



UNIVERSITÀ
DEGLI STUDI
DI BERGAMO

**Collaborate with #UniBg
A VALUABLE PARTNERSHIP**

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by the Rector

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Introduction

by the Rector

*Together we train a new generation
of professionals who will make a
difference in the workplace*



The partnership between the University and businesses is strategically vital for innovation and the advancement of both the regional ecosystem and the nation, acting as a catalyst for mutual growth and innovation. It also showcases the University's excellence in both education and research, enhancing its appeal to students and researchers alike. At the same time, it provides companies with the opportunity to select qualified individuals who possess skills aligned with the evolving needs of their business. Through collaborative projects, corporate traineeships, research initiatives, and courses focused on student entrepreneurship, we are effectively training a new generation of professionals, ready to make significant contributions in the workplace. This approach requires continuous dialogue with businesses, both to complete

specific training plans for students and to create effective synergies that make the most advanced technologies accessible to the production context. To further strengthen this approach, this brochure presents a tool that outlines methods of collaboration between the offerings of the University of Bergamo and the needs of companies – including teaching, research, and placement. The potential benefits and respective activation procedures for each type of collaboration are explained, together with the relevant contacts and primary objectives.

I encourage you to consider the opportunities our University offers and to collaborate with us in creating a future that is both innovative and sustainable.

The Rector
Prof. Sergio CAVALIERI

A handwritten signature in blue ink, appearing to read "Sergio Cavalieri".

