

DIDIER MORET

FRANCE

TECH CLUSTERS:
FROM R&D TO
BUSINESS
THE SYTEMATIC CASE



SPEAKER: DIDIER MORET

- Graduate Engineer (Ecole Centrale Paris)
- Patent engineer
- Venture Investor, Renewable Energies, Crédit Agricole Group
- Regional Economic Development (Le Mans, France)
- Cofounder, i-Source (IT early stage VC) , 1999-2015

- Steering Committee, SYSTEMATIC IT Cluster , Paris-Saclay
 - Working Group « acceleration »
 - Working Group « Digital cities »
- Member of the Investment Committee, Acceleration & Tech Transfer Office SATT PARIS-SACLAY
- Consultancy: Investment Readiness, Corporate Venture, Open Innovation

THE TECH CLUSTER ECOSYSTEM



- **THE MAIN ICT CLUSTER IN France, 10 YEARS OLD**
- **BASED IN PARIS-SACLAY,**
 - 7 b€ public investment 2010-2020
 - ~11000 scientists across 19 research organisations
- **460 SMEs, 150 LARGE COMPANIES UNITS, 140 RESEARCH UNITS, 20 LOCAL AUTHORITES**
- **INITIALLY DEDICATED TO COLLABORATIVE R&D PROJECTS**
 - 500 projects built in 10 years (2,6 b€) ->150 products
 - Working groups: embedded, open source, security, transportation, digital cities, e-health, telecoms, Simulation & HPC, Energy management
- **+ SINCE 5 YEARS: ACCELERATION support for SMEs & startups**
 - Export missions & « hubs » (China, India, US...)
 - Access to finance: « investment ready » label, « French Tech » pass
 - Bus dev for Sectorial working groups (e-security, smart cities, open source software..)
 - Consultancy partners (strategy, business dev..)
 - Visibility programs (champions, future champions...)
 - HR facilitation programs

