

2015

Facts

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Figures

**MINALOGIC**  
turns 10

**MINALOGIC**

# FACTS

## The Minalogic cluster: Putting the power of networking to work for innovation and business for ten years

Minalogic has been driving innovation for a decade. The year 2015 marked a turning point in the expansion of our horizons and scope. Over the past year we have added know-how in new technologies, broadened our geographical footprint, and bolstered our staff. All with the sole objective of bringing even greater innovation and growth opportunities to our members.

Our 2013–2018 roadmap will continue to guide our strategy to boost business competitiveness and create jobs. Our staff is hard at work implementing quality services to help our members grow their networks, innovate, and generate the business opportunities they need to get their innovations to market.

## Advocating for our ecosystem

For the past ten years, Minalogic has worked to strengthen its reputation as a world-class digital-technology cluster and carve out a key position for Grenoble and the Rhône-Alpes region in Europe's industrial policies. The year 2015 marked a turning point in our development with several major initiatives, carried out locally, nationally, and internationally.

### Minalogic, a key player in Europe's largest digital technology alliance

The year 2015 saw the launch of Silicon Europe, an alliance of twelve European micro- and nanoelectronics clusters working together to present a united front on a fiercely competitive global market. The alliance currently boasts some 2,000 players spanning research and industry, all members of one of the Alliance's six founding clusters—Silicon



Saxony (Germany), Minalogic (France), High Tech NL and BCS NL (the Netherlands), DSP Valley (Belgium), and me2c (Austria)—or one of the six clusters having joined Silicon Europe since its creation—NMI (UK), MIDAS (Ireland), mi-Cluster (Greece), SCS Cluster (France), GAIA (Spain), and Fondazione Distretto Green & Hi-Tech of Monza Brianza (Italy).

The Alliance has developed a common strategy to support all twelve clusters' members in achieving their technological and business development goals by:

- building an efficient pan-European network of Alliance members to create partnership opportunities and garner increased interest from potential public- and private-sector financiers; and
- promoting Europe internationally, backed by a strong Silicon Europe brand and initiatives to support its members' international business development.

Isabelle Guillaume, Chief Representative of Minalogic, was recently elected Silicon Europe's Vice-Chairwoman.

"As an SME, we get a number of benefits from Silicon Europe. The networking opportunities help us and other small and medium-sized European electronics businesses get to know each other better and, ultimately, develop new joint projects and build strong business partnerships. We also hope the Alliance will help us be heard by European organizations like ECSEL, so we can encourage them to make their programs easier for SMEs like ours to access."

~ Serge Maginot, CEO, Tiempo

### Strong ties with Greece's mi-Cluster innovation ecosystem



French President François Hollande at the signing

Already partners under the Silicon Europe Alliance, Minalogic and Greek micro- and nanoelectronics specialist mi-Cluster have now signed an agreement to bolster their relationship to generate more innovation and business partnership opportunities for their members under EU projects. Several joint initiatives are already off the ground: a brokerage event on EU projects in ICTs was held in

November 2015; the partners exhibited at the Consumer Electronics Show in Las Vegas in January 2016; and a mi-Cluster representative will spend six months at Minalogic in 2016 as part of the Ambassador Program.

### **Minalogic-Optique Rhône-Alpes cluster merger establishes foothold in Saint-Etienne and expands technologies covered to optics and photonics**

Photonics is one of the six Key Enabling Technologies (KET) identified by the European Commission as being drivers of innovation. Photonics technologies hold strong potential on competitive growth markets spanning the environmental, healthcare, automotive, lighting, and other industries, with technologies ranging from fiber optics to lasers. Building on five years of previous cooperation, Minalogic merged with the Optique Rhône-Alpes (ORA) cluster in April 2015. The merger was marked by the inauguration of a new location in Saint-Etienne and the arrival of three new staff members:

- **Pierre-Jean Crépin:**  
Director, Saint-Etienne
- **David Vitale:**  
Director, Photonics
- **Nathalie Gibert:**  
Communications Officer



The merger has attracted new members, including some big names in photonics. Minalogic now organizes events leveraging ORA's expertise that bring together industry professionals and researchers on a given topic, offering participants an opportunity to explore technological challenges and industrial applications together.