The #UniBg numbers

510

Professors
and
Researchers

340

Technical
Administrative
Staff

167

Research
Fellows

39

Patents
filed*

15

Accredited
Spin-offs*

9

Accredited
Start-ups*

3

Campuses

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Departments

5

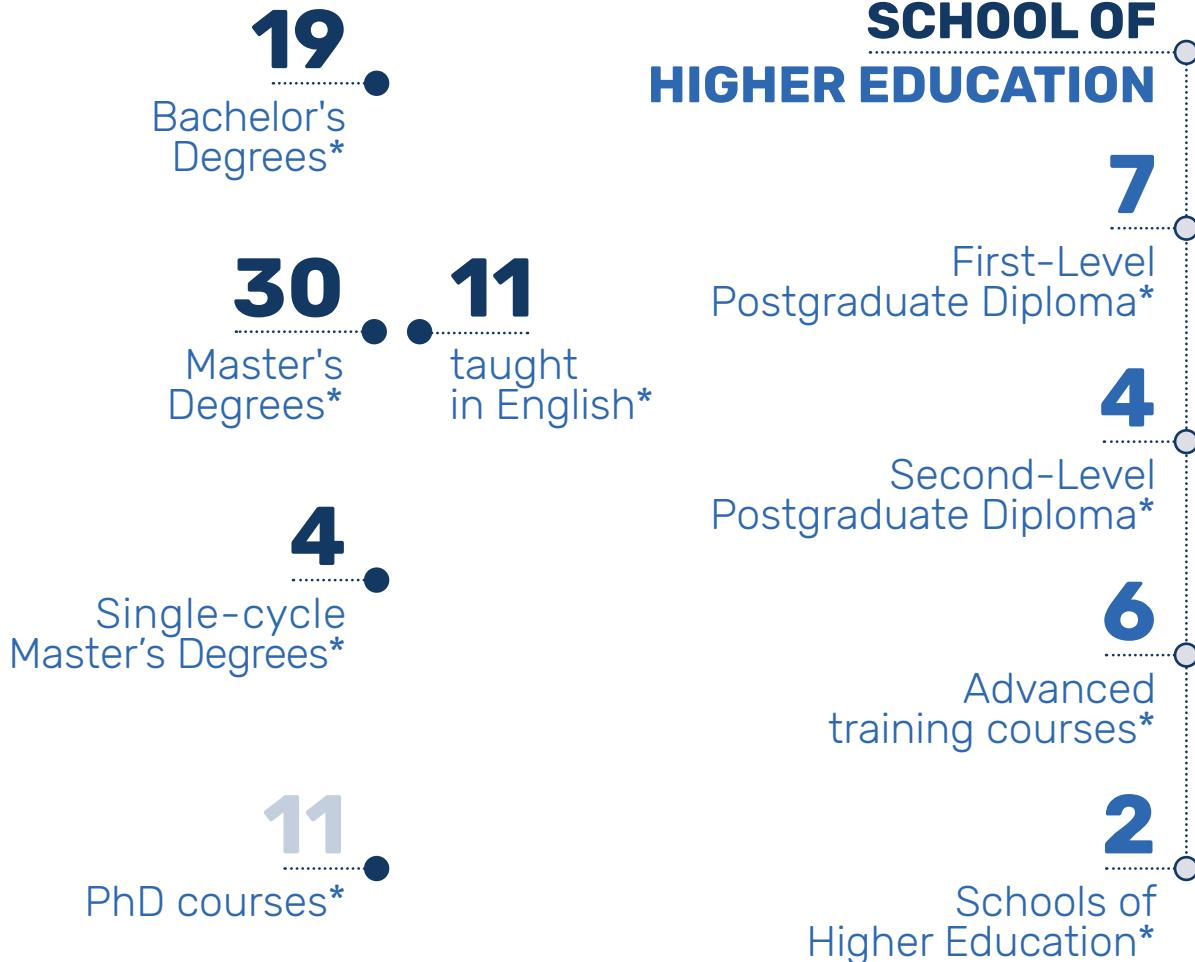
Research
and Third
Mission
Centres

2

Special
Structures

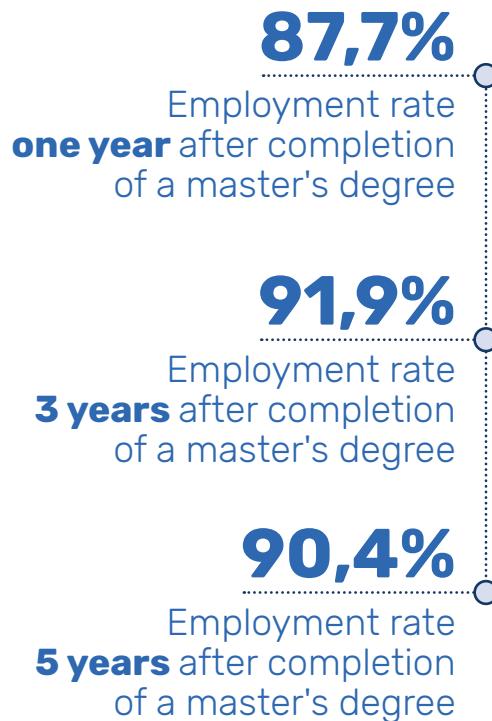
*Data as of September 2025

The #UniBg academic offer



*Data from the 2025/26 academic programme offering

The #UniBg students



19.700+
Enrolled students 2024/25

7,3%
International students
by citizenship

EMPLOYMENT RATE

(2024 survey)

#UniBg **International University**

280

Courses taught
in a foreign
language*

260

Courses taught
in English*

1.452

Students with
foreign citizenship
(enrolled 2023/24)

19

International
Double Degrees*

230

Incoming students
(enrolled 2023/24)

550

Outgoing students
(enrolled 2023/24)

490

Agreements with
international institutions*

COUNTRIES FOR

MOBILITY PROGRAMMES

27

For
European
mobility
(ERASMUS)

15

For
Extra-European
mobility
(OVERSEAS COUNTRIES)

*Data from the 2025/26 academic programme offering

Why collaborate with #UniBg

Our philosophy: to promote knowledge exchange with local economic stakeholders, start-ups, companies, and private foundations. These activities, integrated from the initial stages of partnership, make the concept of technology transfer tangible and allow partners to recognise their ROI (Return on Investment). This informative guide presents the opportunities we offer to the entrepreneurial system.

› Training

For the professional development of highly qualified individuals destined for key roles in production systems and research. We support the University's growth through the contributions of companies, which provide training initiatives such as seminars, project work, company visits, traineeships, and doctoral programmes.

