

## CES 2017

The year 2017 began on a high note with the Consumer Electronics Show in Las Vegas. For the fourth year running, a delegation representing the Auvergne-Rhône-Alpes region's digital ecosystem came out in force. The 37 startups exhibiting—the largest delegation yet—presented a strong and united front at the event. The participants worked hard in the run-up to CES with a tailor-made support program titled "On the Road to CES" run by Minalogic and ARDE. And their efforts paid off, with very positive feedback from the exhibitors, extensive media coverage, and ten CES Innovation Awards, including seven for Minalogic members BluemintLab, Hap2U, Holi, In&Motion, Smart&Blue, SteadXP, and Myblueship. "On the Road to CES" started again in July 2017 to get participants ready for CES 2018!

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&Link solutions and are expecting returns in the very short term. Minalogic's help was crucial to our successful experience at the event. We took full advantage of the support program to prepare us—it really helped us stay focused on the important aspects. Minalogic was also there for us during CES, setting up appointments with corporate prospects and making sure that the startups in the Auvergne-Rhône-Alpes delegation got as much publicity and as many opportunities as possible to leverage the dynamic FrenchTech environment."



JANUARY

FEBRUARY

MARCH

APRIL

MAY

JUNE

JULY

OCTOBER

NOVEMBER

DECEMBER

## OPEN INNOVATION DAY - ARAYMOND

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 meetings. Fabien Séjourné, Factory of the Future Project Coordinator, ARaymond  
"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 like to express their appreciation for the hard work the organizers put into our Open Innovation Day. We are now busy developing our consortium."

## PHOTONICS WEST 2017

SAN FRANCISCO

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 cluster's profile in the US.

Thierry Gonthiez COO, Resolution Spectra Systems  
"This was the second year in a row that we had our own booth outside of the group pavilions. It was a risk for us in terms of traffic to our booth. But our close cooperation with Minalogic and its members at the event actually led to an increase in the number of qualified leads that came to our booth."

## STRONGER TOGETHER!

Minalogic introduced an Ambassadors Kit to give members an opportunity to associate their brands with the Minalogic name. The kit of promotional materials includes:  
- The "Proud member of Minalogic" logo to promote their membership in the community  
- 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



## IOT ASIA SINGAPORE

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 Secure  
"We came home with quite a few quality leads, both for potential 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."

## MINALOGIC BUSINESS MEETINGS #3

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 the AEPI (Invest in Grenoble) organized tours of the Leti Showroom, Enedis, and Xerox for potential 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. Business for us raised our profile, but we also benefited from targeted introductions that will bring us tangible business opportunities."

## @MINALOGIC ON SOCIAL MEDIA

Minalogic now has 4,000 followers on Twitter (@Minalogic), where they can get all of the latest news and information on the region's digital stakeholders. The English version of Minalogic's Twitter account has more than 1,300 followers.

@Minalogic also features live tweets during events and shares headline news live from major events like CES, SIdO, and Minalogic Days.

#WeAreMinalogic

## DAC AUSTIN

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

## LASER WORLD OF PHOTONICS MUNICH

Laser World of Photonics Munich is the only trade fair in the world to cover all segments of the photonics market. The 2017 event 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 PRODUCTS BOOKLETS PUBLISHED

The Minalogic product booklet illustrates the vitality 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 in print and online (the Minalogic product directory at [www.minalogic.com](http://www.minalogic.com)); an English version is also available (online only).

JUNE

## SILICON EUROPE CLUSTER FORUM

This biannual meeting of the European member clusters of the Silicon Europe Alliance (of which Minalogic was President in 2017) gave all participants a chance to reaffirm their commitment to the Alliance's roadmap, which focuses on:  
-Facilitating communication between members of the member clusters' respective ecosystems to create business and R&D opportunities, and  
-Representing a broad range of microelectronics and digital-technology stakeholders and, especially, SMEs internationally and in the eastern US and Taiwan in particular. The members of the Alliance will continue their efforts towards these goals and will organize group trips to support their members' international 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.



