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# The Italy – US Business and Investment Matching Initiative

*Strengthening the strategic industrial partnership  
between Italy and the USA*



# The Italy – US Tech Business & Investment Matching Initiative: Overview and Program Highlights

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The “Italy – US Tech Business & Investment Matching Initiative” emerged from the recent conclusions of the Italian Government Steering Committee for Internationalization.

The Working Group that promoted and coordinates the Program, includes on the Italian Side representatives from the **Ministry of Made in Italy**, the **Ministry of Foreign Affairs**, the **Conference of Regions and Autonomous Provinces**, **14 Italian Regions**, **Confindustria**, the **Transatlantic Investment Committee** and the **Transatlantic-Harmonic Foundation**. On the US side, the Program has started conversations with the **Department of State**, the **Department of Commerce**, Organizations from **18 States**, the **Tech Hubs Organization**, **Select USA** and the **US Chamber of Commerce**.

In 2024 the Program will focus on **Aerospace** and **Life Sciences** industrial sectors, also incorporating companies developing **AI solutions** to accelerate progress in these industries.



# How we intend to implement Industrial Partnerships

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The Program aims to foster industrial partnerships between Italy and the United States by enhancing mutual understanding, connecting advanced ecosystems, and encouraging investments. By leveraging also on a local-to-local approach, the Programs intends to strengthen ties between Italian and US Central/Federal and Regional/State Authorities and Agencies, so as to develop initiatives and tools to enhance:

- **Collaboration between our most advanced ecosystems:** promoting industrial friend-shoring / friend-sourcing initiatives and mutual enhancement in value chain positioning.
- **Collaboration in R&D and innovation:** Leveraging mutual specializations to drive advancements.
- **Collaboration in co-designing products, solutions, and services:** Addressing international market needs more efficiently and effectively.



# Ecosystems as a way to leverage mutual advantages

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Ecosystems are deeply connected to their regions.

With this vision, Italy and US could leverage several **mutual advantages** to boost industrial partnerships within a safe and like-minded environment.



# The Initiative in a Nutshell

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## 2024: Rationalize information

## 2025: Promote joint activities

- Map the Italian Ecosystems: Highlighting Excellence in Aerospace, Life Sciences, and Applied AI Solutions.
- 2h2024 Expand the Working Group to Include and Engage US Counterparts at Federal, State, and Business Levels.
- 2h2024 Integrate Information on US Ecosystems and Relevant Activities with Italian Sources.

- 1h2025 Ensure Participants and the Business Community Have Mutual Access to Collected Information and Maintain an Updated, Dynamic System.
- 1h2025 Facilitate Virtual and In-Person B2B and G2G Activities to Foster Industrial Partnerships.
- 2h2025 Share Results and Expand the Scope to Include Additional Ecosystems and Sectors.

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# Our Workshop in DC on October 25th, 2024

Next October, the “**Italy – US Tech Business & Investment Matching Initiative**” will give life to the first **Italy – US Tech Business & Investment Forum**, along the Third THF-TIC US Stakeholders’ Meeting.

The Event will take place at the **Italian Embassy in Washington, DC, on October 25, 2024, from 9am to 4pm**, providing a unique platform to showcase the commitment of both Institutions and Companies from Italy and USA to elevate the dialogue on investments and industrial partnerships, and to guide key stakeholders towards activities that foster further collaborations in strategic sectors such as life sciences and aerospace, with a specific attention to the related AI industrial solutions.

Participants will be able to enjoy a **plenary session** in the morning (9am to 1 pm), with high-level remarks delivered by Italian and US Institutions and Business, take part to a **networking lunch** (1 to 2pm) and join two **parallel technical sessions on Aerospace and Life Sciences**, where they can benefit from networking and peer-to-peer meetings (2- 4 pm).



# Info

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