

L'Industria Impiantistica incontra Giovani Ingegneri: Sfide e Opportunità per Aziende e Giovani Ingegneri

**INVITO PER TUTTI
GLI STUDENTI DI
INGEGNERIA**

www.itim.unige.it/mipet

Aziende
Coinvolte

ABB

Lifting Global Trade..

APM TERMINALS

BOMBARDIER

DU PONT

FIP

FORMATURA
INIEZIONE
POLIMERI



PAUL WURTH

PRISMA
Impianti

PMS

tenova

SpecTec
Leading the way

SELEX
Sistemi Integrati

Meeting Program

June 14th 2012, 10:00 am - 12:00

Aula B1 (Aula Magna)

via Pia 15, 16145 Genoa, Italy

www.itim.unige.it/cs/plants/2012/jun2012.html

- 10:00** Benvenuto Prof. Agostino Bruzzone
- 10:10** Eccellenza e Competitività Oggi
- 10:30** Responsabili di Aziende Leader a livello Mondiale
evidenziano le Sfide e le Opportunità per Aziende e Giovani
- 11:15** Incontro diretto con le Aziende e Colloqui Preliminari
- 12:30** Chiusura e prosecuzione dei colloqui e campus interview



Per informazioni,
prego contattare {marina.massei, madeo}@simulationteam.com
www.itim.unige.it/cs/plants/2012/jun2012.html

Industrial Plant Business Sector meets with Young Engineers: Challenges and Opportunities for Young Engineers & Companies

ALL ENGINEERING STUDENTS ARE INVITED

Aziende
Coinvolte

ABB

Lifting Global Trade..

APM TERMINALS

BOMBARDIER

DUPONT

FIP | FORMATURA
INIEZIONE
POLIMERI

PAUL WURTH

PRISMA
Impianti

PMS

tenova

SpecTec
Leading the way

SELEX
Sistemi Integrati

Meeting Program

www.itim.unige.it/cs/plants/2012/jun2012.html

June 14th, 2012, 10:00 am - 12:00

Aula B1 (Aula Magna)

via Pia 15, 16145 Genoa, Italy

- | | |
|-------|--|
| 10:00 | Welcome Prof. Agostino Bruzzone |
| 10:10 | Excellence and Competitiveness Today |
| 10:30 | Managers from International Major Companies
on Student/Company Opportunities & Challenges |
| 11:15 | Meeting with Companies & Campus Interviewing |
| 12:30 | Closure & further Campus Interview |



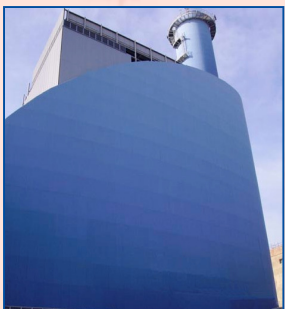
Free Access, for additional information,

please contact: {marina.massei,madeo}@simulationteam.com

www.itim.unige.it/cs/plants/2012/jun2012.html

Intellectual Capital for Future of Engineering

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



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

A Two-Speed World

The crisis pointed out by Media is very relative in term of Geographic/Temporal Coordinates for Instance:

- **Automotive Vehicles: +17% Worldwide from 2006 to 2010**
- **Shipbuilding:**
Europe from 8% of World Market to 3% (-60%)
2011: 200 Ship in Construction just in Shanghai Area

GDP:

2010: Europe	1.5%	Italy	1.3%
USA	2.8%	Canada	3.1%
China	10.3%	India	10.4%
Brazil	7.5%	Chile	5.3%



