

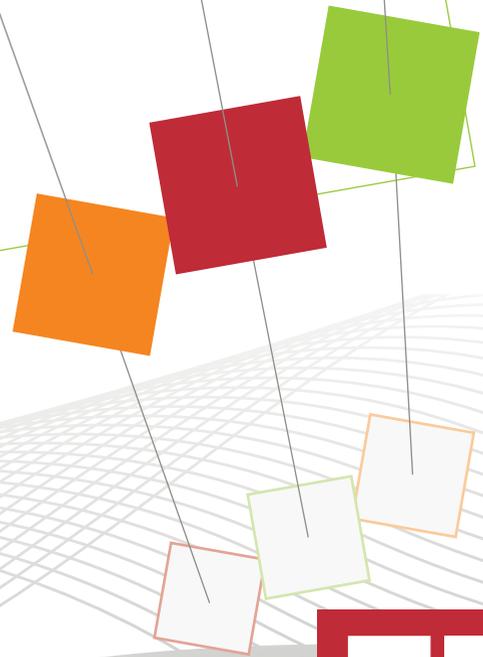
2016



Facts

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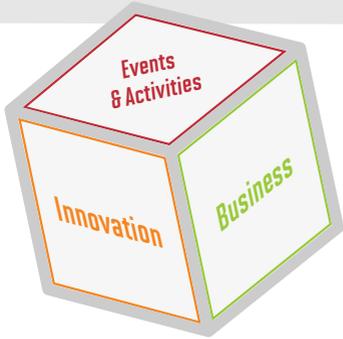
Figures



**MINALOGIC**

GLOBAL INNOVATION CLUSTER  
FOR DIGITAL TECHNOLOGIES  
IN AUVERGNE-RHONE-ALPES,  
FRANCE

# HIGHLIGHTS



## Gold Label for Cluster Management Excellence

Minalogic was awarded the Gold Label of the European Cluster Excellence Initiative for excellence in cluster organization management for the second time. The award recognizes Minalogic's effectively-targeted positioning, efficient delivery of services to support its members' growth, and its strong international development strategy. Of more than 2,000 clusters in Europe, only 69 have earned European Cluster Excellence Initiative labels.



October

### Silicon Europe Alliance

In 2016, Isabelle Guillaume, CEO of Minalogic, was elected Chairwoman of the Silicon Europe Alliance, a group of twelve European clusters. The Alliance was created to build stronger microelectronics and digital industries in Europe by promoting partnerships among the clusters' 2,000 members. The Alliance has sharpened its focus on developing its calendar of events and increasing the number of targeted introductions to facilitate R&D and business partnerships. The Alliance would also like to create resources to make it easier for members to find partners and strengthen ties with other similar ecosystems outside of Europe and, especially, in North America and Asia.



### Minalogic at Semicon Europa & IoT Planet

Semicon Europa and IoT Planet were held simultaneously in Grenoble in 2016. The two events provided Minalogic members with a great opportunity to showcase their know-how, which spans the entire electronics and digital value chain, from semiconductors through to IoT. A total of 46 members exhibited at the events, which were attended by some 6,000 visitors. Minalogic ran two pavilions for exhibiting members and organized a number of networking activities with other Silicon Europe Alliance partners. Minalogic also signed a partnership agreement with Taiwan-based cluster MIRDC at the event.



### Connecting SMEs with microelectronics know-how

For the fourth year running, Minalogic and STMicroelectronics joined forces to organize *Forum Connect PME*, an event created to introduce SMEs to student interns, trainees, and PhD candidates with experience at STMicroelectronics. The event gives participating SMEs opportunities to access the talents they need and introduce their companies to potential future recruits.



### Supporting the region's digital SMEs

Ambition Logicielle is the Auvergne-Rhône-Alpes Region's program to support the development of SMEs in the digital industry. Companies based in the region and that have business development or transformation projects are given priority and can receive support in HR, financing, strategy, sales and marketing, and R&D. Ambition Logicielle is run by Minalogic in partnership with Deloitte. Companies that would like to receive support schedule an initial meeting with Minalogic to assess their needs and ensure that the services offered are a good match. Services are tailored to each company's individual needs and half of the cost is paid for by participating local governments.

