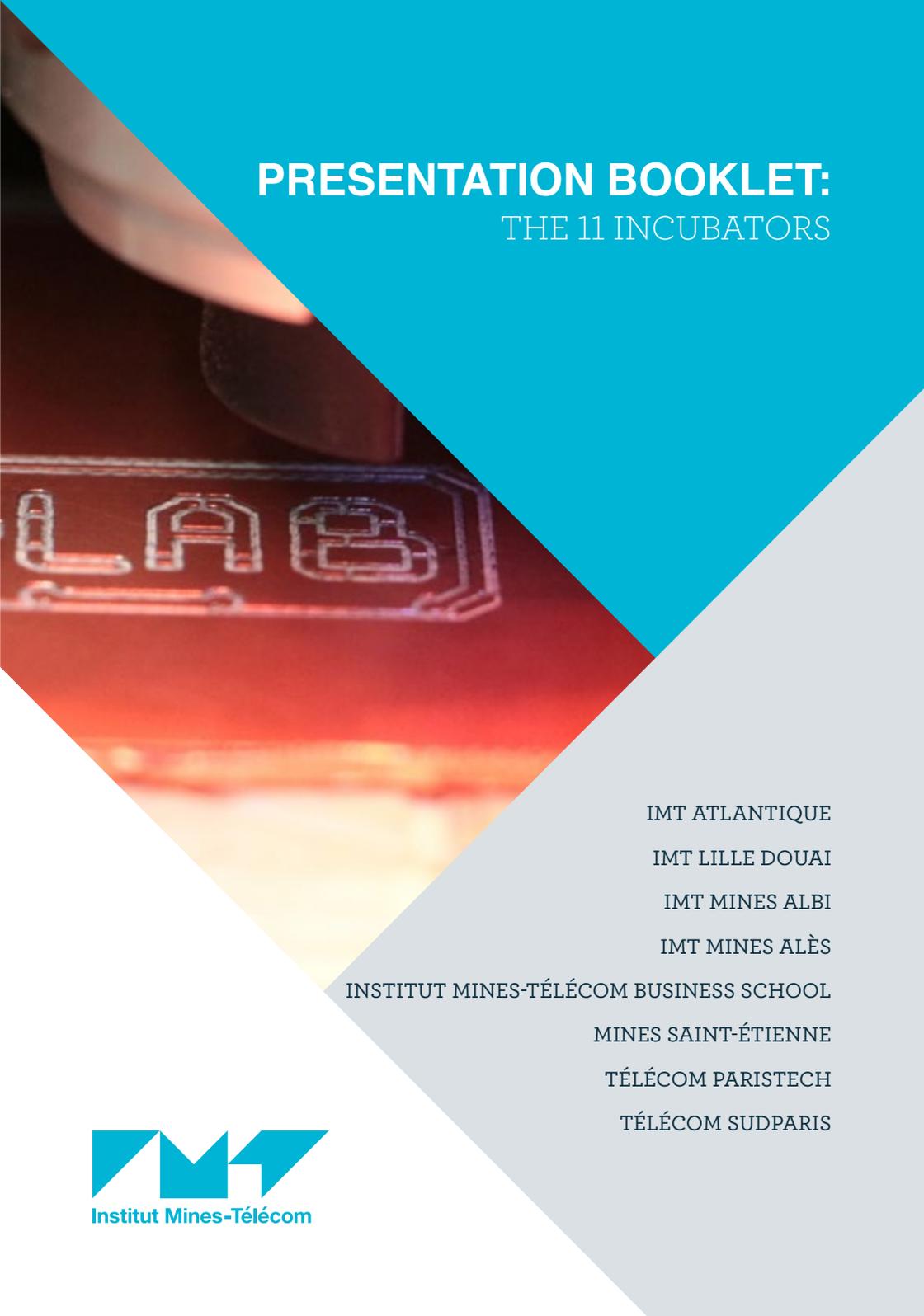


PRESENTATION BOOKLET: THE 11 INCUBATORS



IMT ATLANTIQUE

IMT LILLE DOUAI

IMT MINES ALBI

IMT MINES ALÈS

INSTITUT MINES-TÉLÉCOM BUSINESS SCHOOL

MINES SAINT-ÉTIENNE

TÉLÉCOM PARISTECH

TÉLÉCOM SUDPARIS

PRESENTATION BOOKLET:

THE 11 INCUBATORS

« As France's premier network of higher education incubators, these 11 entities give concrete form to the policies put in place to support the creation of innovative start-ups by the IMT schools, to provide all our students with training in innovation-through-innovation, and more broadly to offer a rich array of resources and services to all technology project leaders. »

Patrick Duvaut,
Director of Innovation, IMT

A NATIONAL NETWORK

With strong ties to their territories, the incubators of the IMT graduate schools contribute to regional dynamism, with more than 70 businesses created every year.

