



**SATT**  
**PARIS-SACLAY**  
Innovating with confidence

# SATT PARIS-SACLAY PRESENTATION

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# SATT PARIS-SACLAY: 4 YEARS ALREADY!



**19**  
partner research  
organizations



**500**  
research  
teams met



**52**  
maturing projects



**75%**  
projects with  
identified companies



**24M€**  
since 2014



**300**  
industrial  
partners



**70**  
company / lab  
connexions



**14**  
start-ups created  
+50 jobs



**+110**  
missions completed  
for 1.8M€



**86%**  
global satisfaction

# FOCUS ON THE STRUCTURE



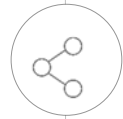
## CREATION

July 2014



## WORKFORCE

46 people including 14 maturation engineers



## SHAREHOLDERS

Scientific Cooperation Foundation

Groupe Caisse des Dépôts



## LOCATION

Orsay



## INVESTMENT CAPACITY

66 M€

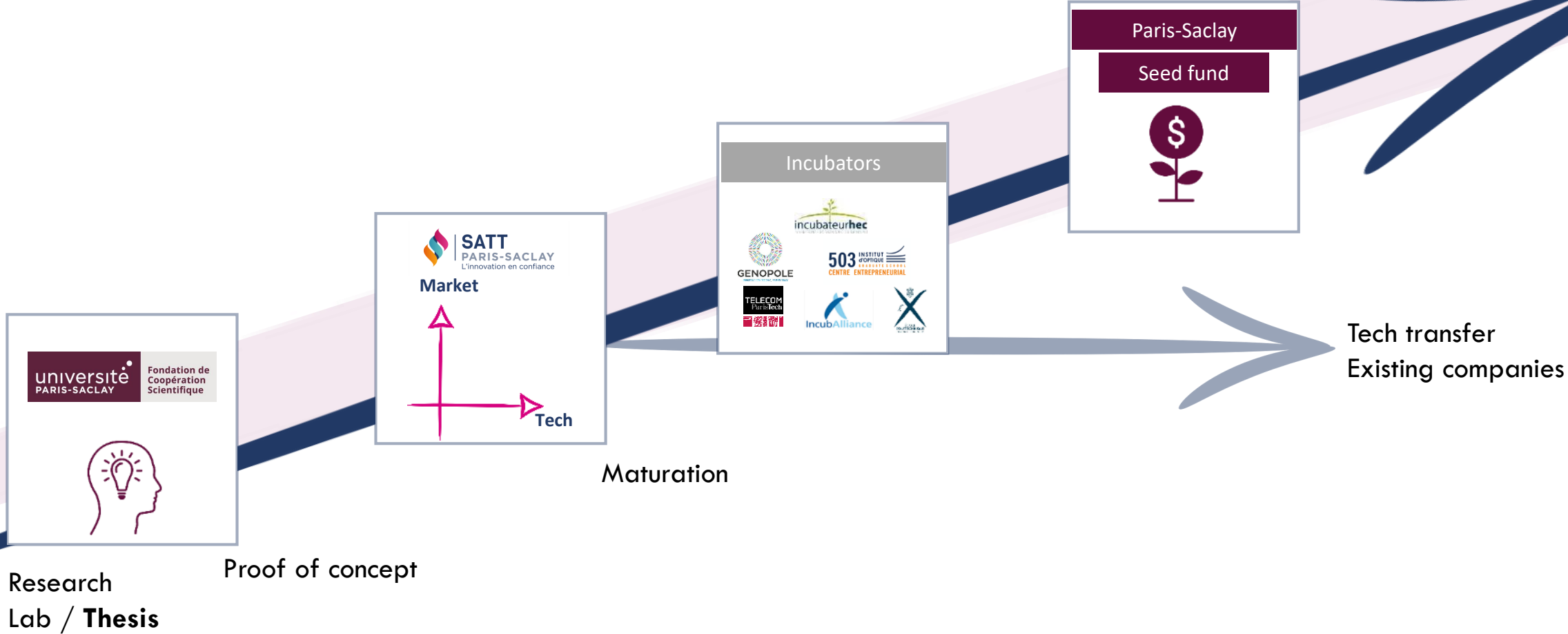


## INVESTMENTS MADE

24M€ / 52 projects



# FROM THE IDEA TO THE MARKET COMPLEMENTARY UTILITIES IN PARIS-SACLAY



## 3 HIGHLY COMPLEMENTARY SERVICES



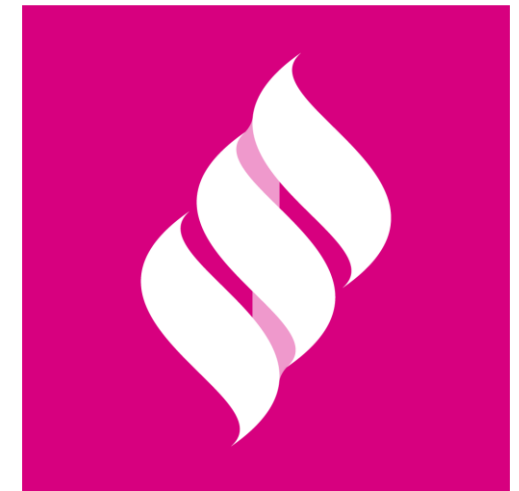
### Support services

Advise and support  
innovators



### Project maturation

Turn technologies into products



### Company / Lab relations

Boost companies' R&D

