behaviors at ITS **Angelo Rizzoli** of Milan, also deals with training, training planning and consultancy in the field of human resources

human, organizational behavior and organizational development, and contributed to the creation of the volume *Training Paths*.

The evolution of the training offer to face uncertainties and unexpected events (Este, 202) in which he recalls that "the meaning of training is to prepare people to make informed choices". The institute where he teaches, ITS Rizzoli, was founded in 2010 and is among the longest-running and most awarded in Italy, with the aim of training future technicians in the ICT field.

How do students find out about ITS Academy?

Mainly by **word of mouth**, then amplified by social networks. As a diffusion channel, the first and second level orientation activity that the ITS representative associations carry out in high schools is also growing rapidly.

What are your strengths? Why should students choose an ITS?

One is proximity to companies: we do not design a course if not



Mauro de Martini, president of the technical committee and teacher at ITS Rizzoli

there are companies that can receive it. Local **companies** are included in the Foundation's project from the beginning: we do not work with companies that come to us at the end of the course to look for interns to include, but with organizations that associate, do orientation, selection, teaching and project work with us: this allows them to meet the students and get to know them during their studies. In this way, when they take them on for an internship they have already chosen and selected them, and the internship becomes a trial period aimed at hiring.

How do you distinguish yourself from other post-diploma courses?
Our training is also very laboratory-based. Furthermore, ab-

we have a placement rate that exceeds 85% within the first year, because ICT profiles are so attractive that students are often **hired even before they can complete their** training courses. For example, in the ITS Artificial intelligence & Machine learning specialist course, students learn those AI skills that companies and institutions seek to improve information processing and production line processes.

Courses after which attendees have the ability to create algorithms to make predictions on production, technological and industrial capabilities with Artificial Intelligence and **Machine Learning**.

This is nothing new for us, because we started talking about AI about six years ago with Siemens and therefore we have a solid level of expertise in the field.

How can the current reform of ITS and professional high schools help you?

In many ways: firstly through a new model that, at the level of a single territory or production district, will be able to offer students **more study paths**. Then through the consolidation of ITS in the regulatory system of professional tertiary education, strengthening their active presence in the entrepreneurial fabric.

of individual territories. Furthermore, the organization has been streamlined and the set of skills has been put in order to prevent ITS and Universities from competing with each other. Other aspects, however, still need to be tested, such as the recognition of university credits: **young people must have maximum flexibility** to freely design the development arc of their education.

What do you blame for the low numbers of Italian ITS compared to their French and German counterparts?

The reasons are many and intersect with each other: one of the first is that the ITS pays the price of uncertain resources, we cannot yet have a two-year or five-year plan. Every year we have to check if there is economic coverage. This creates a situation of uncertainty, both for teachers and students.

Then there is the fact that ITS does not have a high **status**, it is still considered an easy alternative to university. Instead it should be emphasized that we provide a vertical education, not a panoramic one like at university.

Finally, there is an aspect related to competition: universities and ITS still view each other with suspicion.

What do you think ITS need most?

Of greater certainties, mainly. This year the reform of ITS is among the commitments contemplated in the Pnrr, but if I had to identify the other priorities I would ask for **more resources, less bureaucracy, more relations with high schools** and more streamlined relationships with universities.

THE EX'S OPINION

It's never too late

NOT ALL THE STUDENTS IN THESE INSTITUTES ARE TEENAGERS. YOU CAN START AS AN ADULT TOO

Salvatore Molara took the biomedical studies course at ITS Volta in Palermo as a **senior**: at 52 years old, this experience has turned his life around. "An opportunity at all ages," he explains.

What did you do before enrolling at ITS?

I worked for 15 years in IT, in the technical department of a company that provided assistance services for a multinational. Over time, the computer repair sector went out of business because the lowering of the cost of devices made servicing individual machines uneconomical. When the company eliminated this sector, I found it difficult to relocate.

How did you discover the ITS offer?

I had already heard about ITS Academy and found them intriguing from an educational point of view and for the specialist level, but I thought they were more widespread in Northern Italy. However, in 2021 **I had to enroll my daughter in high school**, and on the website of the Istituto Superiore Majorana in Palermo I saw an announcement from ITS Volta announcing the start of courses in the biomedical sector.

This news sparked my interest, I did some research and signed up.

How did you find yourself working with younger students?

I was the oldest in the class, even though the age is very varied: it goes from 18 year olds to people my age. It is a very open and heterogeneous environment, which **does not care about the registry office**. For this reason I integrated perfectly into the class, thanks also to prepared, competent and passionate teachers who gave me significant and high-level teaching.

How do you rate your experience?

Excellent. Both for new graduates and adults. Because if you are out of the job market, ITS are a great opportunity to **retrain** and start over.



Salvatore Molara
former student in
biomedical studies at ITS
Volta in Palermo

INTERVIEW

Human Capital Experts

TRAINING, JOBS INSERTION AND VALORISATION OF TALENTS: THANKS TO ITS NETWORK OF SCHOOLS, ALIS ACADEMY IS A REFERENCE BETWEEN COMPANIES AND INSTITUTIONS TO DIRECT THE BEST ENERGIES OF THE COUNTRY TOWARDS ENVIRONMENTAL, SOCIAL AND ECONOMIC SUSTAINABILITY



A. **Guido Grimaldi**, president of ALIS Academy.
On the side students of ALIS Academy (B)

What is ALIS Academy dedicated to? What are its objectives?

Among our macro-objectives we have youth and professional training, the growth of the culture of transport and logistics so as to understand the opportunities of our sector and the wonders of our world, and employment growth because we strongly believe in the valorization of human capital.

In this direction, ALIS Academy, through collaborations, professionalizing courses and initiatives with associated companies and training institutions, including numerous ITS, is committed to spreading and enhancing the culture of logistics to ensure a more certain and sustainable future for new generations, to make people understand the countless opportunities offered by the sector and to contribute to reducing the mismatch between job supply and demand. The focus of

ALIS Academy is in fact about identifying the needs of companies and the skills required, job orientation, work and business culture, with the aim of bringing young people into contact with the main Italian and European companies in our sector, also thanks to the support of the main human resources and recruitment companies that are associated with ALIS precisely because they share its values and objectives.

Sustainability and logistics are an essential combination for doing business: how do you teach this approach to new generations?

It is so essential that at





At the top of our association's agenda is environmental, social and economic sustainability and, with our 2,300 members, we promote it as a driving force for the growth of the logistics sector and the entire national industrial and production system, making young people understand how essential a concrete approach to these issues is for everyone's daily life and for our future.

In your opinion, are ITS prepared for the evolution of the world of work, also in view of the upcoming developments in artificial intelligence?

ITS offer qualified training in strategic sectors for the economic development and competitiveness of the country and we are therefore convinced that this training system is able to respond to the needs of a constantly evolving job market, even in the case of the growing application of artificial intelligence.

What skills are needed for the jobs of tomorrow?

First of all, it is important to safeguard the traditional professions of our sector, for which there is a great problem of shortage of specialized figures including drivers, sailors, engineers, ship's doctors, logistics operators. For this reason, in addition to further incentivizing training institutions (including ITS and Nautical Institutes), we believe it is necessary to reduce the costs and times of access to professions in the sector as well as simplify the related procedures and qualifications.

Given the evolution of the world of work, obviously the professional needs of companies and the skills required also change. Today, for example, linguistic and digital skills are certainly a priority, even in the companies we represent, as are transversal knowledge of communication and marketing, internal organization of

processes and data collection and analysis.

Is Alis Academy a prime gateway to stable employment?

I would define it as a concrete path of connection between new generations and the world of work, as demonstrated by thousands of internships and contracts (including permanent ones) that we have promoted thanks to our members.

We strongly believe in the need to strengthen the ITS system, which offers high placement rates (for example, almost 90% of young people find a job within a year of graduating), and in this direction we collaborate with ITS throughout Italy and we were the first Association to have signed a Memorandum of Understanding with the national ITS supply chain for sustainable mobility that is giving and will give substance to that desired connection between training and the productive fabric that is the foundation of the ITS reform law.

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ANALYSES

An antidote to the mismatch between graduates and businesses

ITALY IMPORTS THOUSANDS OF PROFESSIONAL FIGURES FROM FOREIGN COUNTRIES, SUCH AS INDIA, TO ADDRESS THE SHORTAGE IN THE MOST SOPHISTICATED NICHES OF BUSINESSES. ITS CAN TRAIN THEM ON OUR TERRITORY

Education managers are professionals who oversee the planning, implementation, and evaluation of educational programs and services. They may work in schools, academies, universities, and other organizations.

To be successful in this role requires a combination of skills, qualifications and experience and therefore their “outside” view of ITS Academy is invaluable to evaluate all its potential. Here is the opinion of **Mario Piacenti**, R-Store manager / **Apple authorized Education specialist**.

What is your role in relation to the ITS Academy?

I am the education manager of R/Store which is the commercial partner of Apple. Multinational that from

its birth has always given strong relevance to education. iPad was even born as **a teaching tool to help students**, especially but not only, those with physical or learning difficulties (BES and Handicap).

Accessibility and inclusion are two words full of meaning that are part of Apple's DNA. **Technology has become the backbone of every industry**: it is changing the way of working, both for companies and for staff.

The most successful ones invest significant resources in digital strategies. And the ITS Academies are the perfect link between education and advanced industrial and production sectors.

Let's think about the role that technology plays in these same sectors: could they ever operate without it?

What does it do specifically?

The edu manager leads the Education division. His goal is to provide maximum support to facilitate the **transition to digital teaching**. The device is the tool.

Acquiring its dynamics is the first fundamental step. Training, infrastructure and learning are the heart of the foundations' activities, **helping the professionals of tomorrow** to be the best possible response to the needs of companies.

We hope to follow up on the national strategy related to new professional skills, with the aim of supporting growth in terms of laboratories, proposals, geographical coverage and number of students. With dedicated tools and interlocutors

You have the opportunity to observe the ITS Academy from the outside: how do you evaluate them?

The difficulty that supply and demand meet in the labor market is a real problem. Today even more evident. **Italy imports professionalism from everywhere** (I think for example of India or other emerging countries).

This is because the problem of adapting training to the context has been totally neglected. Schools, and even universities, have transferred **knowledge that is often decontextualized**, especially when considered in terms of the new frontiers of work. The same, if not in an even more striking way, applies to universities. Consider that those who have a degree, even a master's degree, do not easily find success in the professional field unless they have completed one or more master's degrees. And this applies to all disciplines, from the humanities to technology. ITS are a concrete solution to the problem.

They aim to create in students the **minimum skills** for entering the workplace.

Why should a student choose them and not turn instead to the more proven traditional universities?

I partially anticipated this above. Even universities, like the entire Italian educational system, have not contributed, at least in the last thirty years, to raising the specialist skills of students, preparing them for a prompt entry into the world of work.

Technologies are changing the type of skills required by

companies: from passive, knowledge-based skills that can be managed through technology, we have moved to **more active skills**, such as knowledge and data analysis, design, collaboration, leadership and creation. In other words, the skills that make us human. The skills that fuel ITS

Are ITS prepared to support the continuous evolution of the world of work, also in view of the upcoming developments in artificial intelligence?

The beginning seems promising. With the funds of the National Recovery and Resilience Plan, the ITS are adapting both logistically and instrumentally. Many ITS are structuring themselves in such a way as to be considered excellent. I have known some that have a truly high level of preparation and skills, to be transferred to students.

Many of them have become partners of Apple which is supporting them, for example, in the structuring of internal AATCe (Apple Authorized Training Centers). Laboratories through which **developers** are trained and specialized, with certification included.

of iOS, which are very rare and highly paid today. Every application we have on our cell phones has an iOS version and developers are highly sought after. We are opening training laboratories within many ITS, contributing to the training of the teachers themselves. Regarding AI, it is very

more useful as the user has expertise in it...and the ITS have all the skills to transfer them.

Do you think that ITS training is a privileged access route to stable employment?

Absolutely yes... if the support process, cultural, financial and systemic, does not stop after this restart. There is no doubt that the greater the skills and the broader the views of those who lead them, the greater the successes, also in terms of enrollments. The topics and specializations are very consistent with the expectations of today's labor market: ICT, **blockchain, augmented reality**, machine learning, just to name a few, applied in the most strategic areas of the production system.

How can the potential of ITS be better unlocked?

Simply by continuing on the path that has been taken, not sparing **resources** and pouring into the ITS the maximum competence and professionalism of those who lead them.

How do you make them mainstream educational institutions?

Affirming their skills and communicating their successes. The more information about the employment percentages enjoyed by students who complete a course in an ITS, the greater the demand for admission in the future, triggering a **virtuous path**, a positive spiral for the entire national economic system.



MODELS

Where you learn motorsport

THE EXCELLENCE OF ITALIAN DISTRICTS OFFERS INDUSTRIAL EDUCATIONAL CENTERS WHERE YOUNG PEOPLE CAN GROW. THE EXAMPLE OF THE DALLARA ACADEMY

The **Dallara Academy** is an educational and exhibition centre created in a boldly designed structure, to share and transmit – according to the founder's idea

Giampaolo Dallara – the heritage of skills developed in 46 years of activity and to make visitors aware of the history and cars of Dallara

The Dallara Academy, commissioned by engineer **Giampaolo Dallara**, is spread over two floors connected by a large curved glass ramp that can be walked on. On the ground floor there are spaces dedicated to welcoming the public and laboratories for schools, while the first floor hosts the area dedicated to university training Mu-ner and the auditorium. **The basic idea is to share the company's skills** with the outside world: an intent represented by the originality of the building itself - characterized by a curved wall

with a glass cut on the horizon and three cones containing the distribution elements of the complex and the university classrooms – with the landscape of the Val Ceno embracing it.

The Dallara Group Academy pays particular attention to young people. **An entire area of the building is dedicated to educational laboratories:** three rooms that host experiments designed and created by Dallara staff for middle and high school students. The laboratories are based on the philosophy **of edutainment, or learning while having fun.**

In the laboratories, students can experience first-hand the laws of physics applied to the design and development of automobiles. Students are taken beyond the study of physics linked to school experience alone, to directly involve them in activities inspired by the three main skills that

distinguish the company: design and production with particular attention to the use of composite materials, aerodynamics and vehicle dynamics.

We set ourselves the challenge of making kids passionate about the world of motorsport, entertaining them and exploring complex concepts in an intuitive and engaging way. The children will have the opportunity to discover first-hand the different stiffnesses of the **materials** composites, the functioning of the **wind tunnel**, the forces to which the cars and drivers are subjected during races. An area on the first floor is dedicated to university level studies, with the headquarters of the second year of the master's degree course in Racing car design of the Motorvehicle University of Emilia Romagna, a partnership between the regional universities and the historic car manufacturers of the Italian Motor Valley.

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JUNIOR TUTOR

B Degrees? No for 4.0 Specialists

WORKS IN THE 21ST CENTURY, COMPARED TO THE PAST, REQUIRE A STRONG IDEATIVE COMPONENT PRESENT IN ITS. THE OPINION OF AZZURRA NEBULOSI, A STUDENT AT CASERTA TECHNOLOGY

Azzurra Nebulosi is a student at ITS Technology and Safety for Sustainable Mobility, an institute that was founded with the Villaggio dei Ragazzi Foundation (piazza Matteotti 8, Maddaloni, province of Caserta), to reconcile the primary need for human mobility with its sustainability, using the available resources efficiently and thoughtfully. The institute trains technicians specialized in sustainable mobility in the railway sector, to develop supply chain (means of transport) and system innovations (safety, intermodality, logistics, info-mobility, etc.) to move people and goods in an ecological, ergonomic, economic, safe and interconnected way. Here is her testimony.

Azzurra, how would you explain ITS to a peer of yours who is undecided about future choices?

ITS are specialized post-diploma courses that prepare you directly for the world of work. It is like an alternative to university, but more focused on practical sectors such as

railway. They are like a sort of “school of doing” for those who want to immediately put their passions into practice.

How did you hear about your Academy?

I discovered my school through orientation events.

I remember that when I read the descriptions of the courses offered by ITS, I realized that it was exactly what I was looking for.

Why did you choose it?

Because it offered what I needed: hands-on experience and connections to companies. I involved my family members by showing them how the path could give me a solid foundation for my future and we discussed the various options together.

What do you think are the Institute's strengths?

The possibility of doing internships directly in the company, the active involvement of companies in the study program and the practical approach to learning

which prepares us directly for the world of work.

Would you recommend choosing ITS to your peers? And why?

Absolutely yes, I would recommend others to consider ITS because they offer direct and targeted training towards a

specific career. It's a great way to start building your professional future right away.

In Italy there are still prejudices: why do you think?

Because many people do not really know what ITS are and what they offer. There is often the idea that university is the only way to success, but ITS offer an equally valid and concrete alternative.

Once you got your degree, did you find a job right away?

Yes, in less than two months, and it is exactly the work that I do with passion. I will never regret this choice, because the ITS provided me with a solid starting point and opportunities.



JUNIOR TUTOR

Work comes before graduation

RICCARDO DAL BOSCO, NEW ITS GRADUATE IN AGRI-FOOD, EXPLAINS HOW THE SECTORS TRADITIONAL, IN THE CURRICULA OF ITS, ARE CLOSELY RELATED TO NEW TECHNOLOGIES

Riccardo Dal Bosco is a young graduate of the Fondazione Istituto Tecnico Superiore New Technologies for Made in Italy in Conegliano Veneto.

The Foundation offers six two-year courses: Agribusiness manager for ecological transition; Agribusiness manager for food safety and transformation; Agri-food manager for territorial marketing; Agribusiness manager for local production; Agribusiness manager for organic production; Agrifood & Supply Chain Manager.

Riccardo, how would you explain ITS to someone your age?

They are an excellent option for training for the world of work.

They promote highly professional

training courses, with high technological and innovative content, thanks to the collaboration between high schools, universities and companies.

Furthermore, they offer shorter courses than universities.

The lower hour meter allows for easier insertion into the

world of work and this is the biggest plus for me.

How did you find out about your Academy?

Thanks to one of my high school teachers, who at the agricultural technical institute where I studied taught a course very similar to the one I would find at the Academy.

The teacher understood my interest in the subject, Agri-business management, and directed me towards the ITS, where I learned the management of my sector from an industrial point of view. The various modules of the Academy also allowed me to delve into subjects such as economics, finance, management and process optimization.

How did you handle this choice with your parents?

My parents supported me fully throughout my studies. And they supported my choice of an ITS without reservations.

What are the strengths of the ITS Academy Agro-

food Veneto?

For example, agricultural experts and agricultural technicians can also access the profession by following a post-diploma course and obtaining a three-year diploma from an ITS.

Therefore, obtaining a diploma from a higher technological institute avoids having to complete the mandatory professional internship, replacing it entirely.

Would you recommend a high school student to enroll in an ITS and, if so, why?

Absolutely, because it puts a job in your hands. But I would actually recommend it to anyone with a diploma. You can enroll at any age, to get back into the game.

Once you got your degree, did you find a job right away?

Even before the end of the last year of ITS I opened a VAT number as an agricultural expert: today I do appraisals on atmospheric damage for insurance companies. My goal is to expand this activity.

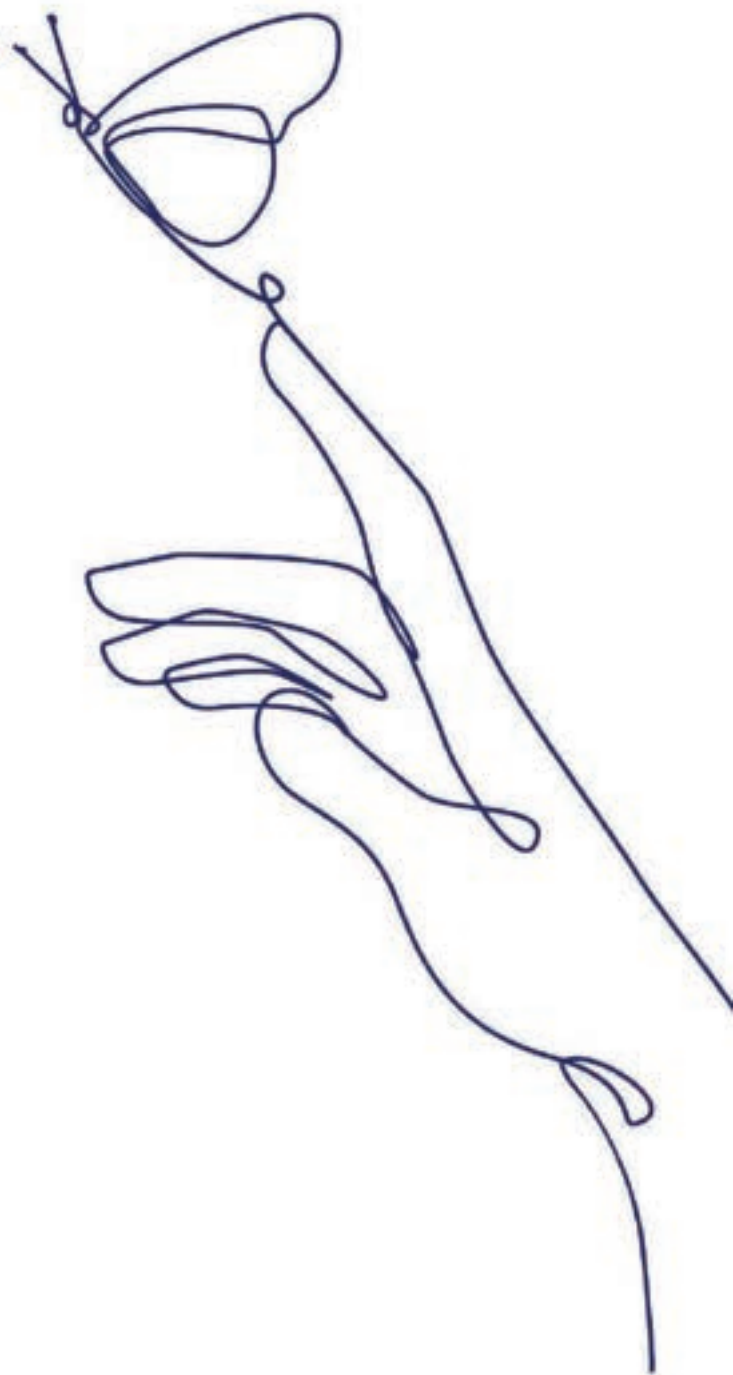


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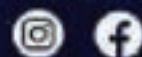


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A. **Sergio Baroni**, is the national manager of the **Energy** sector of the ITS Academy Network.
On the side, students in a laboratory in Modena (B) and during an inspection in Ravenna (C)

The theme **of energy** efficiency and, more generally, that of reducing man's carbon footprint on the planet are at the centre of attention also due to the impact that political, economic and technological choices can have on the life of our planet and on the well-being of future generations.

rations.

Sergio Baroni, as a representative of Rete ITS Italy for Energy, has an ideal point of view to analyze the dynamics of this sector...

The topic of sustainability and **energy transition** is central today, even if unfortunately we realized it late. Sustainability has been discussed at European and international level for years, but little concrete action has been taken. In order to achieve results in this area, choices and commitments are needed that involve not only a country or a continent, but that are also shared at a global level.

A decisive change of **mentality is needed**: not only a greater civic sense but also clear choices in investments and economic development directions and, therefore, the ability to export models.

And how green is Italy?

Italy is seriously behind and is also inefficient. There are funding and incentives for businesses but the timeframes with which interventions are authorized are too long. In other countries the bureaucracy is much more streamlined, so projects are approved, financed and implemented in much shorter times. But precisely because there is still much to do, in our country there is a need for **qualified technicians** who work in the green sector. This is evidenced by the many emails from companies and organizations asking us for students' CVs, so they can include them among their employees. The ITS Energy supply chain courses were created precisely to respond to this demand from businesses, with whom we are in constant contact to provide technicians capable of implementing projects related to the energy transition, **renewable sources**, and the recovery of raw materials from waste.

People, therefore, capable of giving legs to ideas.

Does the demand for technicians come more from the public or private companies?



Especially from the private sector, in particular from the large national and international players that deal with energy, energy sources, circular energy, raw material **deposits**, regasification plants, waste **recycling** plants and others.

But it also comes from smaller companies in the energy and **biomass** sector or active in the installation of **solar panels**. Thanks to the know-how brought by the new generation, several companies are also able to diversify their activities. In the construction sector, for example, there are design and engineering studios.

And there is no shortage of companies that deal with new and more sustainable building materials: green building is a rapidly expanding sector.

How are the courses structured and what are the main subjects of study?

These are two-year courses of 2,000 hours: 1,200 in the classroom plus two (unpaid) 400-hour internships. The courses train the ability to conceive and imple

to implement energy efficiency strategies and promote the transition towards eco-sustainable energy sources. There are also courses for the verification of **industrial plants**

and others that allow you to work in renewables and **photovoltaics**. We delve into topics of electronics, electrical engineering, chemistry and waste management and recovery techniques. There is also a lot of attention to IT and English because they are increasingly fundamental.

What are the most innovative professionals you train?

For example, that of the **energy manager**: a mid-level technician who deals with the management, efficiency and energy saving in companies.

These figures are increasingly in demand, given the high cost of energy requirements. This is a profession that can also be enhanced in **consultancy** firms.

to smaller companies that do not have the resources to equip themselves with internal expertise of this type. At the same time, expert technicians of the

management and recovery of waste, production waste and by-products

Technological evolution will certainly have a significant impact on the professionalism of those who undertake these courses: do you think your training is future-proof?