Car Production 2006 to 2010

1	China	351.5%
2	Argentina	178.2%
3	Slovakia	155.1%
4	India	122.7%
5	Indonesia	112.7%
6	Thailand	99.7%
7	Egypt	92.0%
8	Iran	88.6%
9	Romania	85.4%
10	Czech	78.4%
11	Uzbekistan	49.0%
12	Poland	45.4%
13	Slovenia	45.3%
14	Brazil	40.7%
15	Mexico	40.4%
16	Serbia	38.3%
17	Turkey	33.0%
18	Malaysia	29.0%
19	Other	22.8%
20	South Korea	15.2%
21	Russia	13.1%
22	Hungary	11.1%
23	Germany	3.8%
24	Japan	-7.9%
25	Spain	-8.8%
26	South Africa	-9.1%
27	Portugal	-16.7%
28	UK	-20.4%
29	Italy	-21.0%
30	Taiwan	-22.3%
31	Canada	-28.6%
32	Australia	-35.1%
33	USA	-36.8%
34	France	-38.2%
35	Sweden	-38.7%
36	Belgium	-40.9%
37	Netherlands	-58.3%
38	Ukraine	-61.7%
39	Austria	-62.6%
40	Finland	-69.9%

Global 500 Companies in World during 2011

TOP COMPANIES Worldwide in term of World Sales Percentage 2011 vs. 2009

Main Companies worldwide have serious challenges in 2011 therefore some result are provided:

Wal-Mart	Revenues +3%	Profits 16'389	+14%	1	World Ranking (Previously 1)
Royal Dutch Shell	Revenues +33%	Profits 20'127	+61%	2	World Ranking (Previously 2)
Sinopec	Revenues +46%	Profits 7'629	+33%	5	World Ranking (Previously 7)
State Grid	Revenues +23%	Profits 4'556	NA	7	World Ranking (Previously 8)
Toyota Motor	Revenues +9%	Profits 4'766	+111%	8	World Ranking (Previously 5)
General Electric	Revenues -3%	Profits 11'644	+6%	16	World Ranking (Previously 13)
Samsung	Revenues +23%	Profits 13'669	+81%	22	World Ranking (Previously 32)



Figures based on Web info

Global 500 Companies in Italy: Challenges and Opportunities

Companies, even in Europe, have to face the challenges, therefore some results are interesting and there are opportunities everywhere and every time if decision making is effective and efficient:

ENI	Revenues +12%	Profits 8.3GUSD	+37%	23rd World Company (previously 24th)
Generali	Revenues -4.6	Profits 2.2GUSD	+23%	33rd World Company (previously 19th)
ENEL	Revenues +8.8%	Profits 5.8GUSD	-22%	56th World Company (previously 60th)
EXOR/FIAT	Revenues +7%	Profits 181MUSD	na	83rd World Company (na)

TOP 4 Italian Company Worldwide in term of World Sales



Humans & Globalization

Workers, Employers, Engineers & Managers are people and subjected to the world market evolution; therefore the capability to move and reorganize effectively such realities could get big benefits from modeling & simulation

Plant Engineering Prices

Italy	20-30 Euro/hour
Brazil	15-20 Euro/hour
India	5-10 Euro/hour

Ship Construction Yard Workers

Italy	2'500 Euro/Month
China	350 USD/Month
Korea	600 USD/Month
Philippines	450 USD/Month



Human Capital is becoming Even more Important

M&S is providing an unique opportunity to improve the Capabilities and Understanding of high qualified people: scientists, researchers, technicians and engineers





Impiantistica e Ingegneria a Genova

In Genoa University several groups are active in Industrial Plant Engineering; for instance the MISS DIPTTEM resulted as evolution of the Institute of Technology and Industrial Plant Engineering & Management (ITIM) that was focused on these issues since '60; DIST, DICHEP, DINAEL and other Engineering Departments are also active on these subjects. The Genoa University is involved in several R&D activities on Plant and Process Engineering and also in Undergraduate, Postgraduate and Continuous Education on this area. Simulation Team MISS DIPTTEM for instance co-operates actively with major Excellence Centers World-Wide.