*Inauguration of Minalogic's new Saint-Etienne location*

### **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.

Since then, Grenoble, Lyon and Saint-Etienne earned national French Tech certification, confirmation that the Auvergne-Rhône-Alpes region's digital industry is at the forefront of innovation. This certification aims at raising the region's international profile in the digital industry.

In 2015, Minalogic actively contributed to the initiative, organizing events to intensify networking and coordinating the region's delegation at the Consumer Electronics Show in Las Vegas.

### **The Easytech program gains ground with the arrival of Carnot Institute LSI**

In 2015, Carnot Institute LSI (for smart systems and software) joined the Easytech program alongside founding members Cap'Tronic, Grenoble Institute of Technology, and the CEA. Easytech is a technology transfer



initiative set up in 2012 by IRT Nanoelec and led by Minalogic. With projects lasting a maximum of eighteen months, the program, which combines support services and funding, helps SMEs rapidly integrate smart capabilities into their products. Starting in 2016, participating companies will have access to the technologies developed by the eight Carnot Institute LSI laboratories (GIM, GIPSA-LAB, G-SCOP, LIQ, LJK, TIMA, TIMC-IMAG and Verimag).

### Our coordination team has grown

In 2015 Minalogic welcomed:

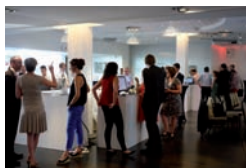
- **Emmanuelle Feltrin:**  
Easytech Coordinator  
replacing Laure de Tassigny
- **Laure Quintin:**  
European Project Manager
- **Adrien Juhem:**  
Health2CARE Project Manager  
replacing Radia Koubaa during her maternity leave
- **Catherine Jury:**  
Business Development Officer
- **Yannick Gence:**  
Administrative and Financial Assistant  
replacing Willy Vial
- **Eric Mottin:**  
Director, Micro- and Nanoelectronics  
replacing Fabien Boulanger



### Promoting member skills and expertise to raise awareness and create business opportunities

#### Minalogic presents ten years of products at pop-up showroom

Of the 123 Minalogic-certified projects financed by the French Single Interministerial Fund over the past ten years, 56 have already been completed. The 37 products developed under these projects are either on the market or being prepared for market release, and are expected to generate revenue of €1.25 billion over three years. Minalogic celebrated its tenth anniversary with a pop-up product showroom to bring the results of these successful projects to life. The showcase was an opportunity to spotlight the Rhône-Alpes region's capacity for innovation, but also the very real returns on R&D partnerships.



### Helping members expand abroad



In 2015, Minalogic provided support for numerous international development initiatives undertaken by cluster members. Opportunities for members to raise their international profiles abounded in 2015, with international campaigns to promote the innovation ecosystem, B2B meetings, press and social media campaigns, and group trade-show pavilions and trips. We also made sure that all of our members benefited from our trade show agenda by bringing back the latest market and technology insights.

### Corporations open their doors to SMEs

Minalogic first launched its Open Innovation Days as a novel way to create business opportunities between participants—and the events have been a hit with participants on both sides of the table.



*November 11 Open Innovation Day with Schneider Electric's Energy BU*

Once our team has secured the participation of a large corporate or government organization, SMEs likely to be a good match for the organization's needs are identified and asked to participate. The day's program is then set up to help all participants meet their business objectives. After being introduced, participants attend B2B meetings with hand-picked contacts. Networking, workshop, and contact opportunities follow with the aim of encouraging partnerships.

This year, Minalogic members presented their know-how to Total, Schneider Electric France, and Schneider Electric's Energy BU, and generated a number of leads.

"For a giant like Schneider Electric, this event is an opportunity to meet up with very small businesses. It encourages us all to take a step back, and we quickly realize we're all working toward the same objectives in areas like services and digital transformation. We definitely plan to do it again!"