## Minalogic at CES Las Vegas 2016

A delegation made up of 34 startups attended the Consumer Electronics Show, the world's largest consumer electronics trade event. Minalogic and its partners helped make the startups' trip to Las Vegas a success by providing support before, during, and after the event:



- Workshops on key skills (presenting, pitching, running an exhibit booth) in the run-up to the event
- Promotion of the exhibiting startups via press relations and social media campaigns
- Targeted introductions to decision makers from key accounts attending the event
- A full report on the latest technologies showcased at CES for members not able to attend

## Project brainstorming sessions

Minalogic's brainstorming sessions mark a crucial step in engineering joint R&D projects, regardless of the source of funding. Each year, Minalogic holds two day-long brainstorming sessions to dig deeper into the latest calls for projects, discover new members, and discuss innovative project ideas, even partially-formed!

The January brainstorming session was held off-site—a first!—in Villefontaine, a central location for participants from across the region. The year's two brainstorming sessions brought in more than 270 people for 37 project presentations. A total of 35 new members attended, taking advantage of the sessions to expand their networks.



## November

### French Tech Pass



The French Tech Pass is a one-year certification

designed to support high-growth tech companies through VIP access to accelerated financing solutions from Bpifrance, Ubifrance, Coface, and INPI. Minalogic administers the certification as part of the French Tech in the Alps program. Une Petite Mousse received the certification in 2016 and certification was renewed for Wizbii, certified in 2015. Both of these Grenoble-based digital startups deserve a round of applause for their performance!

### Technology and Market Day on Personalized Medicine

Digital technology continues to make inroads into the medical industry. Minalogic's Technology and Market Day on Personalized Medicine was held at bioscience institute IAB, confirming the vast potential digital technology holds in the field of personalized medicine, where it will drive advances in non-invasive diagnostics and therapies for diseases like cancer and diabetes. The day's program also covered potential solutions in prevention, patient monitoring, and new uses for data and in-home sensors. And, as usual, the event provided ample time for questions and answers, discussions, and the poster session and product showcase.

### Focus on Minalogic members

Minalogic pulls out all the stops when it comes to promoting members with a broad range of content, including articles focusing on markets, member portraits, completed projects, and products developed under Minalogic-certified R&D projects, not to mention success stories and testimonials. All content is published on the Minalogic website, in the newsletter, and on social media, and is made available at Minalogic events. The goal is to highlight the successes of businesses and research organizations in our ecosystem!

## September

### French Directorate General for Armaments (DGA) Business Forum

The DGA, which actively supports innovation through a number of programs, partnered with Minalogic to support the emergence of projects in the field of predictive maintenance, organizing its first-ever Business Forum for SMEs and key accounts with Minalogic. The purpose of the event was to facilitate business opportunities. A total of 33 expert solutions providers and 17 potential buyers on the lookout for targeted know-how attended the event and completed an impressive 140 BtoB meetings in just one day!

### French Single Interministerial Fund 22<sup>nd</sup> call for projects

A total of eight Minalogic-certified projects were selected to receive funding under the French Single Interministerial Fund's 22<sup>nd</sup> grant round. The total R&D budget for all five projects is €26.8 million, and the projects will receive €11.5 million in national and local government funding. The projects address the following focus areas defined by the French government: five for ICTs; two for the product factory; and one for mobility. Six projects are co-certified with clusters Microtechniques, Systematic-Paris-Région, Pôle des Lasers, Cap Digital, TES, Techtera, and Mer Méditerranée.

### Trip to DAC

Minalogic organized its second trip to the Design Automation Conference, the world's leading design event for the microelectronics industry, held in Austin, Texas. The cluster brought a delegation of seven member SMEs to DAC. Targeted communications campaigns, including a dedicated brochure, promoted the participating companies and the local ecosystem ahead of and during the event. The trip was run in partnership with the Grenoble-Isère Economic Development Agency (AEPI) and Leti, and Minalogic also hosted a panel talk and networking event highlighting France's EDA innovators.



