



Blockchain Italia S.r.l.

Optimizing processes through digitalization and disruptive technologies

1

Business Consulting

2

Design

3

Development

4

Specialized Training

Unlock the power of **Blockchain**

we support companies in their approach to the world of blockchain offering the maximum technological standards and the highest expertise.

Our Numbers and Network

Since it was founded, in 2018, Blockchain Italia has been able to develop important partnerships carrying out significant projects in the industry. Founding member of the European Digital SME Alliance and INATBA, International Association for Trusted Blockchain Applications.



€793.877

2019



20+

Partners



Pietro Azzara/ CEO

Entrepreneur with over 15 years of experience. He founded Azatec, Cloud Managed Service Provider, where he currently holds the role of CEO, and other successful businesses in the field of digital marketing and communication.



Michelangelo Riccobene/ Blockchain Engineer

Graduated in Computer Engineering, dedicated to designing and building software systems considering architectural issues and human factors.

Our Founders

The perfect mix of entrepreneurship and technical expertise.

Different skills united by a deep knowledge of the Blockchain sector.



Our team

Variety is **our strenght**



Jacopo

Business Developer

Business



Blockchain



Andrea

CTO

Coding



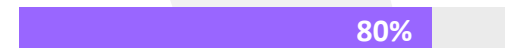
Blockchain



Chiara

Account

Marketing



Blockchain





BLOCKCHAIN



<https://www.blockchainforumitalia.com/>

Our Event

Blockchain Forum Italia is the most important fair in Italy dedicated to Blockchain and Crypto.

After the success of the first two editions it comes back on 10 November 2020.

Our Courses

As **official partners and members of Italia4Blockchain**, the most important category association in Italy for the promotion and study of Blockchain technology, we are part of the **teaching staff** of their Blockchain Innovation Manager and Blockchain Technology Specialist course



<https://www.italia4blockchain.it/courses/>

BTS
Blockchain Technology Specialist

BIM
Blockchain Innovation Manager



Wallet SaaS

Dedit

enterprise-grade, business-oriented, scalable,
modular and advanced notarization service
based on multiple blockchain platforms at
competitive prices.

www.dedit.io

Main Product



The Market – P.A.

Blockchain notarization



1.4
Billion

of time-stamped documents
every years only in Italy.

Deloitte/EIDAS



14%

of timestamped documents
are related to P.A.
communications.

EU Commission.



88%

of SMEs has not approached
timestamping for the
communications with P.A.

Deloitte



42%

of Italian SMEs' managers
believe that blockchain
should be used for
documentary storage
(notarization)

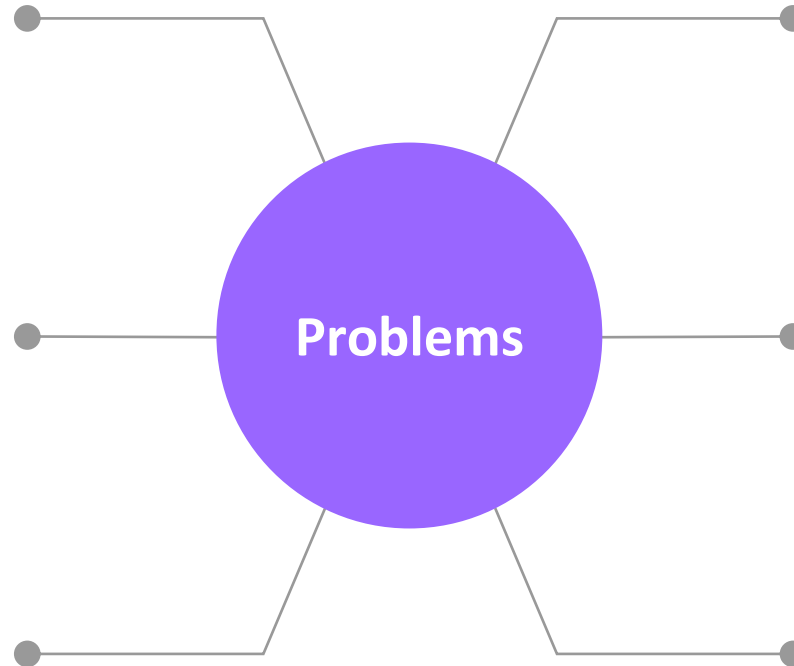
Problems to solve

Opportunities

Archives: excessive
papers/digitalization of company

Counterfeit,
false customer declarations,
breach of agreements

GDPR, privacy, storage,
safety



High cost of certifications by trusted
third parties

Accessibility of documents

Need of remote signature from
various interested parties and
timestaping

Dedit

P.A. applications



Notarization of “Albo Pretorio”

