

2014

Facts

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Figures



MINALOGIC

FACTS

2014: Pushing back our horizons

Throughout 2014 we continued to seek out new opportunities in software and build new relationships with innovation stakeholders across the Rhône-Alpes region. And our efforts to better position Minalogic to serve members' interests did not stop there. In 2014 we also overhauled our org chart, set our sights on international projects, and broadened our scope to encompass new know-how. All of the year's initiatives aimed to support our overriding goal of expanding our ecosystem in an efficient, targeted manner.

In 2014 we also continued to work toward our goals of transferring innovation to industry—our “product factory” approach—and bolstering business competitiveness and, ultimately, growth. And we pursued our partnership-building strategy to create valuable synergies and bring exciting new opportunities to our members.

Product factory now open for business!

Building on the Minalogic project factory's reputation for excellence

Minalogic once again reported excellent results for 2014, continuing to build on the strong reputation of our project factory as we began the transition to product factory. And we couldn't have done it without the drive and commitment of our members.

We certified and helped secure financing for 31 collaborative R&D projects in 2014. The year's crop of projects demonstrated our **sharper focus on applications** for our technologies and the markets these applications address and our **tighter collaboration with other clusters**.

Annual Minalogic Day, a focus on results

Our annual Minalogic Day featured testimonials from entrepreneurs and a large-scale brainstorming session about the cluster's next phase. But that's not all.

For the first time ever, our annual Minalogic Day included a **special product showcase highlighting sixteen products developed as a result of Minalogic-certified R&D projects** that received funding from the French government's Single Interministerial Fund (FUI) and

Industrial Innovation Agency (AII). Some of the products presented have already been launched commercially. All of them are included in **our annual project results booklet, available for the first time in English this year.**



Minalogic product roadshow goes to Paris

A few of our products went on the road in 2014, making appearances at the French government's Cluster Day in January and the Made in France trade show in November. Both events gave us a chance to promote the cluster and talk about how we are helping drive innovation.

Easytech program on track

Easytech is a technology transfer program spearheaded by the IRT  Naoelec research institute and managed by Minalogic. The program was set up in September 2012 to **help SMEs integrate smart capabilities**—in the form of embedded software or electronics—**into their products in under eighteen months.**

The support of Easytech partners Cap'Tronic, the French Alternative Energies and Atomic Energy Commission, the engineering schools of Grenoble Institute of Technology, and local governments resulted in 44 contracts signed in 2014, bringing the total to 79 contracts since the program launched.

A continued focus on software



An active role in the French Tech initiative

The French government introduced the **French Tech initiative in November 2013 to support the country's digital start-up economy.** The **"Digital Grenoble" bid earned national French Tech certification**, due in large part to the involvement of the entire community of digital-industry stakeholders, which Minalogic is proud to be part of. The certification will support the growth strategies of digital-industry stakeholders across the region, and raise Grenoble's international profile as a center for digital technology. The certification could also bring an influx in government subsidies—France has earmarked €200 million for private-sector organizations that catalyze innovation in French Tech cities across the nation.

Throughout 2014 Minalogic actively supported Grenoble's French Tech bid, organizing events to unite all stakeholders, networking, and participating intensively in the workgroups set up to develop the city's bid.

Minalogic also supported the bids of other cities across the Rhône-Alpes region (French Tech Lyon, which was successful, as well as Annecy French Tech, Digital Savoie in Chambéry, and Saint-Etienne Atelier Numérique). The cluster shares major synergies with all of these cities.

Doing business better than ever

Open Innovation Days match corporations and innovative SMEs

Minalogic Open Innovation Days were established in 2013 to **get corporations and innovative SMEs talking to each other to identify potential partnership opportunities**. For our members, Open Innovation Days provide an opportunity to:

- Get a foot in the door with major corporations
- Generate opportunities for joint projects with other stakeholders in the local innovation ecosystem



The morning session is devoted to a presentation of the participating corporation, followed by a five-minute pitch from each SME. The afternoon session is set aside for speed networking sessions so that representatives of the corporation can meet a maximum number of other stakeholders.