Simulation Team MISS DIPTM

The Simulation Team - DIPTM of *Genoa University* carries out many industrial simulation projects in cooperation with the large corporations and Small and Medium sized Enterprises; some example of recent industrial simulation project are following:



**Polimeri
Europa ENI**

**Fleet Management Planning & Scheduling
Chemical Plant Logistics Optimization**



Ansaldo

**Service and Optimization
for Power Plant Design**



**LAMCE
Petrobras**

**Oil Platform Simulation
and Augmented Reality**



EDA

**Decision Support for
Country Reconstruction Activity Planning**



**Cetena
Fincantieri**

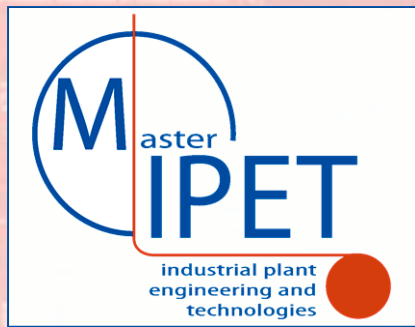
**Simulation for Life Cycle Assessment
of New Vessels**



Members of MISS are appointed in several positions in simulation community such as:

- General Director M&S Net (34 M&S Centers worldwide)
- Associate Vice President of SCS and Chairman of Technical Chapter
- Member of NATO SAS, MSG, and NIAG
- Italian Point of Contact of ISAG (International Simulation Advisory Group)





MIPET



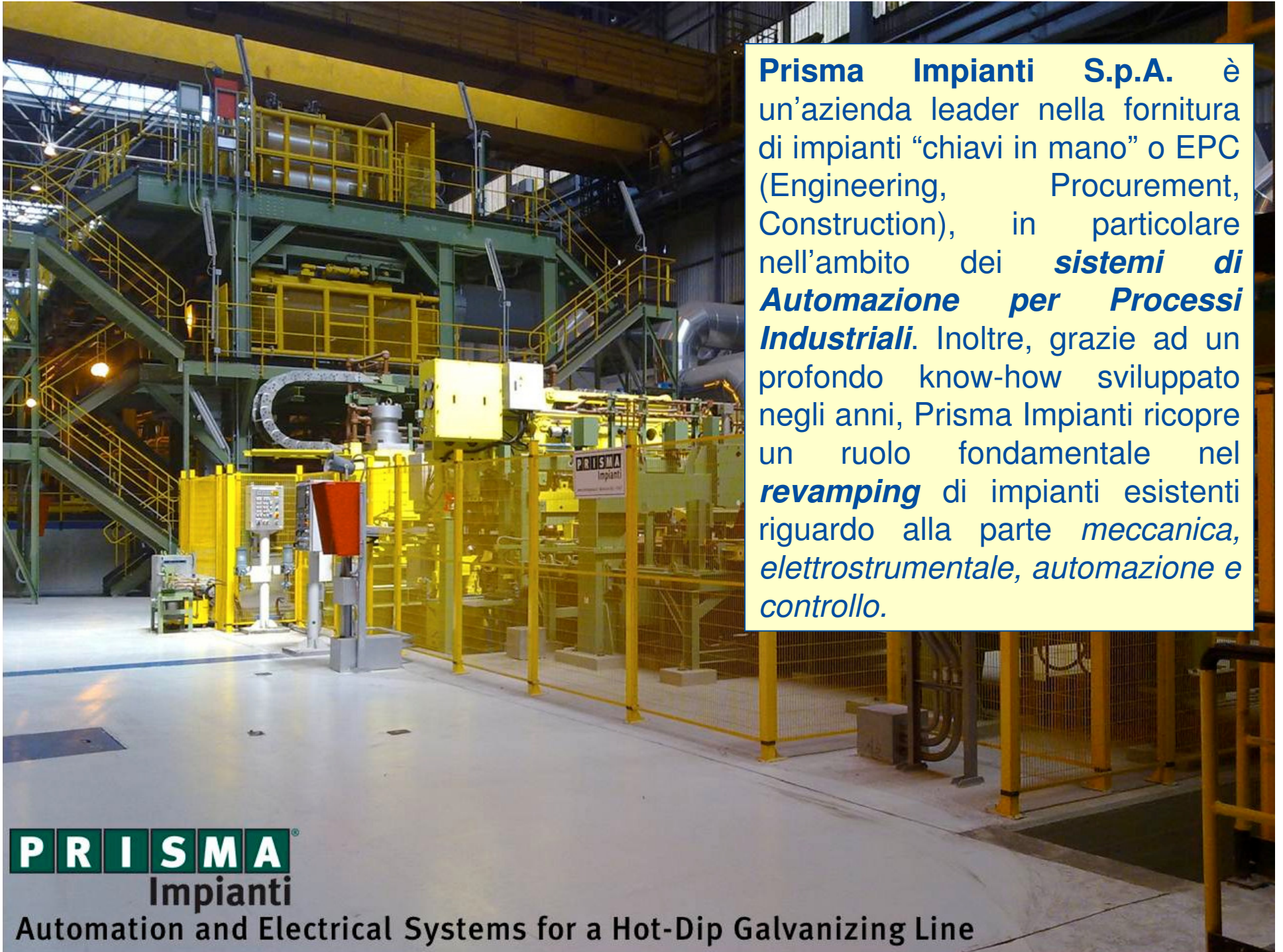
MIPET Master is devoted to prepare on Industrial Plants Technical Issues, with special attention to Engineering. The goal is to organize a Master Program based on strong cooperation between Academic and Technical Experts coming from Leading Universities and Companies operating in this area with special attention to Engineering and Construction in Power Generation, Iron & Steel and Environment.