## Minalogic at Photonics West

For the first time ever, Minalogic went to SPIE Photonics West, the world's leading annual optics and photonics industry event showcasing the latest technologies, products, and research. Minalogic's trip to the event was strategic in that it helped solidly anchor the cluster's international positioning in fields recently integrated into its scope. Minalogic supported seven member companies at the event and brought information on the latest optics and photonics advances home to members not attending. *The trip to Photonics West (and trips to CES, DAC, Semicon Europa & Smart City Expo, plus the Minalogic Business Meetings) was financed in part by the Auvergne-Rhône-Alpes regional government through Minalogic's international development plan.*

## Minalogic Annual General Meeting

The 2016 Minalogic Annual General Meeting was marked by several decisions: the Board of Directors was broadened to sixteen seats to ensure that all of the cluster's focus areas and recently-expanded geographic scope are well-represented going forward. The decision aligns closely with changes to Minalogic's strategy, the expansion of its activities to digital technology, and its region-wide footprint. The decision was also made to increase the number of SME Bureau seats to eight. Lastly, Philippe Magarshack, Executive Vice President, STMicroelectronics, was reelected President of Minalogic for a two-year term.

## Open Innovation Day with Covance

Covance, a leading contract research organization, decided to leverage mobile medical technology to improve clinical trials with the goal of achieving faster, more cost-effective trials for more efficient new drug development. The company is banking on the smartphone as the medical device of the future, and held an Open Innovation Day with Lyonbiopôle, which brought Minalogic in as a partner on the event. Covance met with 26 digital technology and medical companies and research labs identified and qualified by Lyonbiopôle and Minalogic prior to the event.

## Destination the US: BigBooster Camp

BigBooster, founded in 2015 and run by the Lyon University Foundation, is an international business accelerator program that takes the form of short, intensive competitions in Lyon and Boston. Minalogic provides two mentors for the BigBooster Camps in Lyon. Minalogic member Echy won the 2015 BigBooster competition. In 2016, four members—Rheonova, Clim8, Gulplug, and Morphosense—won slots at the 2017 BigBooster Camp in Boston.

## Minalogic at Smart City Expo World Congress

The Smart City Expo World Congress is a major event, and the 2016 edition explored communication between cities and their citizens. The Greater Grenoble Intermunicipal Authority and the Grenoble-Isère Economic Development Agency (AEPI) partnered with Minalogic and Tenerrdis to run a 24 sq. m Isère Pavilion showcasing several smart city technologies developed by members of our innovation ecosystem.

## Spotlight on Minalogic member projects

Minalogic promotes its members' projects in a number of ways. The cluster's annual project-product booklet is the first; the 2016 edition included 46 innovative products developed as a result of Minalogic-certified collaborative R&D projects. All projects and products are also published on the cluster's website, [minalogic.com](http://minalogic.com). And, every month, Minalogic's newsletter features a completed project and a product. Finally, the cluster holds a product showroom at the annual Minalogic Day.



## Industries2020 First in Lyon

ARDI, the Auvergne-Rhône-Alpes Regional Economic Development and Innovation Agency, and its partners, including Minalogic, held a regional event on Industry of the Future on June 15. The event was made possible by support from the French and Auvergne-Rhône-Alpes governments and from Four Motors for Europe and brought in more than 600 attendees. The program included lectures, panel discussions, and workshops on best practices in Industry of the Future implementation. A group of eight clusters in the Auvergne-Rhône-Alpes region focusing on Industry of the Future published a booklet of 25 flagship Industry of the Future R&D projects for the event.

## New: Minalogic Webinars

Minalogic's first-ever webinar (titled *Créez, Financez, Innovez...Go!*) offered up an overview of five sources of financing and support available for business startup and innovation projects. Easytech, an IRT Nanoelec program administered by Minalogic, was one of the five programs presented. Easytech, set up to help SMEs from all industries integrate embedded software and electronics into their products, is to an increasing extent organizing its activities around projects, including those financed by the French Single Interministerial Fund. Easytech support has led to the development of 19 products under R&D projects certified by Minalogic.