› Research

By combining resources and participating in funding initiatives at all levels to implement projects of mutual interest. The University makes its extensive scientific and technological expertise, as well as its laboratories, available to companies in response to local and business needs.

› Placement

Through initiatives that connect recent graduates with the job market.

We meet the demand for highly skilled profiles by organising tailored recruitment gatherings, events, and targeted interviews.

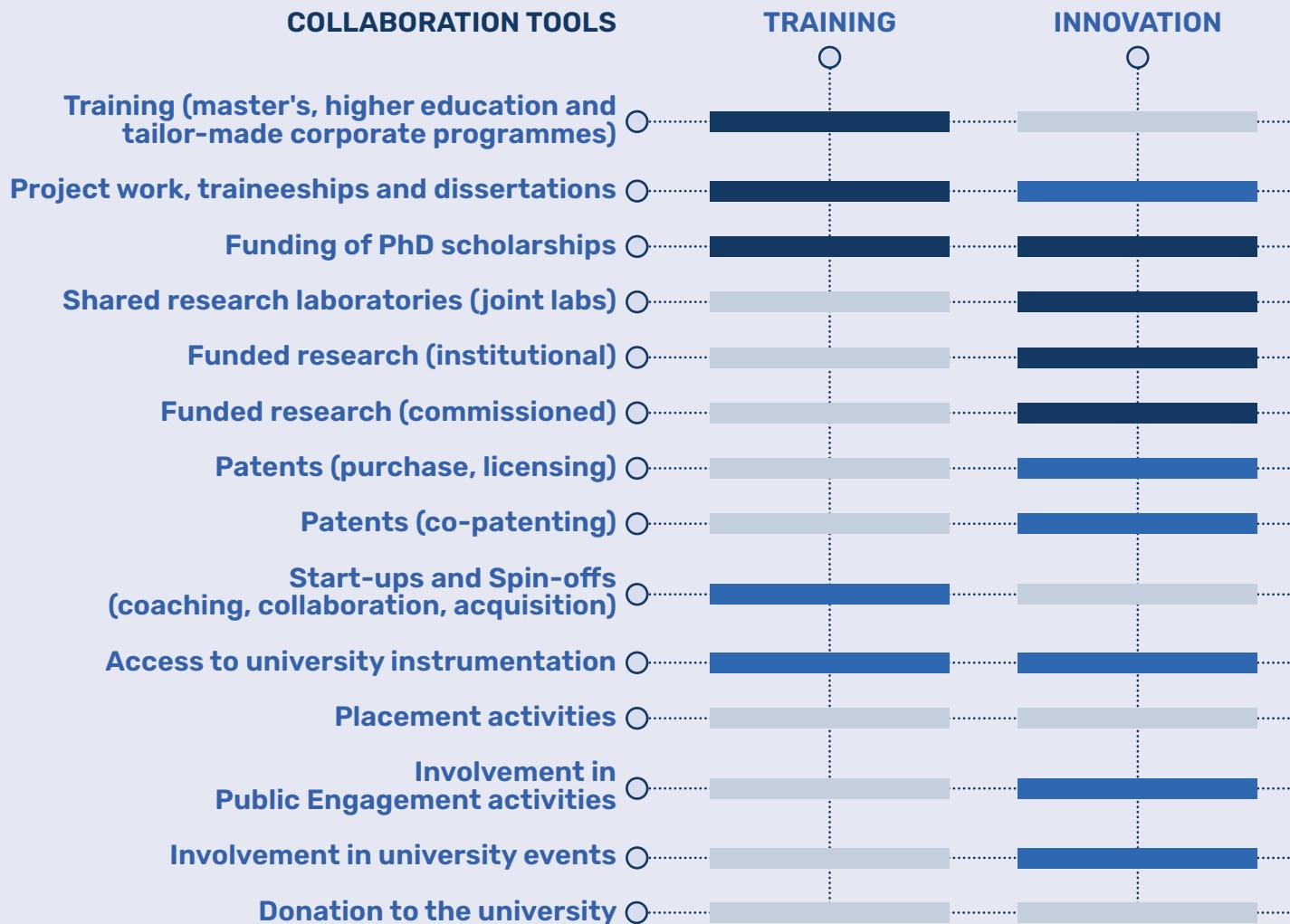
The partnership with the University of Bergamo is an opportunity to engage in networks dedicated to research and innovation.