Together forming a vast network, the schools' incubators benefit from the dynamism of IMT's nationwide actions, and have access to additional measures to those implemented in their region:

IMT-Bercy Innovation Prize
participation in VivaTech and
CES Las Vegas, honor
loans from the Fondation
Mines-Télécom,
Technology Days,
etc.

1.



Hosting and advice

- ▶ Hosting
- ▶ Legal advice
- ▶ Help defining a Business Model

2.



R&D and initiation

- ▶ Honor loans from the Fondation Mines-Télécom
- ▶ R&D support: setting up collaborative projects and academic expertise

3.



Trials and prototyping

- ▶ Technology platforms
- ▶ Functional platforms: Living Labs
- ▶ Data and AI platform: TeraLab

4.



Networking

- ▶ Technology Days: state of the art, access to major players, technology monitoring
- ▶ Industrial prototyping in response to an innovation competition: Poc & Go scheme from the PIA (Investments for the Future Program)
- ▶ Support at international trade shows: CES Las Vegas and Viva Technology

5.



Access to financing

- ▶ VC access via an innovation 4.0 marketplace
- ▶ IMT-Bercy Innovation Prize

TECHNOLOGICAL DISTINCTION

The schools' incubators provide entrepreneurs with privileged access to each school's labs and R&D platforms. They provide a solution for project leaders that goes far beyond the framework of traditional incubation. As a result, IMT's start-ups are characterized by a strong technological core and an outstanding 3-year survival rate of 87%.

IMT ATLANTIQUE INCUBATOR

BREST CAMPUS

Created

1998

Team members

1 Manager

Places in the incubator

8

THEMES

- ▶ Digital
- ▶ Marine
- ▶ Environment
- ▶ Satellites
- ▶ Optics
- ▶ Health

THE IMT ATLANTIQUE INCUBATORS IN BRIEF

- ▶ Over 2,000 m² of dedicated space located across the 3 school sites, close to the pedagogical, scientific and logistics facilities of the campuses: Brest, Nantes and Rennes.
- ▶ Bespoke assistance for protects in start-up mode, from the formalized idea to the initial phases of activity growth/development, with dedicated funding (assistance from partners, honor loans).
- ▶ These meeting and discussion spaces for students, entrepreneurs, businesses and researchers are coordinated by experts and coaches throughout the year.
- ▶ **Admissions: get in touch with the relevant site manager and/or submit a request online.**

KEY FIGURES *

42 projects incubated, on

2 000 m² dedicated
to creation and innovation across the
Brest, Nantes and Rennes campuses

+150
businesses created

1 200 net jobs
in the west of France

21 winners
of the French national I-Lab contest

** consolidated figures for the 3
IMT Atlantique incubators.*

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École Mines-Télécom

SUCCESS STORIES

- ▶ MV GROUP
- ▶ TURBOCONCEPT
- ▶ CLS
- ▶ IMASCAP
- ▶ FITNEXT



IMT ATLANTIQUE INCUBATOR

NANTES CAMPUS

Created

2012

Team members

1 Manager

Places in the incubator

25

THEMES

- ▶ Health and wellbeing
- ▶ Building and construction
- ▶ Energy and environment
- ▶ Digital

THE IMT ATLANTIQUE INCUBATORS IN BRIEF

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SUCCESS STORIES

- ▶ AI4R
- ▶ BESCENT
- ▶ BEEKAST

KEY FIGURES *

42 projects incubated, on
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and innovation across the **Brest,**
Nantes and Rennes campuses

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21 winners
of the French national I-Lab contest

** consolidated figures for the 3
IMT Atlantique incubators.*

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École Mines-Télécom



IMT ATLANTIQUE INCUBATOR

RENNES CAMPUS

Created

2001

Team members

1 Manager

Places in the incubator

15

THEMES

- ▶ Cybersecurity
- ▶ Internet of Things
- ▶ Web tools

THE IMT ATLANTIQUE INCUBATORS IN BRIEF

- ▶ Over 2,000 m² of dedicated space located across the 3 school sites, close to the pedagogical, scientific and logistics facilities of the campuses: Brest, Nantes and Rennes.
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42 projects incubated, on
2 000 m² dedicated to creation
and innovation across the **Brest,**
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21 winners
of the French national I-Lab contest