Companies interested in Complex System Engineering





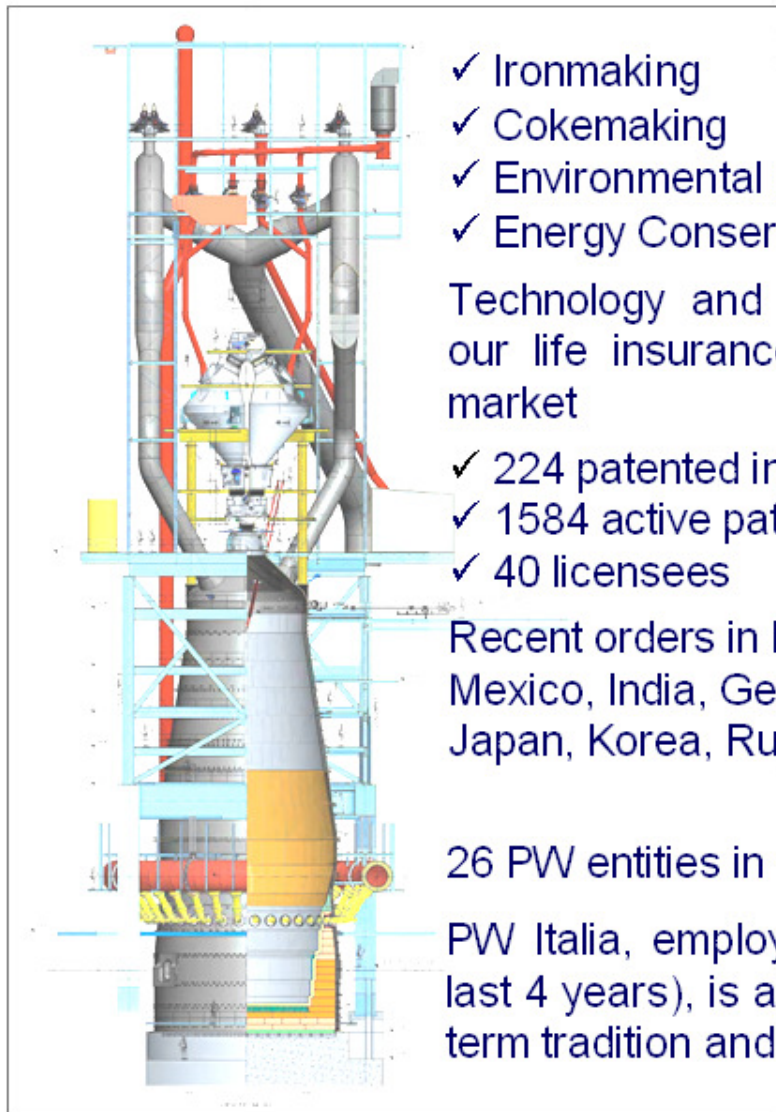


Prisma Impianti S.p.A. è un'azienda leader nella fornitura di impianti "chiavi in mano" o EPC (Engineering, Procurement, Construction), in particolare nell'ambito dei **sistemi di Automazione per Processi Industriali**. Inoltre, grazie ad un profondo know-how sviluppato negli anni, Prisma Impianti ricopre un ruolo fondamentale nel **revamping** di impianti esistenti riguardo alla parte *meccanica, elettrostrumentale, automazione e controllo*.