## Open Innovation by Orange Day

For the first time ever, Orange met with startups to present its Orangefab, Orange Partners, and Orange Digital Venture programs. Of the 40 startups that applied to pitch their solutions to Orange, 13 were selected, and 5 startups (Gulplug, Squadata, Wyres, Abeeway, and Elqui) were chosen to receive support from the Orangefab program. The day-long event was organized in conjunction with ClustR numérique, French Tech in the Alps, and Lyon FrenchTech.

### Technology and Market Day on Uses for Augmented Reality

Minalogic's Technology and Market Days are designed to get members interested in technologies with a strong potential for innovation and the associated markets. The augmented reality session covered the latest innovations in the field, current challenges and future outlook, and meetings with potential partners. The program also featured eight talks by specialists in a broad range of markets—automotive, medtech, energy, and logistics—that illustrate the benefits that augmented reality can bring.

### Minalogic Business Meetings

Minalogic holds a day of international business meetings each year to help plant the seeds for future partnerships and broaden the international scope of its members' projects. The meetings focus exclusively on digital technology, a targeted approach that is very effective. In 2016, 119 companies (20% international) attended and 700 meetings were held between 64 technology providers and 55 potential buyers. The day's program also included talks by SMEs and research labs on innovation-related topics relevant to the digital industries and the associated market opportunities.



### French Single Interministerial Fund 21st call for projects

A total of five Minalogic-certified projects were selected to receive funding under the French Single Interministerial Fund's 21st grant round; four of the projects are certified by clusters Plastipolis, Imaginove, and Solutions Communicantes Sécurisées and co-certified by Minalogic. The total R&D budget for all five projects is €17.9 million, and the projects will receive €8.4 million in national and local government funding. The projects address four focus areas defined by the French government: personalized medicine and chronic and infectious diseases; energy grids and storage; basic technology; and digital technologies and benevolent systems.

### Annual Minalogic Day

The Annual Minalogic Day marks the end of a busy events season for the cluster and its members. And the 2016 Minalogic Day was particularly fun and exciting, with a focus on networking, business, and innovation. More than 300 people attended, taking advantage of the event to discover an exhibit of 24 products developed as a result of Minalogic-certified R&D projects, take part in a panel talk on the digital revolution's impact on markets within Minalogic's scope, and hear a lecture on bees, because there is no better way to spark innovation than crossing the boundaries between disciplines! Several companies also provided testimonials and shared their success stories. The day was the perfect way to end the year and a great segue into next year!



### Open Innovation Day with Safran

The aeronautics industry is particularly demanding when it comes to safety and security. Safran's critical systems and software must be able to operate in severe flight environments, meet stringent cybersecurity requirements, and follow specific hardware and software development methods. This multinational high-tech company decided to participate in a Minalogic Open Innovation Day to meet with cluster member companies and identify potential future partners. A total of 80 people attended; 16 companies were presented, and 33 BtoB meetings were held, making the day a success!



### Technology and Market Day on Preventive and Predictive Maintenance

This Technology and Market Day addressed a topic crucial to the Factory of the Future, with nine talks by experts presenting the latest technological innovations in maintenance, prevention, prediction, testing, instrumentation, monitoring, sensors, measurement, modelling, machine learning, fault and malfunction detection, and more. The day also included product demos and a poster session.



### Trip to Taiwan

As part of the EU's Silicon Europe Worldwide project involving Minalogic and five other partner clusters, a European delegation took advantage of the Computex trade show to participate in European Innovation Week in Taiwan. The trip's highlights included:

- Three "smart"-themed lectures on healthcare, industry, and mobility
- A presentation of the local innovation ecosystem to Taiwanese businesses, research organizations, and manufacturers by Minalogic, the Grenoble-Isère Economic Development Agency, and 3 members
- Talks with Taiwanese industrial organizations on potential partnerships

### Support with EU project submissions

Many companies hesitate to submit proposals for EU projects. However, with a little help, these projects can be a source of funding and other opportunities. Minalogic vets EU calls for projects for its members, selecting those projects that are most relevant and supporting members through the entire submission process, whether they would like to contribute a technology or find project partners. Laure Quintin, who coordinates EU project activities at Minalogic, leverages dedicated resources, financing tools, and an international network of partner clusters to support Minalogic members. The door to EU projects is wide open to Minalogic members!



