Denise Hoblingre, Co-Founder & CEO, Myblueship

"CES Las Vegas was truly an incredible experience for our startup Myblueship. We knew that this premier international event would be important for us, but it far surpassed our expectations, both in terms of the number and quality of the leads we generated. CES was a positive experience for us. We talked to a lot of people about

our Pop&I ink solutions and are expecting returns. short term. Minalogic's help was crucial to ou xperience at the event. We took full advantage the important aspects. Minalogic was also ES, setting up appointments with corpo naking sure that the startups in the Auver delegation got as much publicity and as many



# TO THE ECOSYSTEM

Minalogic opened an office in Lyon to strength ies to businesses and research organization n the Lyon area and to more effectively provide hem with all of the digital-technology-relate services Minalogic offers. Jérôme Fraysse, pre viously in charge of regional innovation policy f the Auvergne-Rhône-Alpes regional governmer where he worked directly with businesses, will re Minalogic's new Lyon office Jérôme's respons bilities will include administering the Easyted tech-transfer program in Lyon. The program is for SMEs from all industries seeking ways to leverage innovation to boost their competitiveness.

Cédric Grignard, Director, Technologies & Smart City, ADERLY

Minalogic was founded in Grenoble and lat expanded to St. Etienne. The new Lyon office will p make the area more attractive to internati high-tech companies and will round out ind es already well-anchored in the Lyon area, su e sciences, environmental technology, and broadly, digital technology."

Minalogic was the only French cluster represented at this major Internet of Things trade show, with a group pavilion hosting six exhibiting members. Minalogic also partnered with the AEPI (Invest in Grenoble), business school Grenoble Ecole de Management, and Grenoble Institute of Technology to organize a side event promoting the Grenoble-Alps IoT ecosystem to members of Singapore's French community who have had ties to the ecosystem in the past.

Serge Maginot, CEO, Tiempo "We came home with quite

> a few quality leads, both for notential customers and for partners that can help us penetrate markets in Singapore and Southeast Asia We also appreciated Minalogic's support, both in terms of the exhibit booth logistics and in terms of running the booth at the event."

The third edition of the Minalogic Business Meetings brought in 121 companies, both French and International—59 technology providers and 62 key account representatives covering seven markets: information and communication technology, healthcare, energy, construction, advanced manufacturing transportation and sports and outdoor. A total of 743 meetings were pre-scheduled to facilitate introductions between technology providers and potential customers. In addition, eight Minalogic members (SMEs Aryballe Technologies, Chronocam, Morphosense, Pyxalys, Rtone, and Smart Me Up and research organizations Liten and INRIA) gave presentations about their activities at the talks held during the event, taking full advantage of the opportunity to raise their profiles. The day before the event Minalogic and

customers signed up for the event.

Lucas Nacsa, CEO, Neovision (technology provider) 'We met sixteen potential customers interested in our know-how in artificial intelligence at the Minalogic Business Meetings. Not only did we raise our profile, but we also benefitted from targeted introductions that will bring us tangible business

the AEPI (Invest in Grenoble) organized tours of

the Leti Showroom, Enedis, and Xerox for potential

Minalogic and eleven members attended the Design and Automation Conference (DAC), the world's leading

Minalogic now has 4,000

followers on Twitter (@)

Minalogic), where they can

get all of the latest new

and information on th

region's digital stakehol

ders. The English version of

Minalogic's Twitter accoun

has more than 1,300 fol

@Minalogic also features

live tweets during events

and shares headline news

live from major events like

CES, SIdO, and Minalogic

Electronic design automation event. The delegation promoted the Auvergne-Rhône-Alpes region's innovation potential in the field of EDA. Electronic design automation is a particularly active field in the region. Over the past decade, more than 20 EDA startups have been created and EDA companies across the region have expanded their R&D

# LASER WORLD OF PHUTUNICS MUNIC

Laser World of Photonics Munich is the only trade fair in the world to cover all segments of the photonics market. The 2017 even featured 1.227 exhibitors and brought in more than 30.000 visitors. Minalogic was there to promote the ecosystem, support a regional delegation, gather information about the latest technological advances in photonics, and identify potential business and R&D partners for Minalogic members

# NEW EDITION OF PRODUC

across twelve clusters that possess detailed

The Minalogic product booklet illustrates the vit lity and technological innovation capacity of the cluster's ecosystem, showcasing the 66 of the 88 products identified created as a result of the R&D projects Minalogic has certified since 2005 The French version of the booklet is available print and online (the Minalogic product director at www.minalogic.com); an English version is also available (online only).

