

THE BIG WAVE S.R.L.

Digital Infrastructure for Smart Territories

IoT · Digital Twin · AI · Universal Accessibility

Cagliari / Sardinia, Italy · www.thebigwave.eu

SMAU STOCKHOLM · 19–21 May 2026 · Sardinia Region
Collective Stand

TRL 8–9

Market Ready

100+

Municipalities

€284K

Revenue 2024

200+

Active Clients



**We build the digital infrastructure
that makes places smarter, more inclusive
and data-driven.**

Founded 2018 · Sardinia Science & Tech Park

ISO 9001 · MIMIT Innovators · SIAE registered · CNR-ISEM · University of Cagliari · UICI
10+ years

Cultural & natural sites are disconnected



Municipalities and site managers have no real data on visitor flows, ecosystem conditions or stakeholder engagement — decisions are made in the dark.

Accessibility is still an afterthought



Most digital experiences exclude people with disabilities. We make accessibility the starting point — certified with UICI, the Italian Union of the Blind.

Data exists but isn't usable



Environmental and cultural data is fragmented, unstructured and inaccessible to operators, managers and communities who need it most.

One integrated platform.

Four converging capabilities.

Not just digitisation of places — digital infrastructure for sustainable, inclusive, data-driven territories.



IoT Sensing

BLE beacons, environmental sensors, real-time visitor flow tracking. Self-powered. Non-invasive. Deployable in any protected site.



Digital Twin

3D digital replica of any site — museum, church, natural area. Immersive navigation, virtual tours, remote accessibility.



AI & Analytics

Visitor patterns, dwell time, engagement metrics, environmental signals — all structured into actionable KPIs for operators and funders.



Universal Accessibility

Screen reader, LIS sign language, simplified paths, gamification. UICI certified. EAA compliant. Inclusive from the ground up.

TRL 8–9. Already deployed. Real revenue. Replicable anywhere.

100+

Municipalities
deployed

300+

IoT Beacons
active

€284K

Revenue 2024
(audited)

200+

Active clients
PA & private

Romanesque Churches of Sardinia



100+ municipalities · IoT + Digital Twin + accessibility for Sardinia's Romanesque ecclesiastical heritage. The largest cultural digitalisation project in the region.

San Giorgio Martire — Molise



National pilot outside Sardinia — BLE-based accessible points of interest. First step in geographic expansion across Italian heritage sites.

Environmental Education Trails



Self-powered sensors along naturalistic trails and coastal itineraries. Zero structural impact. Data-driven environmental monitoring in protected areas.

We are looking for...

Municipalities & Public Bodies



Cities and municipalities seeking smart, accessible digital solutions for cultural and environmental heritage — ready to pilot Fenicio®.

Cultural Institutions & Museums



Museums, foundations and cultural operators looking to expand visitor experience with IoT, digital twin and immersive storytelling — especially for accessibility.

Tourism Operators & Smart Destinations



DMOs, tourism boards and destination managers interested in data-driven visitor analytics, sustainable tourism tools and territorial digital infrastructure.

Smart City & IoT System Integrators



Technology partners and system integrators active in smart city, IoT, AI, AR/VR and digital twin — to co-develop, integrate or distribute Fenicio® in new markets.

Investors & Accelerators



Impact investors, venture capital and acceleration programmes interested in a market-ready, scalable cultural-tech and smart territory platform with TRL 8–9 and proven revenue.

Research & University Partners



Universities and R&D centres working on digital heritage, environmental monitoring, smart cities or inclusive technology — for joint projects and EU funding opportunities.

WHAT WE OFFER

Modular, scalable, market-ready.

Three engagement modes for any type of partner or market entry:

01



SaaS Licence

€400/year per point of interest

Annual subscription per active POI. Plug-and-play deployment. Dashboard, analytics and content management included. Scalable: more POIs, more recurring revenue.

02



Turnkey Implementation

Project-based pricing

Full setup: Digital Twin, IoT deployment, onboarding, content integration, physical signage. Generates immediate cash flow and opens the door to the SaaS relationship.

03



Data & Analytics Licensing

Aggregated territorial insights

Anonymised visitor and environmental flow data licensed to DMOs, public bodies, researchers and smart city operators. Activatable at scale once the POI base is established.

ARR model: 50 municipalities × 10 POIs × €400 = €200K — scaling to €800K+ with 200 clients



Let's build something together.

Come and see Fenicio® live at our stand —
or let's schedule a meeting during SMAU Stockholm 2026.

The Big Wave S.r.l.

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TRL 8–9

Market Ready

ISO 9001

Certified

UICI

Accessibility

+36% YoY

Revenue Growth