SYSTEMATIC: THE ECOSYSTEM

800

members



+ de 461

SMEs

+ de 150

corporates

+ de 140

academics

+ de 20

investors

+ de 20

Local authorities

Les partenaires



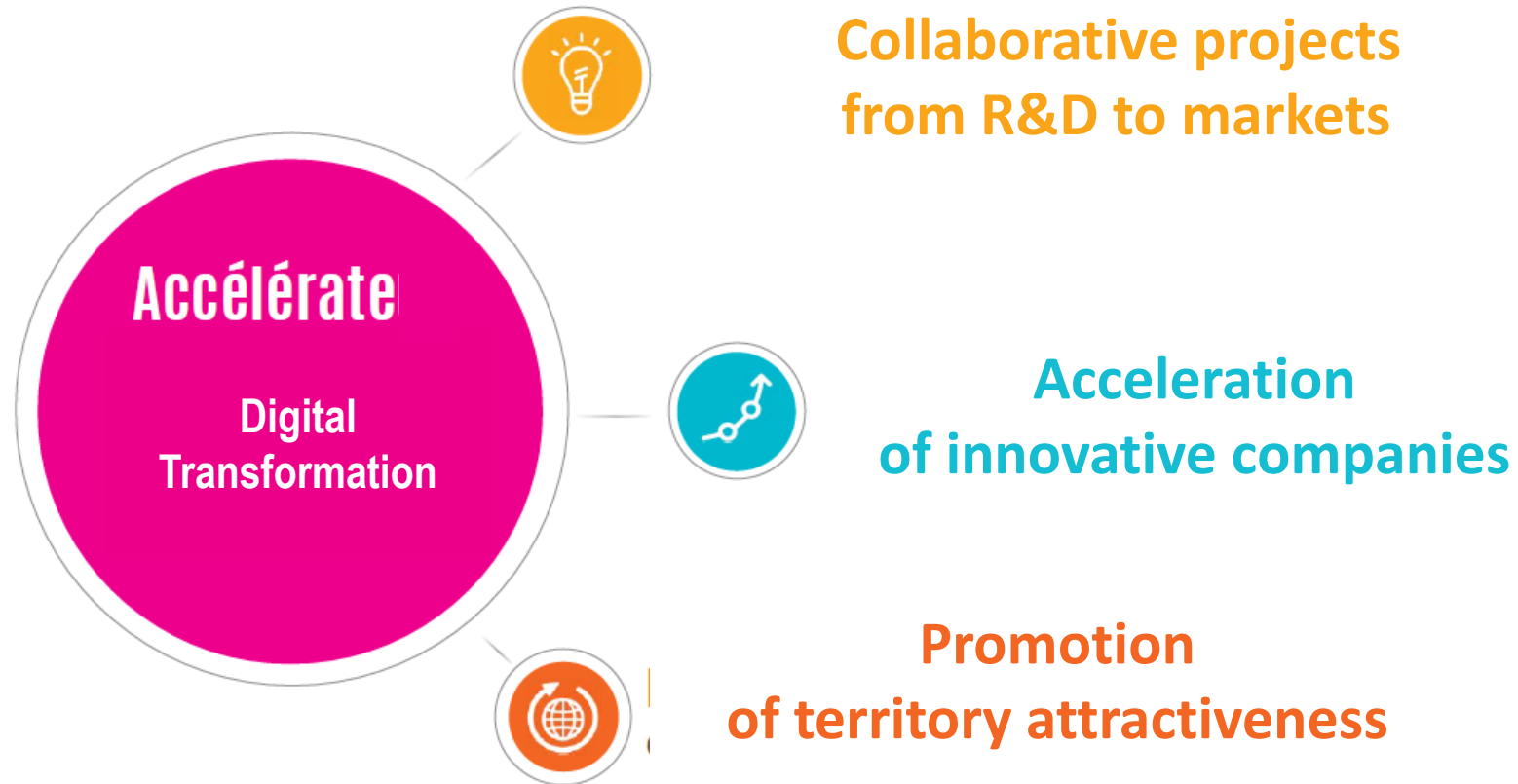
+ de 200

experts mobilisés