# TECHNOLOGY MARKET DAY

ITAL TECHNOLOGY HELPS THE ELDERLY /E WELL AND AT HOME LONGER

huasne, which designs, manufactures, and sells medical evices (such as orthotics, braces, and compression tockings), hosted this event organized by Minalogic in partnership with TASDA. The 70 attendees took advantage of this unique opportunity to discuss assisted living issues and challenges and the role that digital solutions can play.

# IEN INNOVATION DAV - THALES

WITH A EUROPEAN FLAVOUR

inalogic just keeps getting better, this time with an Open ovation Day run with eight of the eleven members of the licon Europe Alliance (of which Minalogic was President 2017). A total of 53 companies (SMEs and startups), ncluding 26 members of the eight European clusters articipating in the event gave their pitches (19) and took dvantage of BtoB meetings (55). Members of the Silicon urone Alliance had an opportunity to strengthen their relaonships and got VIP access to a major defense company. As for Thales, the day was an efficient way to meet with new technology providers and other talents in a single location.

Attendees learned how to design and test a physical object b creating its virtual twin through a series of talks by experts, posters and product demos.

The Greater Grenoble Intermunicipal Authority, the AEPI (Invest in Gre noble), and clusters Tenerrdis and Minalogic hosted a joint exhibit boot entitled "Grenoble Highlights French Alps Smart Solutions" at the Smar ity Expo World Congress, an event that brings together the realities of rban life and the technological revolution. The partners showcased th egional ecosystem's know-how in smart city technologies and Minalog rovided its members (six of the eight exhibitors) with support before ne event and during the event by hosting a networking reception.

the first time ever it was held in Munich at the same time as Productro nica, a major electronics development and production event. Minalog attended to gather the latest news from the industry and meet wit high-level decision makers.

Minalogic Day, the cluster's flagship year

end event, was held in Lvon. The more tha

300 attendees learned about all the Minalo gic ecosystem has to offer and shared the ecosystem's collaborative innovation su cesses with the hashtag #strongertogether The morning featured a plenary session with pportunities for new members to speak presented several success stories, and provi ded insights into the digital transformation Europe-wide innovation, and the challenge of artificial intelligence. Lunch offered up ample networking opportunities and time to browse the 35 products resulting from Mina logic products at the product showcase, an a special Christmas display of fifteen BtoE products made by Minalogic members.



ARaymond opened up its Factory of the Future project to companies from the region at an Open Innovation Day held over two days. The first day offered up a guided tour of ARaymond's plant in St. Egrève near Grenoble, giving the 80 participants a chance to see first-hand how the Factory of the Future will affect the world's leading manufacturer of quick connectors for industry. The second day, attended by more than 100 people, featured 20 presentations and 54 BtoB

Fabien Séjourné, Factory of the Future Project Coordinator, ARay-

"We had a great experience with the event we held for ARaymond France employees so we decided to open the project up to companies from the region. The attendees were very enthusiastic to actually see ARaymond France's project, thanks to the plant tour. The participants loved how excited the guides were! At the plenary session we got a chance to hear quite a few pitches and participate in quality BtoB meetings relevant to our project. We are thrilled to see our dream becoming a reality! Everyone at ARaymond France would ke to express their appreciation for the hard work the organizers put into our Open Innovation Day. We are now busy developing our

SPIE Photonics West, the leading global optics and photonics trade event with 1.380 exhibitors and 23.000 visitors brought Minalogic and fourteen of its members to San Francisco. Participating members received support from Minalogic before the event to make sure they took full advantage of all of the opportunities on offer and were able to effectively promote their know-how to carefully-selected contacts. David Vitale, Director, Photonics, Minalogic ran a Startup Challenge workshop and gathered information on the latest advances in Photonics—all of which helped to raise the

an increase in the number of qualified leads that came to

Thierry Gonthiez COO, Resolution Spectra Systems This was the second year in a row that we had our ov booth outside of the group pavilions. It was a risk for u in terms of traffic to our booth. But our close cooperation with Minalogic and its members at the event actually led to

cluster's profile in the US.