I can answer in the affirmative, because our courses are constantly updated to keep up with technological development in the reference sectors and to satisfy the demand for skills that come to us from companies. There is no danger from this point of view.

Any advice for those who are considering these paths?

You need a desire to learn and the will to get involved. You need a proactive approach, interest in this type of study subject, ideas and a desire to commit. If you put all this into play, at the end of the course you will easily find the job you have prepared for.



The ABC of the macro-sector. Between peculiarities and more trained professional figures

THE AREAS OF THE ENERGY TECHNOLOGY AREA

The Energy Technology area of the ITS Academy is divided into three areas: Supply and generation of sustainable energy; Energy efficiency in processes, plants and constructions; Energy sustainability in the environment and in the circular economy. In relation to the sector of the technological area, the training path expresses more national professional figures of reference with minimum standards of technological and technical-professional skills, which can be further declined in profiles at territorial level, by the ITS Academy Foundations, in relation to the specific skills and technological applications required by the world of work and professions.



1.

SUSTAINABLE ENERGY SOURCING AND GENERATION

This first area leads to the formation of the national figure of Higher Energy Technician of EQF level 5. A professional figure who works in the energy production sector.

It operates in the energy generation phases, from the supply of raw materials - traditional and renewable - to the transformation

distribution. Collaborate on the construction of plants. It detects and analyses energy and environmental data, carrying out metering activities, i.e. recording measurements of energy for commercial and billing purposes.

ENERGY EFFICIENCY IN PROCESSES, NE-PLANTS AND CONSTRUCTION

This second declination of the sector leads to the formation of two national roles, both at EQF level 5. The first is that of Higher Technician for the energy efficiency of systems. A specialist who works in the field of design, management, verification and maintenance of energy systems and plants in production, residential and/or public infrastructure contexts. He knows and can create smart energy systems, operating in the context of the digitalization of the energy sector.

Has specialized skills for the renewable energy sector, creates energy efficiency solutions and systems in the civil, industrial and public sectors. Uses innovative enabling technologies with a view to energy efficiency and sustainability. The second figure is that of Higher Technician for Energy Efficiency in Sustainable Construction: carries out assessments on the morphological characteristics of buildings, artifacts and infrastructures. Makes choices on materials, on the consumption of energy and environmental resources, on the life cycle, on the environmental impacts associated with the works. Manages the building certification processes according to protocols and standards recognized at national and international level.

Apply systems and models for the digitalization of the construction process.

3.

SUSTAINABILITY ENERGETICS IN THE ENVIRONMENT AND IN THE ECONOMY CIRCULAR

Even in this third area, two national figures of EQF level 5 are being trained. The first is that of Higher Technician for the environment and sustainability in the energy management of waste and water resources. A professional who works in the promotion and implementation of efficient management of water resources to reduce its withdrawal in nature and maximize its reuse. He works for the valorization of waste, also deriving from remediation activities, with actions aimed at minimizing its generation or improving its disposal and treatment process in a sustainable perspective.

It applies techniques for the recovery and reuse of resources which also materialize

through the application and development of innovative technologies capable of transforming waste into energy. Uses new enabling technologies in the intelligent management of the integrated water and waste cycle. The second figure is that of Senior Technician for Energy Sustainability in the Circular Economy. He is able to work with innovative technologies to support companies in the transition from a linear to a circular economic model, based on greater use of renewable energy resources, the reuse of raw materials and the valorization of waste. He works to enable companies to acquire competitive advantages, with reference to cost reduction, efficient use of energy, reduction of CO₂ emissions, optimization and security of the supply chain. He supports the transition towards the circular economy in the company and

business model innovation.



MARITIME MOBILITY

A sea of opportunities

WITH OVER 8,000 KILOMETRES OF COASTLINE, ITALY OFFERS MANY JOB OPPORTUNITIES, FROM MERCHANT NAVY OFFICERS TO CHIEF ENGINEERS



Clemente Borrelli, director of ITS Caboto Foundation of Gaeta (Latina) and Civitavecchia (Rome), is the **national referent** for the technological macro-area **Mobility Sustainable and Logistics**, division **Marittima**, of the ITS Academy

Clemente Borrelli, director of the ITS Fondazione Caboto, is the national referent for the technological macro-area **Sustainable Mobility and Logistics** of the ITS Academy, in the section dedicated to **maritime activities**. We asked him to lead us to the discovery of this study path and its employment opportunities.

What are the dynamics of the sector and what evolution is expected in the coming years?

Sustainable mobility is a constantly evolving scenario and in the maritime sector there is a strong demand for professionals capable of operating in all areas of activity, both at sea and on land. Employment opportunities are growing and ITS are doing an excellent job of drawing attention to the possibilities offered by the **blue economy**.

The demand for professionals is expected to remain high in the future as well.

What are the professional figures trained in the courses in this technological area?

First of all the officers of the merchant navy. The training path

The course lasts three years and is divided into two careers: deck officers, with a final arrival at the position of commander, and **engineer officers**, which leads to the top rank of **chief engineer**. Other professional figures include navigation officers of pleasure boats, a three-year course, and on-board and passenger service personnel (utility, reception, technical services, etc.) with a two-year course. Among these are also **ship surveyors**, inspectors who certify compliance with the regulations and safety requirements of vessels. We also train all the professional figures linked to the **shipbuilding sector**: an example are **yacht designers**, infomobility and logistics infrastructures such as, for example, specialists in planning transport or shipping processes.

tion.

What are the main subjects that students will have to study during the courses?

All the basic technical subjects and then those specific to the individual courses. For the officers of



on board, for example: **navigation techniques, astronomy**, computer security, English and more... Then there are those aimed at obtaining certifications to operate on board devices, such as radar . All courses include classroom lessons, laboratory lessons and internship activities.

What internships are organized and how are they structured?

The merchant navy officer courses require at least 12 months of **embarkation**, alternating with classroom lessons and laboratories.

For those who deal with services, the duration of the stay on board is approximately 6-7 months.

I would like to point out that internships

are **paid**: from 800 to **1,000 euros** approximately monthly.

In which companies do job opportunities occur?

Certainly in **shipping companies** but also in related companies : maritime agencies, personnel management and certification companies, intermodal and logistics **centres** in

gender. After a few years of experience, ship's officers can also use their skills in land-based ventures.

What percentage of your graduates find employment within a year, and how many in an area related to their course of study?

The percentage is very high. I would say that almost all find employment **within the year** and in sectors related to the field of study. Those who do not find it is because they have abandoned the idea of working in the sector but they are very few.

Will technology change the professional figures required by the world of work?

Despite AI and infotech, I don't see any upheavals in the future employment world. Certainly, in addition to basic skills and the ability to interact with digital solutions, which are increasingly present, companies also increasingly appreciate a portfolio of **soft skills**.

Any advice for students (and their families) who are considering which career path to choose?

Learn more about this industry, because it truly offers a sea of opportunities.

Inform yourself as best as you can because it is a **very complex** field of work and you will be able to find the job opportunity that best suits your aptitudes and aspirations. There is a world to discover linked to the sea and the blue economy, trust me!

Are there any forms of support for those who, perhaps living in the hinterland, have to move to attend the courses?

Yes, and there are many: **scholarships**, accommodation facilities , meal vouchers ... but we also provide uniforms, teaching materials and other various benefits. Furthermore, as mentioned, internships are paid and mandatory certifications are completely **free**. On an economic level, there are no obstacles for those who want to work in the sector.



LAND MOBILITY

Activities in motion



LIKE E-COMMERCE, THE TRANSPORT OF PEOPLE AND GOODS IS GROWING EXPONENTIALLY, THANKS TO EVER FASTER TECHNOLOGIES AND CHEAPER MATERIALS. A SECTOR THAT GUARANTEES EMPLOYMENT BECAUSE IT ENSURES MOVEMENTS IN A CENTURY IN WHICH PEOPLE'S TRAVEL AND IMPORT/EXPORT VOLUMES ARE MULTIPLIED. **SILVIO BUSICO** EXPLAINS COURSES AND EMPLOYMENT POTENTIAL

Silvio Busico, National Head of Mobility and Logistics, Land Division

The world of logistics is a fast-moving one, just like the goods and merchandise that travel on trains, ships, trucks and planes. In parallel with the up grade experienced by e-commerce in recent years, revolutionizing the very way of making purchases. Efficiently managing **transport, shipments, and work flows** is essential to provide sustainability, not only environmental, to a sector that has always been fundamental in the life of companies.

Silvio Busico, representative of the **Sustainable Mobility** sector

and Logistics, Land division, of Rete ITS Italia, explains how to enter this dynamic sector of the economy.

What is the state of health of the sector and what dynamics characterise it today?

Logistics and mobility drive the country's development. **Logistics alone** employs **1.16 million people** and contributes 6% to Italy's Gross Domestic Product.

Typical of recent years is the ten-

specialization of the sector, both in a technological sense and in the diversification of activities, with land transport leading the way (50.5% of employees), followed by warehousing and support services (27.9%). Furthermore, maritime and air transport are becoming increasingly important.

How does the growing technological development impact the activities of this sector?

Innovation is the growth engine of the sector and the scenario in which its future challenges are set. The growth of the **warehousing** and **support** services sectors can be understood in the broader framework of the expansion of e-commerce and the optimization of **distribution**, also in response to new demands from the economic and social fabric.

What are the main professional figures trained by the courses in this technological area?

First of all import specialists/ export and **supply chain, intermodality, internationalization** and sustainable mobility. But also high-profile logistics figures for e-commerce, data analysis, lean systems, robotic **automation** of the entire sector: the training offer of the supply chain qualifies and interprets the sector along all the axes of diversification and innovation.

What are the main subjects of these courses?

The educational design of the ITS Academy is characterized by the combination of innovation and sectorality. The development of innovative skills comes from enabling technologies 4.0 and **digital**, while the specific sectoral skills are an expression of the direct line with companies and their specific needs in the **territories**.

We thus range from administrative-customs studies to artificial intelligence,

from information flows to project management, without forgetting the specificities of the address. Common to all the paths is the attention to **languages**, team working and safety in the workplace.

Which courses are of greatest interest to students?

Logistics and transport 4.0, logistics infrastructures, intermodality, internationalization, supply chain, **logistic analyst** have always been the hard core of the Academies of the supply chain. The high rate of employability, naturally, contributes to increasing the attractiveness of this segment of training offer. The most innovative addresses are also growing strongly, such as those focused on automation and **robotics**.

Where to look for the best possibilities of entering the world of work at the end of the course of study? And what are the related career opportunities?

The natural job opportunity for students is in the partner companies of each ITS Academy: it is based on their demand for new

skills that identify the professional skills to be trained.

This creates important career opportunities: the focus on transversal, innovative, linguistic and **problem-solving skills** offers our students excellent cards to play for professional advancement, also from a **managerial perspective**.

How many graduates find work within a year in an area related to their course of study?

Almost **9 out of 10**. An even more important figure if read in a broader context: mobility and logistics by their nature **do not know seasonality**, which favors **job stability**. The technical and specialized nature of a sector still looking for trained professionals also makes the difference: most of the graduates of the supply chain occupy positions absolutely consistent with their study path.

What are the most sought-after professional figures today and which will be in demand in a decade?

Ten years in this industry is a **geological era**. For *Amazon*, for example, it took only half of that to transform from a small

book business to global logistics revolution. Some lines of development are however imaginable. The advent of the **data economy** and the explosion of artificial intelligences strengthen instances of analysis and process **efficiency**, in turn connected to automation and robotics, aimed at greater sustainability of the sector.

What advice would you like to offer to those who are seriously considering these courses of study?

First of all, try to understand your aptitudes and evaluate your aspirations, try to get to **know the new world** and its related job market.

Furthermore, it is very important to have full awareness of technological **changes** and new employment dynamics and is essential today to make informed choices about training paths and professional careers.

If you have this data, there will be many young people, men and women, and families who will choose the ITS Academy system: this is where the technological and working future of the country is at stake.





Sustainable mobility and logistics activities

PROFESSIONAL FIELDS AND FIGURES

The technological area Sustainable mobility and logistics is divided into three sections: Mobility of people and goods; Efficiency, production and maintenance of means of transport and/or related infrastructures; Management of infomobility and logistics infrastructures. The training courses express national professional figures, which can be declined in profiles at territorial level by the Foundations

ITS. For this technological area in 2022, there were 3,620 applications for enrollment; 79.8% of those who applied participated in the selection tests and 80.3% passed them. 65.9% (1,530 people) of the latter then formalized their enrollment in the courses. At the end of the training course, 90.3% of graduates in this technological area found employment (source: *Indire*).

1.

MOBILITY OF PEOPLE AND GOODS

There are four national figures trained.

The Higher Technician for the management of the naval vessel and the

management of on-board systems and equipment (EQF 6), is responsible for the management and operation of the ship's systems. He knows the types and functions of naval vessels, planning techniques and routes. He plans the route and organizes the movements.

It uses communication, detection and on-board systems; it employs technologies and methods to safeguard the safety of people, goods and the environment.

The Higher Technician of Railway and Intermodal Transport, operates

with the qualification of

multifunctional agent (EQF 5), knows the network infrastructure, composition, technical requirements of the vehicles, procedures on risks in the exercise of the activity and regulation for circulation. Collaborates in the management and programming of services

intermodal and vehicle management.

He is authorized to prepare, operate and drive trains.

Then there is the Higher Technician for the management of on-board technical services (EQF 5) on ships,

trains or airplanes. He works on electrical, electronic and control systems. He manages and check maintenance of the means, operation of electronic systems on board. Supports and monitors inspection checks.

Use quality control techniques and sustainability procedures.

The fourth figure is the Higher

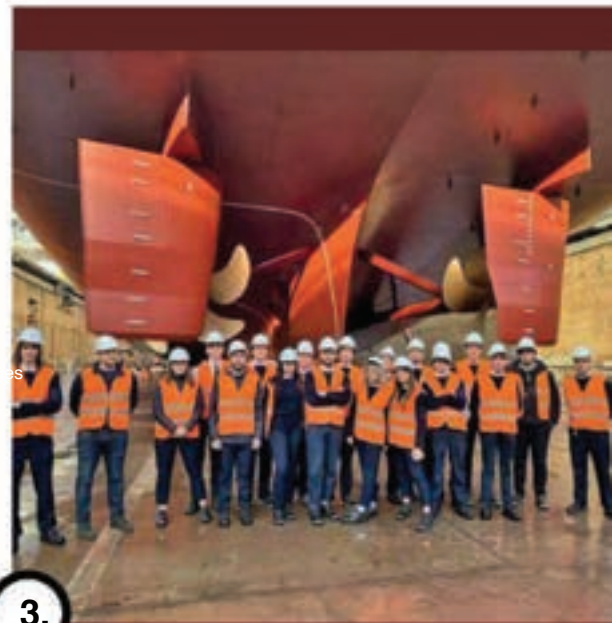
Technician for the management of passenger support services on board (EQF 5). He works on ships, organizes, manages and assists the transfer of people and goods, care administration and procurement. Ensures compliance with the environment, safety, ergonomics, transportation and regulations. Optimize on-board services.

2.

EFFICIENCY, PRODUCTION AND MAINTENANCE OF TRANSPORT EQUIPMENT AND/OR RELATED INFRASTRUCTURES

Two national figures have been trained. The first is that of Higher Technician for Aeronautical Maintenance (EQF 6). He/she works in aeronautic maintenance, recognizes the general characteristics of aircraft, monitors the progress of data on their operation and evaluates the effectiveness of interventions by adopting appropriate measures. He/she identifies risk situations and indicates the first intervention measures for their containment. He/she knows and uses technological tools for maintenance.

The second is the Higher Technician for the efficiency, production and maintenance of means of transport and related infrastructures (EQF 5) active both in the production system, maintenance of vehicles and infrastructures and in the interchange systems. Among other things, he takes care of the planning of the processing phases and organizes human and material resources. He monitors the application of sector regulations and compliance with conformity and safety as well as quality systems.



3.

MANAGEMENT INFOMOBILITY AND INFRASTRUCTURES LOGISTICS

There are two national figures trained in this sector of the Higher Technological Institutes. The first is that of Higher Technician for integrated urban and extra-urban mobility services (EQF 5), a professional figure who organizes, manages and assists the transfer of people and goods in urban and extra-urban areas. Furthermore, he takes care of the organization of travel in compliance with the environment, safety, ergonomics, transport and regulations. He uses innovative technological systems to regulate and monitor the operational flows of mobility.

The second is that of Higher Technician for Logistics and Intermodal Transport (EQF 5), who works in the various cycles of intermodal transport, their relationships and integrations, large infrastructural systems, as well as the related IT applications, also applying the principles of project management.

Among its activities, it also carries out customs procedures and draws up the accompanying documentation for goods.



NEW TECHNOLOGIES

Bio -tech with a soul

INCREASING «LIFE CARE» IS THE GOAL OF THIS SECTOR, WHICH COMBINES IN A CONSIDERABLE PLURALITY OF ROLES PROFESSIONALS, FROM THE INDUSTRIAL TO THE SOCIAL FIELD, FROM THE MEDICAL-PHARMACEUTICAL FIELD TO THE ENVIRONMENT, TO SUPPLY CHAIN, WHICH COVERS ALL PROCUREMENT ROLES



Giorgio Maracchioni is the national representative of the Chemistry and New Technologies for Life sector, which has two offices throughout the country. On the side, students busy in chemistry laboratories.

Pharmaceuticals, biotechnology, environment, medical devices, well-being. The foundations active in the macro-area **Chemistry and new technologies for life** train professional technicians who can enter some of the most receptive sectors, stimulating for their implications also in the ethical and social fields.

Giorgio Maracchioni, representative of this supply chain at the national level of the ITS Italy Network, explains the ABC of courses, subjects, roles trained and employment opportunities.

What are the reference sectors for the macro-area you represent?

The area it covers is very vast and ranges from the production of **raw materials** (fine chemicals), to production and **quality controls** of drugs and functional products for health, from medical devices to biotechnologies for **health** and **the environment**. Expanding sectors, very receptive on the employment front and which, also following the pandemic experience of recent years, are increasingly stra-

technical for the country system. These are areas of employment that also boast a strong **ethical** and social value: we work for the well-being and health of people.

Why choose an ITS path, in this area instead of a university course?

Basically because the ITS Foundations work closely with companies, so much so that the training courses are **co-designed** between institutes and **companies** in the **area**. These provide personnel who teach and transmit specific skills, so that the student arrives at the training phase already trained.

University courses are complementary and pursue different goals. The technical training provided by ITS is a form **skills that can be quickly used** in the world of work.

The employment rate at the end of the courses varies between **80%** and **100%** within a year of graduation, some even before the title.



How are ITS courses organized in this area and what are the internship activities?

To date, they are all two-year courses, therefore 1,800-2,000 hours and over **40%** are **carried out in the company**. But starting from the new academic

year, some Foundations could activate three-year courses in the field of personal services and **medical devices**. The internships are usually organized at the end of the course and are usually held in companies in the territorial proximity of the Foundations. The students are placed according to aptitudes and roles discovered but always consistent with the training courses.

What are the main subjects studied?

Technical disciplines functional to job placement, addressed with case studies and problem solving: Good **laboratory** practice (Glp), Good **manufacturing** practice (Gmp), regulatory, ma-

statistical topics, functional chemistry.

All aimed at understanding the production processes on which the course focuses: scientific subjects aimed at developing skills relevant to the profession covered by the course.

What skills are required for students on ITS courses?

A great desire to **apply oneself**, to study and work. These are the determining factors for success in the study path. For the rest, there is nothing that the kids cannot learn and there are no limitations also because the profiles required by companies are diversified and allow the attitudes of the students to be aligned with the needs of the companies. Having **soft skills** that allow a good internal relationship to the course and to the work is appreciated, even if not essential as it will be strengthened or acquired during the course.

Where is the most likely employment opportunity?

In the chemical, **pharmaceutical**, **green economy**, medical device production and maintenance, logistics, **supply chain**, quality control sectors ... There is no role that does not have a wide range of occupational choices, given the great demand for technicians with the skills we provide.

What advice would you give to kids and their families?

Get informed as much as possible about the sector in which you want to work and the paths that lead to companies, **do not choose** only on the basis of **stereotypes**: the risk is to take the wrong path. Approach an ITS path without prejudice: free yourself from the vision that puts the degree at the center of the world of work. This is not always the case. And with ITS, a place in an area relevant to what you studied is practically guaranteed.



Chemistry and New Technologies for Life

PROFESSIONAL FIELDS AND FIGURES

The technological area Chemistry and new technologies for life has two areas: Industrial and environmental biotechnologies (efficiency, production and maintenance of means of transport and/or related infrastructures); Production of diagnostic and biomedical equipment, devices. In relation

In addition to these, the training path expresses two or more national professional figures of reference at EQF level 5, which can be further declined in profiles at territorial level by the ITS Foundations.

For this technological area in 2022, the total number of applications for enrollment was 1,036; 85.6%

of those who applied participated in the selection tests and 73.7% passed them. 83.2% (544 people) of the latter formalized their enrollment in the courses. At the end of the training course, 81.7% of the graduates in this technological area found employment.

1.

INDUSTRIAL AND ENVIRONMENTAL BIOTECHNOLOGY

Five professional figures are trained. The first is that of Higher Technician for the research and development of biotechnological and chemical industrial products and processes. This person works in the context that studies, researches, develops and produces molecules. He follows the formulation of products, participates in the planning, implementation, management and control of projects, processes, activities and plants, promotes and manages the marketing of

products/services with traditional and innovative methodologies.

The second is that of Higher Technician for the quality system of biotechnological and chemical-industrial products and processes, active within the chemical, chemical-pharmaceutical, food, environmental and biomaterials sectors, for research, production and management and control of quality standards. Contributes to the correct application of standards and production procedures by participating both in the choice and procurement of raw materials and in the validation of the process by verifying the functionality of the systems.

The third figure is a Higher Technician for the management and maintenance of chemical, biochemical, chemical-pharmaceutical and biotechnological plants, who operates in the integrated management of chemical and biotechnological processes and systems using traditional and innovative approaches. He proposes process automation solutions, identifies

and manages the Supply processes Chain and promotes the introduction of eco-sustainable processes in production. Proposes improvements to production sites/processes, carries out maintenance interventions preventive and quality controls.

The fourth figure, Senior Technician for Circular Production of Green Chemistry and Materials

innovative, instead, works in sectors characterized by innovative chemical and biotechnological processes to support the circular economy and sustainability. It operates in companies that produce polymeric materials and biopolymers, in the secondary raw materials sector, in the waste treatment and recovery chains and in the environmental bioremediation sector. It carries out, among other things, quantification and evaluation activities of the environmental impacts associated with the life cycle phases of

products and processes.

The fifth and final figure is that of Senior Technician for the technical-commercial management and customization of products in the biotechnology and chemical industry: he is a professional active in high-tech companies specialization of the chemical and biotechnology sector to support production in marketing activities,

marketing and customization of products and services. Can operate in the sales office of

companies that produce or they sell machinery, scientific equipment and instrumentation in the sector.

2.

PRODUCTION OF APPLIANCES, DEVICES DIAGNOSTICS AND BIOMEDICAL

Two professional figures have been trained in this field. The first is that of Higher Technician for the design, production, testing and maintenance of diagnostic, therapeutic and rehabilitative biomedical devices and equipment and biotechnological systems. He works in the field of design, production, prototyping, marketing, testing and maintenance of biomedical and electromedical equipment and devices for diagnostic, therapeutic or rehabilitative use and related systems. Among other things, he intervenes in the planning and organization of production processes and collaborates in the 3D modeling and printing of prostheses and devices.

The second figure is that of Higher Technician for the digitalization and application of enabling technologies in biotechnology and biomedicine. He works in companies that deal with the development of applications for the management of digitalized devices and infrastructures in the biotechnology and biomedical fields. He collaborates in the design and verification of digital solutions useful for supporting the remote treatment of a disease by competent personnel.

* source: Indire, National ITS Academy database





Traveling to the future



Alessandro Mele, national representative of the macro-sector of

Technologies for artistic and cultural assets and activities and for tourism, he is also the Secretary General of the ITS Foundation for Tourism and Hospitality (Iath Academy) of Cernobbio (Como)

ALESSANDRO MELE, NATIONAL REPRESENTATIVE OF THE SUPPLY CHAIN INNOVATIVE TECHNOLOGIES FOR GOODS AND THE ARTISTIC AND CULTURAL ACTIVITIES AND FOR THE NETWORK TOURISM ITS ITALY, DESCRIBES THE ROUTES USEFUL TRAINING FOR SUCCESSFULLY ENTERING THE ONE OF THE MOST IMPORTANT SECTORS OF THE ECONOMY OF THE COUNTRY, THAT OF TRAVEL AND TOURISM

What technologies are used in the artistic and cultural heritage and tourism sectors?

The digital world has entered the sector in an important way through marketing, booking management and **customer information**. The characteristic of the world of tourism is increasingly the experience and the distinctive point of the services is the **human touch**. In this sense, digital technology is starting to become interesting even beyond the information and contact aspects. Some ITS technology laboratories are starting to develop digital products to enrich experiences in destinations thanks to augmented reality, **virtual reality** and artificial intelligence.

An example is the historical reconstructions with the **time travel machine** that allows you to relive the history of the places visited, intertwining the skills of cultural heritage and activities with tourism.

How is the state of health in Italy of the sectors of reference of your course of study?