~ Vincent Minier, Corporate Strategy and Development Director, France, Schneider Electric

### A new website with a member focus

In 2015, Minalogic overhauled its [www.minalogic.com](http://www.minalogic.com) website. The new site is a better reflection of our identity as a cluster for digital technologies. It is easier to navigate, offers a more intuitive interface, and is mobile-friendly. Above all, visitors will find it easier to access information on member activities and collaborative R&D projects.



## Networking

### Intercluster network-building

2015 marked a turning point in the cluster's traditional brainstorming sessions, which were expanded to include clusters and ecosystems across the region. These expanded networking sessions were set up to forge original and fertile relationships drawing on both Minalogic's expertise in micro- and nanoelectronics, photonics, and software and the know-how of other clusters in fields like energy, healthcare, transportation, textiles, chemicals, and the environment. This new approach proved successful in 2015, resulting in funding for fifteen projects in response to two calls for proposals by the French Single Interministerial Fund and involving over 80 partners from fifteen clusters, a joint-certification record!

### Greater Europe-wide collaborative innovation

Since 2015, Minalogic has stepped up its support for members seeking to engage in European projects, by:

- sharing information on calls for projects;
- helping members search for partners; and
- organizing an Info Day and a small brokerage event on H2020 ICT calls in November, which attracted 70 participants including representatives from Greek and Spanish companies and clusters. Those present exchanged project ideas and sowed the seeds for future technological and business partnerships.

### Eurotech

Axelera, Minalogic, Techtera, Tenerdis, and Viameca joined forces in 2014 to launch the Eurotech Rhône-Alpes program, aimed at providing assistance for SME cluster members submitting proposals for European R&D projects for the first time. Much progress has been made in the space of just one year: four individual audits were carried out, lots of new contacts were made, an informational meeting on SME funding instruments was held, and a first European project brainstorming session was organized on November 26 in the presence of Greek companies. The cluster's range of services continues to grow, and members are strongly encouraged to get in touch with a Minalogic staff member for assistance.



### Health2CARE

The European Health2CARE project, involving the Lyonbiopôle, Minalogic, I-Care and Plastipolis clusters, and the Rhône-Alpes region, was set up to explore new value chains in the emerging and very interdisciplinary field of personalized medicine. In 2015, the project provided support for four high-potential projects. And the benefits for businesses are clear: companies receive financial aid to pay for services—business development, financing, marketing to customers in other European countries—to help them penetrate new markets faster.



### Two new cluster SME representatives

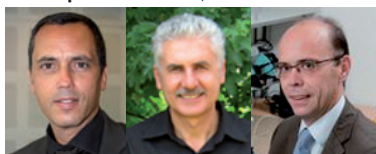
Minalogic created its SME Circle in 2008 as a means of actively involving small companies in the cluster's activities and strategic development. In 2015, the SME Circle became the SME Bureau, and its members are now elected by peers from the Business College so as to be more representative of all cluster SMEs.

The SME Bureau will not only defend the interests of SMEs on the Board of Directors, but also help shape the Minalogic roadmap. It comprises six managers of Minalogic member SMEs, including the three SME representatives on the Board of Directors.

A new election will be held in March 2016, in compliance with the cluster's bylaws.

In 2015, the SME Bureau members were:

- Serge Veyres, Alpwise
- Louis Zangara, Dolphin Integration
- Vincent Tempelaere, Eveon
- Eric Pierrel, Itris Automation Square
- Serge Maginot, Tiempo
- Stéphane Renard, Tronics



## Promoting the innovation ecosystem and its members

### Minalogic celebrated its tenth anniversary with three events

Within the space of a decade, Minalogic and its members have together built an innovative and competitive ecosystem and enjoyed many successes, in France, across Europe, and beyond. The cluster organized three events in 2015 to celebrate the diverse range of initiatives that have marked the past ten years:

- **10 Years of Products**, on June 30 in **Lyon**, at the annual Minalogic event, with a showroom spotlighting 23 products created from Minalogic-certified projects;
- **10 Years of Projects**, on September 15 in **Grenoble**, at the project brainstorming session; and
- **10 Years of Networking**, on October 1 in **Saint-Etienne**, at the inauguration of the new Minalogic location in Saint-Etienne and the Regional Optics and Photonics Day.