Minalogic introduced an Ambassadors Kit give members an opportunity to associate heir brands with the Minalogic name. The k of promotional materials includes: The "Proud member of Minalogic" logo to romote their membership in the communit The "Powered by Minalogic" logo for

Minalogic-certified projects and the products and technologies produced as a result of these projects The #WeAreMinalogic hashtag to be used freely on social media



# NOTHER FRENCH TECH PASS

administered by Minalogic, which recognizes businesses whose exceptionally rapid growth is fueling the FrenchTech movement. The FrenchTech Pass comes with personalized support. Short Edition, which is reinventing short-form literature and offering readers a whole new way of interacting with authors, is the name behind the increasingly-popular Short Story Dispenser. Since it was founded in 2011, Short Edition has grown consistently, with revenue up by an impressive 80% over the past two years. The company currently has seventeen employees.

Cultural startup Short Edition was awarded the FrenchTech Pass

In just two years SIdO has become a leading IoT event and a prime opportunity for the regional IoT ecosystem to showcase its know-how. Minalogic and Easytech organized a group pavilion with ten exhibitors and a showroom displaying the concrete results of the Easytech program in the form of products released by SMEs from a range of industries that took advantage of Easytech to integrate smart capabilities into their solutions.

is biannual meeting of the European member Isabelle Guillaume, CEO, Minalogic clusters of the Silicon Europe Alliance (of "Silicon Europe distills the strengths of 2,500

the member clusters' respective ecosystems to guaranteeing relevant introductions. I am prou

which Minalogic was President in 2017) gave members innovating in the field of digital II participants a chance to reaffirm their technology, However, it is also highly granular and commitment to the Alliance's roadmap, which diverse, as the 2,500 members are distributed •Facilitating communication between members of knowledge of their respective members—

> create business and R&D opportunities, and of Minalogic's year as President of the Alliance, Representing a broad range of microelectronics which led to the first European Open Innovation and digital-technology stakeholders and, Day with Thales attended by 50 SMEs ar especially, SMEs internationally and in the eastern startups, 50% of which were from other Europea US and Taiwan in particular

ne members of the Alliance will continue their efforts towards these goals and will organize group trips to support their members' ternational development. The year 2017 also saw a new cluster join the Alliance: MESAP Smart Products and Manufacturing Innovation Cluster in Pied¬mont). This new member, based in Turin, focuses on mechatronics and advanced manufacturing processes.

market—one that encompasses

a number of industries from

transportation, construction,

and energy to environmental and

waste management.

Open Innovation Day was held. The event aligned closely with Michelin's development and innovation strategy in the field of connected vehicles and tires and related technologies and services. One of Michelin's major objectives is to Minalogic and Tenerrdis joined bring its customers longer-lasting and safer mobility-related products. Of the forces to organize this event 30 participants in the Open Innovation Day, seventeen pitched their innovations which focused on solutions to the and 37 BtoB meetings generated quality contacts and gave the participants issue of how to achieve more effian opportunity to discuss solutions that enable a safer driving or mobility cient, sustainable, and pleasan cities through more collaborative and integrated urban systems. Marc Evangelista, Michelin Incubator, Director Europe The participants got a chance to

The Open Innovation Day was a success. The densely-packed day allowed us discover the latest innovations. future outlook, and challenges of the growing Smart Cities

to identify two companies we are already in talks with, and four others that we are discussing internally in terms of the potential uses for their technologies. What made the day so effective was the careful preparation in partnership with Minalogic We worked together to determine the topic of the day and preselect the participating companies. Some of the participating companies really made an effort to understand our challenges, which made it a pleasure to talk with

Automotive tire manufacturer Michelin joined Minalogic in 2017 and a Michelin



- Understand the partner's needs and determine which topics will be of most interest. -Determine whether or not Minalogic FUI#23

will present its own members only Minalogic came in ahead of all other or open the event to other clusters clusters in the French Single Intermiin the region, elsewhere in France, nisterial Fund (FUI) 23rd call for proor internationally (such as Silicon posals, with eleven projects selected o receive funding (Minalogic was the

Open innovation is perhaps the most

crucial aspect of the introductions

Minalogic makes between its mem-

bers, corporate partners, and research

organizations. Minalogic Open Inno-

vation Days are custom-designed to

respond to the unique needs of the

corporate partner, whether they are

seeking or offering turnkey solutions.