In 2014, our corporate participants were US-based geographic information software specialist **Esri**, China-based phone manufacturer **TCL Communication** (the world's fifth-largest phone maker), and global healthcare giant **Becton Dickinson**.

Each corporate participant attracted around 40 potential suitors and completed some 30 individual meetings. Talks with Becton Dickinson (whose participation was arranged in conjunction with the Lyonbiopôle cluster) resulted in a strategy to better match new technologies to emerging market needs.

Strength in numbers with Minalogic Business Meetings

The year 2014 saw a new addition to the cluster's roster of events, **Minalogic Business Meetings**.

The meetings provide suppliers of advanced micro and nanoelectronics, software, and digital solutions with opportunities to **meet manufacturers and integrators from France and around the globe**.



Joining forces to boost international development

International development is one of the key pillars in our 2013–2018 strategy plan. Our international development objectives include:

- Facilitating the international development of businesses based in the Rhône-Alpes region
- Engaging in more joint projects with clusters in other countries
- Promoting the local innovation ecosystem internationally

Some of our international development initiatives are made possible by financing from the Rhône-Alpes Regional Council under the cluster's International Development Plan.

Targeted prospecting trips

Minalogic partners with Business France (the French government's international trade agency) and the Grenoble-Isère Economic Development Agency for prospecting trips overseas, giving Minalogic members **a unique opportunity to meet with potential customers and partners**.

Prospecting destinations in 2014 included the **United States**, with stops in Boston for meetings with e-healthcare and ICT stakeholders and San Francisco for the Semicon West trade show; **Japan** for meetings with optics and photonics industry representatives; and **Taiwan** for the Semicon trade show.

Minalogic member SMEs took advantage of these structured, targeted trips to expand their networks and promote their businesses internationally.

Minalogic sends delegation to CES 2014

We backed a cohort of seven innovative SMEs at the Consumer Electronics Show 2014—the world's leading industry event, showcasing the latest technological innovations in consumer electronics. We promoted our members, the local innovation ecosystem, and the products they develop.



Minalogic pavilion at Semicon Europa

Semicon Europa, Europe's leading semiconductor-industry event, was held in Grenoble for the first time ever in 2014. And Minalogic was there in force, with a 180 sq. m pavilion dedicated to the cluster and sixteen co-exhibitors.

The pavilion buzzed with activity throughout the event, showcasing a sampling of the local area's vast array of technological know-how.

We ran a few special activities during the event, including:

- Hosting a VIP delegation led by Geneviève Fioraso, France's Secretary of State for Higher Education and Research
- A networking breakfast with members of Minalogic partner clusters in the Silicon Europe project.



European projects present major opportunities

Silicon Europe

Silicon Europe, an alliance of European microelectronics clusters (Minalogic, Silicon Saxony, DSP Valley, High Tech NL, BCS, and Me2C), got tangible results in 2014, with:

- A number of collaborative R&D projects that united members of the different clusters in fields like infrastructure, design, MEMS, and energy efficiency.
- A policy workshop on "KETs as drivers for the reindustrialization of Europe - How to make it work for SMEs? The example of microelectronics", organized by Silicon Europe partners in Brussels on November 5. The workshop brought together around 50 stakeholders representing industry, research, local government, and the European Parliament. The discussions focused on the role of microelectronics in Europe's industrial competitiveness policies.
- The project was represented at the Semicon Europa trade show, as well as at Semicon Taiwan and Semicon West, where the message reached audiences outside of Europe for the first time. Silicon Europe also gave a talk on the project and early results at Semicon Taiwan that brought in nearly 100 attendees. And, at Semicon Europa, a networking breakfast attracted 40 people from all partner clusters.
- A delegation of ten DSP Valley members participated in our **Minalogic Business Meetings**.