PRISMA[®]

Impianti

Automation and Electrical Systems for a Hot-Dip Galvanizing Line



- ✓ Ironmaking
- ✓ Cokemaking
- ✓ Environmental Protection
- ✓ Energy Conservation

Technology and Innovation is our life insurance in a global market

- ✓ 224 patented inventions
- ✓ 1584 active patents
- ✓ 40 licensees

Recent orders in Brazil, Mexico, India, Germany, Japan, Korea, Russia, Taiwan

26 PW entities in 18 countries, totalling about 1600 people.

PW Italia, employing 208 people based in Genoa (65 hired in the last 4 years), is a prominent member of this group with its own long term tradition and a strong sense of belonging of the employees.





tenova





TOGETHER, WE CAN BUILD A SECURE ENERGY FUTURE.

DuPont is uniquely positioned to address the rising demand for secure, environmentally sustainable and affordable energy sources for a growing population.

Welcome to The Global Collaboratory:

To learn more, visit dupont.com/collaboratory.



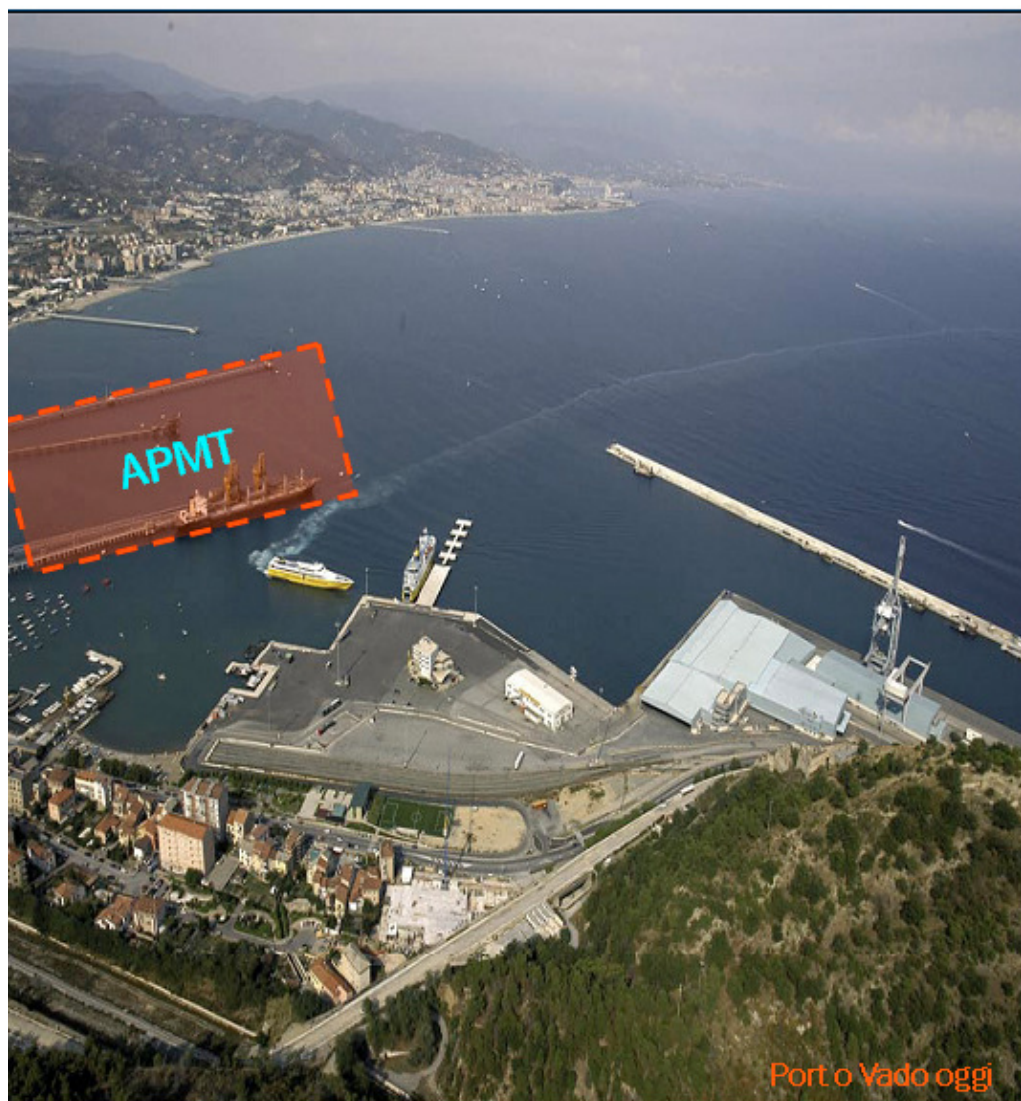
TOGETHER, WE CAN MAKE THE WORLD A SAFER PLACE.