Innovation
partners



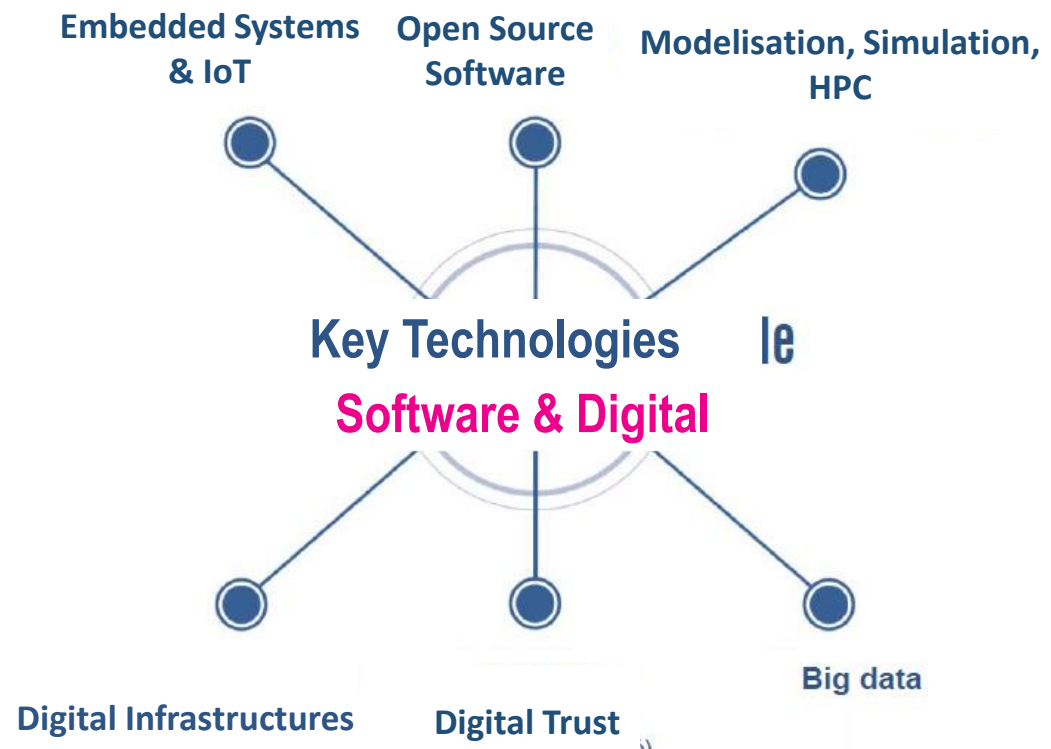
SYSTEMATIC: THE 3 MISSIONS



PROMOTION OF THE ATTRACTIVENESS



KEY TECHNOLOGIES



INDUSTRIAL MARKETS / WORKING GROUPS



GROWTH ACCELERATION