The alliance also put the finishing touches on a list of joint action items in pursuit of the following shared objectives:

- **Promote the European micro and nanoelectronics industry in Europe** as a provider of Key Enabling Technologies, and internationally
- **Support the growth of SMEs** by helping them gain access to public R&D funding from the EU and private funding
- **Extend the alliance's international reach and raise Europe's profile internationally**, with the end goal of bringing new opportunities to partner cluster members
- **Map existing relationships, joint initiatives, and know-how** to facilitate knowledge sharing and technology transfer
- **Smart specialization**

In 2015 the partners will focus on further leveraging the alliance to bring value to their respective members.

Eurotech guide now available

The number of EU programs, calls for projects, and other initiatives in support of companies' R&D activities is staggering. It can be challenging for businesses—especially SMEs, whose resources are often limited—to find the information and assistance most relevant to their needs.



To solve this problem, Minalogic joined forces with clusters Axelera, Techtera, Tenerrdis, and Viameca to create the Eurotech Rhône-Alpes program. SME members of these clusters can get help through the program, as long as they are first-time applicants for EU R&D funds.

The program offers informational meetings and personalized assistance completing EU project submissions (from a pre-project feasibility study to project engineering and partnerships).

Health2CARE for personalized medicine

This two-year project (2014–2016), spearheaded by the Rhône-Alpes Regional Council, unites four clusters, Lyonbiopôle, Minalogic, Plastipolis, and i-Care, around a **common goal: to investigate how open, interdisciplinary innovation can drive the emergence of new value chains in the field of personalized medicine.**



The first call for expressions of interest took place in June 2014. Four promising projects were selected to receive support in the form of targeted project engineering advice encompassing regulatory issues, commercialization, and international development.

The next call for expressions of interest will take place in mid-2015.

EIT Health to look at aging well and assisted living

Minalogic is one of 144 partners to have been selected by the European Institute of Innovation and Technology (EIT) to **develop a Knowledge and Innovation Community (KIC) on healthy living and active aging.**

Businesses, insurers, research institutes, and top-tier universities from across Europe will work together to ensure that innovative products reach the market quickly

What's new at Minalogic in 2014

Minalogic gets a new President and two new Vice Presidents

Philippe Magarshack, CTO Embedded Processing Solutions, STMicroelectronics, **was elected President of Minalogic in 2014.** He succeeds Loïc Liétar. And, for the first time ever, **the cluster also elected two Vice Presidents:**

• **Antoine Perrin**, Purchasing Strategy & Suppliers Innovation VP, Schneider Electric

• **Eric Pierrel**, CEO, Itris Automation Square (an SME)

The new Vice Presidents will support the President and help represent the broad diversity of our membership.

Brigitte Plateau, General Administrator, Grenoble Institute of Technology-Ensimag, was elected Treasurer.



Single orientation committee replaces technical workgroups

The cluster also made some changes to its org chart in 2014 **to better represent the full range of know-how available across the ecosystem and to more effectively take into account the business aspects of potential projects.**

The new orientation committee, which will replace the micro-nano and software technical workgroups, is made up of professionals from the software and micro and nanoelectronics industries. It has been tasked with supporting Minalogic's regular program of initiatives, providing insights to shape the cluster's technical and technology strategies, and overseeing the project certification process with a clear focus on ensuring that projects will result in rapidly marketable products.



RHÔNE-ALPES, FRANCE

Global Innovation Cluster

*Digital Solutions:
Micro and Nanoelectronics,
Photonics, Software*

DARE TO BE INSPIRED
BY THE **MINALOGIC**
EXPERIENCE!

Minalogic is a global innovation cluster for the software, digital solutions, micro and nanoelectronics, and optics and photonics industries.

Our mission is to facilitate active, focused networking among innovators, manufacturers, and investors across France's Rhône-Alpes region in pursuit of a single common goal: to get new technologies to market in record time.