# Global innovation cluster for Digital Technologies

*Minalogic is a global innovation cluster for digital technologies serving France's Auvergne-Rhône-Alpes region. The cluster supports the region's leading innovators by facilitating networking, fostering collaborative R&D, and providing companies with personalized assistance throughout all phases of business growth.*

*The products and services developed by our members address all industries, from ICT and healthcare to energy and advanced manufacturing.*



## Strategic fields

Micro and  
nanoelectronics



Photonics



Software



## Target markets

ICT



Healthcare



Energy



Advanced  
Manufacturing



Construction



Transportation



Sport  
& Outdoor



**SERVICES**



- Cultivate new ideas
- Get help with project engineering
- Track project progress
- Leverage project results

- Expand your business
- Finance your growth
- Acquire and develop key competencies
- Raise your profile

# KEY FIGURES

## Network

### The Minalogic member community at end-2016:



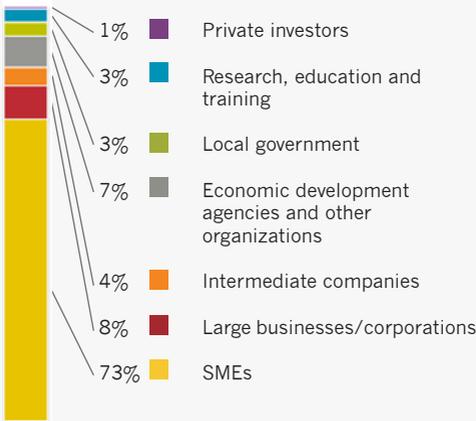
**335**  
organizations

representing

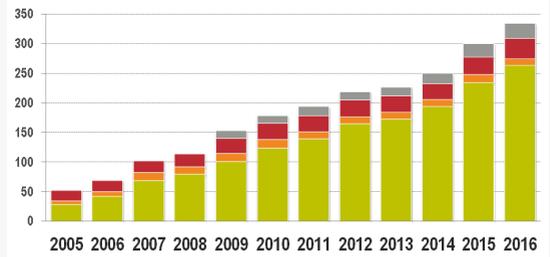
**4,200+**  
professionals



#### Membership by type



#### A history of uninterrupted growth



■ College IV: Associate members  
 ■ College III: Local government and economic development agencies  
 ■ Collège II: Research and education  
 ■ College I: Businesses

#### Satisfied members happy to recommend Minalogic

A 2016 member satisfaction survey returned a response rate of 62%.



**7.8/10**

"I would recommend Minalogic to a friend or colleague."

**8.1/10**

"Minalogic is the primary networking resource for the region's digital industry."

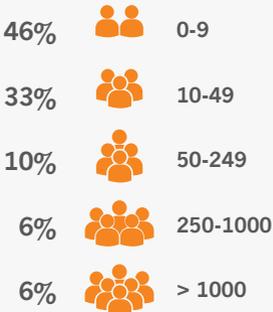
**8.4/10**

"I am satisfied with my relations with Minalogic's staff."



#### LEARN MORE ABOUT OUR 284 MEMBER COMPANIES

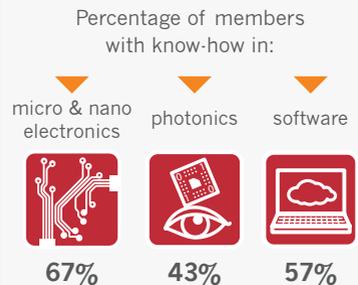
##### Headcount



##### Year founded



##### Strategic fields





### Business support services

- The support committee assisted the **13** SMEs involved in Minalogic-certified projects financed by the French Single Interministerial Fund.
- **79** members attended our "**A Taste for Business**" business development workshops, and **3** received personal assistance.
- **2** companies received the **French Tech Pass** (Une Petite Mousse and Wizbii)
- **4** companies were certified under the **Ambition Logicielle** software program (Smart & Blue, Stead XP, Une Petite Mousse, Wizbii).