3 processes dedicated to innovative companies



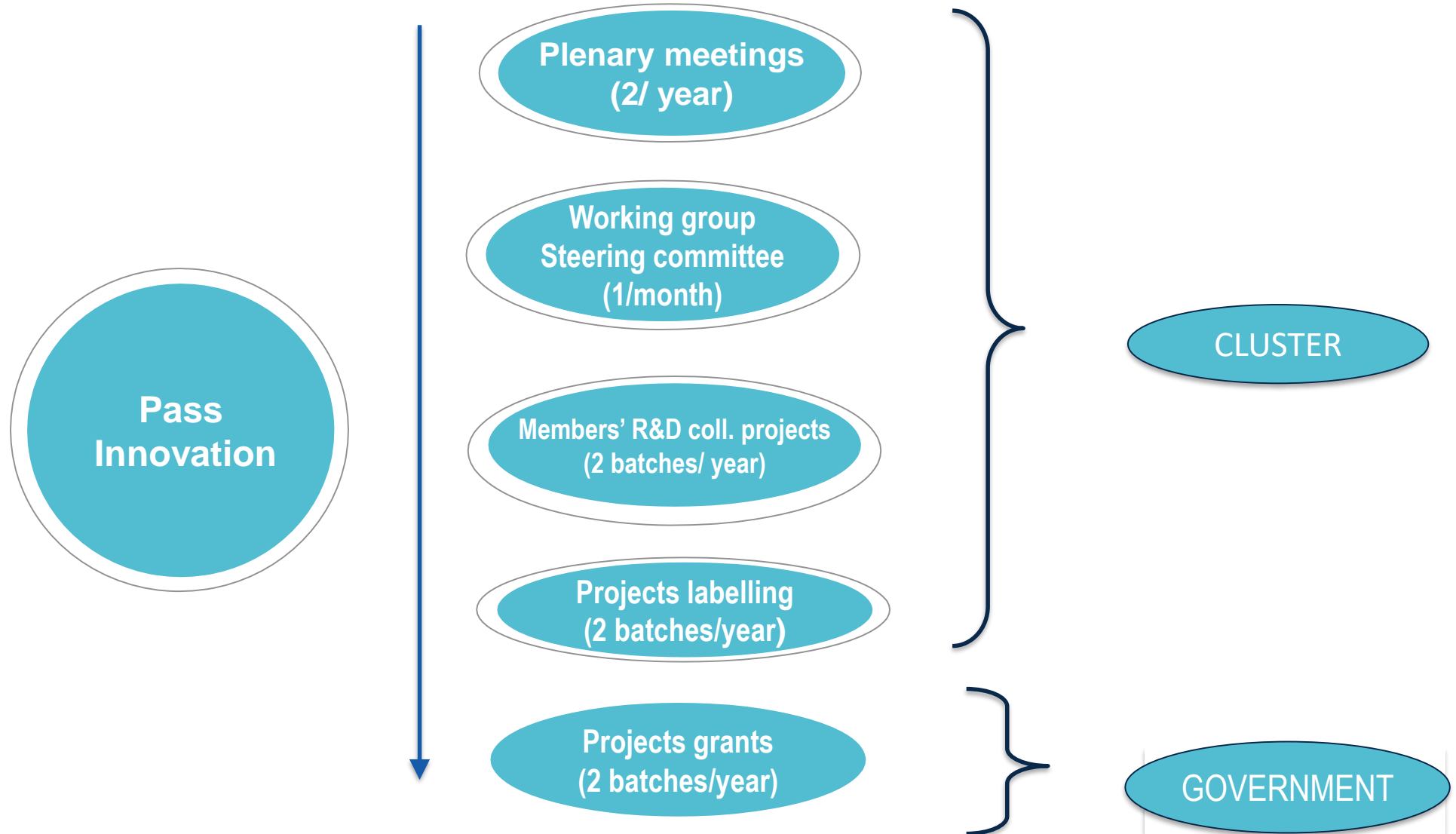
Pass
Innovation

Pass
Diagnostic

Pass
Growth

GROWTH ACCELERATION

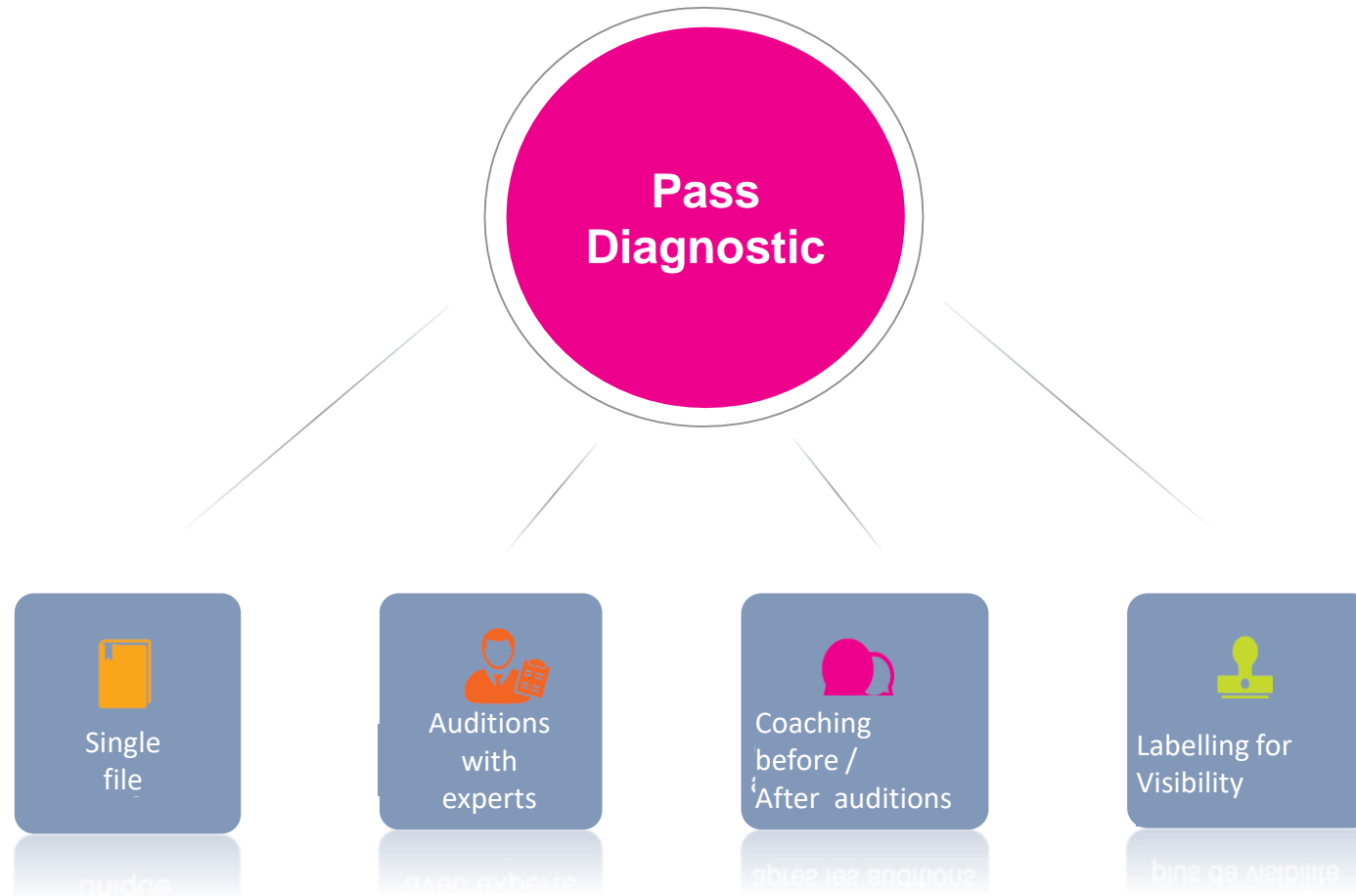
3 processes dedicated to innovative companies