The travel and tourism sector first

of the pandemic contributed to the Italian GDP for approximately 269.8 billion dollars, equal to 13.1%.

The post-pandemic recovery has been good but has suffered from some structural problems and some new phenomena. In addition to the necessary **requalification of the offer**, the need to develop new services, address demographic transitions, a particular challenge has opened up for the attractiveness and **retention** of human resources.

The change in expectations regarding work, especially among young people, with a new strong imbalance towards life times has had an impact on a sector that requires the **greatest effort**.

in the canonical moments of rest.

What are your reference companies?

The ITS Academy works **in the hospitality sector** with individual hotels and hotel chains. There is no shortage of large and small tourism operators, **event management** companies and wedding companies. The tourism sector has a particular facility for



internationalization: students have the opportunity to do internships abroad in 4, 5 star hotels, resorts, clubs and cruise ships.

What are your main subjects of study?

The core is in the **management of facilities and marketing**, but they range from soft skills to specialist skills that enrich the profiles developed by individual ITS Academy in different territories. Among the specializations, in addition to robust management skills, are the management of events, spas, **archaeological sites**

and tourism services, are accompanied by digital skills not only in digital marketing but also in augmented and virtual reality, AI and the most advanced technologies. The possibility of having approximately **65%** of teachers from the world of work in the classroom allows students to immerse themselves in the cutting-edge experiences that the sector is experiencing.

How are the courses structured?

The training courses last **2,000 hours over the two-year period** and are carried out for at least 35% in internships directly within the companies. The different ITS balance the hours of these internships based on the training objectives; they are normally distributed over the two years with the possibility of reaching up to **six months of internship** in the first year, then adding summer training.

What are the most likely employment opportunities?

The opportunities in the tourism sector and in the varied world of events are particularly broad and diversified both by type of activity and by context. The activities are distributed across the entire value chain of the various entities operating in the **hotel and hotel chains sector**, travel agencies and tour operators, local public bodies, **tourism promotion bodies**, consortia, event organization and promotion agencies...

Does seasonality impact business continuity?

Seasonality is one of the characteristics of work in the world of tourism but it does not represent an inevitable impact for our students, since by covering **middle management** roles they usually enter more complex organizations that address the issue of seasonality also with the diversification of services.

What is the percentage of employed people one year after graduation?

Higher than **89%**. Considering that some continue their studies for a degree and that others find employment before completing their course, we can confirm the very high employment effectiveness of the supply chain paths. The lack of structural personnel that the sector is experiencing today also gives young people a wide opportunity to choose according to preferences and aptitudes, not only in Italy but **throughout the world**.



Culture and technology: an inseparable pair

PROFESSIONAL FIELDS AND FIGURES

The technological area Technologies for Artistic and Cultural Heritage and Activities and for Tourism of the ITS Academy is divided into two areas: Tourism and cultural activities; Cultural and artistic heritage. In relation to the areas of the technological area, the training path expresses three or more national professional figures of reference with minimum standards of technological and technical professional skills. These roles, of EQF level 5, are further declinable in

territorial profiles from the ITS Foundations. For this technological area in 2022, there were 2,458 applications; 88.6% of those who applied participated in the selection tests and 83.1% passed them. 60.3% (1,091 people) of the latter then formalized their enrollment in the courses. At the end of the training course, 89.2%* of graduates in this technological area found employment. *Source Indire, national database.

1.

TOURISM AND CULTURAL ACTIVITIES

There are four figures identified in this area. The first is that of Higher Technician for the design, development and promotion of the offer of the tourism sector.

He works on the management of the analysis processes of both the supply and demand of the tourist product, and of the requests of the national and international market in

as an expert of the territory and destination management. Uses communication, promotion and marketing techniques, with a digital and sustainable perspective.

It enhances the territory starting from an analysis of the potential of the destinations and the target audience, proposing innovative tourism solutions.

The second is the Higher Technician for the development of management processes of the offer of the tourism and cultural supply chains. He works on the management of the processes of the hospitality business by coordinating the operational organization of the different sectors. He defines strategies to increase the business from a managerial perspective, through traditional technologies and new innovative technologies and by planning promotion and marketing activities. He ensures that the processes of the hospitality unit are coordinated in total safety.

The third figure is that of the Higher Technician for the organization and promotion of events in the tourism and cultural sector, who works within companies specialized in the organization of events of any type, both nationally and internationally.

He knows the entire process of event management, from planning to post-event evaluation. He analyzes the sustainability and safety of the event, organizing the regulatory and logistical aspects with the parties involved.

The last figure in this area is that of the Higher Technician for the management of guest support services. He works in the management of reception services. He coordinates and supervises the activities related to catering services in hotel and non-hotel accommodation facilities. He organizes the sectors of the activity and the personnel involved. He uses communication and organization strategies and verifies the application of the reference regulations and quality standards of the sector.



2.

CULTURAL AND ARTISTIC HERITAGE

In this second area there are three professional figures.

The first is that of the Higher Technician for Digitalization in the Cultural and Creative Industry, who works within museum structures or at public and private entities involved in the conservation and enhancement of cultural and creative assets.

It is able to carry out projects aimed at cultural and territorial enhancement and promotion, using innovative digital strategies, always with a careful eye on sustainability.

Through accurate data analysis, it detects and analyzes data on the characteristics and needs of real users as well as potential users of the cultural and creative industry.

Then there is the Senior Technician for the management of the architectural restoration site. He collaborates with the management of the restoration site of a cultural asset and takes care of the technical-administrative, regulatory, maintenance and safety aspects.

Analyzes documentary sources and scientific data, plans and defines the correct intervention methods through

innovative technologies, with solutions aimed at energy saving and safety.

The last figure is that of the Higher Technician for the promotion, design and creation of craft objects and collections with cultural and artistic value.

It also works in the management of planning and definition of communication and promotion activities of artistic artefacts, with a view to valorising them in national and international markets, using innovative tools and marketing strategies in compliance with environmental sustainability and energy saving.

It relates to tourism promotion and hospitality companies in the area. It collaborates in the creation of cultural and artistic craft objects and collections.



COMMUNICATION AND INFO

The data is drawn

INFORMATION, STATISTICS, UPDATES, PROCESSING, TRENDS, NUMBERS AND DATA: THERE IS NO COMMUNICATION THAT DOESN'T MAKE USE OF THE MOST SOPHISTICATED CALCULATION AND WRITING TECHNOLOGY. KNOWING HOW TO MANAGE AI AND RELATED SOFTWARE ALLOWS YOU TO COMBINE ITS KNOW-HOW IN MULTIPLE PROFESSIONS



Euclide Della Vista is
the national representative for the
Information, Communication and Data
Technologies sector.

Digital platforms, programs, apps, video games, streaming services... Software is on computers, smartphones, TVs, cars but also in the production lines and services we use every day. Just as Artificial Intelligence is, and will be, increasingly pervasive and cybersecurity is increasingly important. In ITS there is a specific technological macro-area: Information and Communication Technology. The illustration is given by **Euclide Della Vista, National Representative of Rete ITS Italy for the ICT supply chain.**

How is digitalization progressing in Italy and which sectors are developing fastest?

It is a process that involves every sector because all, or almost all, activities related to production, both of goods and services, are increasingly based on the use of software and IT platforms. In recent years, incentives for **Industry 4.0** have given a strong push to the digitalization of companies, even those most reluctant to technological innovation. There is

growing attention to issues related to **cybersecurity** and **artificial intelligence**, increasingly present in our lives.

How does a higher education program like that of the ITS fit into these contexts?

ITS represent a **link** between training and work, so much so that companies contribute to the drafting of the programs and play a leading role in the training of young people. This applies to all courses, therefore also that of our area, which is not limited to software development but includes **3D modeling**, **special effects for cinema**, virtual reality and much more.

What are the peculiar aspects and advantages of an ITS course compared to a university one?

An ITS training course lasts two years, therefore **shorter** compared to a university degree course, it therefore puts you in **contact** with the world of **work sooner**.

When the student graduates he has



already experience in the field, thanks to the internships, **knows how to move in the company** and has already learned to work in a team. This in my opinion is the main advantage. Those who, at the end of the two-year period, wish to continue with university studies, will be awarded many training credits and, after passing a couple of supplementary exams, can enroll in the third year of university.

How are the courses structured and what are the subjects studied?

They are biennial, 1,800-2,000 hours. Of these, about 200 are dedicated to basic subjects such as mathematics, statistics and English. Another **700-800 hours** are dedicated to specific training and **workshops** for the individual courses curated by partner companies. Finally, the same number of hours are dedicated to internships

How do internships work?

It consists of a curricular internship where students, supported by company tutors, **face real problems**. They are usually carried out in the last part of the two-year period: in this way the student arrives

goes to the company already trained in the practical application of the subjects studied. The internships are all activated in partner companies, therefore in the ITC sector in various technological fields.

What are the trained figures and which are the most requested by the job market?

We train technicians who are experts in programming languages, big data, cybersecurity, artificial intelligence. Figures capable of working on **data processing**.

The most requested is that of **developers** because the software is the main tool for speeding up production processes as well as for enabling the management and provision of services.

Is it possible to find work abroad with an ITS diploma?

Certainly because they are diplomas issued directly by the Ministry of Education and Merit and therefore **valid both in Italy and throughout Europe**. They are issued upon passing a 5th level EQF state exam.

Is IT still a "male" sector?

Generally, yes. However, we are committed to making these studies known to girls, who do very well and in several cases excel. In programming courses, unfortunately, **female students are only 15-20%** of the total. But in other **more "creative" courses**, such as 3D modeling and special effects for cinema, the female presence **is close to 50%**.

of the registrations.

Any advice for students and families who are considering training courses of this type?

Don't be afraid, because **the ITS environment is truly human-sized** and you can breathe more of a company atmosphere than a school one. It is and a context that leads to **rapid maturation** not only in professional terms but **also on a personal level**: you learn to work in a group, to relate to colleagues, you acquire a mentality aimed at problem solving and you develop a correct and healthy approach to the world of work.



Information and Communication Technologies

PROFESSIONAL FIELDS AND FIGURES

The Information, Communication and Data Technologies technological area of the ITS Academy is divided into four areas: Software architecture and Data Management; Architectures and Systems; Digital transformation; Digital and creative contents. The training courses express, based on the ambit

you, professional figures of EQF level 5 that can be further declined in profiles at territorial level by the ITS Academy Foundations in relation to the specific skills and technological applications required by the world of work and professions. For this technological area in 2022 the applications for enrolment are

were 3,864; 82.3% of those who applied participated in the selection tests and 81.1% passed them. 52.3% (1,350 people) of the latter then formalized their enrollment in the courses.

At the end of the training course, 85.7% of graduates in this technological area found employment.

1.

ARCHITECTURES SOFTWARE E DATA MANAGEMENT

There are two professional figures trained. The first is that of Senior Software Developer Technician. He works in the design and implementation of software solutions. Among his activities, he configures hardware, software and networks to ensure the interoperability of system components, manages the installation and integration of components in a system, even on cloud architectures, with strategies aimed at sustainability and solutions for controlling energy consumption.

The second is that of Higher Technical Data Manager who defines, plans and coordinates data management and analysis projects, identifying statistical models and mathematical, selecting analysis methods, optimizing algorithms or Artificial Intelligence and Big data analysis techniques to obtain valuable data for the business. Master the main management frameworks, development and automation environments, Database Management System (DBMS) and processing languages.

2.

ARCHITECTURES THE SYSTEM IT SCIENTISTS

Two figures are trained. The first is that of the Higher Technician System Administrator. He administers the components of the ICT system by installing software, configuring ICT systems, networks and data centers. Takes responsibility for performing repairs to ensure optimum system performance.

It manages, among other things, the operation of the system to meet service continuity, data availability and security, backups and performance needs.

The second figure is the Senior Technician System Cybersecurity, active in the management and protection of information and computer systems. He manages security policies, applies techniques for the search for vulnerabilities, also operates in the field of industrial cybersecurity, managing the security of Internet of Things systems and production plants. Using forensic analysis and intelligence tools, he faces threats and formulates recommendations.

3.

DIGITAL TRANSFORMATION

The only national figure in this area is that of the Higher Technician for the digitalization of processes with Artificial Intelligence based solutions. He designs and develops applications, also using Digital Twins solutions and Artificial Intelligence based (AI-based) techniques, to automate production processes, improving business management and the value chain, in terms of production capacity, energy efficiency, cyber security, quality, operational continuity.

* source: Indire, National ITS Academy database



4.

DIGITAL CONTENTS AND CREATIVE

Among the figures identified here, the first is that of the Augmented, Virtual and Mixed Reality Higher Technician, who works in the field of graphic design and animation with special effects, also in Augmented, Virtual and Mixed Reality. He designs, draws and codes cross-media audiovisual content and special effects, using multimedia applications. He designs and develops applications and scripts in order to optimize and/or automate production processes.

The Higher Technician Digital Media Designer, the second figure in this field, works in the field of content production for hypermedia or animation products, using graphic design and special effects techniques. He uses pre- and post-production digital applications and technologies, 2D and 3D motion graphics techniques, character designer, motion capture and visual and immersive effects to build virtual and integration environments.

The last figure is that of the Higher Technician Digital media specialist. He creates integrated communication projects between graphics, print, video, web, social networks, metaverse and new technologies, conveying, in an integrated way, information on the different communication channels, identifying the most suitable ones for the promotion of the reference product/service. He participates in the definition of digital marketing strategies and creates multi-channel communication campaigns.



How to prepare for office 4.0

TRAINING NICHE PROFESSIONAL FIGURES FOR ALL NEEDS OF COMPANIES. THIS IS THE OBJECTIVE OF THE COURSES IN THIS MACRO-SECTOR, WHICH PREPARE FOR ROLES FROM THE PRESS OFFICE TO THE SPORTS MANAGER, FROM THE ASSISTANT STORE MANAGER TO THE CORPORATE DIGITAL STRATEGY



Claudio Senigagliesi is the Italian representative for the macro-sector Services to Businesses and Non-Profit Institutions, one of the 10 areas into which the 146 Italian ITS are divided. On the side, students engaged in lecture and laboratory sessions.

Knowing how to manage, but also knowing how **to communicate** a company. These

are the two aspects that guide the training offer of the higher technical courses of the Fondazione Servizi alle imprese of Viterbo led by president Claudio Senigagliesi and, in general, those of the macro-sector of the same name that the manager also presides at an Italian level.

"We have been offering training since 2010/2011 when we started the first year on an experimental basis. And we have been active since that date", explains the president.

How is your educational offering structured?

This year we have activated six courses, but if there were resources we would give even more answers to the productive world. Our Foundation has become **a model** for others that do two-year training. In fact, we promote training at all levels, we plan orientation in the territory and we dialogue with businesses. But the possibility of taking targeted and coordinated actions with the university system is missing. This is an aspect that must definitely be addressed.

Why is the comparison with the University important?

Because **75%** of those who enroll in a university do not graduate.

The real problem is the orientation that is not there in schools just as it is not there in families and we cannot do it because we lack the authorizations and because we do not know how many courses we can activate.

What correspondence do you find between graduates and young people who find a job?

Excellent: we are **at 85% of placement**, in line with the Indire data and all the Foundations. We offer companies professional figures that are transversal to all the supply chains, therefore the congruence between the training offered and the employment found by our graduates is almost obvious. But we also offer an additional service: we accompany **the kids** to their work appointments.

Are there any special courses available among the ones you have activated?

We have the one on **digital communication**. And we have one on **management**.

sports thanks to the law renewing the rules for managing sports clubs, including amateur ones. Then we have the **assistant store manager course** for Lidl supermarkets: here the kids are hired on the first day and do internships within their centers. And the third level of apprenticeship, little known, but necessary. The kids are hired even during the two years of training. We have then systematized the courses in corporate marketing and digital strategy, corporate communication and press office 4.0, and expert in business administration and management.

What are the main training requests you receive?

There are many courses on management and administration. But also on **digital communication** and the course on sport is very popular.

These are the ones that are most popular. For all our courses, requests come from outside the region, from Sicily, from Calabria, especially for the Lidl courses. But there are requests from all over Italy, including the north, because there are not many training courses for companies in our country.

Among business services, what are the figures required?

The technicians related to social media, the higher technician of digital marketing has a **decidedly important value**. In general, it is digital communication that interests. We work a lot with the Italian communicators association and all our courses have a piece of marketing and digital communication.

As ITS, how have you grown over the years?

Today we are expanding strongly but our development was initially patchy, linked to the will of the individual Regions to invest in this new system of **higher education**. Here, up until two or three years ago, little had been invested.

The Indire institute photographs what is happening but puts those who had high funding on the same level as those who did not. And it is one of the mistakes of the past: the ranking between good and less good when there is an economic distribution. That is, money is given to those in the top positions. Which is then the same system used to distribute the resources of the PNRR: to those who already had more, more was given. Instead, to those who were in a less fortunate position they did not give anything to improve.

What is the state of the art of these institutions today?

The Italian system is the only one in Europe that **offers best practices** to meet the needs of companies for new technicians specialized in new fields and to give hope for the future to young people.

Foundations should be given the opportunity to plan. As long as the dualism between the ministry and the Regions remains, certain potentialities have no way of being controlled. to become fully certified.

What is the role of ITS in the relationship between training and the world of work?

Ours is a Foundation that was born in the business services sector with a marketing and internationalization path.



We are able to give timely answers to companies, which are increasingly contacting us: **both to hire new young people** and to update their staff. We are accredited for the training of human capital and with us, in parallel, the culture of training in the business world has grown. For three years there has been a change of pace, the Lazio Region has realized the potential of the foundation and has invested in it.

How do you see the future of training in your field?

It would have enormous development if it could respond to all the requests we receive from businesses: we have 150 thousand requests from young workers.

But **300 million** euros a year are needed to finance an ITS training system that responds significantly to the needs of the business system. Seven billion euros are given to the Universities, 500 thousand to the ITS.



Services for businesses and non-profit organizations

PROFESSIONAL FIELDS AND FIGURES

Technological Area 8 is dedicated to the training of professional figures for Services to businesses and non-profit organizations. In this area there are seven professions identified for those seeking their path in the promotion of Made in Italy products on international markets.

1.

DESIGN AND CUSTOMIZATION OF PRODUCTS AND SERVICES

Higher technician for product and service design and customization.

Works in the life cycle management of a product or service and develops the concept design based on the requests and needs of the customer and/or the

user. Prepares the technical and economic documentation to support the project, starting from the business plan, also to guarantee a product that has high levels of performance, symbolic-evocative charge and stylistic qualities with reference to the valorization of Made in Italy. To achieve performance, analyzes the reference market segments, as well as the organizational and production processes of the company.

Identify phases, processes and technologies needed to realize the project in compliance with environmental sustainability, also for packaging. Manages and takes care of the relationship with the customer.

2.

INTERNATIONAL MARKETING TO COMMUNICATE COMPANIES

Higher technician for marketing, communication and internationalization of companies. Oversees the internationalization process of a company, of which he knows specific technical and production characteristics, promoting its entry into foreign markets or increasing its presence. Identifies the marketing objectives to be achieved and uses strategies and technologies for the cross-media diffusion of content related to the brand, company and product; oversees the creation of local and international promotional events. Analyzes the reference market, trends and potential offered by new digital media, as well as competition and customers. Verifies the coherence of the

positioning strategies adopted, uses business intelligence tools and measures customer satisfaction.

3.**ADMINISTRATION, FINANCE
AND MANAGEMENT CONTROL**

Higher technician for administration, financial management and management control. Collaborates in the activities of administration, financial management and management control. Examines organizational, accounting and financial information, analyzes economic resources and production factors. Interprets data both to identify results, perspectives and objectives, and to make corrections and adopt strategic decisions. Uses tools, digital platforms and software to manage and improve the exchange of documents and communications between sectors. Collaborates in the definition of operational procedures for analytical accounting and activities related to general accounting, evaluates financial instruments.

6.**BUSINESS PROCESSES
AND CERTIFICATIONS**

Senior technician for the design of business processes and certifications. Collaborates in the design and industrialization of processes and products, mapping their characteristics and critical points. Collaborates in the development and operational programming of systems and processes in the company, also in order to achieve certification systems or qualifications. Detects the processing elements of a product, in order to standardize the production process and identifies indicators, consistent with the monitoring and qualitative evaluation needs of company management, also with reporting techniques. The technician is trained to analyze the organizational, management and technological characteristics of the company, with the mapping of work processes and related structures.

4.**MANAGEMENT, BUSINESS DEVELOPMENT
AND HUMAN RESOURCES**

Higher technician for business management and development and human resources. Collaborates in the organizational evaluation of the company's production and service activity, promoting optimization interventions, also with control, programming and verification plans. Identifies optimal methods for work organization and personnel management. Identifies the need for new resources, identifying the skills and requirements necessary for the objectives to be pursued. Develops personnel training and development plans, evaluating the results of the analyses carried out, in response to the company's organizational development plans. Defines indicators to monitor and evaluate performance and human potential. The professional figure's skills include acquiring the elements necessary to plan production and service activities.

5.**SUPERIOR TECHNICIAN
FOR COMMERCIAL STRATEGY**

Higher technician for commercial strategy. Works within companies active in industrial markets at national and international level. Collaborates in the design and management of commercial strategies, from positioning analysis to the definition of marketing plans, from customer relationship management to results analysis. Arranges coordination situations between technical, commercial and production departments, participating in the development of new products or the optimization of existing products. Manages customer relations and provides technical-commercial support also in the development of customized solutions. Manages and controls the sales plan, monitoring customer satisfaction through Customer Experience techniques. Relationship Management (Crm) and social networks. Check the data and results of marketing actions undertaken also in digital campaigns.

7.**BUSINESS
MANAGEMENT
TECHNICIAN**

Higher Technician for Business Management. Analyzes data useful for supporting and developing a specific business process and supporting strategic choices. Uses business and/or management databases also for big data analysis. Produces reports and creates graphic and/or visual representations of summary of collected data and future projections. Promotes the development of action programs and contents for internal and commercial communication. The figure has the skills to use data sources capable of supporting and developing a specific business process and choose methods and models for data analysis to support strategic business choices.



Metamorphosis on the field

THE AGRICULTURE SECTOR, A HISTORICAL PRIMARY SOURCE OF EMPLOYMENT IN ITALY, IS UNDERGOING AN INTENSE TECHNOLOGICAL TRANSFORMATION, WHICH REQUIRES THE TRANSITION FROM THE TRADITIONAL FARMER TO A MULTITUDE OF FIGURES



Fabrizio Berta, head of the macro-sector Agri-food system of Rete ITS Italia.

On the next page, some laboratory moments of future cooks and chefs trained by the ITS of the food supply chain

The **agri-food** chain in Italy is worth approximately **550 billion** euros (estimate by Crea Politiche e Bio-economia), equal to 15% of the national economy's turnover, with **1.6 million employed** in 2022, equal to 7% of the Italian total. And a value of 74 billion euros that places us among the top three EU countries. According to Ismea, Italy's weight on the European Union's agricultural production is 14%, and rises to 37% for wine and 33% for olive oil. The agri-food sector represents 10% of all Italian exports.

On the opportunities for the very young, we take stock with **Fabrizio Berta**, **national manager of the Agri-Food System**

and director of the Fondazione Its Agro-alimentare per il Piemonte. «There are important challenges, from primary products to their transformation and distribution, together with issues of traceability, digitalization and sustainability, starting with the excessive water consumption of a product, such as meat, that arrives on the table», he explains.

What is the role of the sector?

Agricultural businesses are undergoing a major transformation: today there is not only the income from the land, but also the creation of a series

of multi-services. There are the tourist offer, the recovery and recycling interventions, the energy production. In short, it is no longer just a "primary sector".

Does this change the way of being a farmer?

The new role of agriculture sees a return of young people. Previously, the young people involved in this sector were only those who worked in the family business.

Today it is a choice dictated by being fascinated by tradition and its evolutions.

Are you seeing unexpected interest from Next Gen?

There is a desire to revitalize the territory, to allow certain places to become interesting again, to create culture in nature. Behind the Italian landscapes there is the meticulousness of the farmers in working the land. The terraces of Liguria, for example, have become a heritage, they attract world tourism. They are winning elements because they intrigue young people who glimpse new opportunities where before there was only traditional agricultural work.

In this process, what is the role of an ITS Foundation?

ITS must start from passion



and decline his proposals from there. In terms of culture, technical expertise and territorial development. In Piedmont we are successful because farmers have understood that they must make the territory known before the product. And we need to make young people fall in love with the History of places, of districts.

Is a change of mentality beneficial?

We need to encourage people to eat better and eat responsibly, just like we do with drinking. Excess alcohol is a problem but in moderate doses it is experience, cohesion, conviviality. We must revalue these passions in the hands of young people, transmit knowledge to enhance a passion, spread History to innovate in tradition.

Where to start?

Working on supply chains, on what still doesn't work. Overcoming dichotomies to have a single supply chain in all segments, from the land to the table in Italy and in the World. With the Pnrr we create an **agro innovation hub** with young people, businesses, territories to build together an idea around which to create a network with different actors.

What does an ITS of the agri-food system offer?

We don't just train super technicians but creators, designers, thinking minds in short. We encourage the growth of the person and we do it in partnership with companies with which there is an equal exchange. The potential is enormous.

What is the key idea of ITS?

The key word I think is complexity: students must learn to relate in a complex, articulated way. Horizontal rather than vertical skills are needed. The world of work is increasingly complex, it requires knowing how to sell a product through the use of numerous soft skills, through a process that brings sophisticated abilities into play.