# SUPPORT SERVICES

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ADVISE AND SUPPORT INNOVATORS





# SERVICES : INNOVATION CONSULTING

## IP AUDIT

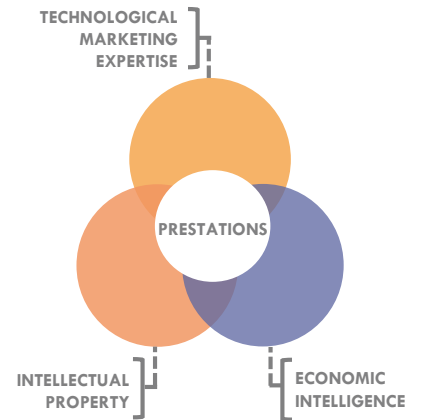
IP mapping, patentability, freedom to operate, patent dependence analysis, software audit

## RESEARCH PROJECTS POSITIONING

Whatever the format and the progress – technologies / patent / know-how / software  
Whatever its level of technological maturity

## CONNECTING WITH INDUSTRIAL PARTNERS

*Prerequisite: the proposition of value and market target must be defined*  
Identify, qualify and connecting with relevant industrial partners to collaborate on a given project (development partnership, technological transfer, maturation project building...)



## DÉTECTION OF INNOVATION

Meeting with researchers to assess the valorisation potential of their projects

## IMPACT ASSESSMENT OF A TECHNOLOGY

Assess the impact of a technology on a market to present the results to industrials

## PRESENTATION OF A BUSINESS PLAN (Lab spin-off)

Present a first business plan to convince lab to do





## **ECONOMIC INTELLIGENCE**

Training / coaching to learn how to implement and manage an EI iterative process

## **ECONOMIC SECURITY**

Optional: tutoring on a concrete case (show, publication, relations with partners)

