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## Record run for the startup that frees robots

Revenues forecasted at 4M€ for 2019 thanks to radar sensors for industrial applications. The founder of the Brescia-based company Luca Salgarelli: "By the end of the year new orders, patents and double the team"

«In the next two months we will add another six people to our team. Wait, five: one just accepted yesterday." Luca Salgarelli's world is rapidly evolving. And not just on the staff side. For Inxpect, the company he co-founded, 2019 is certainly the turning point both in technological terms, with the filing of several other families of patents (the total will go beyond 20 in 2019), and in financial terms, given the significant financing round just concluded with 360 Capital Partners, five million euros, to be used to help the company grow further. The numbers were already showing this trend, with the Brescia-based company that expects to reach four million euros in revenues by the end of the year, five times the result of 2018, which has already been surpassed in the first five months of the year.

The credits for this success go to the intuition of Salgarelli, able to apply in an innovative way the radar technology in the industrial field, providing an additional "view" to traditional robots.

«The basic advantage of our sensors - he explains - is that they can locate operators within the radius of action of a machine, overcoming the limitations of traditional optical sensors, which have obvious limits due to the physics of their nature that requires line of sight. Until now, radar technology has been mainly applied in the military or in the aeronautics field, while current developments are directed towards autonomous driving and safety devices for cars, a market space crowded with big players, where there is no game for an SME. Instead, we have seen ample room for applications in the industrial sector and we decided to invest all our energy there".

A revolution within the factory which, thanks to this technology, can get rid of containment cages needed to ensure the safety of operators working near traditional robots, making the robots "aware" of their surroundings in all environmental conditions, even in the presence of disturbances such as dust, smoke, fog, extreme heat or processing residues. Even with the possibility to detect micro-movements not easily "readable" by traditional sensors, such as the breathing of an operator lying on the ground.

Proximity between man and machine now only possible for the segment of collaborative robots, which however have lower performances.

"Current collaborative robots - adds the entrepreneur - are born safe, because the control sensors are included in apparatuses that move relatively slow and that in any case cannot lift loads higher than ten kilograms. Here, instead, we are opening the door to a new world, offering absolute security also for the wide category of industrial robots, so far confined to separate spaces, with obvious advantages in terms of productivity".

Founded at the end of 2015, Inxpect was born from Salgarelli's experiences both as former researcher at Bell Labs in the United States and as a professor at the University of Brescia. The funds from the new financing round will be used to develop the business in multiple directions, in terms of commercial network, new research contracts and strengthening of the workforce, which should double by the end of the year.

We are experiencing, and many other companies with us, great difficulties to recruit talents - adds Salgarelli - and to ease these pains we opened a small office in Tel Aviv, where we are establishing an advanced part of our R&D team. We are currently in a phase of great acceleration with a lot of open negotiations with the big players of industrial safety, an R&D work that will allow us to add several new families of patents to our portfolio, and a continuous interview process to fulfill our recruitment needs".

The investment by 360 Capital Partners (through the managed funds Poli360 and Rebolution) is the first step towards a more ambitious €20 million round for international and technological growth (by opening a sales office in Germany and the development of a new generation of products) within the market of intelligent sensors for robotics which is growing by 40% per year, with a target of 2.5 billion € in 2024.

"The development of increasingly advanced robots powered by artificial intelligence - explains Cesare Maifredi, general partner of 360 Capital Partners - will soon lead to a substantial redesign of industrial production plants. The new generation sensors will be a fundamental element of this process as it will allow the development of safer systems where man and robot can work together in harmony, increasing productivity. I believe Inxpect can quickly become a leading company in this sector and act as an Italian excellence in the world. It is an example of how scientific research and entrepreneurship can be successfully combined".