What are companies asking for?

To participate in the history and growth of ITS so that young people feel that they do not have to just earn a job but have access to a humanly rewarding experience. The most attractive companies are not those that pay the most, but those that offer something engaging, that make you grow.

even beyond work, which offer experiences. A paradigm shift that not all organizations are accustomed to: today, companies are chosen.

How does the world of school fit into this evolution?

It must offer shared growth, where soft skills become a decisive element for effective job placement, where specific skills almost take a back seat. And we need to work on the role of the teacher, who becomes a facilitator capable of guiding young people also in the use of new tools such as artificial intelligence.

What elements characterize your school?

Experience and orientation. Our training starts from experience, students must get their hands dirty and must be able to make mistakes because this is part of their growth path. The other element is orientation: often there is a lack of awareness of choices. Work is dignity. And we want to give everyone an opportunity on the way out, everyone the same dignity on the way out.



Farmer 4.0 and all other agritech declinations

SECTORS OF THE AGRI-FOOD SYSTEM

Divided into a single area, the Technological Area 4 called Agri-food System covers the entire supply chain, from production in the field of raw materials to their transformation into food. There are six professional figures that emerge from this Area, who mainly deal with production, but also with marketing, bioeconomy, innovation, controls, certifications and supply chain management.

1.

TECHNICIAN FOR PRODUCTION MANAGEMENT AND INNOVATION

The Higher Technician for Management and Innovation in Primary Production and in the Agro-industrial System works on the management of production processes in the agricultural and forestry sector, in compliance with the regulations, general eco-sustainable and ethical production criteria, and technological innovations for precision agriculture. Performs checks on equipment, machines and technological systems and supervises their operation. Manages sustainable production processes of fish, livestock and wildlife farms in compliance with animal welfare.

productive, identifying specific organizational models and business processes dedicated to the production and management of agricultural and agri-food products. In particular, to define the techniques of production, processing and conservation of raw materials and to verify the compliance of production processes with specifications and safety, quality and eco-sustainability standards. The skills also concern the agricultural sector with the ability to identify and apply technological innovations as well as using innovative solutions to improve processes and products.

2.

HIGHER TECHNICIAN FOR MANAGEMENT AND INNOVATION IN PRIMARY PRODUCTION

The Higher Technician for Controls and Certifications in the Agri-food Chains deals with the application and implementation of laboratory analysis and certification protocols, in compliance with the current regulations of the agri-food chains. Supports analytical control, from sampling to interpretation of results, controls the production, transformation and conservation cycles of the final product and contributes to the certification of process, product and service management systems.

In this case, it is a matter of knowing how to apply chemical, physical, microbiological, sensorial and phytosanitary analysis protocols for the evaluation of the quality of agri-food production and products and monitoring the critical points of the production processes, hypothesizing possible corrective actions.

3.

HIGHER TECHNICIAN TO ENHANCE AND PROMOTE PRODUCTION

This specialist works in the agri-food system in the field of the origin and characteristics of agri-food products, enhances and promotes the products, the history and culture of food. Supports and collaborates in defining the marketing plan and in developing the commercial network for national and international distribution circuits. Here the professional has the skills to design activities aimed at enhancing agri-food products, with particular reference to local, traditional products and food and wine goods and all products generated in the context of the underlying circular economy (see fabrics, manufactured goods, energy). The training is completed by identifying the positioning of the product, the target and the reference market and supporting the design of

4.

HIGHER TECHNICIAN FOR BIOECONOMY IN AGRI-FOOD AND AGRI-INDUSTRIAL ENTERPRISES

Works on the management and development of multifunctional companies to carry out service provision activities in the bioeconomy. Collaborates on the promotion and management with modern technologies of production systems aimed at the use/reuse of waste and by-products of agricultural and agro-industrial companies, the management of greenery and protected areas and the recovery of degraded areas. Manages composting plants also for the production of bioenergy. In these contexts, the skills relate to identifying, promoting and implementing multifunctional services of agri-food companies, in the environmental and bioenergy production fields.

5.

HIGHER TECHNICIAN FOR THE PROCESSING AND DEVELOPMENT OF AGRI-FOOD PRODUCTS

The higher technician for the processing and development of traditional and innovative agri-food products works in the processes of first processing, transformation and conservation of agricultural production. Collaborates in the development of traditional and innovative functional and nutraceutical agri-food products required by the market

based on consumer trends. It manages technological plants for the transformation and packaging of primary production and for the production of special products, such as fortified, allergen-free, enriched, etc.

Collaborates in the organization and supervises the processing of raw materials for the production of easy-to-use transformed products.

6.

HIGHER TECHNICIAN FOR THE MANAGEMENT OF AGRI-FOOD SUPPLY CHAIN ENTERPRISES

He works in agricultural, agri-food and agro-industrial companies. He collaborates in the organization and coordination of activities with

innovative technologies for the improvement of economic, environmental and social sustainability.

This is a figure capable of defining the technical characteristics and

functional structures and apply innovative

processes to optimize the management of

multifunctional companies as well as managing

multifunctional agricultural companies,

coordinating the different areas of both production

and service.



HOME & CONSTRUCTION

All the pink of the wood

ALWAYS A LEADING ITALIAN ASSET, FURNITURE NOW ADVANCES SOPHISTICATED TECHNOLOGIES THAT PROMOTE A FURTHER UPGRADE ON THE ITALIAN AND INTERNATIONAL MARKET.

AND THAT IN CLASS HE ALSO FINDS THE APPRECIATION OF THE FEMALE STUDENTS

Wood design is a job that women like. The female presence among the students enrolled at the Artwood Academy in Lentate sul Seveso (Monza and Brianza) for example, one of the four ITS Academies in the sector, exceeds 50% when in the ITS of the other nine macro-disciplines into which they are divided, **girls** are on average no more than 25%. This is the data that, together with the 92% of employed six months after graduation, characterizes the Academy of the ITS Rosario Messina Foundation led by Angelo Candiani, Italian referent for the Home and Built Environment System division of the ITS Academies.

«Within the home sector there are two tracks», explains Candiani: «That of the construction of buildings and that which concerns the entire furnishing system».



What is the role of an ITS Academy in the relationship between training and employment?

Connecting training and the world of work.

Just think of the Salone del Mobile in Milan alone: **all 200** of our kids go on internships within the companies present at the initiative.

What are the training guidelines of an ITS like yours?

We have two areas: one of

production and one of **marketing**.

One concerns the industrial production of furniture.

Although there are many artisan businesses, today production is predominantly industrial. It ranges from the prototyping of an object to its industrial scale production through **cutting-edge** technology such as numerically controlled machines.

Angelo Candiani, Italian representative for the Home and Built Environment System division: one of the ten macro-disciplines into which the 146 Italian ITS Academies are divided.

On the side: students of the sector during some exercises.

rico and **3D realization**.

We follow the entire development, from the beginning in two dimensions to the engineering to be able to produce it, including the Plc machine language for the individual pieces until we have the finished product. All this thanks to a thousand square meter workshop where we have all the 4.0 equipment in addition to the basic ones such as the press for

assembling wood, up to the special machines. The workshop is the center of the Academy. The other aspect concerns **international marketing**: over 80% of the furniture sold in the world is produced in Italy.

Do you have any feedback on the correspondence between your graduates and the percentage of those who find employment?

Since the activation of our ITS we have had about 250 graduates of which almost 92% have found employment **within six months** of the end of the course, with a job in 90% of cases consistent with what they studied. Our graduates have found a place in 196 companies in the sector and the potential for the next



years are even greater.

In fact, if almost 200 companies have hired one of our students, we can ask them to take on another of our students for a curricular internship.

Do all the students of an ITS come from the region where the institute is located?

Our ITS has the advantage of being in **Lombardy**, a region that has always been linked to mobile, especially in Brianza. The students enrolled are mainly from this region but they are also starting to arrive from **Marche, Puglia** and **Liguria**. The ITS system has not favored travel so far, studying away from home is an additional burden.

Now with the Pnrr, the resulting **scholarships** and other provisions, we also promote courses in other regions. For this reason we will build another laboratory space dedicated to **leather** and **padding**.

What figures are required by the sector?

Companies ask for young people who know how to produce .

ours is not a school of design but of the creation of what designers produce.

We have collaborations with both **the Brera Academy** and the **Polytechnic**. Those who are about to graduate from those institutes come to us for a few months where they work alongside students who know how to produce. In this way, an interesting collaboration is generated to connect the person who thought up the object and the person who has to produce it. Which is what happens inside a company: there is the person who designs, the person who organizes the production and the person who actually produces. It goes from the idea of the object to the engineering of the product for what is a **didactic-production** collaboration .

And then an exchange of interests arises: if some ask for the recognition of credits to graduate, there are also those who, after the three-year degree in design, ask to spend two years with us to broaden their knowledge.

What are the results you are most proud of in these years?

The headquarters, for which we recovered and reclaimed an ammunition depot that had been idle since 1956, a structure next to the Seveso, a river that also needs to be reclaimed. Now we will have other spaces from the Municipality to expand the structure. The headquarters cost **six million euros**, financed for 1.7 million with a loan, but all the rest of the funds came with a fundraising action that involved companies, organizations and institutions. There was this involvement of the business, economic and institutional worlds, which certainly understood the goodness of the system. For an ITS, in fact, the headquarters is the **main aspect**.

When you enter you immediately notice what you do, you document it to students and companies. And it is a proof of **seriousness** for families, for banks and for financial commitments. Because a beautiful venue is 50% of our task for a proposal to the boys. The venue is what I am most proud of along with the **50% female presence** in our courses.



MECHATRONICS

A sector for those who love the hi-tech of the future



MECHATRONICS BRINGS TOGETHER DIFFERENT DISCIPLINES: ELECTRONICS, MECHANICS, COMPUTER SCIENCE, ROBOTICS, AUTOMATION. BUT ALSO SAFETY AND CORPORATE ORGANIZATION. **RAFFAELE CRIPPA**, NATIONAL REPRESENTATIVE OF THIS SUPPLY CHAIN FOR **RETE ITS ITALY**, EXPLAINS USEFUL ATTITUDES, SUBJECTS TO STUDY AND CAREER OPPORTUNITIES

***Raffaele Crippa**, national manager of the Mechatronics sector of Rete ITS and Fondazione ITS lombardo per le nuove tecnologie. On the side, laboratory exercises*

What technologies are changing the work in your sector the most? Today there is a lot of talk about artificial intelligence: which sectors benefit the most from this evolution?

The automation and digitalization of industrial processes have brought about a change of pace, a true industrial **revolution** of which the increase in speed in processes is the most characterizing element: producing with speed, and at the same time quality, is the requirement to be competitive on the market. All sectors benefit from new technologies in the fields of mechanics, information technology and electronics. **Artificial intelligence** is in vogue but we need to be careful because we cannot rely on it completely, even if the temptation is great: there is no guarantee that the results provided by these technologies are always perfectly correct.

How do you get from an ITS study path to a contract?

A plurality of subjects contribute to the ITS courses: companies, schools, training institutions, universities and local authorities. The professional figures to be trained are in fact identified on the basis of the needs of the territory.

Companies are therefore very present, not only with internships and apprenticeships but also with lessons in the classroom and **laboratory**. The figure of the teacher here is that of the master who transfers his knowledge to the student through the deductive method: starting from the case study and identifying the most effective solutions.

A learning method is transmitted to the student that he will always carry with him in his professional life.

Can a diploma from a higher technical institute in Mechatronics be an alternative to an engineering degree?

The **complexity** reached by the manufacturing industry, both in terms of tools and professional figures involved, means that there is a need in companies for intermediary professionals capable of grasping the disciplinary articulations and the expected complexities of projects and production processes and therefore segmenting them into single operations then carried out by technicians.

The figures trained in ITS are these **intermediaries**. Engineering graduates have another role within this scenario and make use of other skills, such as the calculation and analysis skills typical of scientific research and development.

What are the most popular courses of study among young people and for which ones do you need to have an aptitude?

Training courses in **automation** and **robotics** always have a great influence and therefore



there is a much broader demand. But there is also great interest in the **automotive sector**, thanks to the recent push towards more **environmentally sustainable solutions**. The subjects are clearly relevant to the areas of study: automation and robotics, design of **mechanical components**, programming of control systems, digitalization of production processes. We often find a mix of **computer science**, sensor studies, statistics.

Does the mechatronics sector offer a receptive job market for ITS graduates?

Yes, the skills acquired can be used in any sector that produces or uses automation and robotics technologies, electronics, digitalisation of processes... The placement rate of graduates in mechatronics courses is **the highest** in the entire world.

ITS system: **95%** find employment within a year. I'll tell you more: our graduates don't even have to look for job offers, they **receive them**, often before completing their studies.

In which companies is it most likely to find a place? It is possible work abroad too?

The most immediate job opportunities depend on the type of companies present in the area where the course is activated. As mentioned, they can be companies that supply **mechatronic solutions**, but also the so-called **end users**, who produce goods or services through automated machinery or systems. Of course, you can also work **abroad**: diplomas

they recognized me.

What advice do you have for students and families considering a career in mechatronics?

To the kids I say: evaluate your aptitudes and interests. **If** you are curious about how objects, tools, and mechanisms in the world around you in our daily lives are made; if you are interested in technology, electronic components, robots, machinery and their programming, then mechatronics may be a course of study for you. But also consider whether the knowledge you acquire can be used in your local context. In essence, the advice for students is: choose with your **heart** but also with your **head**. To **parents**, however, I say that these courses of study will allow your sons, but also your daughters, to **immediately** find a job that is exciting and well-paid and can guarantee them a good quality of life.



The product innovator is the protagonist of the markets

PROFESSIONAL FIELDS AND FIGURES

The Mechatronics technological area of the ITS Academy is divided into three areas: Development and innovation of the process and product; Automation and integration of industrial production and mechatronic systems; Product customization and technical management of orders. In relation to these, the training path expresses one or more national professional figures of reference at EQF level 5, which can be further declined in profiles at

territorial level by the ITS Foundations.

For this technological area in 2022, there were 7,785 applications; 82.3% of those who applied participated in the selection tests and 94.4% passed them. 27.6% (1,667 people) of the latter then formalized their enrollment in the courses. At the end of the training course, 90.9% of graduates in this technological area found employment.

1.

DEVELOPMENT AND INNOVATION OF THE PROCESS AND THE PRODUCT

This first area of articulation leads to the formation of the national figure of Higher Technician for advanced mechatronic design and production. This professional figure intervenes in the various phases of the process of conception and design of mechatronic products and systems, controlling their realization, programming processes and production cycles and managing the maintenance of products and systems. He is able to manage information processes, quality control techniques and final testing, to apply design and production simulation procedures with digital techniques and to adopt the criteria of Product Lifecycle Management (PLM) and product-process sustainability. Among his macro-skills are, for example, those of conceiving and designing mechatronic products and systems or their components; designing and modeling with 2D/3D CAD tools; using tools and techniques for reverse engineering.

2.

AUTOMATION AND PRODUCTION INTEGRATION INDUSTRIAL AND MECHATRONIC SYSTEMS

This area leads to the training of two professional figures. The Higher Technician for Automation and Industrial Robotics works in the design and programming of mechatronic, robotic and automation systems for the various production sectors. He takes care of their construction, assembly, programming, installation, maintenance, testing and development, also at the user's site. He manages information processes, quality control techniques and final testing, applies design and production simulation procedures with digital techniques and adopts the criteria of Product Lifecycle Management (PLM) and product-process sustainability. He designs and programs mechatronic systems and automation lines; defines system components; applies rapid prototyping (RP) and simulation (FEM) techniques.

The second figure is that of Senior Technician for the digitalization of systems and for the application of enabling technologies to industrial processes.

Intervenes in the management process of digital factory production systems and their connections and integrations within the various industrial sectors. Configures and manages hardware infrastructures and industrial networks, human-machine interfaces, sensors and plant control systems, using their data to improve production. Applies Industrial cybersecurity and big data management techniques. Adopts the criteria of Product Lifecycle Management (PLM) and product-process sustainability.

His macro-skills include, for example, analyzing and configuring interconnected and integrated production systems; configuring hardware infrastructures, industrial machine control systems and industrial IT/OT and Internet of Things (IoT) networks; managing sensors and industrial control systems.

3.



CUSTOMIZATION OF THE PRODUCT AND MANAGEMENT COMMISSION TECHNIQUE

Like the first, the third area also leads to the training of a single national professional figure. This is that of Higher Technician for the customization and technical-commercial management of mechatronic products. He manages customer relations in reference to the technical component of industrial products and plants, analyzing the buyer's technological needs, proposing customized solutions and offers with the support of the technical and programming offices and planning the installation, testing and order management processes. He applies the criteria of Product Lifecycle Management (PLM) and product-process sustainability. Among his macro-skills are, for example, analyzing the customer's technological needs and sustainability requirements; customizing his own product in coordination with the technical and programming offices; formulating technical-commercial offers and planning production, installation, testing and order management processes.

* source: Indire, National database ITS Academy



Made in Italy par excellence fashion is full of roles

ROBERTO GIGLIOTTI, NATIONAL MANAGER OF THE FASHION SYSTEM EXPLAINS THE NUMEROUS PROFESSIONAL CONJUGATIONS IN A SECTOR WHICH IS OFTEN DISCUSSED THEY ONLY KNOW THE *VISIBLE ACTIVITIES*, IGNORE THE ONES IN *BACKSTAGE*

Polysemic, fascinating but also idealized, the fashion industry is a tougher work environment than the catwalks might suggest. But it is also full of “behind the scenes” professions that are often ignored. Many of them are forged by the Higher Technological Institutes. It is therefore to the head of the **Fashion System** of the ITS Network, **Roberto Gigliotti**, that we ask what are the educational paths and roles that they train.

What is the role of an ITS in the training/work relationship?

An ITS acts as a strategic bridge between non-university tertiary education and the world of work.

The aim is to train highly qualified professionals, capable of responding to the needs of a dynamic job market. With a training approach that combines

theory and practice, laboratories and **company visits**. By collaborating closely with companies in the sector, we ensure that our courses reflect the skills required by the fashion industries.

This allows us to offer our students a training path that prepares them to successfully face future professional challenges.

What correspondence do you see between the training you offer and the requests of companies?

Very high. According to the Indire survey, almost **90%** of our graduates find **employment** within a year of completing their studies.

This high percentage testifies to the effectiveness of our training model.

Of these, an even higher percentage, almost **95%**, find employment in closely **related sectors**, demonstrating the coherence between the skills acquired along the course of study and the demands of the labor market. Our partnerships with leading companies in the sector ensure that our courses are always updated and aligned with the real needs of the labor market.

What are the main training requests you receive?

They are varied and reflect the evolution of the sector. There is a growing demand for digital skills, such as **2D and 3D design and modelling**, management of design and production software and digital marketing. In addition, companies require skills in sustainability and

in the innovation of processes and materials, aspects that are increasingly central in the contemporary fashion industry. Internationalization and knowledge of foreign languages represent other areas of growing interest.

What are the figures required by the fashion industry?

The Excelsior system, created by Unioncamere and Anpal, estimates that the overall **need** for the fashion system by 2027 will be **72,900 new employees**.

The fashion industry requires a wide range of professional figures. Among the most sought after are fashion designers, pattern makers, product technicians, fashion marketing and communication experts, and sustainability managers. Furthermore, with the advent of digital technologies, there is a strong demand for **e-commerce experts**, social media managers specialized in the fashion industry.

There is also a growing demand for figures capable of interpreting and managing customer behaviour, of knowing how to manage communication in real time on different contact points (**omnichannel**, online and offline) and of adopting strategies of

data-driven marketing and CRM as a guiding element. These figures are essential to respond to the new challenges and opportunities offered by the global market.

How do you see the future of training in your field?

It will be increasingly oriented towards flexibility and innovation. We foresee an increase in the integration of digital technologies in training courses, with greater attention to **continuous training** and professional requalification.

Sustainability will continue to be a central theme, influencing both course content and teaching methodologies.

Furthermore, **the internationalization of training courses** will become increasingly relevant, promoting cultural exchanges and transnational collaborations.

In these years of activity, what are the results you are proud of?

I am particularly proud of the results achieved in terms of job **placement** of our graduates, both in the institute I direct, the ITS Fashion Academy Cosmo, and in the macro-sector Fashion System of the ITS Network. And equally proud of the quality of the **collaborations**

established with companies in the sector. The ability to **constantly adapt the training offer** to the needs of the market allows us to remain a point of reference in fashion training. Furthermore, we have seen an increase in the number of **research and development projects** involving our students, contributing



to innovation in the sector. The training offer of our ITS, for example, includes more than 30 specialized courses in two regions (Veneto and Lombardy), our Academy is attended annually by approximately 1,200 students that we try to repay with daily commitment and effort.

What are the main strengths of the teaching?

The close connection with the world of work, the quality and constant **updating** of our courses, in addition to the practical and laboratory approach that characterizes the entire training offer.

By will of the Ministry, a high percentage of teaching in ITS courses must be entrusted to personnel coming from the business world.

In our institute this percentage is around 80% and is a guarantee of highly specialized and relevant training.

Furthermore, the focus on sustainability and innovation represents a distinctive element, preparing students to become protagonists of the future of fashion.

We also recognize that in today's work environment, **transversal skills** are increasingly in demand. For this reason, in our training programs, we integrate the development of skills such as problem solving, effective communication, teamwork and adaptability.

These skills allow our students to tackle different business problems with an innovative approach, making them **complete professionals**.

and ready to respond to the challenges of the job market with flexibility and creativity. Elements that, combined with solid technical and practical preparation, make our graduates the ideal candidates for companies in the fashion sector also in the years to come.



Researchers and garment developers behind the scenes

PROFESSIONAL FIELDS AND FIGURES

The fashion system has been recognized for decades as a source of pride and honour for Made in Italy throughout the world, both at an artisanal and industrial level

Among the Higher Technological Institutes it is grouped in Technological Area 7, within which there are three main figures formed by the courses.



1.

COORDINATION TECHNICIAN OF THE FASHION SYSTEM PROCESSES

Works in the field of programming, production, logistics or as a production department manager. Has organizational skills and starting from the qualitative specifications of the product, defines the feasibility, identifies technical-realization problems and criticalities, controls, coordinates and optimizes the aspects of the supply chain related to timing and costing.

Collaborates in the technical evaluation of sample garments based on the product quality standards defined upstream. Deals with supply chain traceability and sustainability. Macro-skills include those for collaborating in the planning of a sustainable supply chain in addition to the introduction of new fabrics and processes aimed at optimizing circular economy supply chains and the definition of qualitative specifications of the product and its feasibility by identifying technical and manufacturing problems and criticalities. Space is also given to knowing how to use Artificial Intelligence based (AI-based) solutions for creativity and knowing how to control and coordinate the supply chain by optimizing aspects related to the timing and costing of the process and product according to the criteria of the integrated supply chain.

They must also be able to ensure the traceability of the production phases using dedicated IT tools and collect data and use innovative solutions for predictive analysis of the impacts generated by the introduction of new products and processes with respect to environmental sustainability in the territory. They must also collaborate in the definition of a marketing plan also with a view to making the sustainable approach and the positioning of the fashion product in the context of the circular economy "visible".

TECHNICIAN FOR RESEARCH, DEVELOPMENT AND PRODUCTION PROCESSES OF FASHION SYSTEM PRODUCTS

Works in the research, development and production processes of the Fashion System products. Participates in the selection of raw materials, the definition of shapes, volumes, stylistic and technical specifications for the creation of the finished product of the fashion system. Translates the stylistic concepts of the fashion product into functional and technical-productive syntheses in compliance with the constraints established during the product development phase.

Knows and uses tools and technologies, including innovative ones, in order to create products, optimize processes and minimize waste. In this case, the skills developed go in the direction of knowing how to select the raw materials to be used in the creation of products that respect environmental and socioeconomic sustainability.

He/she must also be able to translate the stylistic concepts of the fashion product into functional and technical-productive syntheses in compliance with the constraints established in the product development phase and with a Conscious philosophy, manage the complete collection development cycle and implement reverse engineering techniques to optimize production processes.

But also implement innovative production practices and technologies with lean manufacturing criteria.



3.

DESIGN TECHNICIAN, INTERNATIONALIZATION AND PROMOTION OF FASHION SYSTEM PRODUCTS

Works in the commercial and marketing sector of fashion companies and in product offices; deals with the sale of fashion products. Knows the fashion product and the production, research and development processes. Identifies priorities, strategies, tools and methods to strengthen the social brand identity and position the product also in international markets trying to promote a supply chain that enhances the territory.

Participates in the collection research and development process, identifies the distinctive features of the fashion product and interprets market trends. Develops communication and sales strategies for fashion products. In this case, the technician knows how to support the collection research and development process, identify the distinctive features of the fashion product and interpret market fashion trends.

But also manage and optimize the dynamic flow of data and documents for product development based on the techniques, methodologies and industrial technologies of the production process of fashion companies. This role also requires being able to develop sales strategies for fashion products on international markets, as well as contextualizing the company organization in the economic market context. With a focus on marketing, the figure must collaborate in defining the company positioning strategy on the market together with defining, planning and evaluating communication, promotion and sales actions for specific products and their sustainability and detecting customer

satisfaction. Finally, process the results after having identified the priorities, strategies, tools and methods to promote and strengthen the social brand identity.

2.