Dedit allows to notarize on blockchain any kind of files giving them proof of existence immutability and digital signature



SSI and smart contracts

Dedit, being a proper wallet, can be used as a proper repository of decentralized documents (DDO) that enable users to get access to P.A. services thanks to automatic smart



Tokenization of PA credits

Dedit can be used by P.A. to enhance credit relationships with firms and SMEs by issuing token credits

Acquired Users

Dedit is already the notarization service of election of many businesses, associations and professionals in Italy

10+

Businessess

5000+

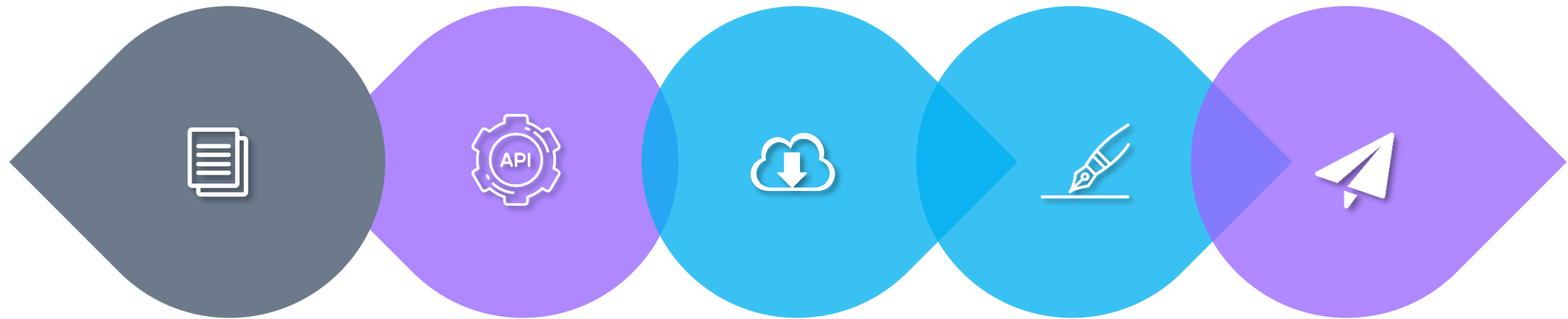
people

15000+

Notarized documents

Dedit

Functions



Multi Blockchain
notarization

API
integration

Encrypted
custody

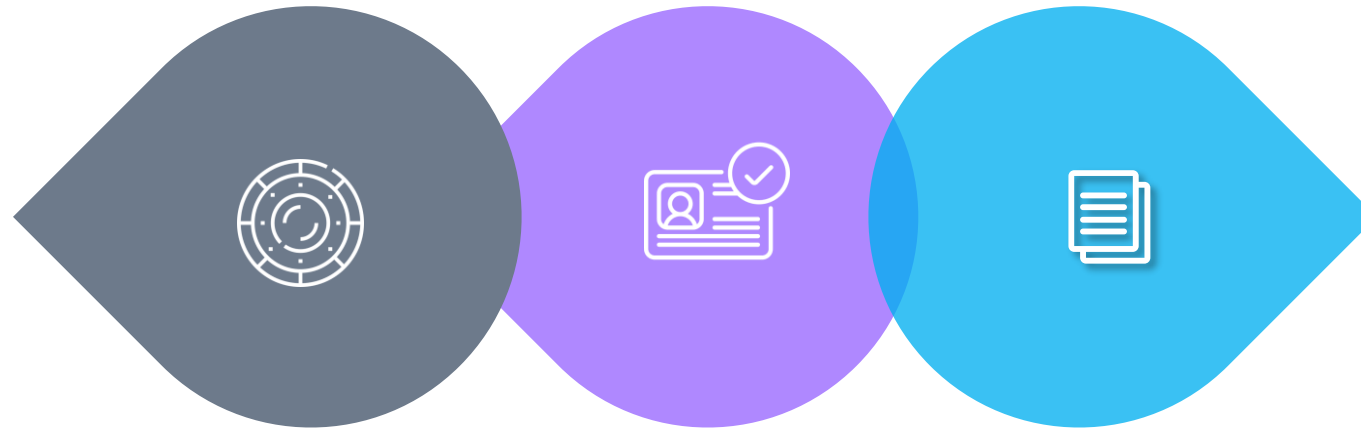
Multi
signature

E-mail
notarization

Blockchains: Ethereum – Ethereum Like – Algorand

Dedit

Functions



Custody and
management of
tokens