Opportunities for collaboration with #UniBg

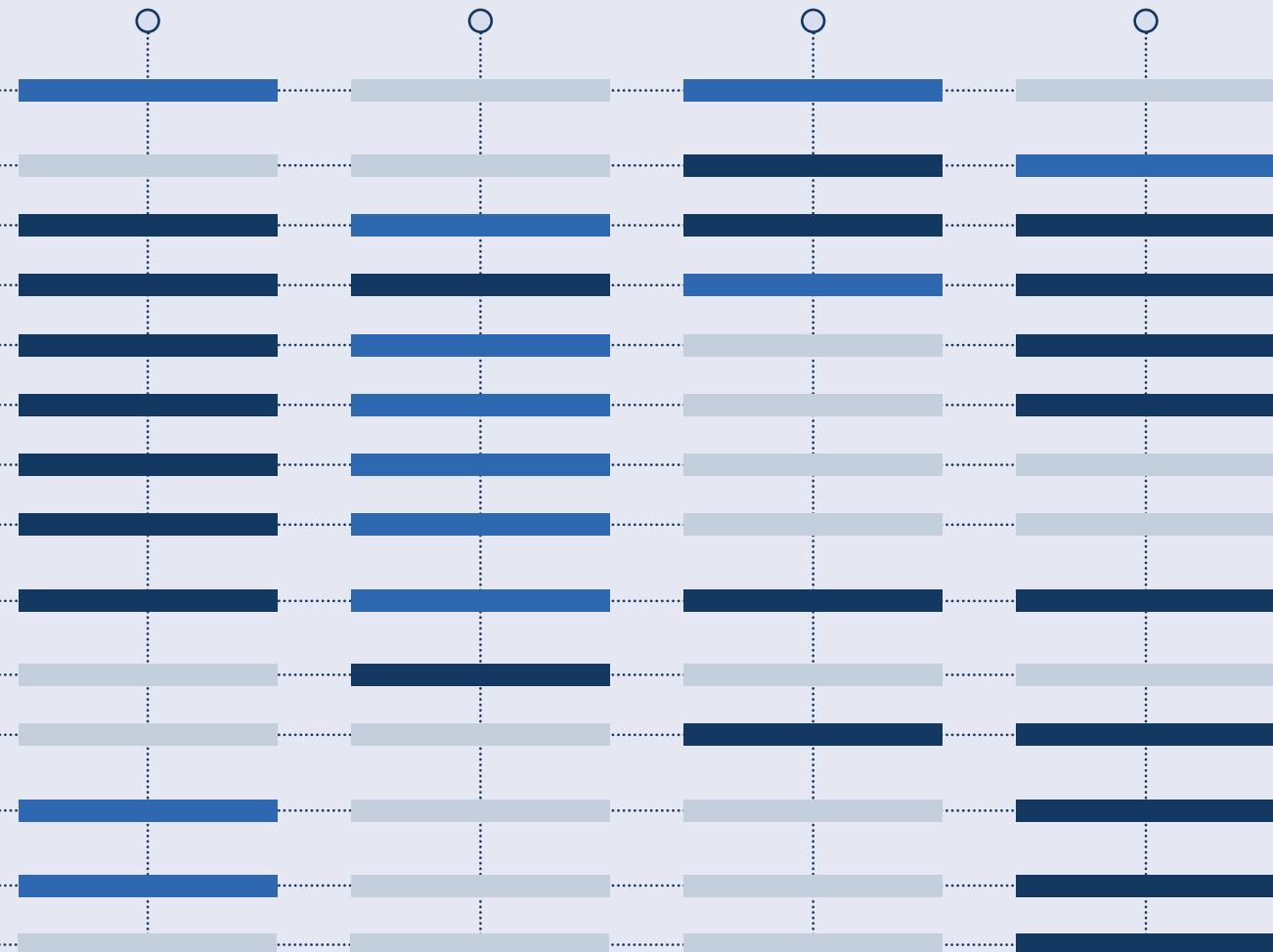
We offer a wide range of opportunities for collaboration between the University and businesses:

- › **Training**, including personalised learning based on business needs - through **master's degrees, advanced courses and tailor-made corporate programmes**
- › **Traineeships, Dissertations and Project work**
- › **Funded PhD Scholarships**
- › **Joint Labs**
- › **Collaboration and funding in research activities**
- › **Start-ups and Spin-offs**
- › **Patent purchase and licensing or co-patenting**
- › **Public engagement and major events**
- › **Liberal donations**

Collaboration tools con #UniBg



RESEARCH SCIENTIFIC INSTRUMENTATION PLACEMENT VISIBILITY AND NETWORKING



LEGENDA:

Appropriate tool for the objective



Possible external effects



Inappropriate tool



Training for companies

Each year, we design postgraduate programmes, advanced training courses and specialised training in partnership with businesses and local organisations across all University campuses. We also offer the possibility to launch customised programmes to support employee development or to help establish corporate Academies.

› Value for the company

The training courses we offer to companies combine professional development with university-level content and methodologies. Based on a tailor-made approach, the courses are designed to align with the company's specific needs in terms of content, duration, frequency, and scheduling. These initiatives allow companies to develop professionals capable of supporting business transformation and the adoption of new technologies and sectors.

› Activation process

Registration is available via the form on the sdm.unibg.it website or through the contact details provided. The School of Higher Education offers the tools to manage company requests and co-design training programmes in synergy with partner organisations.

- Initial contact with SdM via online form (sdm.unibg.it) or telephone
- Analysis of training needs, target audience, growth objectives and professional roles
- Preparation of an initial project proposal
- Detailed co-planning with the company
- Final definition of timelines and implementation methods

› Activation timeline

From 2 to 6 months, depending on the project.

› Reference office and contacts

SdM – School of Management

sdm@unibg.it

Project work, Traineeships and Dissertations

We offer various opportunities for interaction between university students and businesses:

- **Project work:** educational, operational, and training-based projects carried out within companies as part of academic teaching.
- **Traineeship:** mandatory for many university programmes, involving an operational and training project within a company.
- **Dissertation:** research, testing, and field studies carried out in collaboration between companies and the University, resulting in scientific content that may be applied directly within the business.

Value for the company

These proposals represent a chance for promotion and potential recruitment, enabling businesses and students to form connections throughout their training period. Project work and dissertations can also support companies in problem-solving and the development of innovative projects.

Activation process

These opportunities are activated through the Third Mission Sector, Traineeship Office and Placement Office. These units assist in selecting the most appropriate degree course and identifying academic supervisors, who define the scientific content and training objectives and help match the right students to the opportunity.

Activation timeline

- **Project work:** scheduled according to the academic calendar
- **Traineeships:** planned at the start of the academic year and can take place throughout the year
- **Dissertation:** planned 2 months before the start date, with a duration of 6 to 12 months

Reference office and contacts

Research and Third Mission Area

Third Mission Sector

terzamissione@unibg.it

PhD Scholarships

We offer companies the opportunity to engage in collaborative projects through the funding or co-funding of PhD scholarships for three-year research programmes, on topics agreed upon with the relevant University department.

The most innovative PhDs include alternating periods of research in the company with training and study phases at foreign universities, lasting between 6 and 18 months.

› Value for the company

Welcoming a PhD student into the corporate environment enables the company to train a highly specialised talent aligned with its strategic objectives. This collaboration supports future employment opportunities or external consultancy.

Participation in a PhD project also gives companies access to departmental facilities and tools, as well as increased visibility in both national and international research contexts.

› Activation process

PhD projects in collaboration with companies begin with an agreement on the research topic and identification of a university supervisor. The process includes signing a collaboration agreement and the competitive selection of candidates.