_ Directory

REGION by REGION ALL ADDRESSES of the 146 *ITS Academy italiani*

CITIES, WEBSITES, TELEPHONES, E-MAILS, DISCIPLINARY SECTORS OF HIGHER TECHNOLOGICAL INSTITUTES, FROM TRIESTE TO PALERMO

After the in-depth content of the individual disciplines, here are the contacts of **all 146 Italian ITS locations**, from Turin to Bari, to find out about all their two-year and three-year courses (in total there are more than 1,000 currently active), to speak with their secretariats and their counselors, to find out about the enrollment procedures, costs and scholarships, the deadlines for submitting an application, and any types of selection envisaged. They are dap-

first listed are the 113 that are part of the Associazione RETE Fondazioni ITS Italia; followed by the 33 that operate autonomously. The title they issue is identical. Only the presentation methods change, which, with the RETE, allow them greater possibilities of diffusion. Once you have identified the ones that are most interesting for you, the advice is to go and visit their offices directly. You can also meet most of them at the Student Fairs.

LOMBARDY

1. Fondazione ITS Academy of Management for Made in Italy (AMMI)

Services to Businesses and Non-profit Organizations
for profit

Website: <https://ammi.education/>

Email: info@ammi.education

Phone: +39 3401180440

Via Mentana 15 - 20900 Monza (MB)

2. ITS for the Development of the Home System in Made in Italy - Rosario Messina

Home System and Built Environment

www.itsrosariomessina.weebly.com

info@artwoodacademy.it

Tel. +39 03621322358

Via Don Carlo Gnocchi 10 - 20823

Lentato sul Seveso (MB)

3. IATH International Academy of Tourism and Hospitality Lake Como Technologies for goods and activities

artistic and cultural and for tourism.

www.iath.it

info@iath.it

+39 031341873

Via Regina 5 - 22012 Cernobbio (CO)

4. ITS JobsAcademy Foundation

Services to businesses and non-profit organizations
for profit

www.jac-its.it

info@fondazionejobsacademy.org

Tel. +39 035 32563

Via Previtali 18 - 24122 Bergamo (BG)

5. Angelo Rizzoli ITS Foundation Information and communication technologies communication and data

www.itsrizzoli.it

segreteria@itsrizzoli.it

+ 39 0236680400

Via B. Crespi 30 - 20159 Milan (MI)

6. GREEN Energy Foundation Building Environment

Energy

www.its-green.it

info@fondazionegreen.it

+39 039260704

Via Daniele Manin, 14 - 20871 Vimercate
(MB)

7. ITS Foundation for New Technologies for Made in Italy LONATI MACHINE

Fashion System

www.itsmachinalonati.it

segreteria@itsmachinalonati.it

+ 39 030/300671

Via Tommaseo 49 - 25128 Brescia (BS)

8. ITS Foundation for the Transport and Logistics Supply Chain Intermodal

Sustainable Mobility and Logistics

www.mobilitacademy.it

info@mobilitacademy.it

+39 03311820100

Via Leonardo da Vinci 5 - 21019 Somma

Lombard (VA)

9. ITS Foundation for New Technologies

of Chemical Life and New

Technologies for Life

www.fondazionebiotecnologie.it

info@fondazionebiotecnologie.it Via

Europa 15 - 24125 Bergamo (BG)

10. ITS INCOM Foundation

Information technologies,
communication and data

www.itsincom.it

orientamento@itsincom.it

+39 3388225563

Viale Stelvio 173 - 21052

Bust Arsizio (VA)

11. ITS Technologies Talent Factory Foundation

Information and communication technologies
communication and data

www.itstechtalentfactory.it

info@itstechtalentfactory.it

Via San Vittore 21, 20123 Milan

12. Minoprio Foundation ITS Agri-food System

www.fondazioneminoprio.it

segreteria scolastica@fondazioneminoprio.it

+39 031900224

Viale Raimondi 54 - 22070 Vertemate with

Minoprio Como (CO)

13. ITS Foundation

Innovaprofessionisti

Technologies for artistic and cultural

assets and activities and for tourism

www.innovaprofessionisti.it

direzione@innovaprofessionisti.it

+39 0240305236

C.so Venezia 47/49 20121 Milan (MI)

14. ITS Lombardy

Mechatronics

www.itslombardiameccatronica.it

info@itslombardiameccatronica.it

+39 02262921

Viale Matteotti 425 - 20099 Sesto San

John (MI)

15. ITS Foundation for the Innovation of the Agri-food System

Agri-food System

www.fondazioneagroalimentareits.it

info@fondazioneagroalimentareits.it

+39 3428451237

Schenardi Hill 6 - 23100 Sondrio (So)

16. ITS Cantieri Foundation

of Art

Technologies for artistic and cultural

goods and activities and for the

tourism

www.itscantieridellarte.it

info@itscantieridellarte.it

+39 0286453407

Via Cappuccio 2 - 20123 Milan (MI)

17. ITS Foundation for Sustainable Agri-food - Territory Mantua

Agri-food System

www.itsagroalimentaremn.it

+39 3665305046

Via dei Toscani 3 - 46024 Mantua (Mn)

18. ITS Academy Cremona

Foundation - New Technologies for Made
in Italy

Mechatronics

www.itscremona.it

segreteria@itscremona.it

+39 3534049577

Via Matilde di Canossa 21 - 26013 Crema

(CR)

19. ITS Move Academy Foundation

Sustainable Mobility and Logistics

www.its-move.it

orientamento@its-move.it

+39 320 955 8049

Via San Bernardino 139/V, 24126 Bergamo

20. I-Crea Academy. ITS Foundation for Cultural Enterprises and the Territory

Technologies for artistic and cultural

goods and activities and for tourism

www.fondazionecrea.it

info@fondazionecrea.it

+39 02 77405311

Soderino Street 24

20146 Milan (MI)

PIEDMONT

21. ITS Sustainable Mobility

Aerospace Mechatronics

Piedmont Sustainable Mobility and

logistics

www.its-aerospaziopiemonte.it

orientamento@its-aerospaziopiemonte.it

+39 3342590222

Via P. Braccini 17 - 10141 Turin (TO)

22. ITS Biotechnology and New Life Sciences Piedmont

Chemistry and New Technologies for Life

www.its-biotecnologiepiemonte.it

info@its-biotecnologiepiemonte.it

+39 3458845635

Via Ribes 5 - 10010 Colletterto Giacosa

Torino (TO)

23. ITS New Foundation

Technologies for Made in Italy

TAM Biella Fashion System

www.itstam.it

segreteria@itstambiella.it

+39 0158853523

Pella Course 4 - 13900 Biella (BI)

24. ITS Agri-food for the Piedmont.

Agri-food System

www.agroalimentarepiemonte.it/

info@its-agroalimentarepiemonte.it

+ 39 0115224660
Via Felice Cavallotti 13
12100 Cuneo (CN)

25. ITS Energy Piedmont Agri-food System

www.its-energiapiemonte.it
info@its-energiapiemonte.it
+39 3313901776
Via Cesare Battisti 10
10064 Pinerolo (TO)

26. ITS Tourism and Activities Cultural

Technologies for artistic and cultural goods and activities and for the tourism
www.its-turismopiemonte.it
info@its-turismopiemonte.it
+39 0115620017
Via Monte di Pietà 2 - 10121 Turin (TO)

27. ITS Information Technologies and communication Piedmont

Information technologies, communication and data
www.its-ictpiemonte.it
info@its-ictpiemonte.it
+39 0110371500
Via Durandi 10 - 10144 Turin (TO)

EMILIA ROMAGNA

28. Technical Institute Foundation

Higher Technologies Industries Creative - FITSTIC.

Information technologies, communication and data
www.fitstic.it
info@fitstic.it
+39 0514858036
Piazzale Macrelli 100 - 47521 Cesena (FC)

29. ITS Academy Tech&Food

Agri-food system
www.itstechandfood.it
info@itstechandfood.it
+39 0521282707

Borgo Girolamo Cantelli 5
43121 Parma (PR)

30. ITS MAKER for New Technologies for Made in Italy, Mechanics, Motors and Packaging

Mechatronics
www.itsmaker.it
segreteria@itsmaker.it
Via Bassanelli 9/11 - 40129 Bologna (BO)

31. Technical Institute Foundation

Superior innovative technologies for cultural heritage and activities - tourism and well-being

www.itsturismoebenessere.it
info@itsturismoebenessere.it
+39 0514150612
Queen Margaret Avenue 20/22
47924 Rimini (RN)

32. ITS TEC Foundation - Territory, Energy, Building Energy

www.itstec.it
sedeferrara@itstec.it
+39 335 6910218
Via C. Ravera 11 - 44122 Ferrara (FE)

33. ITS Biomedical Chemistry and New Technologies for Life

www.itsbiomedicale.it
info@itsbiomedicale.it
+39 05351948028
Via XXIX Maggio 12
Mirandola (MO)

34. ITS Foundation for Mobility sustainable

Logistics and Mobility of people and
THANKS
www.itslogisticasostenibile.it
segreteria@itslogisticasostenibile.it
+39 0523752884
Via IV Novembre 122 -
29122 Piacenza

UMBRIA

35. ITS Umbria Academy

Mechatronics
www.itsumbria.it
info@itsumbria.it
+39 075582741
Palermo Street 80 -
06124 Perugia (PG)

MOLISE

36. ITS Demos System Foundation

Agri-food
www.itsdemos.it
+39 0874401310
Via Roma 47 -
86100 Campobasso (CB)

WALK

37. ITS Academy new technologies for Made in Italy in the Marche

Services to businesses and non-profit organizations profit
www.its4puntozero.it
info@its4puntozero.it
Via Offagna 3 -
62019 Recanati

38. ITS for innovative technologies for cultural heritage and activities cultural - Marche Tourism

Technologies for artistic and cultural goods and activities and for tourism
www.itsturismomarche.it
info@itsturismomarche.it
+390721372179
Via Nolfi, 37 -
Fano 61032 (PU)

39. ITS SMART - New Technologies for Made in Italy

Fashion System
www.itssmart.it
info@itssmart.it
Via Belvedere 20 - 63821 Porto
Sant'Elpidio (FM)

40. ITS Efficiency Foundation

Energetica - Fabriano. Energy

www.itsfabriano.it
info@itsfabriano.it
60044 Fabriano (AN)

BASILICATA

41. ITS Energy Efficiency of Power

Energy
www.itsbasilicata.info
info@itsbasilicata.info
Via Pola snc - 85100 Potenza (PZ)

FRIULI - VENICE GIULIA

42. ITS for technologies of information and of communication Upper Adriatic

Information technologies,
communication and data
www.itsaltheadriatico.it
segreteria@itsaltheadriatico.it
+39 04341697221
Via Prasecco 3a - 33170 Pordenone

43. Nautical Academy of the Adriatic

Sustainable mobility and logistics
www.accademianautica.it
segreteria@accademianautica.it
+39 0409896611
Piazza A. Ortis 1 - 34123 Trieste (TS)

44. ITS Foundation for New Life Technologies Alessandro Time

Chemistry and New Technologies for the Life
www.itsvolta.it
info@itsvolta.it
+39 0403755301-5671
SS 1 km 136,5 -
34149 Basovizza Sad (TS)

45. ITS New Technologies for Made in Italy - Mechanical Industry and Aeronautics

Mechatronics
www.itsmalignani.it
info@itsmalignani.it
+39 0432481859
Viale L. Da Vinci 10
33100 Udine (UD)

VENETO

46. ITS Academy Turismo Veneto

Technologies for artistic and cultural goods and activities and for tourism
www.itsturismo.it
fondazione@itsturismo.it
+39 3343452382
Martin Luther King Avenue 5
30016 Jesolo (VE)

47. Fondazione ITS Red Academy Area Tecnologica Energia (ITS Red Academy)

Energy
www.itsred.it
segreteria@itsred.it
+39 3382645173
via Pilade Bronzetti 31 - 35138 Padua

48. ITS Academy Foundation

Agroalimentare Veneto Agri-food System
www.itsagroalimentareveneto.it
itsagro.veneto@gmail.com
+39 3923085842
Via XXVIII aprile 22 - 31015 Conegliano (TV)

49. ITS Academy Meccatronico Veneto.

Mechatronics
www.itsmeccatronico.it
info@itsmeccatronico.it
+39 0444302980
Via Legion Gallienus 52
36100 Vicenza (VI)

50. ITS Foundation Sustainable Mobility Technology Area - Logistics and Innovative Systems and Services for the

Mobility of People and Goods

Sustainable mobility and logistics
www.itslogistica.it
info@itslogistica.it
+39 0454950249
Via Sommacampagna 61 - 37137 Verona (VR)

51. ITS COSMO Foundation New

Technologies for Made in Italy
Fashion and Footwear Sector System
Fashion
www.itscosmo.it
info@itscosmo.it
+39 049657287
Via San Micheli 8 - 35123 Padua (PD)

52. ITS Marco Polo - Foundation for Sustainable Mobility in the System Port worker.

Sustainable mobility and logistics
www.itsmarcopolo.it
info@itsmarcopolo.it
+39 3668249109
Port Area Santa Marta fbbr. 13 -
30123 Venice (VE)

53. Mario Volpato ITS Digital Foundation.

Information technologies,
communication and data
https://itsdigitalacademy.com/
info@itsdigitalacademy.com
29 Risorgimento Street
35027 Noventa Padovana (PD)

LIGURIA

54. ITS for sustainable mobility - in the maritime transport and fishing sectors - Italian Academy of Merchant Marine

Sustainable mobility and logistics
www.accademiamarinamercantile.it
info@faimm.it
+39 0103622472
Via Niccolò Oderico 10
16145 Genova (GE)

55. ITS ICT Liguria Digital Academy

Information technologies,
communication and data

www.accademiadigitaleliguria.it
segreteria@accademiadigitaleliguria.it
+39 3468497545

Via Briscata 4 - 16154 Genoa (GE)

56. ITS New Technologies for Made in Italy: Mechanical Sector and Navalmeccanico

Recreational Shipbuilding (SP)
Mechatronics

www.itslaspezia.it
info@itslaspezia.it
+39 0187/599768

Via Doria 2 - 19124 La Spezia (SP)

57. ITS Turismo Liguria - Academy of tourism, culture and hospitality.

Technologies for artistic and cultural
goods and activities and for tourism

www.itsturismoliguria.it
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+39 3666225125

Via Francesco D'Assisi 3 - 16038 Santa
Margherita Ligure (GE)

58. ITS for energy efficiency Savona

Energy
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+39 01921945485

Via Rocca di Legino 35
- 17100 Savona

TUSCANY

59. ITS Energy and Environment - Energy Efficiency Energy

www.its-energiaeambiente.it
info@its-energiaeambiente.it
+39 0577900339

Matteotti Avenue No. 15

53034 Colle Val d'Elsa (SI)

60. ITS MITA - Made in Italy Tuscany Academy

Fashion System

www.mitacademy.it
info@mitacademy.it
+39 0559335306

Via Pantin - 50018

Scandicci Florence (FI)

61. ITS EAT Excellence Foundation

Agri-food Tuscany

Agri-food system

https://fondazione-eat.it/
info@fondazione-eat.it
+30 05641791224

Jordan Street 227 -

58100 Grosseto

62. ITS Foundation for Innovative Technologies for Goods and cultural activities - Art Tourism and TAB Cultural Property

Technologies for artistic and cultural
goods and activities and for tourism
www.fondazionetab.it/

info@fondazionetab.it
+39 389/9161063

Via Pisana 77/a -

50143 Florence (FI)

63. ITS Foundation for the Sustainable Mobility ISYL

Italian Superior Yacht Life.

Sustainable mobility and logistics

www.isyl.it/
+39 3669779262

Via Aurelia Nord 342

55049 Viareggio (Lu)

64. ITS PRIME Foundation for the Industrial Maintenance System

Mechanics - Tuscany - New

Technologies for Made in Italy

Mechatronics

http://www.itsprime.it/

info@itsprime.it
+39 0555274948

Via Panciatichi, 29 - 50127 Florence (FI)

65. ITS Prodigy Foundation

Information and communication technologies
communication and data

www.itsprodigi.it
info@itsprodigi.it
+39 057176650

Via Piovola 138 - 50053 Empoli (FI)

66. Vita ITS Foundation for new life technologies

Chemistry and New Technologies for Life
www.itsvita.it

info@itsvita.it
+39 0577231298

Via Fiorentina 1 - 53100 Siena (SI)

67. ITS Academy Foundation

Building Technology

Home System and Built Environment

www.accademiaedilizia.it

ate@accademiaedilizia.it
+39 0586855150

Barriera Garibaldi Square 13

- 57122 Livorno (LI)

ABRUZZO

68. ITS EFFICIENCY Foundation

ENERGETICS - L'AQUILA

Energy
www.itsenergia.org

itsenergia.aq@gmail.com
+39 3475857677

Via Acquasanta snc -
67100 L'Aquila

69. ITS New Technologies for Made in Italy - Mechanical System Mechatronics

www.innovazioneautomotive.eu

segreteria@itsmeccanicabruzzo.eu
+39 0872712738

Trento and Trieste Course 72

66034 Lanciano (CH)

70. ITS Foundation, New

Technologies for Made in Italy,

Teramo Agri-food System Agri-food

System

www.itsagroalimentarete.it

info@itsagroalimentarete.it

+39 328 5518905

Via A. De Benedicts 1 -64100 Teramo (TE)

71. ITS MOST per sustainable mobility Sustainable mobility

and logistics

www.itsmost.it

info@itsmost.it

+39 0858964762

Via Calipari 15 -

66026 Ortona (CH)

LAZIO

72. ITS ICT Academy

Information technologies, communication and data

www.its-ictacademy.com/

info@its-ictacademy.com

+39 0669369684

Via Carlo Emery 97

00188 Rome (RM)

73. ITS Academy Lazio Digital Foundation.

Information technologies,
communication and data

www.laziodigital.it

info@laziodigital.it

+39 0686214939

Via Filippo Luigi De Magistris 13

00176 Rome (RM)

74. ITS for New Technologies for Made in Italy in the Business Services Sector

Services to Businesses and Non-profit Organizations
for profit

www.itssi.it

+39 0689346981

Via Ascenzi 1 - 01100 Viterbo (VT)

75. ITS for New Technologies Life.

Chemistry and New Technologies for Life

www.fondazioneits-ntv.it/wp/

info@fondazioneits-ntv.it

+39 3513202305

Largo Brodolini snc

Pomezia (RM)

76. ITS Agri-food Foundation from Viterbo

Agri-food system

www.itsagro.it/

segreteria@itsagro.info

+39 0761 223574

Via Saffi 49 - 01100 Viterbo (VT)

77. ITS Innovative technologies for the cultural goods and activities - Tourism

Rome

Technologies for artistic and cultural
goods and activities and for tourism

www.itsturismoroma.it/

academy@itsturismoroma.it

+39 3927595469

Via Emanuele Filiberto 98/C -

00185 Rome (RM)

78. ITS Roberto Foundation Rossellini

Information technologies,
communication and data

www.itsrossellini.it

info@itsrossellini.it

+39 065576493

Naval Basin Street, 58 -

00146 Rome (RM)

79. BIO Campus Foundation ITS for New Technologies for the Made in Italy Agri-food System

www.fondazionebiocampus.it/

info@fondazionebiocampus.it

+ 39 3382016377

Via Mario Siciliano 1/4 -

04100 Borgo Piave Latina

80. ITS Foundation

John Cabot

Sustainable mobility and logistics

www.fondazionecaboto.it/

info@fondazionecaboto.it

+39 0771712517

Annunziata Street 58 -

04024 Gaeta (LT)

81. ITS Foundation Mechatronics of Lazio.

Mechatronics

www.itsmeccatronicolazio.it

fondazione@itsmeccatronicolazio.it

+39 0775 817258

Plebiscite Street 15 -

03100 Frosinone (FR)

CAMPANIA

82. ITS Campania Fashion Foundation

Fashion System

www.itscamp.it

info@itscampaniamoda.it

+39 081287199

Via Pica 62 - 80142 Naples (NA)

83. ITS Manufacturing Foundation Mechatronics MA.ME. - New

Technologies for Made in Italy Mechatronics

www.itsmame.it

info@itsmame.it

+39 0817882215

C.so Resina 283- 80056 Ercolano (NA)

84. ITS Foundation

Antonio Bruno

Mechatronics

www.itsantoniobruno.it

info@itsantoniobruno.it

+39 08251740048

Castle Street 24

83035 Grottaminarda (AV)

85. ITS TEC MOS Foundation

Sustainable mobility and logistics

www.itsms.it/; info@itsms.it
+39 0823207349
Matteotti Square 8
81024 Maddaloni (CE)

86. ITS Foundation for New Technologies for Made in Italy - Business Services (ITS NEWTECH SI Academy)

Services to Businesses and Non-profit Organizations for profit

www.itsacademysi.it
info@itsacademysi.it
Via E. Moscati 4 -
84134 Salerno (SA)

87. ITS Mobility Foundation

Sustainable Maritime Transport

Sustainable mobility and logistics
www.itsmare.it

info@itsmare.it
+39 0817607203
Via Pascoli snc c/o III Didactic Circle
80058 Torre Annunziata (NA)

PUGLIA

88. ITS Academy Foundation

AgriPuglia Agri-food System

www.itsagroalimentarepuglia.it
info@itsagroalimentarepuglia.it
+39 3461816334
SC 1038 C. from Marangi 26 - 70010
Locorotondo (BA)

89. ITS MI.TI Foundation. Technologies and

Innovation for Made in Italy

Fashion System
www.itsmitimoda.it
info@itsmitimoda.it
+39 0804832979
Pergolo District
74015 Martina Franca (TA)

90. ITS Regional of Puglia for the development of the Hospitality Industry and Broader Tourism

Technologies for goods and activities

artistic and cultural and for tourism
www.sistemailspuglia.it
segretariatogenerale@itsturismopuglia.it
+ 39 0832.700664
Via E. Cataldi 48/a
73100 Lecce (LE)

91. ITS Apulia Digital Maker Foundation

Information technologies, communication and data

www.apuliadigitalmaker.it
info@apuliadigitalmaker.it
+39 0881746122
Via San Severo km 2 -
71100 Foggia

92. ITS Foundation for Sustainable Mobility

- Aerospace Sector Puglia

Sustainable mobility and logistics
www.itsaerospaziopuglia.it/
segreteria@itsaerospaziopuglia.it
+39 3457045449
Research Citadel - SS 7 km 7300 -
72100 Brindisi (BR)

93. ITS A. Cuccovillo New Area

Technologies for Made in Italy

Mechanical System Mechatronics
www.itsmeccatronicapuglia.it/
info@itsmeccatronicapuglia.it
+39 0809262374
Via Division Acqui snc - 70100 Bari

94. ITS Ge.In.Logistic Foundation

Sustainable mobility and logistics
www.itslogisticapuglia.it
+39 0994793694
Immaculate Mary Square 10/A
74121 Taranto

95. Fondazione Biotech for Life - ITS

Academy.

Chemistry and New Technologies for Life
www.biotechforlife.it
info@biotechforlife.it

+39 08321826148
Palio Square 1 - 73100 Lecce (Le)

96. ITS Academy Puglia Marketing e Design.

Services to businesses and non-profit organizations for profit

www.itsacademypuma.it
+39 0883592225
Via Manthone 4 - 76123 Andria (BAT)

97.. ITS Academy Puglia Marketing & Design

- Pu.Ma.