Custody and
control of DID
(Decentralized
Identity)

Custody and
control of DO
(Decentralized
Documents)

Blockchains: Alastria

Dedit

competitors

NOTARIFY

Strenght

USABILITY

Weakness

PRICING



Strenght

LEGAL ASSISTANCE

Weakness

TECHNOLOGY



Strenght

UI

Weakness

LIMITED FFUNCTIONS/
TRANSPARENCY



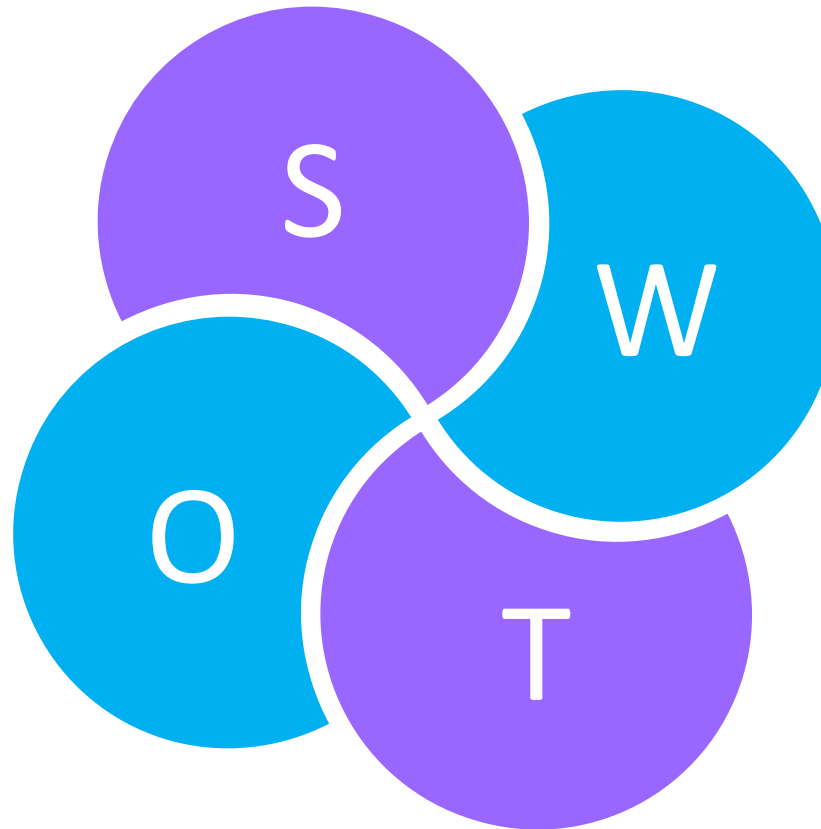
Dedit Analysis

Technology

Dedit offers the most functions in the European market, mixing notaration and traditional crypto-wallet fucntions

Growth Potential

only 1% of small and medium-sized enterprises has approached blockchain technology, but they produce many documents every year



UI/UX

Our next steps involve the enhancement of the product, to make the “surface” of our product as brilliant as the underlying tecnology

Regulatory Uncertainty

Even though blockchain and DLT have been accepted in Italy.... The country lacks a complete regulatory framework and standards regarding the blockchain ecosystem

