

Success story:
SCATOLIFICIO LARIANO
Davide Riva



scatolificio lariano

Scatolificio Lariano is a small artisan company located in Valmadrera (Lecco) since 1950.

Products: corrugated cardboard packaging, from simple packaging to the most elaborate types of die cut.

Philosophy: continuous innovation and quality with particular attention to eco-sustainability.

UN-CA DESIGN

In 2014, Scatolificio Lariano created **UNCA - unconventional cardboard – design** brand, that differentiated the production from the company core business.

Products:

- fittings (exhibition and commercial spaces),
- furniture and complements,
- daily use items.

All in recycled, recyclable, reusable cardboard.

Philosophy: *DESIGN* today is the ability to create a functional beauty. We aim at making that **ecologically sustainable**.

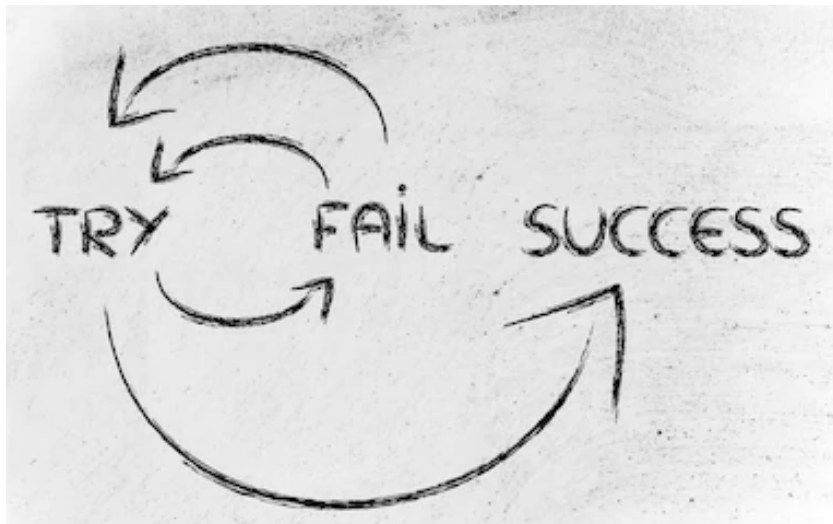


UNCA has deepened the technological opportunities to further development towards new sectors/markets (outdoor).



In 2016 the first dialogue with the world of research **failed** due to 3 main reasons:

1. Problems with **understanding/communication**
2. Proposal **out of target**
3. **Lack of an intermediation**



In **2019**, Confartigianato Imprese Lecco proposed to deepen our needs through the **PMI Network** project services.



Preliminary meeting with university led to a **feasibility study** and identified the **scientific competences** to realized our *project in the drawer*: make our eco-sustainable cardboard products resistant in outdoor environments.



Confartigianato's Projects Office looked for possible founding calls **to take action**.

PMI Network

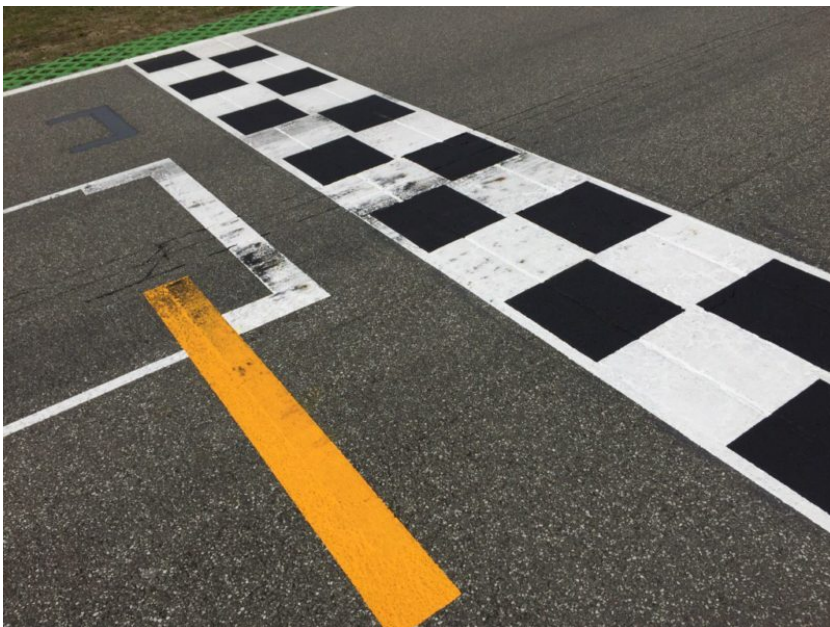
Cooperazione Transfrontaliera per l'Innovazione



January 2020 we applied for the **Innodriver** grant of Lombardy Region with the *UNCA ECO OUTDOOR* project; our proposal has been awarded.

PMI Network allowed to:

- better **clarify** our real **needs**,
- **define the issue** to be investigated,
- **identify the scientific competences** required,
- draw the **feasibility plan**,
- access to **public funding**.



Now... we are ready to go!

Which are our expectations?

- Work with Politecnico researchers to identify the best solution for our project.
- Develop new partnerships with other companies in the supply chain, thanks to the links created by PMI Network.
- To be supported by our Association, with increasing Value-Added services that help our company competitive growth.



What is going to happen? Are we going to find the solution we are looking for?

→ YES

Our company will take advantage on the competitors and we will conquer new sectors/markets. We will be able to consider innovation and new growth projects.

→ NO

We will have had a new experience that allowed us to deepen the knowledge of a world that we have never directly met before and, maybe, we will consider further collaborations on new projects.



scatolificio lariano
www.scatolificioariano.it

**UN-CA
DESIGN**

www.unca-design.com

Thanks for listening

Davide Riva | Scatolificio Lariano