**Flash this code to watch the video of the June 30 event in Lyon, with testimonials from:**

- Philippe Magarshack, President of Minalogic
- Fabrice Martinot, Nexio
- Sébastien Fabre, Irlynx
- Nicolas Gorgy, Gorgy Timing
- Mathieu Poissard & Lucas Nacsa, Neovision

### Developing members' business skills

New ideas are a wonderful thing. But nurturing them through the stages of innovation and development to get them to the market is even better!

This is why Minalogic offers its "A Taste of Business" workshop series and provides individualized support to give members the business skills they need to grow their companies. The sessions are hosted by leading experts in their fields, chosen especially by Minalogic, on a variety of soft-skills-related themes.

### Awards and certifications

#### open the door to new resources

#### Regional Innovation Award for Optics and Photonics

The fifth Rhône-Alpes Regional Innovation Award for Optics and Photonics was organized by Minalogic, following its merger with the Optique Rhône-Alpes cluster. The award was created to encourage innovation and technology transfer, promote innovative products and processes, and capture the attention of potential financial backers.

Watch Live CEO Manuel Ausserré walked away with the 2015 trophy awarded by e2V, the event's sponsor, as well as a check for €2,000. Watch Live is developing a research tool that will enable scientists around the world to make spectacular progress in electrochemistry.

"For Watch Live the award will be a real boost. Beyond the prestige that comes with the award itself, we have also gained Minalogic's stamp of approval, which is crucial in our line of business. It gives us credibility and reassures investors and customers as to the quality of our innovations and go-to-market strategy. Minalogic is global in scope, which will help bolster our reputation with future partners, customers, and investors."

~ Manuel Ausserré, CEO of Watch Live



#### French Tech Pass

The French Tech Pass gives high-growth tech companies access to accelerated financing, and Minalogic has been tasked with administering the Pass on behalf of Digital Grenoble. Wizbii received the award in 2015, and will benefit from VIP access to financing solutions from Bpifrance, Ubifrance, Coface and/or INPI:



- An accelerated, simplified, priority procedure with a single application and priority access to services
- Enhanced personalized support through designated points of contact at each financing partner
- Promotion of French Tech Pass holders in financing partners' communications
- Financing through introductions to investors and fundraising support

Wizbii, an online career network for college students and recent college graduates, is the first startup to earn the distinction in the Isère French Department.



### Big Booster

The first Big Booster International Startup Acceleration

Program took place in 2015, and Minalogic was a partner. Chief Representative of Minalogic

Isabelle Guillaume and Software Director Philippe Wieczorek were mentors at the bootcamp, an intensive coaching program held in Lyon in October 2015. At the end of the boot camp, 20 startups were chosen by the jury to continue their training on the other side of the Atlantic, in Boston, US, with Mass Challenge, the largest startup accelerator in the world.

The 20 winners of this first phase included:

- Tilkee and Smart&Blue (Minalogic members)
- Echy (Minalogic member and winner of the 2014 Regional Innovation Award for Optics and Photonics)
- Izicrea (2015 Regional Innovation Award for Optics and Photonics candidate)

The final three winners will be announced in April 2016, and will receive funding to the tune of €100,000.

## EVENTS

The cluster organized **36 events** in 2015, attracting some **2,000 participants**:

### NETWORK-BUILDING

- » In celebration of Minalogic's tenth anniversary:  
June 30: 10 Years of Products  
September 15: 10 Years of Projects  
October 2: 10 Years of Networking
- » Inauguration of the Saint-Etienne location and the Rhône-Alpes Optics and Photonics Day
- » New member orientation night

### INNOVATION

#### Project brainstorming sessions:

- » January 22: project brainstorming
- » September 15: project brainstorming
- » November 26: H2020 Info Day and brokerage event

#### Technology and market days:

- » Photonics and color
- » Photonics and smart vehicles
- » Photonics and medical practices
- » Innovative uses of light

- » Photonics and surface/interface quality control
- » Photonics and mountain risk prevention

#### Targeted workshops:

- » Eurotech: information about European projects
- » Presentation of the Easytech program in Saint-Etienne
- » "Big Data" challenge