GROWTH ACCELERATION

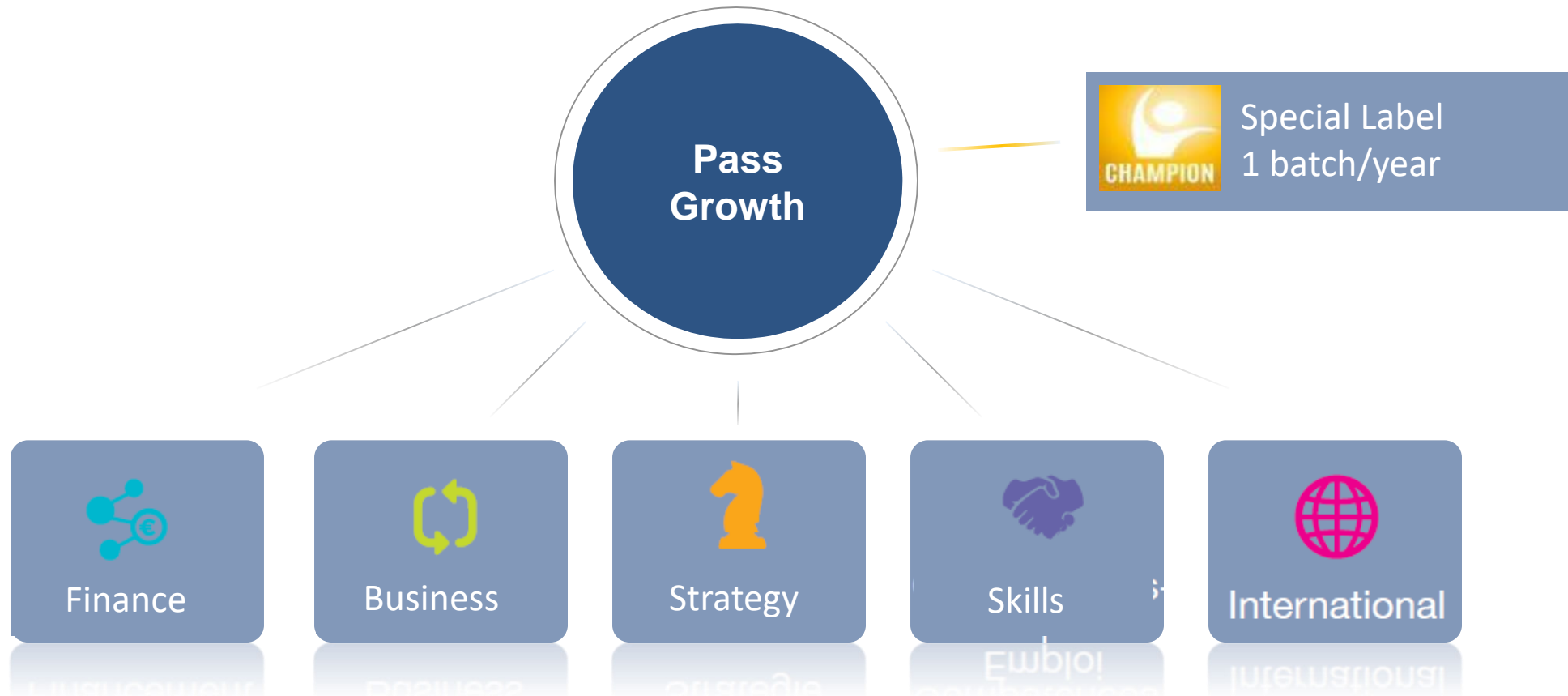
3 processes dedicated to innovative companies

Détect and support high potential SMEs



GROWTH ACCELERATION

3 processes dedicated to innovative companies



GROWTH ACCELERATION

3 processes dedicated to innovative companies



Labellisation Process
« Cluster Innovative
Company » (EIP)

Fund Rising
Support

Financing
Strategy

Animation
of the Investors Community

GROWTH ACCELERATION

3 processes dedicated to innovative companies



OPEN BUSINESS
days & dinners

1 Corporate sponsor

OPEN BUSINESS
Innovation meet-ups

1 sector
n sponsors

RENDEZ VOUS
Open Innovation

1 sector
n sponsors
POC financing

Innovative
PROCUREMENT
(SOLAINN platform)

THANK YOU!

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