Information technologies of the communication and data www.
itsacademypuma.it
info@itsacademypuma.it
338 56 81 570
via Vitantonio De Bellis 7
Leave (BA)

CALABRIA

98. ITS Pegasus Foundation

Sustainable mobility and logistics
www.itspegasus.it/
presidenza@itspegasus.it
+39 3295959001
Via d. Sport 25 - 89024 Polistena (RC)

99. ITS Iridea Systems

Agri-food

www.itsiridea.it
info@itsiridea.it
+39 3925751735
Contrada C. from Santo Stefano Ex. Crai
Rende Cosenza (CZ)

100. CADMO ITS ICT Foundation

Information technologies, communication and data
www.itscadmo.it
info@itscadmo.it
+39 0967819832

Via Lago Cardillo

88068 Soverato (CZ)

101. ITS PINTA Foundation -

Innovative New Technologies Hub

Agri-food Agri-food system
www.itsagroalimentarecalabria.it
itsfondazioneipinta@gmail.com
+39 3493242725
John XXIII Street -
88842 Cutro (KR)

SICILY

102. ITS Foundation

InfoMobPMO

Sustainable mobility and logistics
www.itsinfomobilita.it
info@its-infomobpmo.it
Niscemi Alley 5
- 90133 Palermo (PA)

103. ITS Foundation

Energy Efficiency Energy

www.itsenergiaenna.it/site/index.php
its.energia.sicilia@virgilio.it
+39 3926420347
Garibaldi Square 2 -
94100 Enna (EN)

104. ITS Foundation for

Information Technologies and Communication

“Steve Jobs”

Information technologies,
communication and data
www.stevejobs.academy.it
info@stevejobs.academy
+39 0933351517
Via Delle Francescane, 11
95041 Caltagirone (CT)

105. ITS Mobility Foundation

Sustainable - Catania Transport - Mediterranean Academy of

Logistics and Merchant Marine

Sustainable mobility and logistics
www.fondazioneitscatania.it
segreteria@fondazioneitscatania.it
+39 3287469054
Viale Artale Alagona 99 95126 Catania (CT)

106. ITS Academy Turismo Sicily Archimede Foundation

Technologies for artistic and cultural
goods and activities and for tourism
www.its-fondazionearchimede.it
info@its-fondazionearchimede.it
+39 3773089708
Modica Street 66 -
96100 Syracuse (SR)

107. ITS Alessandro Volta New

Life Technologies of Palermo

Chemistry and New Technologies for Life
www.itsvoltapalermo.it
info@itsvoltapalermo.it
+39 091336866
Passage of the Picciotti 1
90123 Palermo (PA)

108. ITS New Technologies for the

Made in Italy Food System - Albatross

Agri-food system
www.itsalbatros.me.it
its.albatros.me@gmail.com
+39 0909432770
Viale Giostra 2 -
98121 Messina (ME)

SARDINIA

109. Novitas 4.0 Foundation

Information technologies,
communication and data
www.itsnovitas.it
fondazioneinovitas@gmail.com
+39 3757740134
Via Antonio Scorcu 12/a
08048 Nuoro (NU)

110. ITS Transformation Foundation

Sustainable Agri-food Sardinia -

TAGSS

Agri-food system
www.tagss.it; info@tagss.it
+39 079243456
Place: Santa Maria La Palma
07041 Alghero (SS)

111. ITS Efficiency Foundation

Energetica Sardegna - MACOMER

Energy
www.fondazioneitsmacomer.it
segreteria@fondazioneitsmacomer.it
+39 0785603601
Via Milano snc - 08015 Macomer (NU)

112. ITS Mo.so.s Foundation for sustainable mobility and the sea

Sustainable mobility
and logistics
www.fondazionemosos.it/
fondazionemosos@gmail.com
+39 0704524701
Via G. Mercalli 1 -
09129 Cagliari (CA)

113. ITS Tourism Foundation and

Cultural Activities Sardinia - TAC Sardinia

Technologies for artistic and cultural
goods and activities and for tourism
www.itstacsardegna.it
segreteria@itstacsardegna.it
+39 3887395203
Via Vicenza 63 -
07026 Olbia (SS)

The 33 “OFF-NETWORK” ITS

LOMBARDY

114. ITS Jobs Factory

Sustainable Mobility and Logistics
www.jobsfactory.org
info@jobsfactory.org
0382 401493
Independence Street, 9
27100 Pavia PV

115. ITS Agrorisorse

Agri-food System
www.agrorisorse.it
its@agrorisorse.it
348 2509130
Padano Technology Park, Via Einstein (Loc.
Cascina Codazza)
26900 Lodi (LO)

116. ITS Foundation

Symposium

Technologies for artistic and cultural goods and activities and for tourism
www.accademiasymposium.it
its@accademiasymposium.it
 030 2384917
 at the Franciscan Friars Convent
 Pavoni Street 15
 Rodengo-Saiano (BS)

117. ITS Leading Generation Academy

Information technologies of the communication and data
www.lga-its.eu
info@lga-its.eu
 0331 881500
 Piazzale Don L. Milani, 1
 20022 Castano Primo (MI)

118. ITS Foundation

Leonardo Academy

Mechatronics
www.itsleonardoacademy.it
info@itsleonardoacademy.it
 351 873 6891
 Via Gianbattista Moroni, 255
 24127 Bergamo (BG)

LIGURIA

119. ITS Ligurian Academy of Agri-food

Agri-food System
www.itsagroalimentare.liguria.it
segreteria@itsagroalimentare.liguria.it
 370 158 5428
 Ulisse Calvi Square 4
 18100 EMPIRE (IM)

ABRUZZO

120. ITS Fashion Pescara - New

technologies for Made in Italy
 Fashion System
www.itsmodape.com
segreteria@itsmodape.com
 085 943 2571

Piazza Italia, 30 –
 65121 Pescara (PE)

121. ITS Academy Abruzzo Turismo and Culture

Technologies for artistic and cultural goods and activities and for tourism
www.itsturismoecultura.it
info@itsturismoecultura.it
 085 8001757
 Via Carlo Lerici N.1/3
 64023 Mosciano Sant'Angelo (TE)

LAZIO

122. ITS Agnesi Foundation

Information and communication technologies communication and data
www.itsagnesi.it
info@itsagnesi.it
 366 6792844
 Via Angelo Emo, 13F
 00136 Rome, (RM)

123. ITS Academy Foundation Fashion system

Fashion System
www.itsacademymoda.it
segreteria@itsacademymoda.it
 06 69302599
 Theodoric Street 14
 00162 Rome (RM)

124. ITS Academy Eco-Stem Generation

Energy
www.itsecostemgeneration.it
info@itsecostemgeneration.it
 06 12112855
 Via Tor Sapienza n. 160 00155
 Rome (RM)

125. ITS for Energy of Lazio Energy

www.itsel.it
info@itsel.it
 7661931011
 Via A. da Sangallo, 3

00053 Civitavecchia (RM)

126. ITS Academy Logistics 4.0

Sustainable mobility and logistics www.itsacademylogistica.it
info@itsacademylogistica.it
 06 121128245
 Via Santa Maria in Castello 30
 Start in Sabina (RI)

CAMPANIA

127. ITS BACT Foundation

Technologies for artistic and cultural goods and activities and for tourism
www.itsbact.it
segreteria.presidenza@fondazioneitsbact.it
 081 8799822
 Via Armando Diaz, 58
 80134 Naples (NA)

128. ITS Energy-lab

Energia
www.itsenergylab.it
info@itsenergylab.it
 0824 21632
 Viale San Lorenzo n. 6
 82100 Benevento (BN)

129. ITS Ermete

Energy
www.itsermete.it
info@itsermete.it
 0825. 459264
 Via Palatucci, 20/B
 83100 Avellino (AV)

130. ITS Campania Moda

Fashion System
www.itscampaniamoda.it
info@itscampaniamoda.it
 081 287199
 Via Giuseppe Pica, 60
 80142 Naples (NA)

131. ITS SCI.TEC New Life Science and Technology for Life

Technologies for Life. Chemistry and New
Technologies for Life
www.tuttoits.it
info@scitecvita.it
Via Enrico Cosenz
80142 Naples (NA)

132. ITS Casa Campania

Sustainable mobility and logistics

www.itscasacampania.it segreteria@
itscasacampania.it
081 717 2116
Martyrs' Square, 58
80121 Naples (NA)

133. ITS Campania - Hitech & Communication

Information technologies,
communication and data
www.campaniaict.it
info@campaniaict.it
375 8331360
Viale John Fitzgerald Kennedy, 112, 80125
Naples (NA)

134. ITS Campania - Hitech & Communication

Information Technology,
of communication and data
www.campaniaict.it
info@campaniaict.it
375 8331360
Viale John Fitzgerald Kennedy, 112, 80125
Naples (NA)

135. ITS Academy ICT Campus

Information technologies,
communication and data
www.its-ictcampus.com
fondazioneictcampus@gmail.com
824 42927
Calandra Street, 4
Benevento, (BN)

136. ITS Ma.De Foundation

Technologies for artistic and cultural
goods and activities and for tourism

www.itsmadeacademycapodimonte.it
info@itsmadeacademycapodimonte.it
817413403
Capodimonte Park,
80121 Naples, (NA)

137. ITS Ma.De Foundation

Technologies for artistic and cultural
assets and activities and for tourism
www.itsmadeacademycapodimonte.it
info@itsmadeacademycapodimonte.it
817413403
Capodimonte Park,
80121 Naples, (NA)

CALABRIA

138. ITS for energy efficiency A. Monaco Energy

www.itscosenza.it
itsfondazione.cs@gmail.com
0984 411881
Via Giulia, 9
87100 Cosenza (CS)

139. ITS Efficiency Foundation

Energetics
Energy
www.fondazioneitsrc.com
info@fondazioneitsrc.com
0965 81 79 76
Via Emilio Cuzzocrea, 14
Reggio Calabria (RC)

140. ITS Tirreno - New Technologies of Life

Chemistry and New Technologies for Life
www.itstirreno.it
segreteria@itstirreno.it
0982 608004
Station Street, 1
87024 Fuscaldo Marina (CS)

141. ITS M.A.S.K.

Information technologies of the
communication and data
www.itsmask.it
info@itsmask.it,

0966 447133
State Road 111 n° 358
89013 Gioia Tauro (RC)

142. Elaia Calabria ITS Foundation

Technologies for artistic and cultural
assets and activities and for tourism
www.itselaicalabria.org segreteria@
itselaicalabria.org
0963 263809
Loc. Aeroporto, snc
89900 Vibo Valentia (VV)

SICILY

143. ITS Sicani

Agri-food system
www.itssicani.it
corsi@itssicani.it
3246041360
Via Federico Picone, 1
92010 Bivona (AG)

144. ITS Academy Emporium del Gulf

Agri-food System www.
itsemporiumdelgolfo.it
info@itsemporiumdelgolfo.it
0924 507600
Via John Fitzgerald Kennedy, 2
91011 Alcamo (TP)

145. ITS Academy Aerospace Sicily Mechatronics

www.itsaerospaziosicilia.it
comunicazione@itsaerospaziosicilia.it
0932 255564
Aldo Moro Street, 2
97100, Ragusa (RG)

146. ITS Madonie

Agri-food system
www.itsmadonie.it
info@itsmadonie.it
334 6790043
Garibaldi Street 67
Failla Tedaldi Palace,
Castelbuono (PA)

Focus _



ITS Academy Angelo Rizzoli

GOALS AND HISTORY

The ITS Academy Angelo Rizzoli was founded in 2010 as a network of training schools, companies, representative associations, research institutions, universities and employment agencies, with the aim of promoting post-diploma specialization courses designed to meet the needs of companies and the potential of new generations. We believe, in fact, that in the future labor market, people will be the fulcrum of business activities: they will participate in the growth of the company, through a virtuous path that sees them as protagonists in technological choices, in the streamlining of processes and in the adoption of cutting-edge tools. The professional of the future has understood his potential and will focus his talent through constant training: updating his knowledge and skills will help him to contribute positively in increasingly sustainable and individual-friendly environments. For this reason, the ITS Academy Angelo Rizzoli Foundation has always invested in people and their talent, designing high-level training courses on future technologies in line with the needs of modern companies, which take into account the trends and talent of new generations. Supporting the company through constant dialogue allows us to guarantee training content that is always up to date and delivered by professionals with consolidated technical skills. Giving value to the ITSAR community is our goal, encouraging networking between individuals and companies for a transversal collaboration between the different ICT sectors.

FROM STUDENTS TO PROFESSIONALS

It happens more and more frequently that at the end of the training course in ITSAR, talents, after having gained experience in the company, return to the classroom as trainers or external collaborators, combining their professional activity in the company with support for the initiatives of the Foundation in which they studied. The experience of Matteo De Santis, IT Service & Security Specialist and Microsoft Security Engineer and Carolina Vadori, Content Marketing Consultant are tangible demonstrations of the effectiveness of ITSAR training.

“My experience at ITS Angelo Rizzoli was enriched by the teachings of professional teachers,” introduces **Matteo De Santis**, “I worked on my new professionalism thanks to them.

The practical and invaluable experience has enabled me to manage projects that I never thought I would have in my hands. I am grateful to the professionals and their teachings. Advice for new students? Work hard, dream big.”

“I believe in the potential of ITS, because as a former student, I was able to test them firsthand and I know how useful they can be for the new generations.” continues **Carolina Vadori**, “After graduation I had the opportunity to hire new ITSAR graduates who turned out to be the most interesting profiles on the market and most suited to the skills I was looking for for my company”.

TRAINING OFFER

The **ITS Academy Angelo Rizzoli** operates in two main areas.

In 2014, courses in the ICT and Digital Transformation fields were added to the historic segment dedicated to graphics, communication and marketing. The first area includes the courses ITS Digital Marketing Data, ITS Omnichannel Communication and ITS Packaging.

Nell'area ICT invece, ITSAR propone corsi biennali ITS su AI & Machine Learning, Big Data, Cyber Defence, Energy & Digital Process, Industrial Digital Transformation, Network and Cloud e Software Architect e, di recente proposta, ITS 3D Simulation & Metaverse Specialist.

The offer is completed with **two IFTS courses** (IFTS Developer and IFTS Packaging lasting one year) and apprenticeship courses activated in collaboration with companies that need placement immediate in staff.

The lessons, mostly divided into laboratory sessions in the classroom, include **transversal and specialist training units**.

The former are essential to prepare talents for the challenges of work management: for this reason, modules such as commercial law, project management, business economics, personal branding, problem solving and design thinking represent a common core for all courses. The specialized units allow the transfer of skills from trainers to talents on the central themes of each training course. These units are constantly updated in order to guarantee contents close to the needs and innovations of the job market.

ITS Academy Angelo Rizzoli provides all its members with the technologies needed for studying, in the classroom and at home, with latest-generation notebooks provided on loan and all professional software, simulating the corporate environment. With this last objective in mind, ITSAR enriches its offering with moments of meeting and networking between students, former students and companies, encouraging discussion also through extra-classroom activities such as participation in the most important trade fairs. The training proposal is completed by the possibility of accessing the Erasmus+ program, with which ITSAR talents can finalize their experience with a study-work experience abroad.



Carol Vadori and Matteo De Santis, young graduates from ITS Rizzoli in Milan



DATA

Number of students since 2010	+1300 students
% Former Students Employed Since 2010	+95%
Number of courses delivered AF 23-25	12 courses
Annual contribution	1000 euro



ITS Academy Lazio Digital

GOALS AND HISTORY

The ITS Academy Lazio Digital was born on May 11, 2022 in Rome, in the Pigneto district, with the aim of supporting the active development, digitalization and internationalization policies of the Lazio Region.

The Foundation aims to train resources with high technological and digital skills in order to strengthen companies and offer rapid employment opportunities.

The project was born from a partnership that brings together the Metropolitan City of Rome, La Sapienza University, the IIS Giorgi – Woolf, the municipalities of Pomezia and Palombara Sabina, the Order of Industrial Experts and companies in the Training and ICT sector: Jobconsult, Orienta, Academy, Algoritmo, Media-farm, Euclide and Stupendo.

The courses provided are completely free because they are financed by the Ministry of Education and Merit with funds from the National Recovery and Resilience Plan and promoted in collaboration with the Lazio Region and open to all those who have a secondary school diploma, without age or origin limits.

Pre-registrations are already open on the website www.lazio-digital.it. All candidates will have to go through an entrance selection consisting of a multiple choice test and a motivational interview with the companies. 28 students will be selected for each course.

COURSES DELIVERED

There are four courses currently active and designed on the basis of the profiles most in demand by the job market.

Cyber Security Expert

Game Developer

Developer 4.0

Cloud Developer

Artificial Intelligence and Data Science Special list (da ottobre 2024)

The courses last 15 months and allow the acquisition of integrated skills that ensure rapid and qualified professional placement. According to the latest Indire monitoring, more than 80% of students from all over Italy find employment within 12 months of obtaining the ITS diploma.

TRAINING OFFER

Fundamentals of System and Network Security

3D Modeling

Unity

Digital Forensic Analysis

Cyberthreat Intelligence

AR-VR Metaverse

Java, DotNet, Python Programming

Big Data e Cloud Services

SQL-NoSQL Databases

Unreal

Blockchain Technologies

Microservices Architectures

Ethical Hacking e penetration test

COMPANIES WHERE TO DO INTERNSHIPS

The internship, lasting four months, is carried out in prestigious companies from which most of the teachers come, who take care of 70% of the teaching within the courses.

The partner companies, all based in the Lazio Region, are: ALTEN Italia, Aubay Italia, DGS, Expri-via, Leonardo Company, Links Management and Technology SpA, Rainbow Academy, RedHog Games, Soft Strategy, Sferanet and Vigamus Academy.

HOW TO STUDY IN ACADEMY

The courses are based on the “Learning by doing” model which includes practical, laboratory and “on the job” teaching that puts students in direct contact with the companies that co-design the courses, ensuring a rapid and qualified professional insertion. The course includes 11 months of classroom teaching and 4 months of internship in the company.

The total hours are 1,800, of which **80% attendance must be ensured to access the final exam**, which will award the Specialization Diploma for Applied Technologies - EQF level V - valid at European level and issued by the Ministry of Education and Merit together with the Euro-pass diploma supplement.

WHAT DO YOU BECOME AFTER THE TITLE

Cyber Security Expert, responsible for IT security and protection of sensitive data **Game Developer**, expert in video game development and Unity and Unreal platform programmer

Developer 4.0 and Cloud Developer, technicians specialized in software development **Artificial**

Intelligence and Data Science Specialist, technician capable of developing projects, solutions and methodological approaches in the fields of Advanced Analytics, Machine Learning, AI and Generative AI.



The students of the Game Developer and Cyber Security 22-24 courses participated in the ITS 4.0 contest (promoted by MIM in collaboration with the Ca Foscari University of Venice) and came in 2nd with the video game “Games Bond”

*“Thanks to ITS I
was already hired
before I even
graduated”*

- **Leon Panattoni**, student Cyber Security Expert

NUMBER OF STUDENTS

Cloud 2022-2024 **21**

Cloud 2023-2025 **27**

Cyber Security Express 2022-2024 **22**

Cyber Security Express 2023-2025 **28**

Developer 2022-2024 **25**

Developer 2023-2025 **28**

Game Developer 2022-2024 **24**

Game Developer 2023-2026 **28**

Total two two-year periods 203 students

FORMER STUDENTS EMPLOYED

Having been born in October 2022, the ITS will have its first graduates this year (among them there are already students contracted during the internship phase).

% GRADUATES ENROLLED IN ITS

6 graduates 2022-2024

5 graduates of the two-year course 2023-2025

NUMBER OF COURSES DELIVERED

Currently **4** (two active two-year periods)
from October 2024 there will be **7**

NUMBER OF SCHOLARSHIPS

AWARDED AND THEIR AVERAGE

VALUE

The students of the 2023-2025 two-year period of the ITS Academy Lazio Digital have obtained a total of **25** scholarships awarded by the Chamber of Commerce of Rome (1,000 euros the value of each individual scholarship).

ITS Cuccovillo Meccatronica

GOALS AND HISTORY

The ITS Cuccovillo of Bari is one of the first 14 ITS to be born in Italy and is the only one in the South to have always been awarded by the Ministry of Education in the activity of post-diploma professionalizing Higher Education in the fields of Mechanics and Mechatronics, always ranking at the top in the national monitoring.

The strong point of the ITS is the collaboration with companies, with which the courses are designed, with the realistic prospect of finding work immediately after graduation. According to data certified by the Miur, over 92% of the students who graduated from the "Cuccovillo" find employment in the advanced industry sector with gratifying and coherent qualifications, especially in Puglia, but also outside the Region and abroad, allowing the ITS to position itself every year among the top places in Italy.

ITS Cuccovillo was the 1st ITS in Italy to create "tertiary education" courses according to the dual modality which consists of training courses in the classroom and in the company. It has been doing so since 2014 with Bosch, receiving the Dual Excellence Award in 2018, then continuing with Natuzzi, Magneti Marelli, Maldarizzi Group, Datalogic, AQP, Nardò Technical Center - Porsche Engineering, Acciaierie d'Italia, Roboze.

WHERE TO STUDY

The courses for the next two years will start in October, with new features for those who wish to train in sectors such as automotive, graphics, packaging, and construction. In fact, all production sectors have now undergone a process of computerization and robotization such that they require highly specialized technicians.

Spread across the entire regional territory, between Bari, Altamura, Barletta, Brindisi, Lecce and Taranto, the post-graduate courses

The ITS Cuccovillo has also received the attention of the former President of the Council of Ministers Mario Draghi



diplomas are all two-year long. A future activation in the city of Foggia is also being planned.

This year, projects with secondary schools will begin to provide "4+2" study paths which, thanks to the collaboration between the ITS Cuccovillo and some secondary schools, will allow the training of graduates who are more ready to undertake the High Technological Specialization paths in Mechanics-Mechatronics and in the Home System.

WHERE TO FIND OUT MORE

Company website: www.itsmeccatronicapuglia.it **Linkedin:** www.linkedin.com/in/roberto-vingiani-a35511158/

Facebook: www.facebook.com/ITSCUCCOVILLO/

Twitter: www.twitter.com/ITSCUCCOVILLO

Instagram: www.instagram.com/itscuccovillo/

YouTube: [www.youtube.com/channel/](https://www.youtube.com/channel/UCyAtqvmMZWEIHjwqmQMXbBw)

[UCyAtqvmMZWEIHjwqmQMXbBw](https://www.youtube.com/channel/UCyAtqvmMZWEIHjwqmQMXbBw)

Tik Tok: [itscuccovillo](https://www.tiktok.com/@itscuccovillo)

COURSES OF THE TWO-YEAR PERIOD 2023/2025

1. Mechatronic Technologist for Production Process Management
2. High Technician Bari 4.0
3. Mechatronics Technician for Maintenance, Service & Retail in the Automotive Sector
4. Mechatronics Technologist for Motor Maintenance
5. Mechatronic Technologist for the Management and Maintenance of Biomedical Devices
6. Advanced Industrial 4.0 Designer
7. Technologist Specialist for Predictive Maintenance of Industrial Plants
8. Mechatronic Technologist for Predictive and Diagnostic Control of Railway Technologies and Infrastructures
9. Mechatronic Technologist for Graphic Arts and Packaging – in collaboration with Confindustria Bari-Bat Paper Publishing Graphics and Packaging section
10. Mechatronic Technologist for the Management and Maintenance of Packaging Systems in the Agri-food Sector – in collaboration with Confindustria Bari-Bat Agri-food section
11. Additive Manufacturing Specialist - in collaborazione con Roboze
12. Digital Construction Specialist - in collaboration with ANCE Puglia
13. Advanced Mechatronics for Innovation in the Steel Industry in collaboration with Acciaierie d'Italia (Taranto)
14. Higher Technician of Process, Product, Communication and Marketing for Furnishing (Altamura)
15. Mechatronics for the Management and Maintenance of Industrial Plants (Brindisi)
16. Mechatronics Technician for Industrial Plant Programming and Maintenance (BAT)
17. Mechatronics Technician for Management and Maintenance of Industrial Plants (Lecce) in collaboration with Confindustria Lecce
18. Mechatronics Technician for Experimentation & Development in the Automotive Sector (Lecce) - in collaboration with Nardò Technical Center – Porsche Engineering.



HOW TO REGISTER

The courses have a limited number of places and are free to access. Graduates are selected based on their skills and personal motivation. In June/July of each year on www.itsmeccatronicapuglia.it the announcements of the courses of the new two-year period are published. You can also send expressions of interest to orientamento@itsmeccatro-nicapuglia.it, waiting for the announcements to be published.

WHAT'S NEXT

Among the new features is the creation of new laboratories, funded by the PNRR, which will transform the Bari headquarters into an important Technological and Innovative Hub serving the Territory, namely students, Schools and Companies. A project that starts from traditional technologies to reach innovative and digital ones: CNC, 3D Printing, Automation, Robotics, Energy Efficiency, IoT, Predictive Maintenance, Augmented/Virtual Reality, 3D Design, Digital Twin are just a few examples of what can be developed in these spaces. Without forgetting the new laboratories that will be built in Barletta and Brindisi.

GREAT OPPORTUNITIES FOR FEMALE STUDENTS

The proposed activities aim to increase the attendance of girls, who today are few but able to tell successful experiences and mechatronics companies are ready to invest in them.

JOB OPPORTUNITIES

The transversality of Mechatronics allows it to operate in the most varied sectors: from production to automation, from automotive to railways; from water to biomedical, from satellites to steel, from packaging to construction.



ITS Academy Apulia Digital Maker

Free Post-Diploma Courses for New Digital Professions



GOALS AND HISTORY

Since 2016, the ITS Academy Apulia Digital Maker Foundation has been operating in the Higher Technological Education sector of Area 10 - Information, Communication and Data Technologies - in Puglia and offers free, short-cycle post-diploma professionalizing courses to specialize technicians with advanced digital and IT skills.

The courses take place in 10 locations distributed throughout the provinces of Puglia: Bari, Foggia, Lecce, Taranto, Brindisi, Andria (BT) Molfetta (Ba), Cagnano Varano (Fg) and Altamura (Ba). Promoted and funded by the Ministry of Education and Merit, through the National Recovery and Resilience Plan funds, and in collaboration with the Puglia Region, the short-cycle courses of the ITS Academy allow you to acquire integrated professional skills to respond to the growing demand of companies for highly qualified experts in the field of Information and Communication Technology.

Professionals capable of accelerating the processes of innovation, digitalization and internationalization required by the local and national production fabric in order to increase competitiveness on global and international markets. Apulia Digital is also a Technology Transfer Center in the Industria 4.0 area, a Visit Center of the National PID Lab system and plays a strategic role in the promotion of Digital Culture, even beyond regional borders (apuliadigital.it).

COURSES DELIVERED

The 2024/26 courses are all two-year courses.

- Developer, software developer. • 3D Artist, 3D modeler animator.
- Artificial Intelligence and Data Science Specialist, esperto AI e Machine learning.
- Game Developer, Video game developer.
- Cyber Security Expert, expert in IT security.
- Digital Media Specialist, esperto content creation e social media management.
- Digital Video Designer, special effects technician for virtual production.
- Web Developer, web developer.

COMPANIES WHERE INTERNSHIPS AND PLACEMENTS CAN BE CARRIED OUT

The main partner of the professionalizing courses offered by the ITS Academy is the Puglia Informatics Productive District (distrettoinformatica.it), a cluster of companies operating in the development of products and services in the Information Technology sector, which includes both local and multinational companies based in Puglia, as well as leading companies in the CGI and Virtual Production sector.