### SME - Corporate relations

#### Open Innovation Days:

- **4** events: Covance, Safran, Orange, DGA (with 17 buyers)
- **80** SME pitches and **198** BtoB meetings
- **295** participants

#### Minalogic Business Meetings:

- **700** BtoB meetings
- **120** companies, **20%** international: **65** suppliers and **55** buyers



### Fundraising

Since Minalogic was founded in 2005, **98** member startups and SMEs have raised a total of **€495 M.**



### International development

**8** group trips to events and trade shows, with **51** SMEs supported:

- CES (Consumer Electronics Show), Las Vegas
- Photonics West, San Francisco
- Computex, Taiwan
- DAC (Design Automation Conference), Austin
- B2B Forum DSP Valley, Leuven
- ICT Proposers day (H2020), Bratislava
- Semicon Europa, Grenoble
- Smart City Expo, Barcelona

**3** prospecting trips and meetings with other clusters:

- Taiwan
- Catalunya
- Northeastern US (Albany, Rochester)



### Recruitment

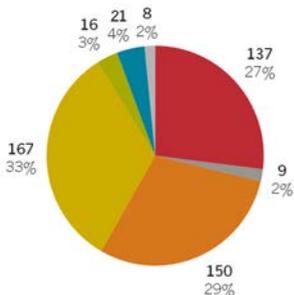
- **60** job offers were posted on the Minalogic website.
- **28** companies and **92** students attended the Connect PME (with STMicroelectronics) recruitment fair. 3 months after the event, **32** job interviews were held and **3** permanent contracts signed.

## Since Minalogic's inception:

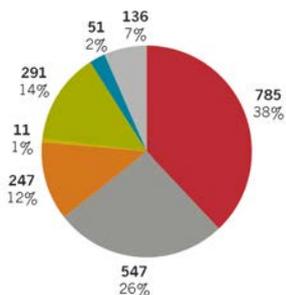
**508 projects** were certified and financed for a total budget of **€2 billion** and public funding (local, national, and EU) of **€820 million**.

## Projects by source of funding

by number of projects



by total R&D spending (in millions of €)



## In 2016:

### Identification of potential projects and engineering support:

- **2 project brainstorming sessions** brought in **272** participants with **37** ideas for projects and **35** member presentations were given.
- **3 Technology and Market days** on augmented reality, preventive and predictive maintenance, and personalized medicine were attended by **167** people.
- **124** projects were certified:
  - **29** projects for the French Single Interministerial Fund, including 10 projects co-certified with partner clusters
  - **3** projects for the French Government economic stimulus package
  - **50** projects for the French National Research Agency
  - **42** Easytech contracts & **30** individual consulting appointment
- EU projects:
  - 10** assessments completed under the Eurotech program
  - 3** projects supported and granted the European Commission Seal of Excellence.

### Industrial property:

- **42** members attended IP training during our "**A Taste for Innovation**" series.
- **2** Single Interministerial Fund projects certified by Minalogic received **support drafting and negotiating consortium agreements** from a specialized IP lawyer.

### Financing:

#### 68 projects were certified and financed:

- **13** projects selected in the 21<sup>st</sup> and 22<sup>nd</sup> rounds of the French Single Interministerial Fund call for projects; **77%** of these projects are co-certified with partner clusters
- **10 ANR** (French National Research Agency) projects
- **42 Easytech** contracts were signed, including **25** for R&D projects (CEA & Grenoble Institute of Technology), **15** for consulting and **2** for creativity sessions, bringing the total number of contracts signed since Easytech launched in September 2012 to **167**.

#### The 3 most-represented sectors in the Easytech program are:

- > Electronics and IT (28%)
- > Sports, Leisure, health, and wellness (25%)
- > Maintenance, mechanics, machines (22%)

# Fostering innovation through collaboration

## Focus on Single Interministerial Fund projects

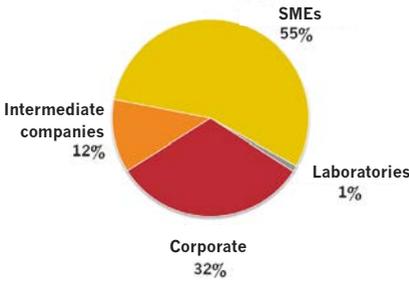


**137** projects were certified and financed since 2005



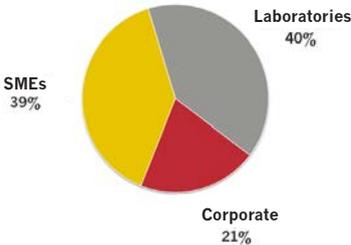
**785** million total budget,  
**313** million in government subsidies