## TECHNOLOGY MARKET DAY

DIGITAL TECHNOLOGY HELPS THE ELDERLY LIVE WELL AND AT HOME LONGER

Thuasne, which designs, manufactures, and sells medical devices (such as orthotics, braces, and compression stockings), 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.

## OPEN INNOVATION DAY - THALES

WITH A EUROPEAN FLAVOUR

Minalogic just keeps getting better, this time with an Open Innovation Day run with eight of the eleven members of the Silicon Europe Alliance (of which Minalogic was President in 2017). A total of 53 companies (SMEs and startups), including 26 members of the eight European clusters participating in the event gave their pitches (19) and took advantage of BtoB meetings (55). Members of the Silicon Europe Alliance had an opportunity to strengthen their relationships 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.

JUNE

## TECHNOLOGY MARKET DAY "SMART CITY"

Minalogic and Tenerdis joined forces to organize this event, which focused on solutions to the issue of how to achieve more efficient, sustainable, and pleasant cities through more collaborative and integrated urban systems. The participants got a chance to discover the latest innovations, future outlook, and challenges of the growing Smart Cities market—one that encompasses a number of industries from transportation, construction, and energy to environmental and waste management.

## OPEN INNOVATION DAY - MICHELIN

Automotive tire manufacturer Michelin joined Minalogic in 2017 and a Michelin 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 bring its customers longer-lasting and safer mobility-related products. Of the 80 participants in the Open Innovation Day, seventeen pitched their innovations and 37 BtoB meetings generated quality contacts and gave the participants an opportunity to discuss solutions that enable a safer driving or mobility experience.

Marc Evangelista, Michelin Incubator, Director Europe  
"The Open Innovation Day was a success. The densely-packed day allowed us 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 them."

## TECHNOLOGY MARKET DAY CYBER PHYSICAL SYSTEMS MODELLING

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

## SMART CITY EXPO WORLD CONGRESS

The Greater Grenoble Intermunicipal Authority, the AEPI (Invest in Grenoble), and clusters Tenerdis and Minalogic hosted a joint exhibit booth entitled "Grenoble Highlights French Alps Smart Solutions" at the Smart City Expo World Congress, an event that brings together the realities of urban life and the technological revolution. The partners showcased the regional ecosystem's know-how in smart city technologies and Minalogic provided its members (six of the eight exhibitors) with support before the event and during the event by hosting a networking reception.

## SEMICON EUROPA

Semicon Europa is Europe's largest microelectronics-industry event. For the first time ever it was held in Munich at the same time as Productronica, a major electronics development and production event. Minalogic attended to gather the latest news from the industry and meet with high-level decision makers.

OCTOBER

## MINALOGIC DAY

Minalogic Day, the cluster's flagship year-end event, was held in Lyon. The more than 300 attendees learned about all the Minalogic ecosystem has to offer and shared the ecosystem's collaborative innovation successes with the hashtag #strongertogether. The morning featured a plenary session with opportunities for new members to speak, presented several success stories, and provided insights into the digital transformation, Europe-wide innovation, and the challenges of artificial intelligence. Lunch offered up ample networking opportunities and time to browse the 35 products resulting from Minalogic products at the product showcase, and a special Christmas display of fifteen BtoB products made by Minalogic members.



## OPEN INNOVATION

Open innovation is perhaps the most crucial aspect of the introductions Minalogic makes between its members, corporate partners, and research organizations. Minalogic Open Innovation 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 customer.

Another benefit of Open Innovation Days is that they take the anxiety out of relationships between large corporations and SMEs. The purpose is clearly-stated: to accelerate open innovation 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 require careful preparation in the run-up to each event.

## 1 - Identify the needs of the corporate partner:

- Understand the partner's needs and determine which topics will be of most interest.
- Determine whether or not Minalogic will present its own members only or open the event to other clusters in the region, elsewhere in France, or internationally (such as Silicon Europe).
- Determine whether it is more appropriate for the participating companies and research organizations to meet with the corporate partner in individual BtoB meetings and/or brainstorming sessions on a clearly-defined topic, or whether it is more effective for them to give a pitch.