TARGET MARKETS:

- ICT
- HEALTHCARE
- ENERGY
- CONSTRUCTION
- ADVANCED MANUFACTURING
- TRANSPORTATION
- SPORTS & OUTDOORS

Get ready for the unexpected



FIGURES

EVENTS

Minalogic held **42 events** in 2014 that brought in more than **2,000 attendees**

NETWORK BUILDING

- » Minalogic's Imagine the Future fair and product showcase
- » Soft Biz Day in conjunction with Cluster Edit
- » New member orientation nights
- » CEO nights

INNOVATION

Project brainstorming sessions

- » Jan. 30 and Sept. 16 in Grenoble
- » Feb. 6 in St. Etienne in conjunction with cluster Optique Rhône-Alpes

Technology and market days

- » Circuit and system design with STMicroelectronics, the CEA, and Institut Carnot LSI
- » Leveraging data for energy in conjunction with the Tenerrdis energy cluster
- » Photonics and smart home technologies with cluster Optique Rhône-Alpes
- » Sports and electronics with Sporaltec and Cap'tronic

Formal methods forum

In partnership with Aerospace Valley cluster and Inria

- » Proof of model, proof of program
- » Model checking

"A Taste for Innovation" series

Two workshops on consortium agreements for collaborative R&D projects; three workshops on intellectual property in partnership with clusters Axelera, Lyonbiopôle, and Tenerrdis

BUSINESS DEVELOPMENT

- » Minalogic Business Meetings

Open Innovation Days

- » Esri
- » TCL Communication
- » Becton Dickinson (with Lyonbiopôle)

"A Taste for Business" series

- » The power of business networking
- » Finding the right business model
- » Intellectual property and your business
- » Funding models
- » The investor pitch
- » Your innovative SME and corporate customers
- » Recruitment challenges for SMEs
- » Making memorable presentations

Targeted workshops

- » The French R&D and innovation tax rebates in conjunction with the Grenoble Chamber of Commerce
- » Successful hiring in the new digital landscape
- » Boston, your gateway to North American markets
- » EnterNext: funding your growth on the financial markets
- » Regional career mobility center

SERVICES



International development

Prospecting trips

- **4** prospecting trips and meetings with other clusters:
United States: Silicon Valley, Boston
Asia: Japan, Taiwan

Trade shows

- CES Las Vegas: Minalogic supported **7** SME members
- Semicon Europa Grenoble: 180 sq. m exhibit booth with **16** co-exhibitors



COMMUNICATIONS

Web

- **100,000** visitors to our website
- **5,200** newsletter subscribers

Social



1,900 followers



LinkedIn:

420 members in Minalogic group
460 Minalogic page followers

Media

- **15** press releases, including **3** international
- Minalogic mentioned **1,053** times in the media (**464** mentions in France, **589** internationally)
- **Meetings with 42 journalists** (interviews and events)

SME-corporate relations



Open Innovation Days:

- **3** corporate participants
- **219** SME participants
- **90** speed networking meetings

Minalogic Business Meetings:

- **59** suppliers
- **49** potential customers
- **1,200** meetings completed

Business support services

- The **support committee** assisted the **15** SMEs involved in a Minalogic-certified project financed by the French Single Interministerial Fund.
- A total of **59** members received support during the **"A Taste for Business"** series of workshops to raise awareness of business development issues.
- The **Ambition Logicielle** software program certified **35** companies and provided support to **12** of them.



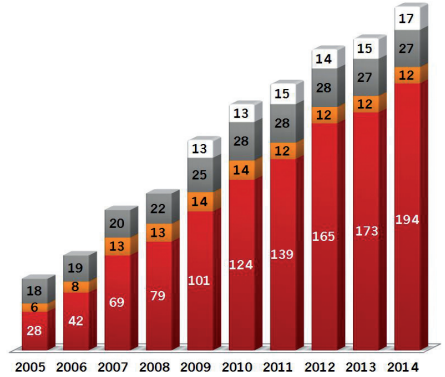
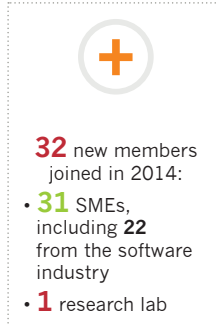
Recruitment

- **62** job offers were posted on the Minalogic website.
- **45** companies attended the Connect SME (with STMicroelectronics) and Job Innov' recruitment fairs.