Competitive advantage

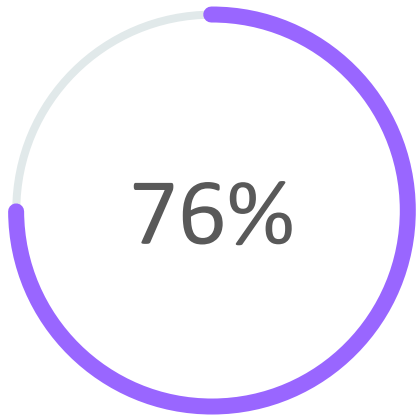
Functions	Tutelio	Notary Blockchain	Notarify	Trust service providers	Dedit
E-Timestamp	Si	Si	Si	Si	Si
Immutability	Si	Si	Si	No	Si
Traceability	Si	Si	Si	No	Si
Interoperability	No	No	Si	No	Si
Signature	No	Si	No	si	No*
Multi-signature	No	No	No	no	Si
privacy	Si	Si	Si	no	Si
Email notarization	No	No	No	Si	Si
Custody	Si	No	Si	No	Si
Wallet**	No	No	No	No	Si
Encrypted custody	Si	No	No	Si	Si

*Dedit has a digital signatures using ECDSA algorithms, that are not following the EIDAS normative standard

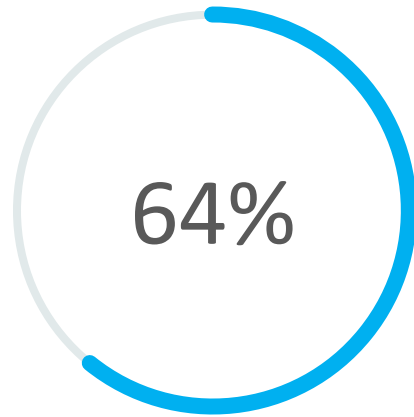
**Wallet is a crucial item for competitive advantage due to the fact that it ables features as crypto-wallet and DID Method for Self-Sovereign Identity

Dedit

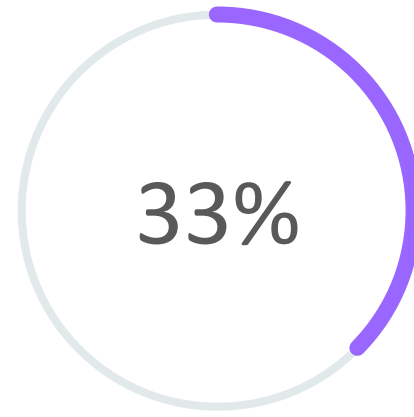
Stage of development



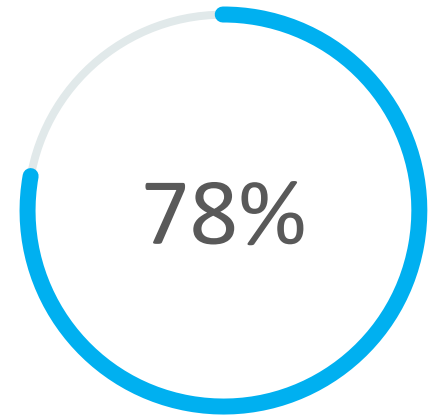
Supported Blockchains



UI/UX



Market penetration



Software

Dedit

Revenue model



Web Platform Service

Subscriptions & package upgrades;
Extra storage space;
Interoperability.



Resellers' Network

Indirect selling through commercial
partners;
Partnership with trade unions,
consortiums, business associations.