** consolidated figures for the 3
IMT Atlantique incubators.*

SUCCESS STORIES

- ▶ ENENSYS
- ▶ COGNIX SYSTEMS
- ▶ INNES
- ▶ DOLMENTECH
- ▶ SECURE IC
- ▶ TELECOM SANTÉ
- ▶ BLACKNUT

CONTACT & INFOS

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IMT Atlantique
Bretagne-Pays de la Loire
École Mines-Télécom



IMT LILLE DOUAI INCUBATOR

DOUAI CAMPUS

Created

2003

Team members

1 Director, 2 business managers,
1 secretary

Places in the incubator

20 à 25

THEMES

- ▶ Energy
- ▶ Sustainable development

THE IMT LILLE DOUAI INCUBATOR IN BRIEF

- ▶ Location and host building: 764 boulevard Lahure, Douai.
- ▶ 600 m² of office space and meeting rooms.
- ▶ Key services proposed: support from the team, participation in trade shows and competitions, networking, free web hosting.
- ▶ **Selection/admission procedure: selection committee including a presentation of 15 minutes, given by the project leader, followed by 15 minutes of questions and answers.**

KEY FIGURES

115 projects supported

61 businesses created

of which **48** are still active

100% survival rate at 3 years

SUCCESS STORIES

- ▶ UNEOLE
- ▶ ECOLOG INNOVATION
- ▶ UNAIDE

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IMT Lille Douai
École Mines-Télécom
IMT-Université de Lille



IMT MINES ALBI INCUBATOR

Created

1997

Team members

2

Places in the incubator

8

THEMES

- ▶ Renewable energies
- ▶ Biomass and eco-activities
- ▶ Powders, health and nutrition
- ▶ New materials and processes for tomorrow's transportation
- ▶ Business process improvement

IMT MINES ALBI INCUBATOR IN BRIEF

The IMT Mines Albi Incubator is a genuine springboard for innovative start-ups and is fully consistent with the economic reality. It is located in the Innov'Action building at the heart of Albi's innovation marketplace and economy, at the point where the IMT Mines Albi campus meets the Innoprod techno-cluster.

Together, the spaces dedicated to innovation and entrepreneurship in the Innov'Action building (Open Lab, creative space, co-working and offices) facilitate exchanges that contribute to the projects.

- ▶ Our incubated firms develop their project directly within the school's 3 research centers or on the 4 innovation and research platforms (Gala, Valthera, Mimausa, Iomega), in contact with the faculty members that support them.
- ▶ Services proposed: the incubator provides project leaders with genuine methodological support on their economic approach (value proposition, market positioning, business model definition, drafting the initial business plan). There is also the benefit of special guidance on scientific and technological aspects, from a faculty member who supports the project leader and helps them overcome all the technological barriers. The incubated firm will be able to liaise with the entire economic, industrial and technological network of the school and laboratories.

SUCCESS STORIES

- ▶ AUROCK
- ▶ LEYFA MEASUREMENT
- ▶ ITEROP

KEY FIGURES

20 years of experience

more than **40** projects supported

Including **4** spin-offs representing

78 jobs in 2017

81% survival rate at 5 years

- ▶ **Admission: projects may be selected by the IMT Mines Albi Incubator if they can usefully benefit from the skills of the research centers. A selection committee chaired by the Director of Research, Innovation and Economic Relations, and composed of former incubator members, partners and business start-up experts, validates project admission.**

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IMT Mines Albi-Carmaux
École Mines-Télécom



IMT MINES ALÈS INCUBATOR

Created

1984

Team members

4

Places in the incubator

30

THEMES

- ▶ Materials
- ▶ Mechatronics
- ▶ Environment
- ▶ Industrial Information Technology
- ▶ Chemistry
- ▶ Risk Management
- ▶ ICT-Health

IMT MINES ALÈS INCUBATOR IN BRIEF

- ▶ The IMT Mines Alès Incubator is located in Innov'Alès, on the school's research campus. It can host project leaders on its own premises (2 coworking spaces) or in the laboratories.
- ▶ Services proposed:
 - ▶ Methodological support on the economic approach from the business managers (business model definition, value proposition, market positioning, drafting the initial business plan).
 - ▶ Technological support from a reference faculty member. This support is reinforced by mobilizing the incubator network via mentoring or skills-based sponsorship.
 - ▶ Payment of certain expenses for service provision/coaching, training courses to strengthen the project leader's entrepreneurial dimension, and subsistence grants (based on progress and motivation criteria).
- ▶ **Two-stage admission: an incubation preparation phase (6 months maximum), then, subject to acceptance by the review board, an incubation period (2 years maximum).**