#### Formal methods forum:

*in partnership with the Aerospace Valley and Systematic Paris-Region clusters and INRIA*

- » Formal methods and testing

#### "A Taste for Innovation" series:

*in partnership with clusters Axelera, Lyoniopôle, and Tenerrdis*

Two workshops on consortium agreements for collaborative R&D projects and three on intellectual property

### BUSINESS DEVELOPMENT

#### Open Innovation Days:

- » Total/Schneider (organized by Axeleo)
- » Schneider Electric France

- » Schneider Electric Energy BU

#### "A Taste for Business" series:

- » Boost your business power through social networks
- » Boost your sales with a business action plan in line with your strategic objectives
- » The secrets behind persuasive communication
- » How to make your elevator pitch unforgettable
- » Making memorable presentations
- » Develop a strategic business approach for corporate customers
- » Keep your brand consistent and generate value

#### Targeted workshops:

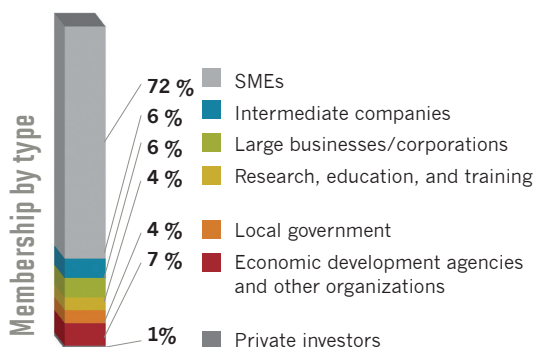
- » CIR, CII, JEI: tax credits for innovative businesses
- » Talk by Olivier Ezratty on the Internet of Things
- » Connect-PME internship recruitment fair with STMicroelectronics

# KEY FIGURES

## MEMBERS



### Minalogic reaches 300 members!

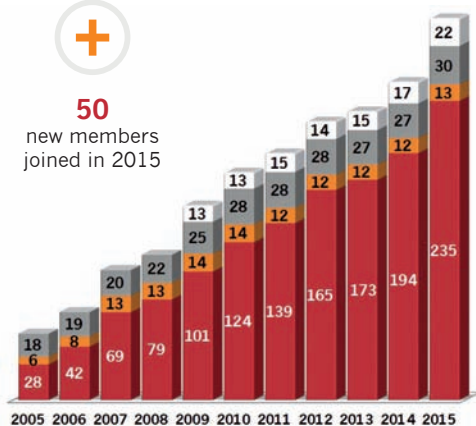


### FUNDRAISING

Since Minalogic was founded in 2005, **53** member startups and SMEs have raised a total of **€255 million** in capital.

**73%** of member companies are involved in collaborative R&D projects.

**50**  
new members  
joined in 2015



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

### Member businesses by headcount

0-9 employees:	<b>44%</b>	250-1000 employees:	<b>6%</b>
10-49 employees:	<b>32%</b>	> 1000 employees:	<b>4%</b>
50-249 employees:	<b>14%</b>		



## COMMUNICATIONS

### Web

- **95,000** visitors to [www.minalogic.com](http://www.minalogic.com)
- **8,300** newsletter subscribers

## Social networks



**Twitter:**  
**2,700** followers to the franco-phone account @Minalogic  
**525** followers to the anglophone account @Minalogic\_EN



**LinkedIn:**  
**900** Minalogic page followers  
**420** members in Minalogic group

## Media

- **9** press release, including **3** international
- Minalogic mentioned **1,015** times in the media (**506** in France & **509** internationally)
- **Meetings with 48** journalists (interviews & events)



## SERVICES

Minalogic offers a full slate of services to help cluster members become more competitive.



### Business support services

- The **support committee** assisted the **17** SMEs involved in Minalogic-certified projects financed by the French Single Interministerial Fund.
- **84** members attended our “**A Taste for Business**” business development workshops, and **6** received personal assistance.
- **1** company received the French Tech Pass (Wizbil)
- **2** companies were certified (Coservit and Alpwise) and **1** received support under the **Ambition Logicielle** software program.