## FOCUS

## OPEN INNOVATION

2 -Sourcing  
Minalogic draws on its extensive network to invite companies with the know-how the corporate partner is seeking. A selection committee made up of people from Minalogic and the corporate partner approves the invite list and prepares for the event, deciding which companies will give their pitch and which will participate in BtoB meetings or brainstorming sessions.

3 - The Open Innovation Day  
On the day of the event, the corporate partner gives a presentation of their business and strategy. The participants—even those who will not be pitching their companies—often find great inspiration in the corporate presentations.



## WEBINARS: FOR COLLABORATIVE LEARNING

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 format:

- Digital Innovation Competition
- How to increase your chances of winning
- Easytech Program
- Personalized project support and financing
- EU calls for projects
- Expanding your reach across Europe
- French Single Interministerial Fund (FUI)
- How to put together an effective submission file
- Collaborative work tools
- Working effectively with Grenoble Institute of Technology
- You will find recordings of all of the webinars on our website, [www.minalogic.com](http://www.minalogic.com) and on Minalogic's YouTube channel.

FUI#23

Minalogic came in ahead of all other clusters in the French Single Interministerial Fund (FUI) 23rd call for proposals, with eleven projects selected to receive funding (Minalogic was the lead certifier of six of these projects) of a total of 55 projects awarded funding nationally. The total R&D budgets of these projects, which will involve 66 companies and research organizations, is €38 million, including €16.2 million in European (ERDF), national, and local government funding. Four of the Minalogic projects address the

Factory of the Future, three address ICTs, and one each addresses healthcare, mobility, sports and mountain activities, and energy and buildings.

FUI #24

The French Single Interministerial Fund (FUI) Regions 24th call for proposals resulted in funding for eight Minalogic-certified projects (Minalogic was the lead certifier of five of these projects) involving a total of 80 partners. The total R&D budgets of these projects is €29 million, including €13.5 million in national and local government funding. These projects also address several markets targeted by the cluster: ICTs (three projects), the Factory of the Future (two projects), healthcare (two projects), sports and mountain activities (one project).



## GLOBAL INNOVATION CLUSTER FOR DIGITAL TECHNOLOGIES

## AUVERGNE-RHÔNE-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.

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

## SERVICES

## NETWORK

FACILITATING NETWORKING INSIDE AND OUTSIDE THE ECOSYSTEM

## INNOVATION

FOSTERING INNOVATION THROUGH COLLABORATION

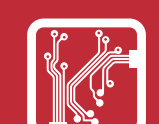
- Cultivate new ideas
- Get help with project engineering
- Track project process
- Leverage project results

## BUSINESS

TURNING OPPORTUNITIES INTO GROWTH DRIVERS

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

## STRATEGIC FIELDS



MICRO AND NANO-ELECTRONICS



PHOTONICS



SOFTWARE

## TARGET MARKETS



ICT



HEALTHCARE



ENERGY & CONSTRUCTION



ADVANCED MANUFACTURING



SECURITY & DEFENSE



TRANSPORTATION



SPORTS & OUTDOOR







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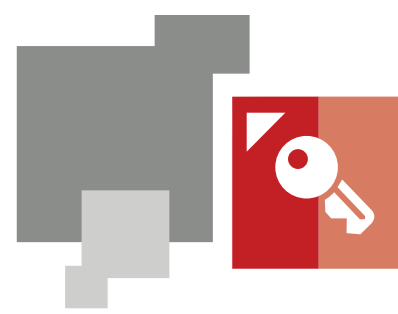
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#### Our Public Partners