Open Innovation Days give participants

a unique opportunity to present their

products, services, and technologies

at an event that specifically targets the

needs of a potential corporate custo-

Another benefit of Open Innovation

Days is that they take the anxiety out

of relationships between large cor-

porations and SMEs. The purpose is

clearly-stated: to accelerate open inno-

vation to create value together, and

develop shared and tangible goals in a

helpful environment that fosters trust

and communication. Open Innovation

Days are held several times a year and

- Identify the needs of the corporate

require careful preparation in the run-

up to each event:

-Determine whether it is more lead certifier of six of these projects) appropriate for the participating of a total of 55 projects awarded funcompanies and research ding nationally. The total R&D budgets organizations to meet with the of these projects, which will involve corporate partner in individual BtoB 66 companies and research organizameetings and/or brainstorming tions, is €38 million, including €16.2 sessions on a clearly-defined topic, million in European (ERDF), national, or whether it is more effective for and local government funding. Four of the Minalogic projects address the

How to increase your chances of

Factory of the Future, three address

was the lead certifier of five of these

projects) involving a total of 80 par-

tners. The total R&D budgets of these

mountain activities (one project).

Minalogic draws on its extensive ICTs, and one each addresses health-

network to invite companies with care, mobility, sports and mountain

the know-how the corporate partner activities, and energy and buildings.

the invite list and prepares for the The French Single Interministerial

will give their pitch and which will proposals resulted in funding for eight

On the day of the event, the projects is €29 million, including

corporate partner gives a €13.5 million in national and local go-

presentation of their business and vernment funding. These projects also

strategy. The participants—even address several markets targeted by

those who will not be pitching the cluster: ICTs (three projects), the

their companies—often find Factory of the Future (two projects),

great inspiration in the corporate healthcare (two projects), sports and

participate in BtoB meetings or Minalogic-certified projects (Minalogic

event, deciding which companies Fund (FUI) Regions 24th call for

is seeking. A selection committee

and the corporate partner approves

brainstorming sessions.

- The Open Innovation Day

made up of people from Minalogic

Personalized project support and

French Single Interministerial Fund

How to put together an effective submission file

Working effectively with Grenoble Institute of Technology You will find recordings of all of

**AUVERGNE-RHONE-ALPES - FRANCE** 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.

> members address all industries, from ICT and healthcare to energy and advanced manufacturing.



project engineering Track project process

Leverage project results

Cultivate new ideas

Acquire and develop ke

Expand your busines

The products and services developed by our

Minalogic innovated in 2017 with a new series of webinars designed to tell members everything they need to know about project support and financing in a short, 30-minute for-

Digital Innovation Competition

- Easytech Program

- EU calls for projects Expanding your reach across Europe

Collaborative work tools

the webinars on our website, www. minalogic.com and on Minalogic's YouTube channel.





IROUGH COLLABORATION INTO GROWTH DRIVERS

FACILITATING NETWORKING INSIDI

AND OUTSIDE THE ECOSYSTEM

Raise vour profi





































## GLOBAL INNOVATION CLUSTER FOR DIGITAL TECHNOLOGIES

IN AUVERGNE-RHONE-ALPES FRANCE

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## Our Public Partners





























2% Bank and Private Investors

4% Research, education and

\\2% Local Government

6% Economic development

organizations

\\4% Intermediate companies

corporations

7% Large businesses/

agencies and other

colleague »

8 % 50-249

# NETWORK: THE MINALOGIC MEMBERS COMMUNITY AT END-2017:

SATISFIED MEMBERS HAPPY TO RECOMMEND MINALOGIC

« I would recommend « Minalogic is the primary « I am satisfied

LEARN ABOUT OUR 350 MEMBER COMPANIES

Minalogic to a friend or networking resource for the with my relations

A 2017 member satisfaction survey returned a response rate of 52 %.

2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017

Collège III : Local Governement and economic

development agencies

STRATEGIC FIELDS

Percentage of members

with know-how in:

Collège IV : Associate members

Collège I : Businesses

region's digital industry » with Minalogic's

10-15 year and nano-

Collège II: Research and education

- 138 attended our "Taste for Business" business development workshops and **7** received personal assistance.
  - 3 companies received the French Tech Pass: Wizbii, Une Petite Mousse & Short Edition.

**BUSINESS SUPPORT SERVICES** 

The support committee assisted the 14

SMEs involved in Minalogic- certified projects

financed by the French Single Interministerial

## SME - CORPORATE RELATIONS

## Open Innovation Days:

- 3 events: ARaymond, Michelin and Thales (with 8 clusters from Silicon Europe Alliance)
- 56 SME pitches & 146 BtoB Meetings
- Minalogic Business Meetings:

• 318 participants

- 743 BtoB Meetings
- 121 companies, 10% international: 59 suppliers & 62 buyers.



In 2017 19 member startups and SMEs have raised 84 M€.