› Activation timeline

Dependent on the schedule of the PhD programme.

› Reference office and contacts

School of Higher Education
[*phd-school@unibg.it*](mailto:phd-school@unibg.it)

Shared research laboratories (Joint Labs)

Joint Labs are shared spaces where company staff, research teams and development professionals work alongside professors and researchers on applied research projects.

› Value for the company

Based on our experience, Joint Labs are an excellent platform for two-way knowledge transfer, enabling the co-development of innovation directly within companies. They can serve as the foundation for creating or enhancing a company's internal research department, in close collaboration with the University. The establishment of a joint lab also increases the visibility of the company and its team and may create opportunities for the placement and recruitment of highly qualified professionals.

› Activation process

Joint Labs are developed by collaboratively defining the research topic, establishing the research team, and co-designing the project. A physical space is designated for the lab, and a formal collaboration agreement is signed between the company and the University.

› Activation timeline

Approximately 6 months.

› Reference office and contacts

Research and Third Mission Area
Third Mission Sector
terzammissione@unibg.it

Institutional research

Our doors are open to companies engaged in institutional research, offering access to cutting-edge expertise and multidisciplinary teams capable of delivering innovative and high-impact results. We offer project-based partnerships, including co-design for regional, national and international calls.

› Value for the company

The partnership on institutional research provides privileged access to funds and financing from public calls. Long-term collaboration with the University enables companies to acquire cutting-edge expertise and enter the national and international research community in their sector.

› Activation process

We activate collaboration processes after having defined the research scope and the company's needs, developing them, depending on availability and needs, through the identification of calls and funding or with the establishment of a partnership agreement.

› Activation timeline

Timelines vary depending on the specific funding calls. Projects based on direct funding can significantly shorten the activation period.

› Reference office and contacts

Research Area and Third Mission

[*ufficio.ricerca@unibg.it*](mailto:ufficio.ricerca@unibg.it)

Commissioned and funded research

We offer consultancy and applied research services to companies, leveraging the advanced knowledge and capabilities of University researchers.

Consultancy and commission-based research are paid services for which tax benefits are available to companies. These services are essential if the company wants to be the sole owner of the results obtained.

› Value for the company

Direct access to research allows companies for precise definition of the timeframe and level of commitment, as well as the selection of specific skills based on their requirements. Through targeted consulting, companies can solve identified problems with innovative approaches and state-of-the-art instrumentation.

› Activation process

Consulting services are initiated after identifying the client's needs and requests, and are formalised using the most suitable contractual models for each case.

› Activation timeline

Collaboration timeframes depend on funding sources and deadlines set by any public calls.

› Reference office and contacts

Research Area and Third Mission

ufficio.ricerca@unibg.it

Patents and co-patenting

Technological innovations developed by businesses and research centres must be protected: the University offers its expertise and experience to partner companies to initiate and refine patenting procedures.

› Value for the company

Acquiring patents allows businesses to protect their intellectual assets, creating a potential competitive advantage in all markets.

Collaboration with patent creators enables project development and the generation of further patents in the same field, the creation of a joint patent portfolio and access to specific funding calls.

› Activation process

The patent acquisition process begins at the Third Mission Sector, with the definition of the patent content and requirements. The patenting process is then initiated by delegating the task to an authorised firm.

› Activation timeline

Depending on the individual patent process.

› Reference office and contacts

Research and Third Mission Area

Third Mission Sector

terzammissione@unibg.it

Start-ups and Spin-offs

(Coaching, Collaboration, Acquisition)

University research findings often have commercial potential, which can be developed by the researchers themselves in collaboration with other parties: this is how spin-offs are initiated.

The entrepreneurial creativity of students and recent graduates can give rise to promising start-ups. These emerging companies are often looking for industrial partnerships to bring their innovations to market.

› Value for the company

The structure and stability of an established company, combined with the innovation and agility of spin-offs and start-ups, can form a winning combination – whether as a joint venture or through corporate acquisition. These collaborations can open up new supply chains and markets or help solve specific business challenges.