SUCCESS STORIES

- ▶ TEADS
- ▶ MEDTECH
- ▶ BULANE

KEY FIGURES

34 years
of experience

93% survival
rate at 5 years

more than **200**
businesses created in Occitania

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IMT Mines Alès
École Mines-Télécom



INSTITUT MINES-TÉLÉCOM BUSINESS SCHOOL AND TÉLÉCOM SUDPARIS INCUBATOR

EVRY CAMPUS, ARCUEIL SITE

Created

1999

Team members

3 personnel and 30 coaches

Places in the incubator

20

THEMES

- ▶ General-purpose incubator for digital themes

THE INSTITUT MINES-TÉLÉCOM BUSINESS SCHOOL AND TÉLÉCOM SUDPARIS INCUBATOR IN BRIEF

2 incubation spaces: at Evry and Arcueil.

- ▶ Strategic coaching by a team of mentors who are seasoned entrepreneurs.
- ▶ Investment seed fund for the incubator, via the Télécom Booster (100-400K euros).
- ▶ International acceleration program (workshop in San Francisco, access to 10 incubators in Europe).
- ▶ **15 new start-ups selected each year on an as-and-when basis.**

SUCCESS STORIES

- ▶ RECOMMERCE
- ▶ CEDEXIS
- ▶ SLIMPAY

KEY FIGURES

180 businesses
created

+1 700
jobs

more than **15** new start-ups
each year

CONTACT & INFOS

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MINES SAINT-ÉTIENNE INCUBATOR

Created

2015

Team members

3

Places in the incubator

6

THEMES

- ▶ sciences of materials and structures
- ▶ Sciences of industrial and natural processes
- ▶ Healthcare engineering
- ▶ Medical devices
- ▶ Industrial engineering
- ▶ Applied mathematics
- ▶ Environment
- ▶ Information Technology
- ▶ Economics and management

THE MINES SAINT-ÉTIENNE INCUBATORS IN BRIEF

The incubator is Mines Saint-Étienne's technological maturing organization, located on the health innovation campus in Saint-Étienne.

- ▶ TEAM@Mines Saint-Étienne hosts leaders of projects at the pre-creation stage, plus young start-ups and businesses of all sizes. These leaders may be students, faculty members or heads of projects proposed by our partners.
- ▶ Services proposed: TEAM@Mines Saint-Étienne offers a tailor-made program, dedicated to maturing any project featuring innovation or the creation of new business with a prominent technological component. Objective: establish a prototype, validate a new function, test a new application or co-create. The offer from TEAM@Mines Saint-Étienne ties in perfectly with that of the regional ecosystem and the network of partners.
- ▶ Every project hosted at TEAM@Mines Saint-Étienne involves an exchange with the designated expert researchers who will help execute the program. All the establishment's resources are accessible and the program is covered by a contract. A team of coordinators ensures optimal conditions for implementing the program. In this way, work is also carried out on the concepts of the business model, value proposition, market positioning, partner relationships and strategy.

SUCCESS STORIES

- ▶ PREDISURGE
- ▶ OPTIWAVES
- ▶ IMOPE

KEY FIGURES

3 years
of experience

100% survival
rate at 5 years

8 projects
supported

- ▶ **Admission:** projects are accepted following an evaluation by the selection committee, which examines, as a priority, the coherency of the technological need. Projects are usually co-supported by a partner structure specialized in financial guidance or innovative business creation.

CONTACT & INFOS

www.mines-stetienne.fr/entreprise



MINES
Saint-Étienne

Une école de l'IMT



MINES SAINT-ÉTIENNE INCUBATOR

GARDANNE CAMPUS

Created

2004

Team members

3

Places in the incubator

16

THEMES

- ▶ IOT
- ▶ Medical electronics
- ▶ Microelectronics
- ▶ Mobility

THE MINES SAINT-ÉTIENNE INCUBATORS IN BRIEF

The Gardanne site incubator is Mines Saint-Étienne's technological maturing organization, located on the Georges Charpack Provence campus.

- ▶ TEAM@Mines Saint-Étienne hosts leaders of projects at the pre-creation stage, plus young start-ups and businesses of all sizes. These leaders may be students, faculty members or heads of projects proposed by our partners.
- ▶ Services proposed:
 - ▶ TEAM@Mines Saint-Étienne proposes a tailored program, dedicated to maturing any project featuring innovation or the creation of new activity with a prominent technological component.
 - ▶ Objective: establish a prototype, validate a new function, test a new application or co-create.
 - ▶ The offer from TEAM@Mines Saint-Étienne ties in perfectly with that of the regional ecosystem and the network of partners.
- ▶ Every project hosted at TEAM@Mines Saint-Étienne involves an exchange with the designated expert researchers who will help execute the program. All the establishment's resources are accessible and the program is covered by a contract. A team of coordinators ensures optimal conditions for implementing the program. In this way, work is also carried out on the concepts of the business model, value proposition, market positioning, partner relationships and strategy.