THE SUBJECTS THAT ARE STUDIED

Software Development, Mobile App Development, UX/UI design, Big data analytics, Cloud computing, Intelligenza Artificiale, Cyber Security, Machine Learning.

DATA

Number of students per course: 28

Graduates from the beginning of the activity to April 2024: n. 690

Former students Employed:

87% Number of courses taught: n. 22 two-year period 2024/26

Below and on the next page: students during computer science exercises and labs, with experiments on virtual reality, 3D metaverse and other conjugations of artificial intelligence. Practical exercises represent 60% of the teaching activity of ITS Apulia Maker

“An engaging, dynamic and stimulating learning experience”

studente ITS Academy Apulia



arning, 3D Design, Realtà Aumentata, Virtuale e Metaverso VFX, Cinematography Shooting, Color Grading, sound design, Game Development, pro-duzione ed editing multimediale, Motion graphic, Camera tracking system, Digital Marketing, Social Media Management.

HOW TO STUDY

Each course has a total duration of 1,800 hours over the two-year period, divided into 60% practical and laboratory training in the classroom, with over 70% of the teachers coming from prestigious partner companies, where 40% of the internship hours take place, an “on the job” experience where the acquired skills are put into practice and the optimal conditions are created for a

direct job placement. Training experiences abroad are also planned through Erasmus projects.

WHAT DO YOU BECOME?

At the end of the professional training course, the Specialization Diploma for Applied Technologies is obtained - EQF level V - valid at European level and issued by the Ministry of Education and Merit together with the Europass diploma supplement.

The qualification is valid for access to public competitions and allows the recognition of CFU that facilitate the achievement of three-year degrees in the ICT field.

The profile is completed by IT certifications (Eipass -Aica) and in English.



ITS Academy Sistema Meccanica & Computer Science Abruzzo

GOALS AND HISTORY

The ITS Academy Sistema Meccanica & Informatica in Abruzzo is one of the centers of excellence in higher technical training, positioning itself as a point of reference in the Italian educational panorama for the fields of Mechatronics and Computer Science. This ITS offers highly professional post-diploma courses, with a strong integration between theory and practice, through 800 hours of direct experience in the company.

Abruzzo, a region with a strong industrial fabric and a leader in sectors such as automotive and electronics, is home to the ITS Academy, which uses a network of over 200 globalized companies to ensure effective job placement: more than 60% of teachers come directly from the world of work, enriching the courses with current and highly sought-after skills. The Lanciano, Avezzano and Teramo locations are hubs of innovation and advanced training, where students can specialize in mechatronics design and production, automation and industrial robotics, as well as cybersecurity and advanced systems management.

The success of this training model is confirmed by the high employment rate of graduates, who find employment in key sectors for the regional and national economy, often abroad. The program was also enriched by the creation, in 2007, of the Automotive Innovation Hub, which further increased the synergy between large industry and SMEs, catalyzing innovation and research.

WHERE TO STUDY

In October 2023, the ITS Academy Sistema Meccanica & Informatica in Abruzzo inaugurated the two-year courses in its strategic locations in Lanciano, Chieti and Teramo and Avezzano (AQ), offering advanced training in the key sectors of automotive and IT, with a strong focus on mechatronics and advanced digital technologies. This training offer is particularly relevant in the province of Chieti, an industrial hub that has around 25,000 employees in the automotive sector, and where companies collaborate closely with the ITS to provide practical experiences to students from the beginning of their training path.

CONTACTS

Email: segreteria@itsmeccanicabruzzo.eu

Tel. +39 0872 712738

Website: www.itsmeccanicabruzzo.eu

Address: Corso Trento e Trieste "Palazzo degli Studi" n. 72, 66034 Lanciano (Ch)



Scan the qr code
to view the ITS
Academy Sistema Meccanica website
& Computer Science Abruzzo

THE COURSES

The ITS Academy Sistema Meccanica & Informatica in Abruzzo offers:

Course for Higher Technician for Automation and Industrial Robotics - Industry 4.0 Technician

A course that integrates advanced technical skills with innovative teaching methodologies in line with In-dustria 4.0. This program also provides the possibility of obtaining additional certifications such as safety, PES-PAV for the management of electrical systems, and an English language certificate.

Course for Higher Technician in the IT, ICT and Digital and Cyber Security area

Training courses that prepare students for specialized roles in the IT sector, with a focus on cybersecurity and advanced digital services and created in collaboration with Confindustria Servizi Innovativi and Leonardo SpA.

Course for Higher Technician for Advanced Mechatronic Design and Production Industry 4.0

This course is specifically designed to meet the needs of the automotive (two-wheel and four-wheel) and manufacturing (agri-food, pharmaceutical, components, etc.) sectors by providing professional training that connects students directly with companies through internships and project work.

HOW TO REGISTER

To enroll at the ITS Academy Sistema Meccanica & Informatica in Abruzzo, candidates must submit an online application through the institute's official website. The selection process includes the evaluation of the curriculum vitae and an interview, as well as specific tests based on the chosen course. There are no openly specified enrollment costs, which suggests that there may be different conditions depending on the course or any funding. Pre-enrollments for future two-year courses are

announced on the website, with all the details and deadlines for the published calls in order to keep potential students informed.

For further specific details, including announcements and exact registration procedures for the next training cycles, it is advisable to consult the ITS Academy Sistema Meccanica & Informatica in Abruzzo website directly or contact the institute's secretarial office to receive direct assistance.

AFTER ITS

After completing their studies at the ITS Academy Sistema Meccanica & Informatica in Abruzzo, students find work easily: the employability rate reaches 93% within one year of graduation. This high level of success reflects the effectiveness of the training courses offered and the close collaboration with local industries and thanks to the recognized credits it is possible with a

year more to obtain a degree in Management Engineering or Computer Science.





HIGHER TECHNOLOGICAL INSTITUTE FOR INDUSTRY
OF HOSPITALITY AND EXTENDED TOURISM

della Puglia

FUTURA

INNOVATIVA SCUOLA
PER L'ITALIA DI DOMANI



ITS Academy Tourism and Cultural Heritage of Puglia: the springboard for those who want to work as specialists in the field of tourism and material and immaterial cultural heritage, in the areas of hospitality and the valorization of the identities and excellences of the territories.

We have been operating in Puglia since 2016 with study programs that are designed in agreement with the local business fabric, which requires competent and highly qualified professional figures in all the reference locations of the ITS courses in all the provinces of the Region.

Every year we prepare to train the professionals of the future, listening to the needs expressed by the productive world and looking at the transformations underway as unique opportunities for training and professional satisfaction for thousands of girls and boys.

By choosing the highly specialized courses of the ITS Academy Turismo Puglia you will opt for quality training, for the valorization of your real talents, for the increase of your creativity and your passions.

HIGHER EDUCATION FOR THE PROFESSIONS OF THE FUTURE

> Didattica Action Learning

Our courses are free thanks to the funding of the Ministry of Education and Merit (excluding regional tax for the right to study). They have a limited number of places and you can access them after passing an initial selection (written test + oral interview + evaluation of qualifications). 2000 hours in total, distributed over two years and divided into

- **1120 hours dedicated to teaching through the use of active teaching methodologies**, which combine theoretical knowledge, activities in technologically advanced laboratories and experiential training, where students are trained directly by teachers, experts and managers in the sector within corporate environments, to encourage the growth of their transversal and professional skills.

- **880 hours of internship activities** in work contexts.

> Scientific-technological specialization

Knowledge of In-dustria 4.0 tools and technologies will allow you to be prepared to respond to increasingly complex market needs, optimally managing the necessary transition to the increasingly digitalized world of tourism and cultural heritage.

YOU WILL BE AN EXPERT:

- in ICT technologies enabling the digital transformation of the tourism and hospitality sector
- in the communication of the territory and in new technologies for the creation of immersive and engaging products capable of improving the user experience and making them more active
- a digital designer capable of working in production of innovative cultural and environmental services

Marco, former ITS student 2019-2021



The ITS is a fantastic opportunity because it provides you with the so-called soft skills, that is, those transversal knowledge that allow you to stand out in the workplace and those practical knowledge that the university is not always able to provide... I cannot be more satisfied and proud at this moment in my life because, in fact, not having yet finished my studies, I already find myself working, as has always been my ambition, in the world of culture.



> What is studied and what are the professional roles we prepare: •

- Economic-financial management, marketing and human resources management in hotel and non-hotel accommodation businesses and facilities, and in the organisation in the hospitality, catering and food & beverage sector, including on board cruise ships
- Revenue management, management of sales channels for services and OTAs (Online Travel Agencies)
- Management of travel agencies and tour operators (our courses allow access to the qualifying exam)
- Management of congress and wedding service agencies and event & communication agencies •
- Promotion and enhancement activities of territorial identities and excellences (Destination Management Organization and Consortia for the promotion of tourism and territory) •
- Marketing, communication and advertising •
- Analysis of markets and development trends
- Analysis, management and processing of Big Data
- Organization and promotion of art, culture and entertainment
- Publishing and digital communication, entertainment industry and creative industry: audio-video production, gaming, cinematography

Thanks to the internationalization channel and the Erasmus+ program, our students carry out mobility experiences abroad.

CONCESSIONS AND BENEFITS:

- Benefits and services for the right to study and scholarships from institutions, CCIAA, Adisu and ITS
- Residence for out-of-town students
- Recognition of incoming and outgoing CFU, which can be used within the ITS program or in continuation of studies at Italian and international universities.



TRAINING OFFER

TWO-YEAR PERIOD 2024-2026



Numerous training courses, each based on the specific needs of the companies that are collaborating in the design of the two-year courses, from the development of hospitality and food and wine to the blue economy, from experiential tourism to events, from the valorization of cultural and artistic assets, through design, marketing and communication, but also inclusion and sustainability.

Pre-registration and info: itsturismopuglia.it

ph: +39 0832 700664 +39 348 453 4294

Alice, ITS student 2022-2024



I recommend all the kids my age to do this experience because it allowed me to compare myself with the world of work, to meet new people and to discover a universe that I didn't know before and that helped me to put into practice everything I learned during the training course".

> Placement and job orientation

We collaborate with the most prestigious companies in the sector to provide you with knowledge and skills useful for your professional project, including Costa Crociere, Borgo Egnazia, Masseria San Domenico, Hilton Garden Inn, Apulia Hotel, Caroli Hotel, Vivosa Apulia Resort, Elier Group, Everywhere TEW, Macnil, Vivaio Digitale, Cool Club, Mercure Villa Romanazzi Carducci.



The ITS has activated an online Career Center for one year after the end of the course, to facilitate entry into the world of work, also through forms of internship or **third level apprenticeship** (Legislative Decree 81/2015) **which provides for the hiring of the student in the company for the training period with a permanent contract.**

The collaboration between Public Institutions, Educational Institutions and Universities, Representative Association Systems and Companies in the sector has contributed to making the ITS Academy Turismo Puglia a recognized excellence in the national panorama.

The courses of our ITS Foundation occupy 1st, 2nd and 3rd place in the national ranking of the area "Innovative Technologies for Cultural Heritage and Activities and Tourism" drawn up by INDIRE in 2024 (Ministry of Education and Merit).



The results achieved by the ITS are based on an evaluation that took into account various criteria, first of all the number of employed 12 months after the end of the course (98%).



ITS Aerospace Puglia

INSTITUTE PRESENTATION

The **ITS AEROSPAZIO PUGLIA** Foundation, among the first in Puglia to operate in post-diploma excellence training, was created to respond to the demand of companies for new and high technical and technological skills. Our goal is to train senior technicians in strategic technological areas for economic development and competitiveness.

Since its inception, the Foundation has accompanied the rise of the Apulian aerospace sector by collaborating with prestigious academic institutions and internationally important manufacturing companies operating in the area.

The network between economic operators and Technical Institutes and Universities has strengthened in recent decades thanks to the demand for hard skills profiles in order to remain competitive on the increasingly international market. Large industrial entities, starting from Leonardo SpA, up to a series of technologically advanced SMEs in specific aerospace products and services, have found in the training offer of the ITS Foundation an extraordinary support to raise their competitive profile.

In recent years, the paths of aeronautical/aerospace production technologies and of the Maintenance Engineer, for example, have supported these needs, supporting the transformation of products through the transformation of production processes linked to Industry 4.0 programs.

An intense cooperation activity between subjects in the innovation chain that continues to aim at the upskilling and reskilling of operators in the sector by providing them with the opportunity and tools to improve, develop and requalify their skills in the digital field.

On this front, in recent years the challenge has been taken up related to the affirmation of innovative high-performance technologies, capable of being used in multiple areas of production, management and maintenance, up to the provision of innovative transport services.

Therefore, a range of innovative high-performance technologies that places the Foundation for Sustainable Mobility - Puglia Aerospace Sector in a privileged position to play a leading role in the development of the territory, not only in Puglia, also thanks to significant investments in laboratory machinery and devices acquired by the PNRR Project.



TRAINING OFFER FOR THE TWO-YEAR PERIOD 23-25

SUPERIOR TECHNICIAN

OF AEROSPACE TECHNOLOGIES

GOALS

The senior technician expert in production technologies for aerospace - aeronautical additive manufacturing, composite materials, other technologies - works in the design and industrialization of innovative products made with the use of additive manufacturing technologies and other innovative technologies. The figure will train a professional who will be inserted into companies that design, simulate, develop, test and produce innovative products for functional applications required in the aeronautical and aerospace, motor sport, medical, automotive sectors, etc. for the improvement of performance, sustainability and

safety.

JOB OPPORTUNITIES

The possible employment figures could be: • Technical office designer/designer • Technician for designing and processing polymeric and metallic materials

- Research and development technician • 3D printing process technician • Production planning technician
- Quality control and testing technician.

HIGHER TECHNICIAN FOR

AIRCRAFT MAINTENANCE

GOALS

The project aims to train a professional figure of superior technician characterized by highly specialized knowledge and skills that will facilitate the job placement of students in the aircraft maintenance sectors.

The Senior Technician recognizes the general characteristics of aircraft and their subsets. Monitors and evaluates the progress

data on the operating status of aircraft and the effectiveness of interventions, adopting appropriate measures.

JOB OPPORTUNITIES

He works for airlines and maintenance companies.

maintenance and overhaul of aircraft located throughout the national territory national and international.

ADVANCED AERONAUTICAL TECHNICIAN

(HANDLING, SECURITY, PILOTING)

GOALS

The professional figure of ADVANCED AERONAUTICAL TECHNICIAN is characterized by highly qualifying knowledge and skills in the airport operational sectors. This figure will be able to have full control over the management and operational processes of the airport system covering all airport operational areas.

JOB OPPORTUNITIES

- Dock Attendant
- Airport Operator • Security Officer • Movement Area Officer
- Specialists/Professionals in the staff, administrative and infrastructure development areas.

SENIOR MAINTENANCE TECHNICIAN

AIRCRAFT AND NAUTICAL ENGINES

GOALS

To train professionals capable of managing and promoting sustainable solutions in the naval aerospace sector and aims to train a professional figure of a higher technician characterized by highly specialized knowledge and skills for job placement in the shipbuilding sectors, both in terms of production and maintenance, with particular reference to recreational boating and yachts and super-yachts, with the possibility of job placement both on the national and international markets. Particular attention will be paid to innovative and sustainable propulsion.

JOB OPPORTUNITIES

Career opportunities include roles such as specialized aircraft maintenance technicians, experts in sustainable development projects for the sector, or operational managers in sustainability-oriented aircraft and naval companies.

CONTACTS

tel. +39 345 704 5449

email: segreteria@itsaerospaziopuglia.it

website: www.itsaerospaziopuglia.it

Scan the qr code
to view the ITS
Aerospazio Puglia website





ITS Academy Mobility

Focus on optimizing business processes, a driving force for economic and environmental sustainability

GOALS AND HISTORY

Innovation, skills, work, development. These are the coordinates of ITS Academy Mobilità ready to take on the challenges of change. A successful experience since 2015, with employability indices among the highest in Italy: nine out of ten students, one year after completing their training, find stable, qualified employment, in line with their study plan.

In companies, the demand for highly specialized and qualified technicians capable of managing the introduction of increasingly advanced automation systems and the countless applications of artificial intelligence is increasing. Ecological and digital transitions have profoundly changed production, operational and management systems in the mobility and logistics sectors, making innovation the true terrain of competition.

This demand does not always correspond to an adequate offer. The training courses of ITS Academy Mobilità, chosen and organized, with the fundamental contribution of the business world, fill the misalignment between supply and demand of highly specialized higher technicians.

With its commitment in the field of professional tertiary training, ITS Academy Mobilità also plays an important role in supporting and sustaining active policies for the promotion and development of the Apulian territory.

COURSES DELIVERED

The training courses of ITS Academy Mobilità arise from the real needs of companies and embrace different study paths: E-commerce, robotics, internationalization, sustainable mobility, nautical, intermodality, lean.

Among the courses offered by ITS Academy Mobility Smart Mobility Specialist; Logistics Analyst; Lean Supply Chain Manager; Robot Logistics Specialist; International Shipping Manager; Logistics Manager; Yacht Manufacturing Specialist; E-commerce Logistics Manager. The details of the training courses are available on the website itsmobilita.it.

COMPANIES WHERE INTERSHIPS AND PLACEMENTS CAN BE CARRIED OUT

Collaboration with companies, the presence of managers in the teaching staff, the close connection with the needs of companies, are the strong points of the Higher Technological Institutes. The first contact between students and the world of production occurs through internships. ITS Academy Mobilità boasts a large network of partner companies that includes the presence of large Groups including Alis (the reference cluster for the entire sector of logistics, transport and services to companies in Italy and Europe), DHL Global Forwarding, GTS, Megamark, Fincantieri, Vestas, Deghi, Rhenus Logistics, Ferretti, Maiora (Despar).

DATA

Number of Students: 240

90% Former Students Employed

20% Graduates

Number of courses taught: 38

Number of scholarships awarded: 120

Average cost: 2,481.71



Scan the qr code
to view the ITS

Academy Mobility website

“I don't want just any job, that's why I chose ITS Academy Mobilità”

Fabio, 19 years old



and in-company activities. In addition to the traditional professionalizing frontal teaching carried out by business managers, the students create case studies, carry out company visits in Italy and abroad, participate in national and international events, and the Erasmus+ program. They have the possibility of landing third-level apprenticeship contracts. They work in 5.0 laboratories, in virtual cooperative spaces, with collaborative robots and with experience learning simulation scenarios.

WHAT YOU BECOME

Our courses train innovative professional figures that fully meet the demands of companies with excellent employment and career opportunities. The offer is wide. Robotics: automation, algorithms and artificial intelligence for the mobility of goods and people. E-commerce: from order reception to goods delivery. Internationalization: organization and management of international transport. Sustainable mobility: urban and international transport in a green key. Nautical: production-maintenance of boats, sea economy. Intermodality: rail-roads-sea-sky. Lean: coordination by manager of company logistics processes.

THE SUBJECTS THAT ARE STUDIED

The training programs of ITS Academy Mobilità are closely connected with the measures and objectives of the PNRR. Environmental sustainability and digital automation are the cornerstones of the study programs that include transversal teachings (Computer Science, Foreign Languages, Environmental Management, Workplace Safety, Design Thinking, Team Working, Project Management) and address (Automation and Robotics, Supply Chain Management, Management of Logistics Infrastructures, Intermodal Transport, Modeling and Naval Architecture).

HOW TO STUDY

The ITS Academy Mobilità courses last two years and are divided into 1800 hours in total, divided as follows: 600 classroom hours, 400 laboratory hours, 800 hours of internship



Silvio Busico

President

ITS Academy Mobility



Polytechnic Association ITS Emilia-Romagna

THE STORY

The “Scuola Politecnica ITS Emilia-Romagna” Association, made up of the seven ITS foundations of the region, was founded in 2021 with the main aim of representing and promoting the regional system of ITS Foundations, at the various institutional levels: first and foremost the regional one, where the Scuola Politecnica Its ER plays a very important role in terms of professional training, up to the national and international one, carrying out promotional activities for the ITS system of the entire region.

Furthermore, the Polytechnic School actively contributes to the development of a set of relationships that allows the regional ITS system to gain accreditation at European and international level, as a partner of the actors of applied research, encouraging the expansion of collaborations in the various areas of expertise of the Foundations.

associate.

The School is then responsible for developing and presenting to the competent Institutions and Administrations any opinions requested, proposals for direction and observations regarding the regulatory frameworks, regulations and programming logic of non-university tertiary education and applied research and technology transfer services of interest and competence of the individual associated Foundations.

THE FOUNDATIONS

The seven ITS foundations operate in the technological areas provided for by national legislation and have been located according to the territorial production vocations present in our region:

- **Technological area “Agri-food”** in Parma
- **Technological area “Energy”** in Ferrara and Ravenna
- **Technological area “Sustainable Mobility and Logistics”** in Piacenza
- **Technological area “Chemistry and new life technologies”** in Mirandola
- **Technological area “Technologies for artistic and cultural goods and activities for tourism”** in Rimini
- **Technological area “Mechatronics”** in Bologna, Modena and Reggio Emilia
- **Technological area “Information, communication and data technologies”** in Forlì, Cesena and Bologna
- **Technological Area “Fashion System”** in Modena and Bologna.

The correspondence between territorial productive vocations and the direction of the ITS courses certainly represents the first element that the School promotes with initiatives coordinated with those independently undertaken by the individual associated Foundations, of communication, brand development and orientation aimed at greater recognisability of the regional ITS system.

The system of higher technological institutes, following the approval of the law of 15 July 2022, n.99, has definitively assumed a national role having become an integral part of the national education system.

THE PNRR FUNDS

Following the commitments foreseen in the important PNRR funding assigned to the ITS, other provisions have been issued such as the Decree on the "30 hours" of school orientation and the one relating to the experimentation of the 4+2 paths of secondary technical institutes, which include four years of high school and two years of ITS in continuity, which represent the pillars of a professionalizing tertiary education chain that meets the best European standards.

In this regard, the Polytechnic School, in close coordination with the regional ITS Foundations, is engaged in an experimental project that looks at the creation of 30-hour orientation courses aimed at promoting professional training.

The growth of the ITS system in terms of courses and locations distributed across the regional territory requires the School to promote and undertake the development of initiatives useful for strengthening the operational capabilities of the associated Foundations, through the activation of branches and detached offices across the regional territory, where the associated Foundations can establish and increase their functional endowments for training, applied research and technology transfer activities.

COLLABORATION WITH UNIVERSITIES

The Polytechnic School Its ER also plays a very important role in the collaboration with the university system, in particular with that of professionalizing degrees, being part, as a founding member, of the Super Foundation together with the 5 regional universities and the five territorial trade associations of Confindustria, in order to provide continuity between the fifth level paths of European skills represented by the ITS and the sixth level academic one that falls within the university context.

THE FOUNDATIONS OF EMILIA ROMAGNA



ITS Biomedicale
www.itsbiomedicale.it
info@itsbiomedicale.it
+39 05351948028
Mirandola (MO)

ITS Academy Tech&Food
www.itstechandfood.it
info@itstechandfood.it
+39 0521282707
Parma (PM)



ITS FITSTIC Foundation
www.fitstic.it
info@fitstic.it
+39 0514858036
Cesena (FC)

ITS tourism and wellness
www.itsturismoebenessere.it
info@itsturismoebenessere.it
+39 0514150612
Rimini (RI)



ITS for Sustainable Mobility
www.itslogisticasostenibile.it
segreteria@itslogisticasostenibile.it
+39 0523752884
Piacenza (PC)

ITS MAKER
www.itsmaker.it
segreteria@itsmaker.it
+ 39 051 415 1911
Bologna (BO)



ITS TEC Foundation
www.itstec.it
sedeferrara@itstec.it
+39 335 6910218
Ferrara (FE)

ITS ATE

The ITS ATE Foundation - Accademia Tecnologica Edilizia, established on 15 December 2021 in Livorno, operates in Tuscany with the support of thirty founding members, including construction schools from all regional provinces, universities, high schools, agencies, high-level companies and local municipalities. The courses offered by the Foundation aim to train three professional profiles of EQF Level 5

The professional figures trained are: **1) Higher technician for innovation** and quality of housing, specialized in construction, renovation and building maintenance, with a focus on seismicity, orography and environment; **2) Higher technician for sustainable design and innovation in the wood and furniture sector**, who follows the entire production chain from prototype to production; **3) Higher technician for communication, international marketing and sales in the wood and furniture sector**, with skills in the promotion of Made in Italy products and in strategic planning for positioning on international markets. These courses equip graduates with advanced technological and digital skills, essential for modern industry.

INFO: www.accademiaedilizia.it
+39 0586 855150



ITS ENERGY ENVIRONMENT

The ITS ENERGIA AMBIENTE Foundation, operating in Tuscany since 2010, is a center of excellence in specialized training in the energy, environment and sustainability sector. It offers post-diploma courses in areas such as energy efficiency, renewable energy, bioenergy, circular economy, electric mobility, smart city, and sustainability of production processes.

The two-year programs are intended for graduates and include theoretical lessons, advanced laboratories, and internships. The training is co-designed with leading companies, ensuring practical and applied teaching that prepares young people to use advanced digital technologies, responding to the needs of the industrial and manufacturing supply chain. More than 80% of graduates find employment in relevant sectors, starting successful careers and demonstrating the effectiveness of the training offered by the ITS Energia e Ambiente Foundation.