› Activation process

The Third Mission Office is available for introductory meetings to explore the world of start-ups and university spin-offs, as well as to support companies in identifying appropriate forms of collaboration.

› Activation timeline

Our offices are ready to assist companies wishing to collaborate with spin-offs and start-ups in a timely manner.

› Reference office and contacts

Research and Third Mission Area

Third Mission Sector

terzamissione@unibg.it

Instrumentation (Provision and Access)

All our research facilities are available to public and private organisations that need to test prototypes or conduct specific analyses, measurements, and experiments.

› Value for the company

Using our laboratories gives companies access to advanced equipment and allows them to fully benefit from it through the expertise of our researchers and technicians.

› Activation process

For an initial meeting and to connect with the relevant academic contacts, interested companies can reach out to the Third Mission Sector.

› Activation timeline

Approximately 1 month.

› Reference office and contacts

Research and Third Mission Area

Third Mission Sector

[*terzammissione@unibg.it*](mailto:terzammissione@unibg.it)

Placement Activities

One of the University's missions is to support the successful integration of new graduates into the workforce. The Placement Office assists companies in finding the most suitable candidates for open positions.

› Activities and activation timeline

• Posting of job offer

Companies can post job or traineeship opportunities on the Traineeship/Placement Desk.

Activation: at any time

• Access to graduates' CVs

Available via the AlmaLaurea platform.

Activation: at any time, after registering on the AlmaLaurea platform (link available on the **Placement** page of the unibg.it website)

• Career Day

Companies can reserve a stand for one-to-one interviews with students.

Activation: by registration, typically at the beginning of the year, via the **Placement** page of the unibg.it website

› Reference office and contacts

Placement Office

placement@unibg.it

Public Engagement

Each year, we promote a wide range of public initiatives to share research results and processes and to foster the exchange of knowledge, skills, and ideas between universities and civil society. Companies collaborating with the University are well-positioned to take part in these initiatives.

› Value for the company

Public Engagement activities provide excellent opportunities to promote corporate values and showcase research outcomes for their impact on the territory and society.

› Activation process

Participation in public engagement initiatives is coordinated through University Departments or Centres, whose respective Boards approve the proposed initiatives. Companies may also contact the Research and Third Mission Area, which identifies relevant funding calls. Guidelines on the procedure are available on the University's intranet.

› Activation timeline

Timelines vary depending on the proposed activity.

› Reference office and contacts

Research and Third Mission Area

Third Mission Sector

terzammissione@unibg.it

Liberal donations

Donations are voluntary contributions made to the University by public or private organisations, with the aim of supporting scientific research, teaching or institutional activities more broadly. Donations can also be directed toward specific areas or initiatives (e.g. scholarships or degree awards), based on the donor's interests.

Companies may also benefit from tax credits (Law no. 106/2014 and subsequent amendments) for cash donations supporting culture and entertainment ('Art bonus'), as support for patronage of the University's cultural heritage.

Value for the company

Through donations, companies can gain visibility within the University or the local media. We would like to remind companies that donations made through recognised payment methods are tax-deductible, within the limits established by law.

Voluntary donations may also be deductible from business income, depending on the type of recipient institution.

Activation process

Anyone wishing to make a donation must submit a letter of intent, which will be followed by formal acceptance by the University. In the case of significant donations, a notarial deed is required. If the donation is significant, we will enter into a notarial act.

Activation timeline

Approximately 1 month.

Reference office and contacts

Rector's Office

rettorato@unibg.it

Success stories

•● ABB&UniBg •● A2A&UniBg •● Consorzio Intellimech&UniBg
schneider Electric&UniBg •● Gruppo SIAD&UniBg •● SMI Group&Un
Tenaris&UniBg •● Zanetti&UniBg •● ABB&UniBg •● A2A&UniB
•● Consorzio Intellimech&UniBg •● Schneider Electric&UniBg •●
UniBg •● SMI Group&UniBg •● Tenaris&UniBg •● Zanetti&UniB
•● ABB&UniBg •● A2A&UniBg •● Consorzio Intellimech&UniBg
schneider Electric&UniBg •● Gruppo SIAD&UniBg •● SMI Group&Un
Tenaris&UniBg •● Zanetti&UniBg •● ABB&UniBg •● A2A&UniB
•● Consorzio Intellimech&UniBg •● Schneider Electric&UniBg •●
SIAD&UniBg •● SMI Group&UniBg •● Tenaris&UniBg •● Zanetti