## **INTRODUCTION TO IP & SOFTWARE PROPERTY RIGHTS**

Optional: IP audit of a chosen project

## **INTRODUCTION TO INTELLECTUAL PROPERTY**

Optional: tutoring on the creation of an IP map for a concrete case

## **MEDICAL DEVICES AND PHARMACEUTICAL DEVELOPMENTS: IDENTIFY AND ANTICIPATE THE REGULATORY CONSTRAINTS IN RESEARCH**

Definition in progress

## **IP STRATEGY**

Optional: coaching on how to build an IP strategy on a chosen case



# MATURATION

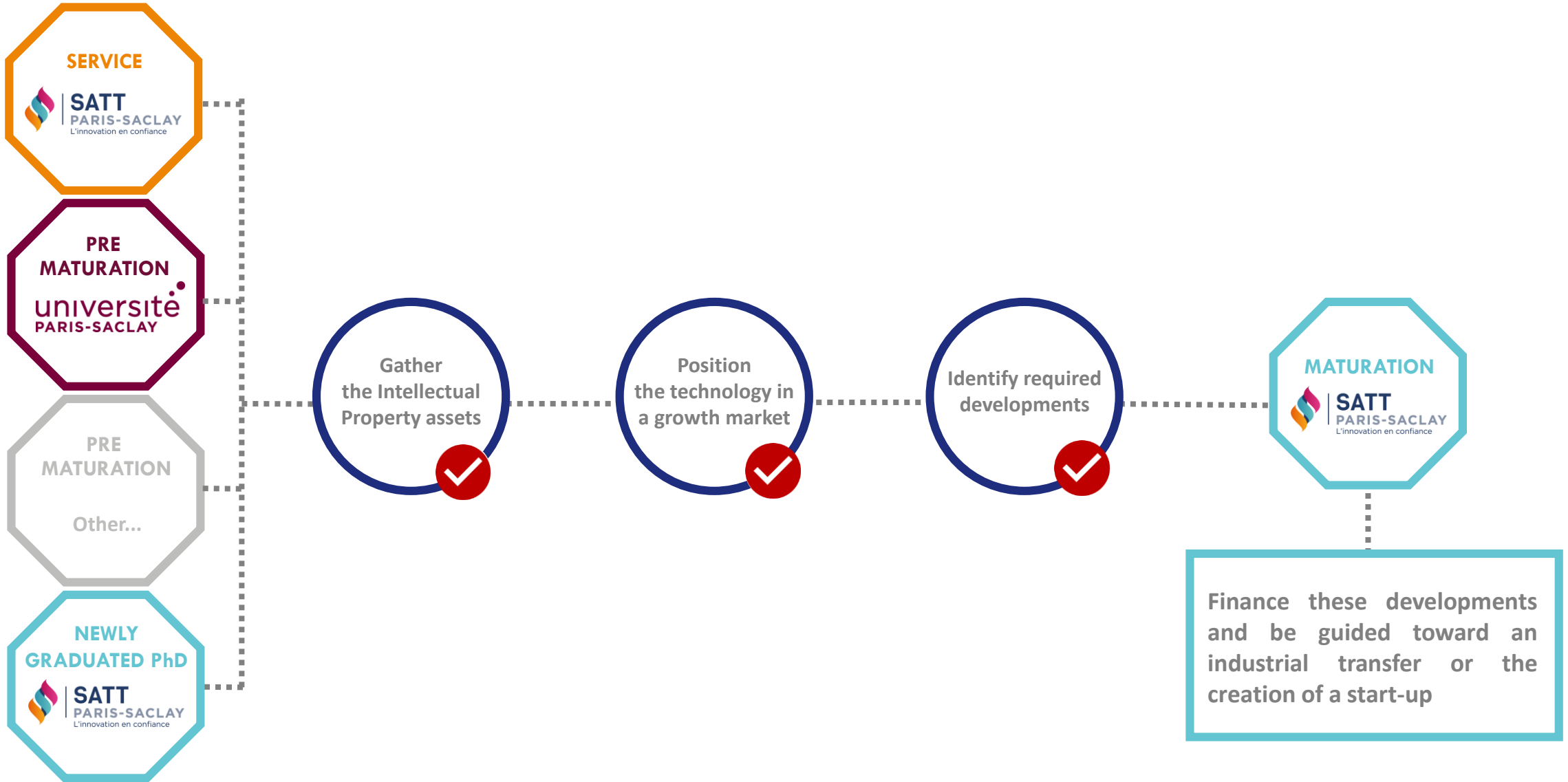
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TURN TECHNOLOGIES INTO PRODUCTS





# TOWARDS A MATURATION



# COMPANY / LAB RELATION

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BOOST COMPANIES' R&D



# INCREASE AND DEVELOP UNIVERSITÉ PARIS-SACLAY'S ATTRACTIVENESS TO SME AND ISE



Pursued goal: connecting industrial needs to labs' expertise

## SHOWS



## BUSINESS MEETINGS



Update your information (new keywords, new equipments, etc.) >

<https://www.pluginlabs-universiteparissaclay.fr/fr/entity/914048>

# ZOOM SUR LES APPELS A PROJETS

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# 3 TYPES OF CALL FOR PROPOSAL ACCORDING TO YOUR PROJECT'S TECHNOLOGICAL MATURITY



- Intended to **newly-graduated PhD** from Paris-Saclay Doctoral College, graduated in 2017 or 2018:
- Who wish to further their technical developments to **achieve a proof of concept**.
- Whose **research results** have been experimentally demonstrated
- With the ambition to be greatly **involved** in a future **technological transfer** to an industrial partner or in the creation of a start-up

>> **9 to 12 month** support ;  
>> SATT investment up to **100k€**

NEXT CLOSING **5 Avr. 2019**



- To Cluster Paris-Saclay member **researchers**
- Who have achieved a **scientific proof of concept**
- With an identified market and specific criteria to achieve
- With the ambition to be greatly **involved** in a future **technological transfer** to an industrial partner or in the creation of a start-up.

>> **9 to 12 month** support ;  
>> SATT investment up to **100k€**

NEXT CLOSING ~~14 Déc. 2018~~  
**27 Sept. 2019**



- To Cluster Paris-Saclay member **researchers**
- Who have achieved a **scientific proof of concept** that may have a **strong optimization potential**
- With the ambition to be greatly **involved** in a future **technological transfer** to an industrial partner or in the creation of a start-up.