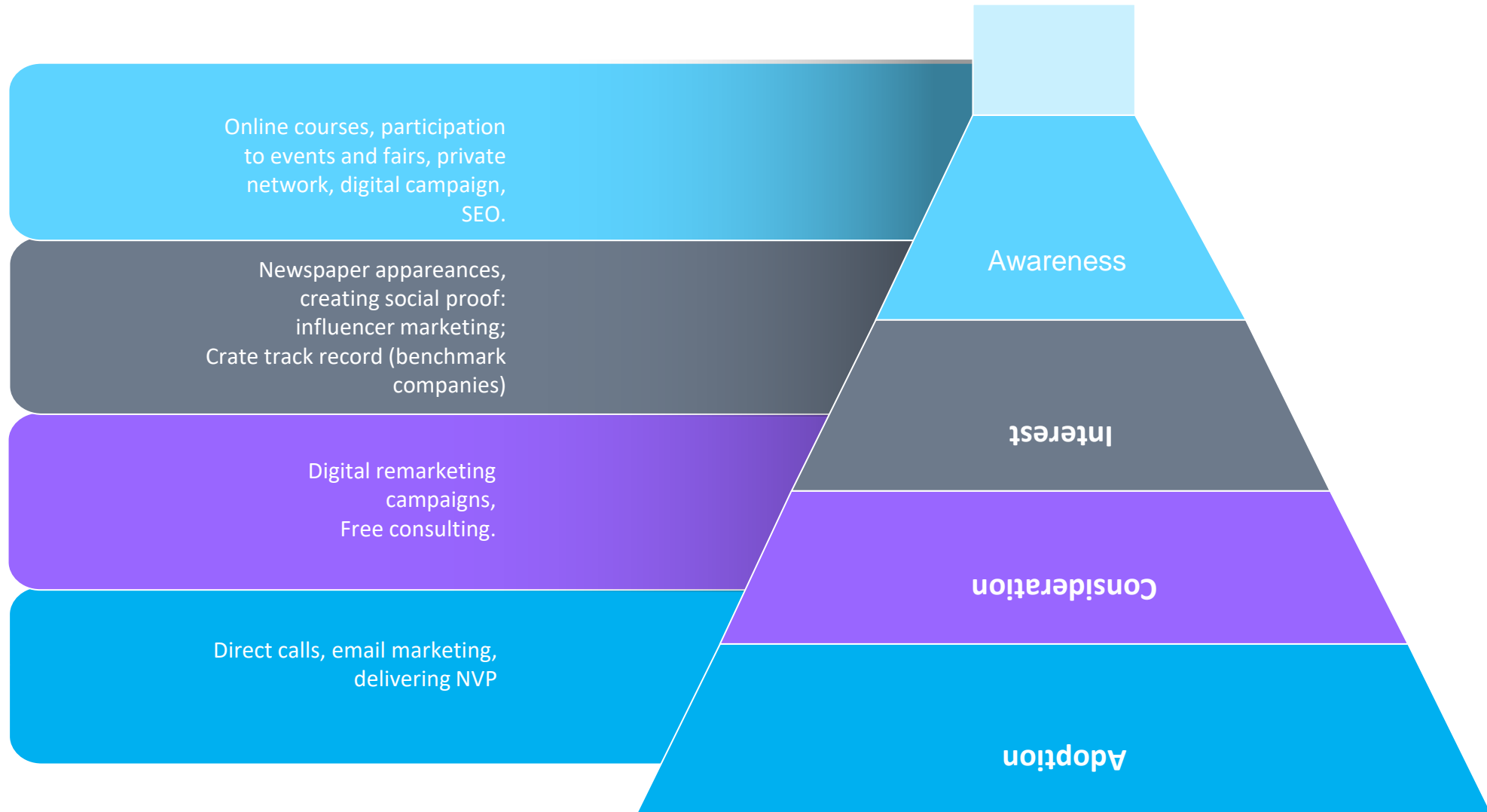


White Label Projects

Tailor-made interface specific commercial
agreements.