MEMBERS



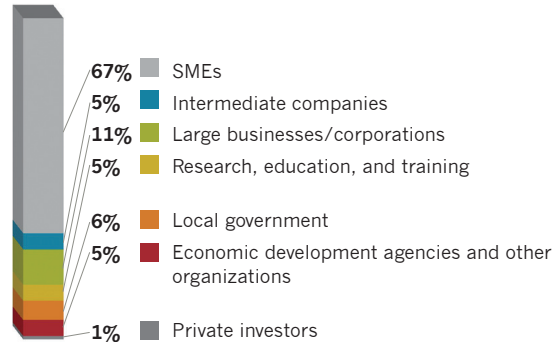
Our membership continued to grow in 2014.



78% of member companies are involved in collaborative R&D projects.

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

Membership by type



Member businesses by headcount

- 85%** < 250 employees
- 13%** 250–5,000 employees
- 2%** > 5,000 employees

FUNDRAISING

Since Minalogic was founded in 2005, **34** member startups and SMEs have raised a total of **€255 million** in capital.



PROJECTS

Since its inception, Minalogic has certified and helped secure funding for **388** projects: of the total budget of **€2 billion** for all projects to date, **€755 million** came from government funding sources (local, national, and EU).

Minalogic certified and helped secure funding for 31 projects in 2014, including:

- **8** projects selected in the 17th and 18th rounds of the French Single Interministerial Fund call for projects; **2/3** of these projects are co-certified with partner clusters
- **4** **PSPC*** projects (*Projet Structurant de Pôles de Compétitivité*)
- **8** projects funded under the French government's economic stimulus package, *Investissements d'avenir*.
- **11** ANR (French National Research Agency) projects.

**Project deemed to have the potential to create and transform an industry, funded under the French government's economic stimulus package*

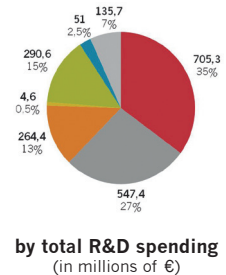
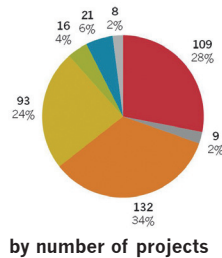
44 Easytech contracts were signed in 2014, including 26 for R&D (CEA & Grenoble Institute of Technology), 11 for consulting, and 7 for creativity sessions, bringing the total number of contracts signed since Easytech launched in September 2012 to **79**.

The three most-represented sectors in the program are:

- > Electronics and IT
- > Transportation and energy
- > Sports, leisure, health, and wellness

Projects by source of funding

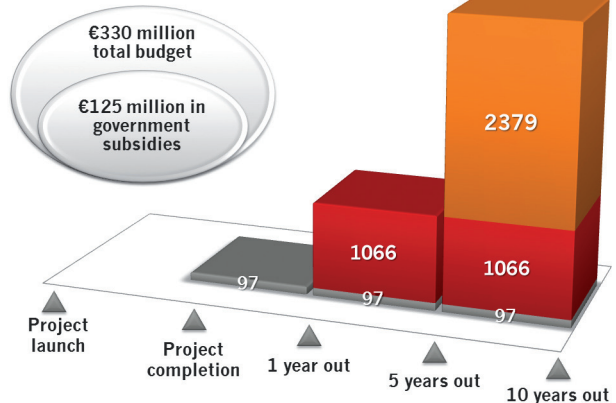
- Single Interministerial Fund and local government
- French Industrial Innovation Agency and Strategic Industrial Innovation initiative
- French National Research Agency
- Easytech
- French government economic stimulus package
- Oseo/Bpifrance
- EU projects



A total of 46 projects have been completed, with quantifiable results:

- **150** patent applications filed
- **417** articles published, one-third in international journals
- **600** jobs created
- Total work of **2,000** man-years
- Total investment of more than **€187 million** in equipment & infrastructure
- **24** products commercialized or in the process of commercialization