>> **18 to 24 month** support;  
>> SATT investment average : **400k€**

NEXT CLOSING ~~18 Janv. 2019~~  
**17 Mai 2019**  
**27 Sept. 2019**

# FOCUS ON START-UP

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# DE LA MATURATION A LA CRÉATION DE START-UP (1 / 2)

## TRANSPORT



**CEO :** Jonathan LEVY  
**Incubation :** IncubAlliance  
**Projet :** HUBLEX

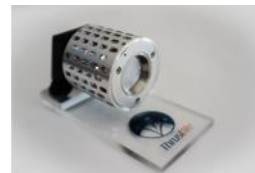


- Licence signée

## TRANSPORT



**CEO :** Ane AANESLAND  
**Incubation :** Starburst Accelerator  
**Projet :** MINIATURE



- Licence signée
- Parts au capital

## TIC

EikoSim



**CEO :** Florent MATHIEU & Renaud GRAS  
**Incubation :** Telecom ParisTech  
**Projet :** MEDICINE

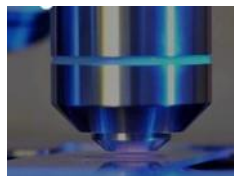


- Licence signée

## SANTÉ



**CEO :** Allan RODRIGUEZ  
**Incubation :** Hors incubateur  
**Projet :** FLUOALGO



- Licence signée

## TRANSPORT



**CEO :** Nicolas HEITZ  
**Projet :**  $\mu$ PPI



- Licence signée
- Parts au capital

## SCIENCES DE LA VIE



**CEO :** Jean-Baptiste MARIE  
**Incubation :** Institut Pierre-Gilles de Genes  
**Projet :** NANOLIGHT



- Licence signée
- Parts au capital

# DE LA MATURATION A LA CRÉATION DE START-UP (2/2)

SANTÉ



**CEO :** Bruno **DUPERRIER**  
**Incubation :** Premice  
**Projet :** MORPHEE+



○ Licence signée

TRANSPORT



**CEO :** Cecile **VILLETTE**  
**Projet :** SMART-R



CHIMIE



**CEO :** Cyril **MARTINI**  
**Incubation :** IncubAlliance  
**Projet :** NOVECAL

SANTÉ



**CEO :** Nikos **PARAGIOS**  
**Incubation :** Paris Biotech Santé  
**Projet :** THERAPANACEA



○ Licence signée

TIC



SPORT QUANTUM

**CEO :** Jean-Marc **ALEXANDRE**  
**Incubation :** IncubAlliance  
**Projet :** DETECT

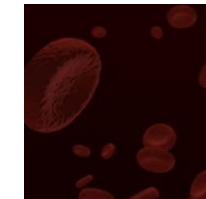


○ Licence signée

SANTÉ



**CEO :** Max **RICHLY**  
**Projet :** NLISA



EN BREF



Effectifs : + 50 salariés



Levée de fonds : 6,2 M€  
(x4 le tour moyen)



Revenus maturation : 450 k€



# DE LA MATURATION À LA CRÉATION DE START-UP (3/3)

TIC

## kesity's

CEO : Anne Claire Jeancolas

Incubation : le Swave

Projet : TEMPO



TIC

## DATA FOR YOU

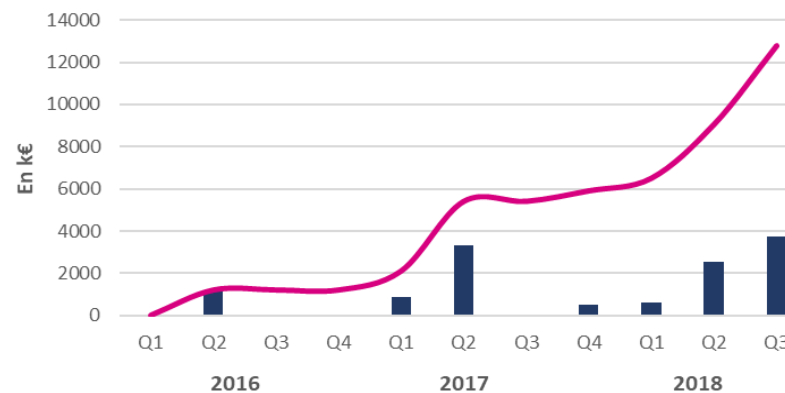
CEO : Xavier Weber

Incubation : Incuballiance

Projet : DataforYou



### Start-ups : levées de fonds réalisées



### Start-ups : emplois créés



EN BREF



Effectifs : près de 80 salariés



Levée de fonds : 12,7 M€  
(x4 le tour moyen)



Revenus maturation : 450 k€