Solution-driven technologies from DuPont help organizations transform their workplaces, making them safer, more efficient and more environmentally sustainable.

Welcome to The Global Collaboratory:

To learn more, visit dupont.com/collaboratory.

APM Terminals e Vado Ligure – I numeri



A.P. Moller-Maersk Group - Copenhagen, Denmark

Fatturato 2011 : USD 60.2 mld
(Shipping, Energia, vendita al dettaglio)

108,000 dipendenti in 130 paesi

APM Terminals - The Hague, Netherlands

22,000 dipendenti in 64 paesi

56 terminal marittimi operativi, 15 progetti, 115 terminal inland

Fatturato 2011 : USD 4.7 mld

Volumi 2011: 33.5 m TEU

Il progetto di VADO LIGURE

Investimenti APMT	EUR 150 mil.
Inizio operativita'	Seconda meta' 2016
Piazzale	19 ettari
Gru da banchina	6 super post panamax
Gru da piazzale	24 A- RMG
Capacita'	0,9 mil. TEU



FIP

**FORMATURA
INIEZIONE
POLIMERI**

Dal 1954 FIP produce valvole e raccordi in materiali termoplastici quali U-PVC, PP-H, PVC-C, PVDF, che trovano ampio impiego negli impianti per il trasporto di fluidi in pressione.

I prodotti FIP racchiudono oltre 50 anni di esperienza e testimoniano una costante ricerca di innovazione.



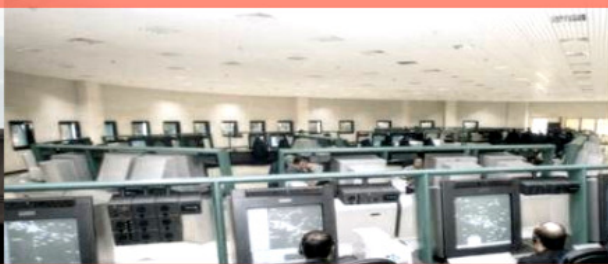
www.fipnet.it



Leader mondiale consolidato nei Sensori Radar Terrestri e Navali



Presenza chiave a livello globale nell'Integrazione di Sistemi di Difesa Navale di Combattimento, Sistemi C4I, di Difesa Aerea, Sistemi di Controllo del Traffico Aereo

