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AnC

AnC: CEO

AIC: Business Development Manager

PC: Program Manager

SÒPHIA HIGH TECH

Sòphia High Tech launched as a spinoff of the University of Naples Federico II in 2013. What is the company's core business?

AnC: The name 'Sòphia' stems from 'philos-sophia', which means knowledge. We consider ourselves a reactive company that is very fast at designing and producing products using in-depth expert knowledge. We are a company leader in materials testing fixtures. The second business unit of Sòphia concerns the design (from mechanical, kinematics, robotics and structural simulation) and manufacturing of structures and processes. We have a strong focus on innovation in all the industries we work in, which range from the railway and automotive sectors to the nuclear, energy, aviation, defense and space segments. All of the managers in the company are PhD graduates with specialties that cover the whole value chain of industrial processes.

AIC: The company is structured with four main divisions: mechanical testing of materials, the creation of industrial automation, R&D processes, and additive manufacturing, which focuses on optimizing structures and production of direct metal laser sintering (DMLS).

What is the importance of Sòphia High Tech's R&D processes?

AnC: R&D developments are paramount for Sòphia High Tech. We are constantly asked to execute customized tests for clients. We have a close cooperation with universities and research institutions and industries. R&D is key in order to remain a competitive and innovative player in the rapidly-evolving market.

PC: We have developed a new device for linear friction welding (LFW), and we are the only company in the country that can offer it. Our team is made up of a diverse array of competencies for

new products and processes. We have also been working on a new powder mixer alongside Avio, the CNR and DICMaPI, which is used in cold spray and DMLS. The aim is to cure surfaces, adding a layer of material to improve resistance. This is important to improve performance under critical conditions. We have received funding from the Ministry of Economic Development to continue R&D on the product. We are also focused on the creation of a new alloy.

Is Sòphia High Tech looking for more partnerships to continue growing in the market?

AnC: We have various partnerships with companies such as MekEuro Engineering, DAC, UniCredit and Hexagon Metrology. Long-term strategic partnerships are indispensable for Sòphia High Tech because they are the key to growth. We possess in-depth knowledge of materials' traits and how they will perform in diverse circumstances. Our team is solid, we work with clients such as Leonardo, A.Abete, Dema and Avio, which require the highest standards of operations. We are ready to continue facing the challenges of the industry. Having looked at various international markets to continue expanding and growing, Sòphia High Tech will continue establishing partnerships to strengthen as a player in the aerospace market.

There is a strong industry focus on renewable energy and sustainability. In what ways is Sòphia High Tech developing new technologies for this market segment?

AnC: The materials landscape is constantly evolving, and the industry is looking for new solutions for their products. Sòphia High Tech has a green vision, where we focus on environmentally friendly materials with low impact on the environment. We have strengthened our knowledge within bio-composites and have successfully produced a slow-burning insulation material reinforcement and high thermo-acoustic performance. The Ministry of Economic Development has taken notice of this and we will receive financing to continue developing a sandwich panel for the civil segment. We believe in the Industry 4.0 approach, where we can optimize production and reduce waste.

AIC: There is indeed a stronger push for energy efficiency that stems from sustainable sources. We need to stray away from fossil fuels in the future. We have a focus on the development of hybrid engine solutions using the latest available fuel cells for the transport industry. We believe we have the expertise to lead in the development of high-tech solutions for this market segment and encourage customers and potential customers to reach out. —

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