### Recruitment

- **68** job offers were posted on the Minalogic website.
- **21** companies and **71** students seeking internships attended the Connect-PME recruitment fairs (with STMicroelectronics).
- **3** seniors with corporate experience were assigned to SMEs under the Passerelle program, headed by Pôle de Mobilité Régional Isère.



### SME - Corporate relations

#### Open Innovation Days

- **3** corporate participants: Total, Schneider Electric France, and Schneider Electric Energy BU
- **32** SME pitches; 1 out of 2 (on average) remained in contact with the corporation after the event
- **150** participants



### International development

#### 5 group trips to events and trade shows

**23** SMEs participated, **4** potential partnerships were identified, and each participating business was mentioned an average of **10** times in the media.

- Consumer Electronics Show, Las Vegas
- Design Automation Conference, San Francisco
- B2B Forum DSP Valley, Louvain
- Silicon Saxony Day, Dresden
- Semicon Europa, Dresden

#### 3 prospecting and intercluster trips

- Silicon Valley,
- Dresden (Germany),
- Taiwan.

**5** visits by delegations of foreign companies, involving **28** ecosystem businesses.



## PROJECTS

### Since Minalogic's inception:

**442** projects were certified and financed:

- » for a total budget of **€2** billion
- » and public funding (local, national, and EU) of **€794** million.

### In 2015:

**68** projects were certified and financed:

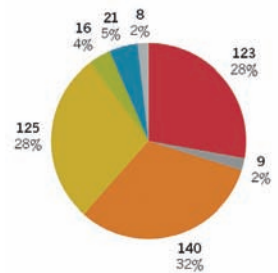
- **15** projects selected in the 19<sup>th</sup> et 20<sup>th</sup> rounds of the French Single Interministerial Fund call for projects; **2/3** of these projects are co-certified with partner clusters
- **7** ANR (French National Research Agency) projects
- **46** Easytech contracts were signed, including **29** for R&D (CEA & Grenoble Institute of Technology), **16** for consulting and **1** for creativity sessions, bringing the total number of contracts signed since Easytech launched in September 2012 to **125**.

**The three most-represented sectors in the Easytech program are:**

- > Electronics and IT (30 %)
- > Sports, leisure, health, and wellness (24 %)
- > Maintenance, mechanics, machines (18 %)

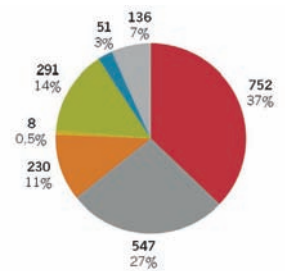
### Projects by source of funding

by number of projects



by total R&D spending

(in millions of €)



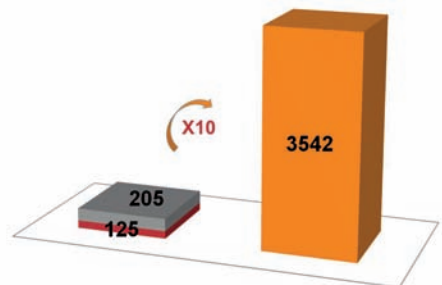
- Single Interministerial Fund and local government
- French Industrial Innovation Agency and Strategic Industrial Innovation initiative
- French National Research Agency
- Easytech
- French government economic stimulus package
- Oseo/Bpifrance
- EU projects



### A total of 56 projects have been completed, with quantifiable results:

- **156** patent applications filed
- **497** articles published, one-third in international journals
- **612** jobs created
- Total work of **2,500** man-years
- Total investment of more than **€187** million in equipment & infrastructure
- **37** products commercialized or in the process of commercialization

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

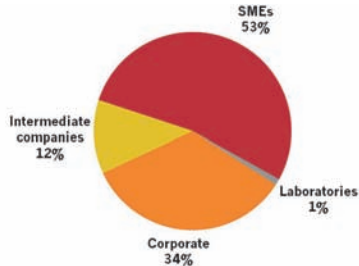


- Government subsidies
- Private funding
- Results (turnover)