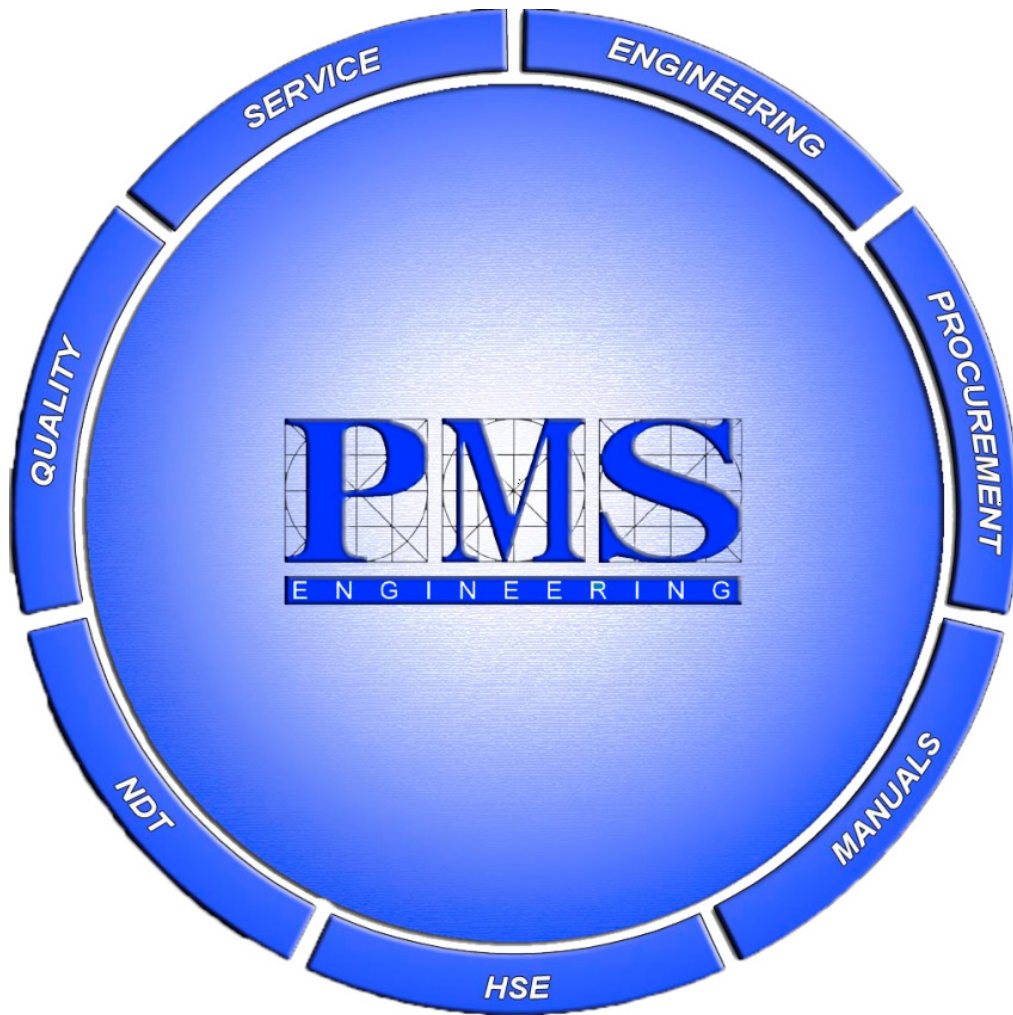


Presenza a livello mondiale nei Grandi Sistemi per la Sicurezza e Difesa del Territorio



What Mitigation?





BOMBARDIER



Interviewing & Free Discussion



References

mipet@itim.unige.it

www.itim.unige.it/mipet



Prof. Agostino G. Bruzzone
DIME, University of Genoa
via Opera Pia 15, 16145 Genova
Email agostino@itim.unige.it
URL www.itim.unige.it



L'Industria Impiantistica incontra Giovani Ingegneri: Sfide e Opportunità per Aziende e Giovani Ingegneri

Aziende
Coinvolte

ABB

Lifting Global Trade.

APM TERMINALS

BOMBARDIER

DU PONT

FIP

FORMATURA
INIEZIONE
POLIMERI



PAUL WURTH

PRISMA
Impianti

PMS

tenova

SpecTec
Leading the way

SELEX
Sistemi Integrati



For Further Info on the Meeting and Opportunities please contact:
{marina.massei, madeo}@simulationteam.com
www.itim.unige.it/cs/plants/2012/jun2012.html