### Breakdown of projects by lead

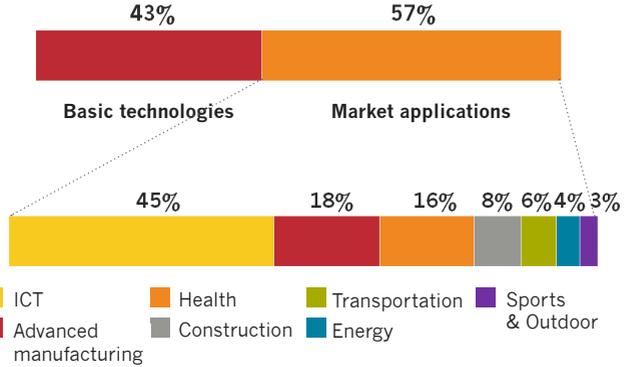


### Breakdown of subsidies\* by type of organization

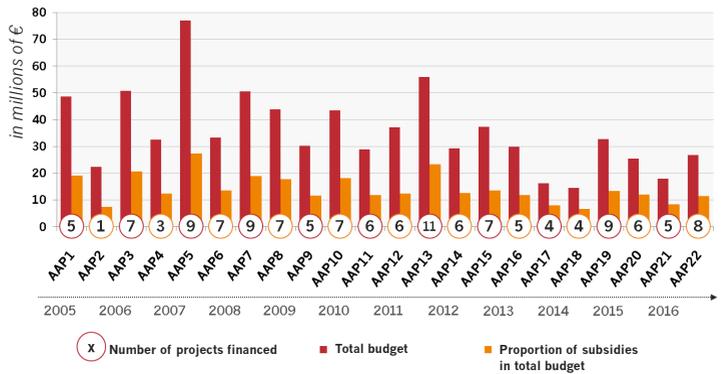
\*French Single Interministerial Fund, local government, and ERDF



### Breakdown of projects by theme and market



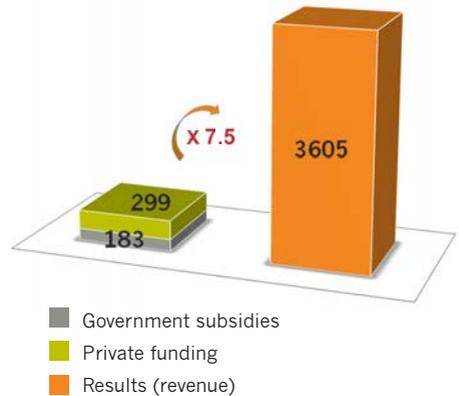
### Projects certified and financed since 2005



A total of **67** projects have been completed, with quantifiable results:

- **176** patent applications filed
- **676** articles published, one-third in international journals
- **706** jobs created during the project
- Total work of **2,900** man-years
- Total investment of more than **€187** million in equipment & infrastructure
- **56** products commercialized or in the process of commercialization

• Direct revenue attributed to our projects: (in millions of €)





GLOBAL INNOVATION CLUSTER FOR DIGITAL TECHNOLOGIES  
IN AUVERGNE-RHONE-ALPES, FRANCE

[WWW.MINALOGIC.COM](http://WWW.MINALOGIC.COM)

[CONTACT@MINALOGIC.COM](mailto:CONTACT@MINALOGIC.COM)



**GRENOBLE:** MAISON MINATEC · 3, PARVIS LOUIS NÉEL · 38054 GRENOBLE CEDEX 9 · T: +33 4 38 78 19 47

**LYON:** 27 RUE JOANNÈS CARRET · CS 80 700 · 69256 LYON CEDEX 09 · T: +33 4 78 15 00 86

**SAINT-ÉTIENNE:** BHT · 20, RUE BENOÎT LAURAS · 42000 SAINT-ÉTIENNE · T: +33 4 28 07 01 75

#### Our public partners



#### Our private partners