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

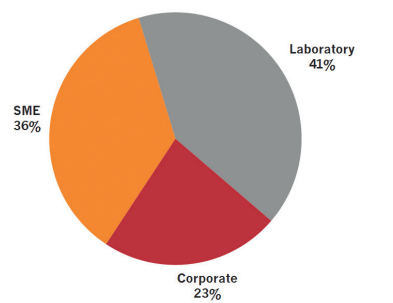


Source: June 2014

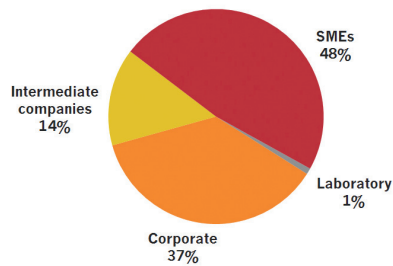
Focus on the 109 Single Interministerial Fund projects

» **€682** million total budget,
€268 million in government subsidies

Breakdown of subsidies by type of organization
 *French Single Interministerial Fund, local government, and ERDF



Breakdown of projects by lead

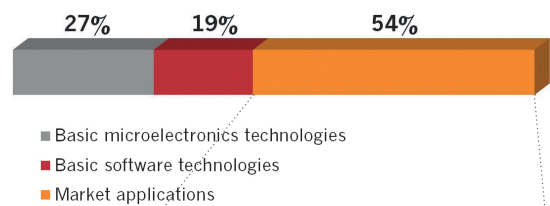


INDUSTRIAL PROPERTY

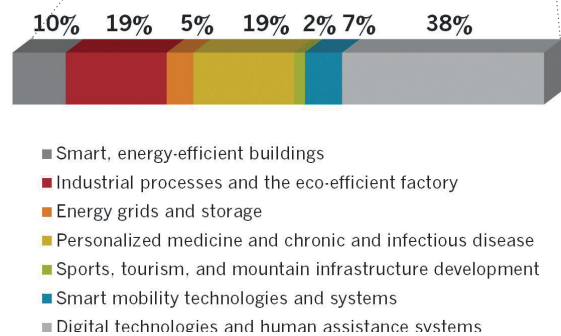
- **6** Single Interministerial Fund projects certified by Minalogic received **support drafting and negotiating consortium** agreements from a specialized IP lawyer.
- **48** members attended IP training during our “**A Taste for Innovation**” series.

» **58%** of projects address specific applications/markets
 » **52** projects led by SMEs or startups
 » **36** projects certified in partnership with other clusters

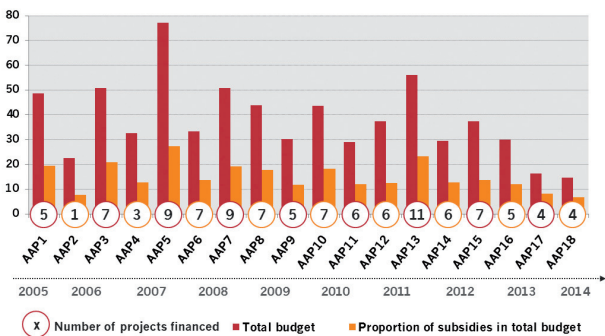
Breakdown of projects by stage in the innovation process



Breakdown of projects by application/market*
 *the classification used is that of the Rhône-Alpes Regional Council's Smart Specialization policy



French Single Interministerial Fund: Projects certified by Minalogic and financed by the French government, local governments, and ERDF





GLOBAL INNOVATION CLUSTER

MICRO- AND NANOELECTRONICS, PHOTONICS & SOFTWARE

MAISON MINATEC · 3, PARVIS LOUIS NÉEL · 38054 GRENOBLE CEDEX 9 · FRANCE

T: +33 438 78 19 47 · F: +33 438 78 53 94 · CONTACT@MINALOGIC.COM

WWW.MINALOGIC.ORG

MEMBERS

31/12/2014

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