INFO:

info@its-energiaeambiente.it
www.its-energiaeambiente.it
+39 0577 900339



ISTITUTO TECNICO SUPERIORE
ENERGIA E AMBIENTE
SECCIA SPECIALE IN TECNOLOGIA E SOSTENIBILITÀ



ITS EAT

The ITS EAT Academy in Tuscany is dedicated to training in the agri-food sector, focusing on innovation and sustainability to prepare professionals ready to lead change. The training program aims to develop skills in food production and processing, communication, marketing and internationalization, enhancing "Made in Italy" products. The collaboration with over 200 local companies ensures an effective match between students and companies for internships, promoting high safety standards and the adoption of advanced technologies. Choosing ITS EAT means choosing excellence in the agri-food sector.



INFO:

info@fondazione-eat.it
05641791224 / 3331328663

Courses offered in: Florence, Pisa,
Province of Arezzo and Grosseto

Headquarters: via
Giordano 227/229, 58100,
Grosseto
www.fondazione-eat.it

to lie.

ITS PRIME TECH ACADEMY

ITS Prime offers highly specialized and professional post-diploma training on topics that reflect the technological challenges of today's industry, in the mechatronics, digital and robotics sectors.

The ITS Prime training program starts from the needs of companies, which are looking for professionals capable of designing, managing and optimizing industrial technological systems.

Our Tech Academy provides students with not only technical skills but also design and management skills that will allow them to undertake a career of responsibility within industrial production plants. We give young people an excellent preparation that enables them to build their future in the world of work.



INFO:

Via Panciatichi 29 – 50127 Florence T. 055 527 4948 C. 393 8383578 info@itsprime.it www.itsprime.it



ITS FOUNDATION VITA ITS MITA

The VITA Foundation – ITS (Higher Technical Institute) “New Technologies for Life” was created to train highly specialized professionals in a strategic sector of the regional and national economy, the life sciences.

Fondazione VITA manages highly specialized technological courses in the pharmaceutical, biotechnology and biomedical sectors in collaboration with the Tuscany Region, MIUR, companies, universities and research centers. ITS VITA offers young people with a high school diploma two-year courses (4 semesters for a total of 1,800/2,000 hours), built on the basis of the needs and requirements of companies.

Since its inception in 2015, VITA Foundation has trained 375 and currently has 140 students in the classroom; furthermore, it is expected to reach 320 students during 2024 with the activation of nine new courses, especially thanks to the PNRR resources allocated by the Ministry of Education and Merit.

Employment figures are between 80% and 90% after graduation, 90% if we also consider the 10% of those who resume their studies with a university education. 85% of employed people find employment in the life sciences sector.

We offer 800 hours of free internships in the pharmaceutical sector, financed by PNRR funds, with benefits such as scholarships and grants. The new courses start by October 2024. Information and announcements are available on www.itsvita.it in the “ITS Courses” section. To participate in the OPEN-DAY, contact info@itsvita.it or call 0577.231298.

Since 2010, **MITA** has been the first Tuscan Higher Technological Institute (ITS) highly professionalizing for technical profiles in the **FASHION sector**.

Born with the aim of providing young people with qualified job opportunities in the Made in Italy sector, MITA guarantees a technical/scientific educational offer based on the acquisition of skills through the “learning by doing” methodology.

Mita designs two **-year courses in HIGHER TECHNICIAN FOR MADE IN ITALY – FASHION SECTOR** for the

achievement of the Specialization Diploma (Level V of the European Qualifications Framework for lifelong learning E.

QF). The Courses, with limited access, require compulsory attendance and a final exam to obtain the Diploma, recognized in all EU Member States and at the most accredited institutions in the world. Credits are also provided for the continuation of university studies.

INFO:

info@mitacademy.it
www.mitacademy.it
+39 055 9335306



ITS Academy PRODIGI

ITS Academy Prodigy is the only technical institute in Tuscany dedicated to **Information & Communication Technology**.

The school's goal is to accompany digital prodigies on the job market, responding directly to the technical and technological skills required by the world of work. Precisely for this reason, the innovative study paths are designed together with local companies and planned to train figures capable of immediately entering the most strategic sectors.

The three locations in the Empolese Valdelsa area, the Fiorentina area, Pisa and Siena-Arezzo offer courses aimed at young people between 18 and 34 years old, they last two years and the training activity is divided between classroom and internship. The teachers who follow the entire duration of the courses are managers and professionals who work in companies in the ICT and Digital sector.



INFO: info@itsprodigi.it 0571 76650 (int. 244)

References: Cristiana Picchi c.picchi@itsprodigi.it 335 6066786

Registered office and main operational

headquarters: Via della Piovola 138, Empoli (FI)

Secondary operational offices:

Via Giosuè Carducci 39, San Giuliano Terme (PI)

Via Roma 2, Arezzo



The ITS Tourism, Art and Cultural Heritage Foundation – TAB, based in Florence, trains senior technicians for tourism and cultural activities in Tuscany.

Equipped with cutting-edge laboratories, in 2023 it received funding from the Ministry of Education through the PNRR, intended for two main projects: "LAB TAB Toscana Futura", with which laboratories are being created in Florence, Arezzo, Lucca and Siena, and "Formazione Toscana Futura", which includes training courses, orientation, scholarships, and support for internships and placements. The 2024 training offer includes 20 specialized courses in various areas such as events, marketing, design, hospitality and sustainability, thus responding to the needs of the regional employment sector



INFO: info@fondazionetab.it Tel. 055/8891366 Cell. 389/9161063

<https://www.fondazionetab.it/> Via Pisana 77/A (Villa Strozzi), 50143 Florence



ITS ACADEMY ISYL

The Istituto Tecnologico Superiore Italia Super Yacht Life (ISYL) specializes in Sustainable Mobility and Logistics in Tuscany, training qualified personnel for the nautical and maritime sector. ISYL offers two-year (V Level) and three-year (VI Level) courses, born from the initiative of a historic nautical district of world renown. The institute promotes technical and scientific culture, supports economic development, employment and innovation through a training offer that includes the use of 4.0 laboratories with advanced technologies. This practical and technological training responds to the dynamics and continuous evolution of the sector, reflecting a tradition that constantly adapts to new challenges.

INFO:

www.isyl.it

segreteria@isyl.it
+39 366 9779262

Registered
office: - Via Aurelia Nord 342.

55049 Viareggio (Lucca)

Operational

headquarters: -Viale dei Tigli c/o villa
Borbone 55049 Viareggio (LU)
- Porter's Square 4

57123 Livorno (LI)

- Via Orcagna 12

50121 Florence (FI)



Utilities_



WHERE TO KNOCK FOR BAGS OF STUDY, FACILITATIONS RESIDENCES, FOOD VOUCHERS STUDENT DISCOUNTS

TO STUDY AT A LOW OR ALMOST LOW COST, YOU CAN CONTACT THE ENTITIES FOR THE RIGHT TO STUDY OF THE 20 ITALIAN REGIONS

As with university students, ITS students can also access the benefits of regional bodies for the right to study. They offer a series of benefits that range from beds in residences to canteens and meal vouchers; from scholarships, assigned based on income and merit.

Grants are also provided for international student mobility, thesis awards and for the organization of part-time work activities.

(i.e. paid collaborations) to support studies, agreements for financial assistance in the purchase of books or other materials useful in teaching such as computers and notebooks. On these pages, the addresses, telephone numbers and websites of the regional bodies where you can find information on services and financial aid, residences, scholarships and anything else needed for the life of students.



ABRUZZO

Dsu Company,
www.adsuchietipescara.it;
Viale dell'Unità d'Italia, 32/a -
66100 Chieti; Marconi Avenue,
189 - 65126 - Pescara;
tel. 0871-561740; opening hours
counter: Mon, Wed and Fri 9.30am-
12; Tue-Thu 3-4.30pm.
Certified Electronic Mail
(PEC): adsuch.protocol@
postecert.it; e-
mail for benefits
of the right to study: mario.
vaccaarili@adsuch.it; marco.
ciammaichella@adsuch.it;
i.desantis@adsuch.it; silvia.
sarracino@adsuch.it.

BASILICATA

Ardisu, Regional Company
right to study
Basilicata, Corso Umberto I, n.
28 - Potenza, tel. 0971-41821;
Urp, Public Relations Office,
Macchia Romana office
(Potenza), tel. 0971-
205483. Office open on
Thursdays 11.30am-1pm
and 3pm-4pm; info@ardsubasilicata.
it; www.ardsubasilicata.it/;
for economic benefits:
www.ardsubasilicata.it/main/
page/1/567/1/2021/Benefits_
Economical; housing services
are www.ardsubasilicata.it/
main/page/1/629/1/2021/

Services_Housing; catering:
www.ardsubasilicata.it/
main/page/1/630/1/2021/
Catering

CALABRIA

www.regione.calabria.it/
website/organization/
department13/
The 1985 law establishing
of the service to the study
gives the department
Education, Training and Peer
opportunity such a task.
Details on the website: www.
regione.calabria.it/
website/organization/
department13/subsite/
sectors/coordination_
university_research_centers_
businesses/

CAMPANIA

www.adisurcampania.it, Via
Alcide De Gasperi n.
45 - 80133 Naples (NA),
switchboard 081-7603111;
for catering service:
ristorazionecl@
adisurcampania.it for the
students enrolled in the following locations
of Naples; restauration2@
adisurcampania.it for the
students enrolled in the locations
in the provinces of Avellino,
Benevento, Caserta and Salerno.
Information on stock exchanges

studio: www.adisurcampania.
it/pagina1089_scholarships.
html

EMILIA ROMAGNA

www.er-go.it/.
Contacts: tel. 051-19907580;
tel. 051.0185268, provides
information and assistance for
questions on tenders and general
procedures. It is active from Monday
on Fridays from 9.30am to 4pm.
Territorial offices: Bologna
and Romagna, via Schiavonia,
3/A - 40121 Bologna, tel.
051-6436711; Cesena, via
Montalti, 69 - 47521 Cesena;
Ferrara: at the Residence
Saint Lucy, via Ariosto 35
- 44121 Ferrara; Modena,
Vignolese road, 671 - 41125
Modena; Reggio Emilia,
via Borsellino, 26 - 42124
Reggio Emilia; Parma, alley
Grossardi, 4 - 43125 Parma.

FRIULI - VENICE

JULIA
Ardis, Regional Agency for
the right to study in Friuli
Venezia Giulia, registered office and
operational headquarters in Trieste: Salita
M. Valerio 3 - 34127 Trieste,
telephone 040-3595326.
Operational headquarters in Udine: viale
Hungary, 47 - 33100 Udine,
tel. 0432-245711. Right to

university study: Trieste,
info.trieste@ardis.fvg.it; tel.
040-3595205; Udine, info.
udine@ardis.fvg.it, tel. 0432-
245772.

LAZIO

www.laziodisu.it.
Offices: Via Cesare De Lollis
24/b - 00185 Roma; tel.
06-4970241, from Monday to
Thursday from 9am to 1pm and
from 2.30pm to 4pm, on Fridays
from 9 to 13; you can
ask for information
even by filling out the form
contact on: www.laziodisu.
it/urp-e-orientamento/#ne-
formdicontattourp-panel;
whatsapp 335-5987604.

LOMBARDY

www.regione.lombardia.it/
wps/portal/institutional/HP/
DetailService/services-
e-information/Citizens/
school-university-and-research/
University-and-training-
academic/law-study-
university/law-study-
university student.
Scholarships are available
to those who have a family ISEE not
higher than 24,335.11 euros and
an ISPE not higher than
52.902,43 euro.
For information on the calls



for the assignment of the scholarships, contact directly the universities, the institutions, the Afam, the high schools for linguistic mediators.

LIGURIA

www.aliseo.liguria.it
Offices: Benefits Service
cheap, tel. 010-24911 (from Monday to Friday from 9am at 12:00; Tuesday and Wednesday also from 2.30 pm to 4.30 pm);
mail borsestudio@aliseo.liguria.it; virtual desk to book appointments: www.aliseo.liguria.it/sportello-virtual/; on facebook, www.facebook.com/aliseoliguria;

WALK

Erdis, Regional Agency for the Right to Education. Registered Office: via Tiziano, 44 - 60125 Ancona, email pec.erdis@marche.it.
The main offices are in Ancona, Camerino, Macerata and Urbino. For scholarships: <https://erdis.it/4-borse-di-studio/>; to book an appointment online or in person: <https://erdis.it/book-appointment/>

MOLISE

Esu, Agency for the right to

University of Molise,
III multipurpose building c/o Faculty of Agriculture, University of Molise, via F. De Sanctis - 86100 Campobasso;
tel. 0874-698146;
e-mail segreteria@esu.molise.it;
sito www.esu.molise.it;
Scholarships, www.esu.molise.it/borse-di-studio.html

PIEDMONT

www.edisu.piemonte.it.
Headquarters: via Madama Cristina, 83 – 10126 Turin;
tel. 011-6531111; edisu@cert.edisu.piemonte.it.
Scholarship information: www.edisu.piemonte.it/it/services/scholarships-and-other-contributions; residences university and student accommodation: www.edisu.piemonte.it/it/services/living; canteens: www.edisu.piemonte.it/it/services/catering; student help desks www.edisu.piemonte.it/it/sedi-e-contatti/student-desks. The ticketing service summarizes all the services and income brackets to access it at zero cost or at controlled prices and offers a frequently asked questions on the 17 main intervention chapters for the service to the study, from the reservations of the

appointments at the counters of all the benefits up to the exemptions/reductions for income brackets: <https://clio.edisu-piemonte.it/ticket.aspx>;

PUGLIA

<https://adisupuglia.it>; regional single number 800-9682000; the service is active during the opening hours of the offices to the public; from Monday to Friday from 8.30am to 1pm also on Tuesdays and Thursday from 3pm to 5pm. Established in 2007, it has started its business in 2009 incorporating the five pre-existing provincial structures of the right to study in Puglia. It has 13 residences university; 80 points of restoration; 35 million euros of scholarships awarded. Details at: https://adisupuglia.it/pagina116395_portale-studenti.html. Book loan service: https://adisupuglia.it/download/allegati/283/22882018421O_OAdisuBiblio-ManualeStudente.pdf. Offers financial contributions for accommodation up to 1,900 euros per year for 10 months (190 euros per month) upon presentation of a regular rental contract.

Canteen services at a fee facilitated: https://adisupuglia.it/pagina116402_ristorazione.html. Up to an ISEE of 33 thousand Euro students pay three euros per meal; two euros for those eligible, but not winners of Scholarship.

SARDINIA

Cagliari: <https://ersucagliari.it/> it; Vittorio Emanuele course II, 68 – 09124 Cagliari; Urp, Public Relations Office, tel. 070-66206464 (or with the endings 5 and 6 instead of 4); urp@ersucagliari.it; su facebook: www.facebook.com/ErsuCagliariInfo; e-mail direzionegenerale@ersucagliari.it; information for students: <https://ersucagliari.it/it/mappa-del-sito.html>; all direct contacts for the various provisions at the link <https://ersucagliari.it/it/servizio-students.html>. Sassari: www.ersusassari.it/it/. Student Services www.ersusassari.it/it/servizi-students.html. Administrative offices: via Michael Coppino 18 - 07100 – Sassari: switchboard: 079-9940000, e-mail affarigenerali@pec.ersusassari.it



SICILY

www.ersusiciliani.it.

Includes information on institutions for the right to study of Palermo, Catania, Enna e Messina. At link <https://notify.ersupalermo.it> you can find the competition announcement for the scholarships 2023/2024.

Ersu answers the telephone at 09-16541111 (Public Relations Office - contact center, from Monday to Friday from 9 to 19); to emails borse@ersupalermo.it (Monday to Friday, 9am to 1pm); to the Live Chat, present on Notify, the portal dedicated to communication institutional of the entity (from Monday to Friday from 9am to 13); via whatsapp at no. 339-8765382

TUSCANY

www.dsu.toscana.it.

The student offices answer to the single number 055-2347200 from Monday Thursday from 10 am to 1 pm; Tuesday and Thursday also from 3 pm to 4:30 pm. Offices open to the public: Florence, viale Gramsci, 36; Pisa, lungarno Pacinotti, 32; Siena, via Mascagni, 53; Arezzo, Laschi Street, 26; Carrara, street

Solferino, 12/A - Saffi Palace.
Email: urp@dsu.toscana.it; pec dsutoscana@postacert.toscana.it; for appointments <https://prenotazioni.dsu.toscana.it/inizio.php>.

TRENTINO

South Tyrol: Autonomous Province of Bolzano, Distribution of rights at the studio, Palazzo 7, via Andreas Hofer, 18 - 39100 Bolzano; tel. 0471-412950; e-mail diritto.studio@provincia.bz.it, website www.provincia.bz.it/formazione-lingue/diritto-allo-studio/default.asp; student benefits (scholarships, canteens, accommodation, contributions to partially cover enrolment fees): www.provincia.bz.it/formazione-lingue/diritto-allo-studio/measures-services-students.asp
Autonomous Province of Trento, Piazza Dante, 15 - 38122 Trento; www.provincia.tn.it/Services/Contribution-to-support-post-diploma-studies.
Training service tertiary and professional, tel. 0461-491377; e-mail serv.training@province.

tn.it; Employment Agency, www.provincia.tn.it/Administration/Facilities-organizational/Agency-of-work-adl

UMBRIA

Adisu, www.adisu.umbria.it, via Benedetta, 14 - 06123 Perugia; tel. 075-4693000; Terni office, via Turati, 73 - 05100 Terni; tel. 0744-206223; pec adisu@pec.it; how to contact the institution: www.adisu.umbria.it/come-contact-us.

AOSTA VALLEY

https://gestionewww.regione.vda.it/istruzione/dirittostudio/default_i.aspx; Scholarships: borseunonline@regione.vda.it; Youth Policy Office, polgiovani@regione.vda.it.

VENETO

<https://www.regione.veneto.it/esu-venezia>. Information on student aid: www.regione.veneto.it/web/network-of-urp-of-veneto/university-help-for-students.
Direct contacts: tel. 041-2795083 / 5013 ; e-mail: educationuniversity@region.veneto.it. Among the branch offices the main one is the historical one of Padua, www.esu.pd.it/it

OTHER SOURCES FOR BAGS AND COMPETITIONS

In addition to the legal entities under study, there are sites institutional ones such as those of the Ministry of Education and of Merit and Ministry of the University, which publish or link to announcements for scholarships and competitions.

Among the search engines international is advisable keep an eye on **www**.

europa-funding-guide.

eu/it, a non-profit organization of German origin, which allows you to select in based on the country (among 17 European nations, from Italy to the United Kingdom), the purpose (internship or study), and the type of course (bachelor's degree, specialist degree or master's degree). The Ministry of Foreign Affairs (www.esteri.it/it/opportunita/scambi_giovanili/), offers scholarships every year for young people aged 18 to 30, for programmes of training or internship abroad. Information can be requested by email at **dgdp-04@esteri**.
It. The calls for proposals are generally published at the beginning of each year and they expire in March but it's good Check the site frequently for updates.

The ITS, organizing frequent internships, make use of the Erasmus+ program abroad. It is therefore advisable to visit the websites of the 146 ITS published from page 91.

THE INSIGHT IS IN REAL TIME ON



The websites, unlike paper publications, can be updated in real time. For this reason, in addition to the link **www.salonedellostudente.it**, where you can download this guide in PDF format for free and access the many information tools for post-diploma Campus choices, from online meetings to streaming orientation conferences at the Salone dello Studente, there are other links that you can consult to immediately learn about the activation of new ITS Academy courses, the opening of new locations, the announcement of competitions for prizes and scholarships for students, graduates and young trainees. Below are some of them:

WWW.ITSITALY.ORG

It is the website of the ITS Italia Network which brings together 113 of the 146 Italian ITS and partners of this guide. It describes the evolution of the ITS from their birth to today and updates on new adhering ITS and new courses activated. There are also regulations, participating bodies, news on updates on tertiary education Italian.

[HTTPS://ITSITALY.ORG/ALIS-MAGAZINE-MARCH-2024/](https://ITSITALY.ORG/ALIS-MAGAZINE-MARCH-2024/)

Online and PDF periodical on the ITS system in Italy. Here too news and insights on the growth of the ITS world.

[HTTPS://ITSITALY.ORG/EVENTS-ALL/#](https://ITSITALY.ORG/EVENTS-ALL/#)

The calendar of events organized by Rete ITS to promote its courses to secondary schools in second degree. Including,

obviously, the very numerous ITS participation in Student Halls of Campus.

WWW.INDIRE.IT

The National Institute of innovation documentation and educational research carries out an accurate analysis of the qualitative trend of individual ITS every year, indicating for each one the percentages of professional placement of young graduates.

This is the dedicated link: www.indire.it/progetto/its-istituti-tecnologici-superiori/

WWW.TUTTOITS.IT

First newsbrand that tells the story of the ITS Academy, with a look at the world of employment and that of the companies that participate in the development of ITS teaching and the companies that welcome student interns.

[HTTPS://TUTTOITS.IT/MAP-ITS/](https://TUTTOITS.IT/MAP-ITS/)

The search engine to find ITS region by region, disciplinary area by disciplinary area

[HTTPS://TUTTOITS.IT/ITS-ISTITUTI-SUPERIOR-TECHNICIANS-OPPORTUNITY-FOR-COMPANIES/](https://TUTTOITS.IT/ITS-ISTITUTI-SUPERIOR-TECHNICIANS-OPPORTUNITY-FOR-COMPANIES/)

A fresco on the project work of companies for ITS

WWW.SISTEMAITS.IT

Data, statistics and numbers updated on the rapid growth of ITS in recent years.

[HTTPS://EXCELSIOR.UNIONCAMERE.NET/](https://EXCELSIOR.UNIONCAMERE.NET/)

The link of the Union of Chambers of Commerce, Italian industry, crafts and agriculture constantly monitors the progress of Italian employment, especially among young people.

It also conducts ad hoc surveys on the placement of ITS graduates. Details on: <https://excelsior.unioncamere.net/excelsior-placement> and on <https://excelsiororienta.unioncamere.it> <https://professioni.istat.it/information-system> professions/

On the employment market, the sites of Inapp, National Institute for the Analysis of Public Policies

WWW.INAPP.GOV.IT/PROFESSIONI/

with the atlas of work and of qualifications, <https://atlantelavoro.inapp.org/>, and

Anpal, the National Agency for Active Labour Policies, WWW.ANPAL.GOV.IT/

[FOR-THE-EMPLOYMENT](http://WWW.ANPAL.GOV.IT/FOR-THE-EMPLOYMENT)

WWW.ITALIAOGGI.IT

The daily newspaper of professions publishes the insert on Tuesdays on Company training School.

NEXT GEN PLATFORM

A Virgil for Teenagers on the road to adulthood

AS EDUCATION AND WORK EVOLVE RAPIDLY, CAMPUS ALSO MULTIPLIES THE INFORMATION TOOLS FOR UNDER 20, THEIR PARENTS AND TEACHERS. STARTING FROM THE STUDENT SALONS

The heart of **Campus** 's activity to support educational and professional choices is represented by the **Student Exhibitions**: events held every year in fairs and sports halls in over 15 Italian cities, from North to South.

Each of 2 or 3 days includes presentations of the undergraduate and post-diploma courses. In addition to the presence of guidance counselors for tertiary education, from universities to academies to ITS, to whom students (and their parents and teachers) can ask for all the information for post-maturity decisions.

On [www.salonedellostudente.it/calendario-salone-del-lo-](http://www.salonedellostudente.it/calendario-salone-del-lo-studente-2024/)

studente-2024/ the stages of the 2024/2025 school year: starting with the Salone dello Studente in Carrara on October 4 and 5, continuing in

October with Catania, Milan and Turin; in November appointments in Florence, Reggio Calabria, Rome (Salone Nazionale dello Studente) and Naples; in December Bari and Chieti/Pescara. At the beginning of 2025 Arezzo and Parma, Salerno, Matera, Ancona and Cagliari.

In addition to the in-person orientation events - also broadcast in streaming - there are two online initiative calendars: **I Sentieri delle Professioni**, for

students and classes of secondary schools, illustrates the new professions sector by sector in approximately 15 fortnightly meetings, explaining the training useful for carrying them out (www.salonedellostudente.it/a-mi-sura-di-scuola/i-sentieri-delle-professioni-iv-edizione/).

salonedellostudente.it/a-mi-sura-di-scuola/i-sentieri-delle-professioni-iv-edizione/.

And **orientation tools** ([www.salonedellostudente.it/a-mi-sura-di-scuola/](http://www.salonedellostudente.it/a-mi-sura-di-scuola/tools-for-orientation-iii-edition/)

tools-for-orientation-iii-edition/), are aimed at teachers and tutors and deal with the evolution of teaching and orientation methods, also in relation to technological changes that affect teaching and counselling.

In addition to in-person and online events, **Campus** also offers **publications (in paper and PDF format)** to delve deeper into the entire post-diploma educational offering. The first **Guide to the**



Creative Professions 2024, with courses from 150 academies of 10

Made in Italy assets: fashion, music, theater, cinema, graphics, dance, restoration, art, design and scenography.

The Guide can still be downloaded for free from www.salonedellostudente.it/guida-moda/

And again, the volume **Direzione futuro. Guida per docenti di scuola media di secondo grado** available

online on the Campus website. And the **online magazine on the world of training**: www.salonedellostudente.it/campus-magazine/



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