## Focus on the 123 Single Interministerial Fund projects

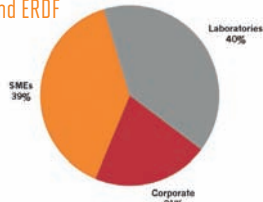
- » **€752** million total budget,  
**€296** million in government subsidies
- » **56%** of projects address specific applications/markets
- » **53%** of projects led by SMEs or startups
- » **40%** of projects certified in partnership with other clusters

### Breakdown of projects by lead



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

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

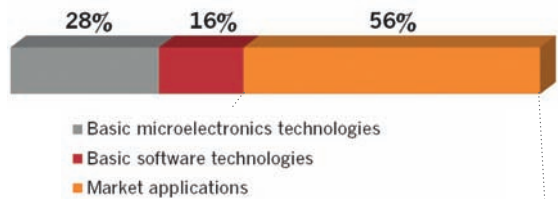


## INDUSTRIAL PROPERTY

### In 2015:

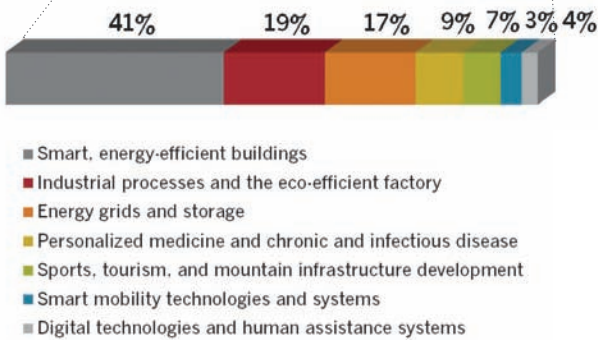
- **47** members attended IP training during our **"A Taste for Innovation"** series.
- **2** Single Interministerial Fund projects certified by Minalogic received **support drafting and negotiating consortium agreements** from a specialized IP lawyer.

### Breakdown of projects by stage in the innovation process

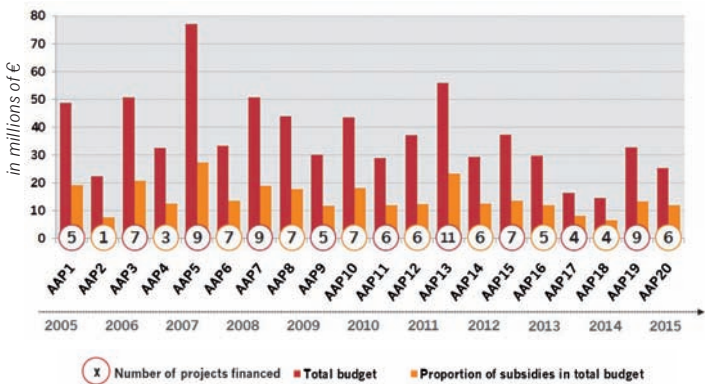


### Breakdown of projects by application/market\*

\*the classification used is that of the Rhone-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**

**FOR DIGITAL TECHNOLOGIES**

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## 2005-2015: Ten years' driving innovation and economic growth

In November 2005, a large consortium of Grenoble-based organizations from the public and private sectors submitted a bid to the French government's then-brand-new cluster initiative—and Minalogic was founded. What began as a “project factory” specializing in micro- and nanoelectronics and (embedded) software gradually expanded, both internationally and in terms of the technologies covered.

Ten years on, Minalogic today covers all digital technologies integrating micro- and nanoelectronics, photonics, and software, reaching out to all innovation stakeholders across the Rhône-Alpes region.

The cluster has become a powerful “product factory,” providing its members with a constantly-growing lineup of networking, innovation, and business services.

**In 2015, Minalogic pursued its development strategy:**

- » Coordinating the regional innovation ecosystem
- » Promoting members' know-how and innovations
- » Building relationships with partners and other networks
- » Raising the entire ecosystem's profile for the benefit of all stakeholders

**Read on to learn more about the key events and actions that marked the year 2015!**



\*Temporary signature: the name of the Region shall be set by decree in Council of State by October 1, 2016, after the opinion of the Regional Council.