BUSINESS: TURNING OPPORTUNITIES INTO GROWTH DRIVERS



## INTERNATIONAL DEVELOPMENT

- CES (Consumer Electronics Show), Las Vegas
- Photonics West, San Francisco
- DAC (Design Automation Conference), Austin
- · Laser world of Photonics, Munich Business Connection Forum, Albany
- SEMICON Europa, Munich ICT Proposer's Day, Budapest
- 31 companies and 31 students attended the Connect PME (with STMicroelectronics)

45 job offers were posted on the Minalogic

## 14 group trips to events and trade shows, with 73 SMEs supported:

- Arab Health, Dubai
- IOT Asia, Singapore
- Colloquium on KET for the connected and
- automated vehicle, Berlin
- Smart City Expo, Barcelona Trade Mission, Korea-Japan
- Business Connection Forum, EU-Taiwan recruitment fair. Industrial Dialogue, Brussels



586 projects

were certified and financed

for a total budget of €2,2

billion and public funding

(local, national and EU)

of **€881** million.

PROJECTS BY SOURC

OF FUNDING

By number of projects

By total R&D spending

(in million of €)

- 7 ANR (French National Research) projects
- Single Interministerial Fund and local • 48 Easytech contracts were signed including 34 for R&D projects (CEA, Grenoble INP, INSA, Hubert Curien), and 14 for consulting French Industrial Innovation Agency bringing a total number signed since Easytech launched in and Strategic Industrial Innovation
- september 2012 to **215**. French National Research Agency The 3 most-représented sectors in the Easytech program are: Easytech
- French government economic stimulus > Electronics and IT (23 %)
- > Maintenance, mechanics, machines (18 %) Oseo/Bpifrance EU projects

## > Sport, leisure, health and wellness (13 %)

INNOVATION: FOSTERING INNOVATION THROUGH COLLABORATION

assisted living.

104 projects certified:

appointments

EU Projects:

'ELLECTUAL PROPERTY

IDENTIFICATION OF POTENTIAL PROJECTS AND ENGINEERING

• 2 project brainstorming session attended by 219 people,

with 36 ideas for projects and 30 member presentations.

• 5 webinars viewed by 227 people on topics like the Digital

with Grenoble Institute of Technology.

certified with european clusters.

4 Digital innovation competition (CIN) projects

• 33 ANR (French National Research Agency) projects

48 Easytech applications & 38 individual consulting

European Commision and granted the Seal of Excellence.

39 members attended workshops on IP and consortium

19 projects selected in the 23<sup>rd</sup> and 24<sup>th</sup> rounds of the French

72% of these projects are co-certified with partners clusters

agreements in the "A Taste for Innovation" series.

Single Interministerial Fund call for projects;

innovation Competition, Easytech, the French Single Ministerial

Fund, EU projects submissions, and collaborative tools for working

19 Single Interministerial Fund (FUI) projects, including 8 co-

6 projects supported, 2 of which were classified as "good" by the

3 technology and market days attended by 186 people on smart

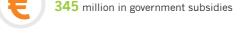
cities, cyber-physical systems modelling, and new technologies for



BREAKDOWN OF PROJECTS

projects were certified and financed since 2005.





# AKDOWN OF PROJECTS BY THEME AND MARKET

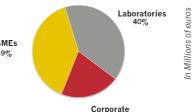
Basic technologies

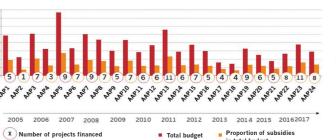


## BREAKDOWN AND SUBSIDI BY TYPE OF ORGANIZATIONS

\*FRENCH SINGLE INTERMINISTERIAL FUND, LOCAL







Direct revenue attribued to our projects:

■ ICT ■ Health ■ Transportation ■ Sports

Advanced Security & Energy &

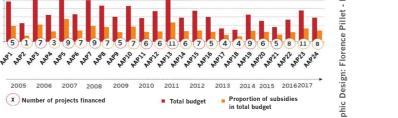
PROJECTS CERTIFIED AND FINANCED SINCE 2005

(in millions of €)

Private funding

Results (revenue)

manufacturing Defense Construction



**Market Applications** 

28% 5% 5% 2%

- 202 patent applications filed
- 718 articles published, one-third in international iournals
- Total Investment of more than €214 million in equipment & infrastructure Government Subsidies
- 86 products commercialized or in process of commercialization





**FACTS & FIGURES** 