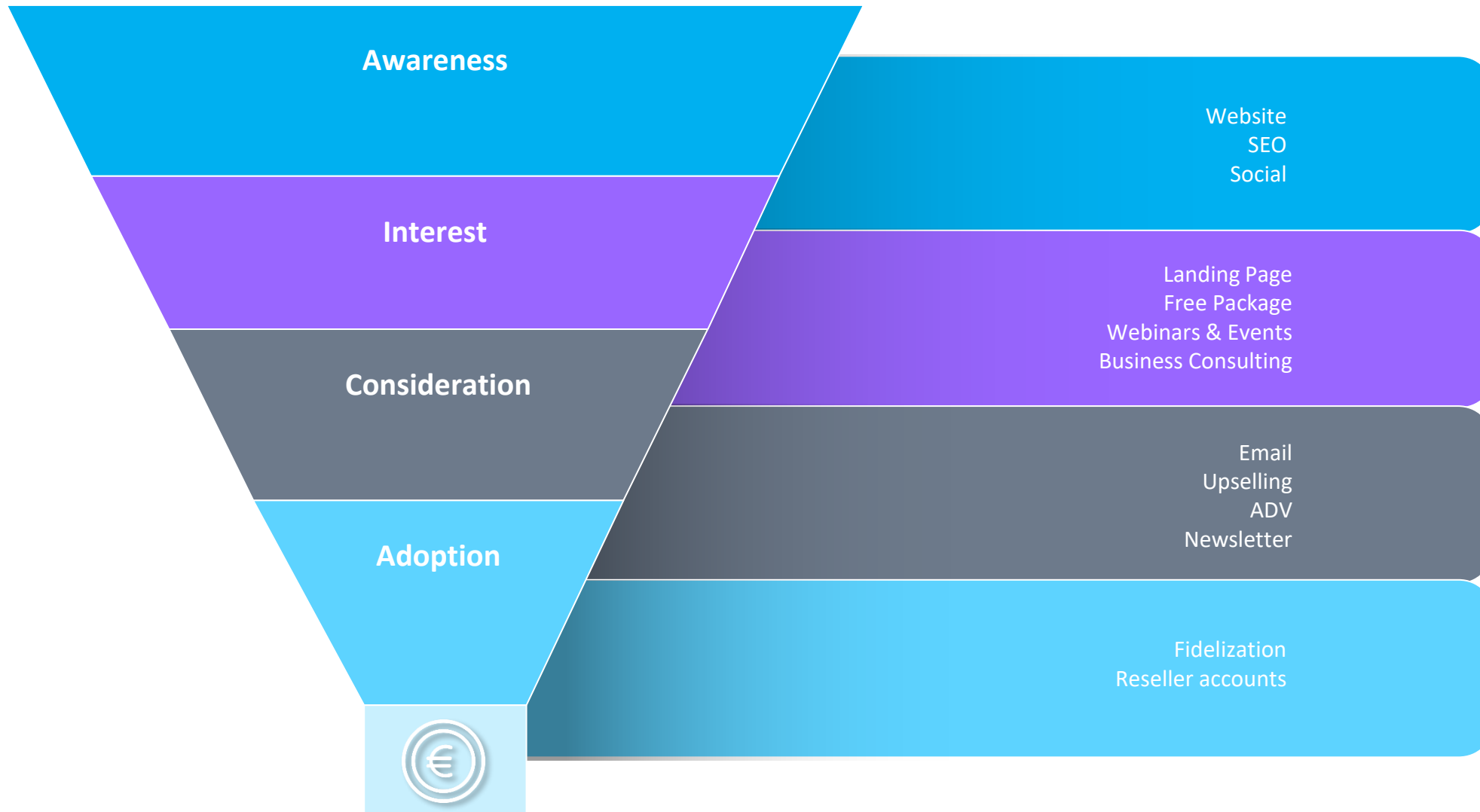
Dedit- B2B

Sales funnel



Dedit- B2C

Sales funnel



Dedit

Roadmap

Development



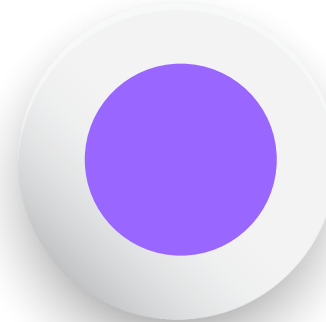
Implement new software features;
Improve UI/UX;
Validate SaaS Model
Create track record
(benchmarking companies).

Go-to-Market



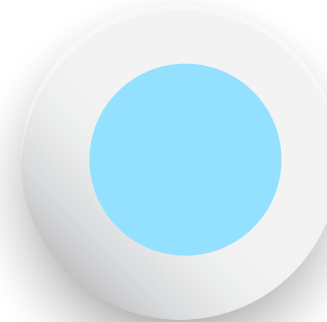
Develop a full web
marketing strategy;
Hiring talents;
Acquire new customers
(professionals).

B2B



Strengthen network of
Partner Businesses;
Increase personalized
services offering;

Scaling



Create a reseller
Network;
Enter new European market

Thank*you*

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