Collaborate with #UniBg
A VALUABLE PARTNERSHIP

ABB&UniBg

○..... The long-term collaboration between ABB and the University of Bergamo is the result of a sustained investment in joint research on strategic topics – such as sustainability and the digital and energy transitions – pursued through a multidisciplinary approach that leverages the strengths of both institutions. This two-way exchange with students and young researchers continually generates innovative ideas, essential for our future and for creating technological value.○

●..... **Gianluca Lilli**

*Senior Vice President Electrification
Commercial Leader - Italy*



A2A&UniBg

○..... Over the years, A2A has developed a strong and ongoing partnership with the University of Bergamo. For our Group, the University is a key stakeholder with whom we collaborate on a range of projects and initiatives that deliver shared value at both the local and national levels. We aim to strengthen this knowledge exchange and continue building joint experiences with the University to support the ecological transition of the city and contribute to a sustainable future for the country.○

●..... **Manuela Baudana**

Head of Sustainability Development



Intellimech Consortium&UniBg

○..... For over 15 years, Intellimech has valued its strategic partnership with the University of Bergamo, which chairs the Scientific Technical Committee responsible for setting the Consortium's research priorities and areas of specialisation. Over the years, the collaboration has supported technology transfer activities, aimed both at companies – through project development – and at research initiatives, leading to participation in national and European research projects.○

●..... **Gianluigi Viscardi**

Chairman



Schneider Electric&UniBg

○..... We are very pleased with the cooperation we have established with the University of Bergamo. From our initial collaboration with the Department of Engineering and Applied Sciences (ISA) for the Smart Technology Engineering course, the scope gradually expanded to include economics and the humanities – covering vital future-focused topics such as artificial intelligence, sustainability, and Transition 5.0. Co-designing training initiatives, dissertations and traineeships has created a rich exchange of skills, helping us integrate young talent into the company and innovate several internal processes. We believe in this experience, a mutually enriching experience offering broad opportunities for future development.○

●..... *Dario Brambilla*
VP Strategic Marketing & Digital Transformation



Gruppo SIAD&UniBg

○..... The collaboration between Gruppo SIAD and the University of Bergamo is a clear example of how cooperation between industry and academia can generate benefits not only for individuals but for the broader economic and social system. Fostering an ongoing, collaborative relationship with institutions and the community is one of Gruppo SIAD's core values, and in the University of Bergamo we have found a valuable partner in pursuing this goal.○

●..... *Bernardo Sestini*
Chairman and CEO



SMI Group&UniBg

○..... The SMI Group believes in the connection between the business and the academic worlds as a driver of innovation. At our company, students can undertake traineeships or an experimental dissertations, during which, with the support of company staff, they gain hands-on experience in different areas and contribute to key research and development projects – for example, in the fields of IoT or AI. These opportunities often lead to post-graduate collaboration, such as through research grants or PhD programmes.○



Tenaris &UniBg

○..... The long-standing partnership between Tenaris Dalmine and the University of Bergamo includes a wide range of initiatives: research projects, the Master's Degree in Maintenance, Roberto Rocca scholarships, company traineeships and dissertations, guided tours of technical facilities and classrooms teaching interventions. This ongoing synergy supports training and innovation, while also contributing to the professional development of both university students and company staff, and fostering a shared culture of excellence and collaboration between industry and academia.○

●..... Paolo Benzi
Human Resources Senior Director



Zanetti&UniBg

○..... Our company has always maintained a close relationship with the University of Bergamo. The University's academic expertise has enriched both our knowledge and our vision for the future. We value this strong and productive collaboration and look forward to exploring new areas of engagement and growth together.○

●..... Matteo Zanetti
CEO





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PARTNERSHIP**

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