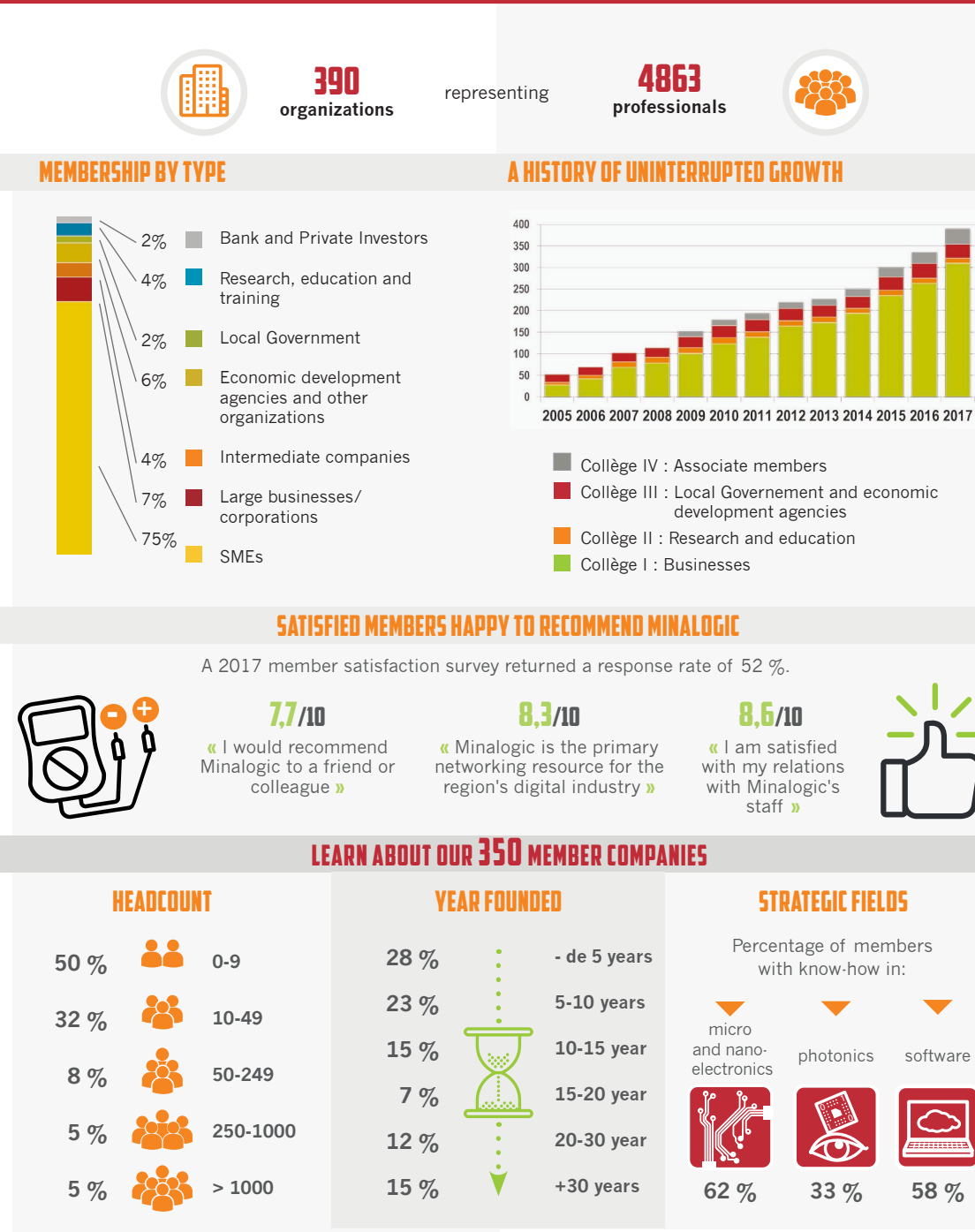


#### Our Private Partners



## KEY FIGURES

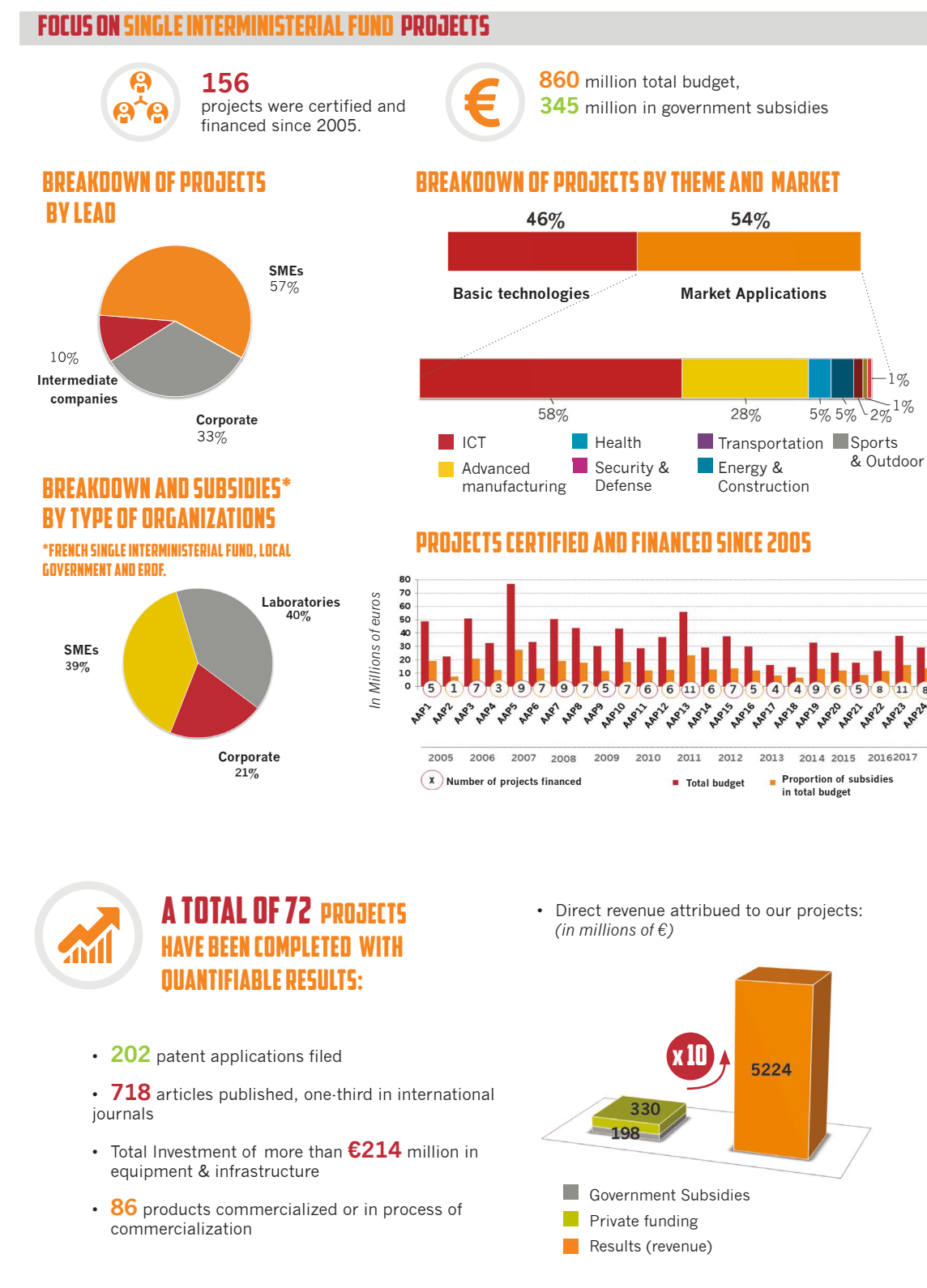
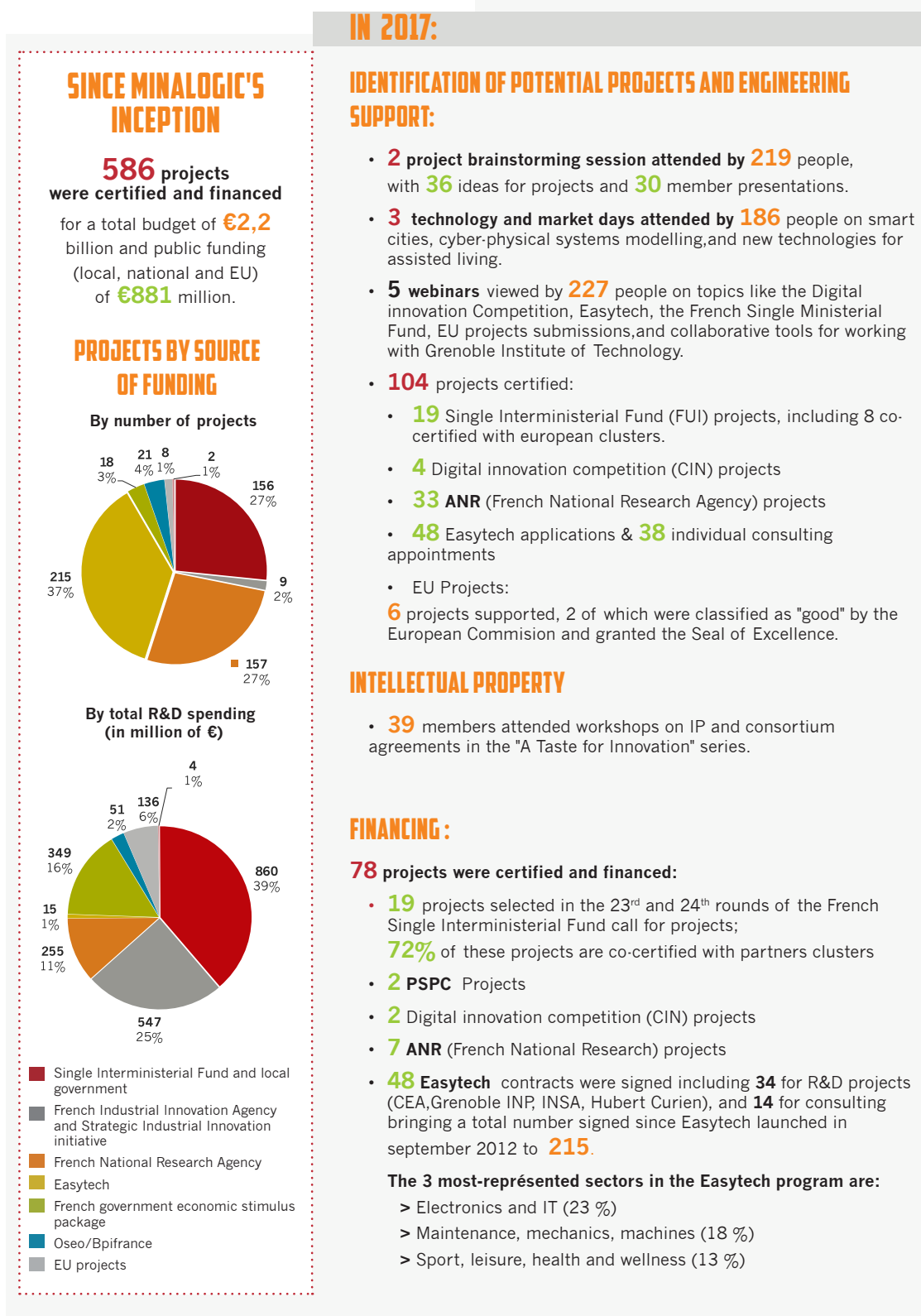
### NETWORK: THE MINALOGIC MEMBERS COMMUNITY AT END-2017:



### BUSINESS: TURNING OPPORTUNITIES INTO GROWTH DRIVERS



### INNOVATION: FOSTERING INNOVATION THROUGH COLLABORATION



## FACTS & FIGURES

Minalogic Partenaires 2018 : Editing : Françoise Laurent, Emmanuelle Hugot - Graphic Design: Florence Pilet - Emmanuelle Hugot - Photos: Minalogic