KEY FIGURES

13 years
of experience

85% survival
rate at 5 years

more than **40**
businesses matured

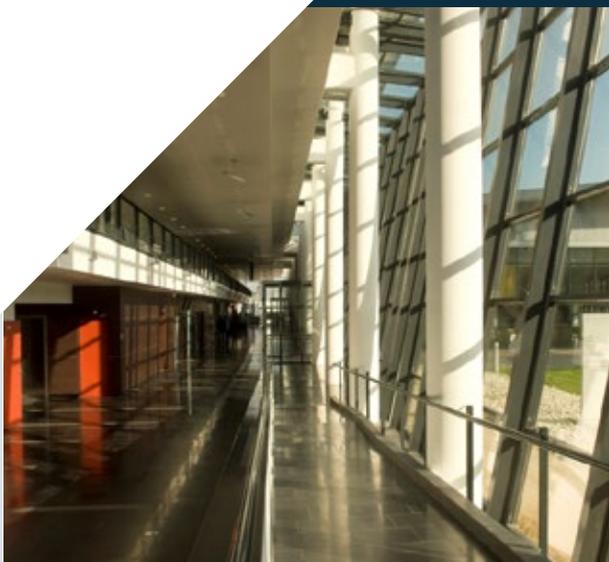
SUCCESS STORIES

- ▶ TERRADONNA
- ▶ ENCAPSULIX
- ▶ @HEALTH
- ▶ FENOTEK

▶ **Admission: projects are accepted following an evaluation by the selection committee, which examines, as a priority, the coherence of the technological need. Projects are usually co-supported by a partner structure specialized in financial guidance or innovative business creation.**

CONTACT & INFOS

www.mines-stetienne.fr/entreprise



TÉLÉCOM PARISTECH INCUBATOR

Created

1999

Team members

5

Places in the incubator

35

THEMES

- ▶ Big Data
- ▶ Internet of Things
- ▶ Virtual Reality
- ▶ Industry of the Future

THE TÉLÉCOM PARISTECH INCUBATOR IN BRIEF

Situated in the heart of Paris, the ParisTech Entrepreneurs Incubator and its start-up accelerator «SME Builder» help entrepreneurs convert technological concepts into high-potential businesses.

- ▶ Recognized expertise in ICT.
- ▶ ParisTech Entrepreneurs/SME Builder host and support disruptive projects in digital technologies and applications: Big Data, Machine Learning, Economic intelligence, IoT, Virtual Reality, Robotics, Blockchain, Industry of the Future, etc.
- ▶ Each supported start-up will be provided with:
 - ▶ A dedicated business manager.
 - ▶ Business experts: entrepreneurs or experienced professionals, all familiar with the sector.
 - ▶ Faculty members from the Télécom ParisTech laboratories or other ParisTech schools.
 - ▶ Engineering or Specialized Master's students.
 - ▶ Mentors who are alumni of the ParisTech schools.
 - ▶ Key accounts that are partners of Télécom ParisTech, or Institut Mines Télécom and/or its Foundation.
 - ▶ Key innovation-funding stakeholders.
- ▶ ParisTech Entrepreneurs: 40 start-ups / spin-offs under 3 years old (18-month incubation period).
- ▶ SME Builder: 8 start-ups in development, products of the ParisTech Entrepreneurs incubator.

KEY FIGURES

48 start-ups supported

66 million euros raised in 2017
(start-ups under 5 years old)

86 survival rate at 5 years

402 businesses
created since the beginning

30 start-ups by ParisTech
Entrepreneurs won the VivaTech 2018
challenges

SUCCESS STORIES

- ▶ SECURE IC
- ▶ PRETTY SIMPLE
- ▶ LINXO
- ▶ QARNOT COMPUTING

CONTACT & INFOS

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TÉLÉCOM PARISTECH INCUBATOR

EURECOM CAMPUS (SOPHIA ANTIPOLIS)

Created

2006

Team members

3 personnel

Places in the incubator

10 to 15

THEMES

- ▶ Digital

THE TÉLÉCOM PARISTECH INCUBATOR AT EURECOM IN BRIEF

The incubator is located near the Sophia Tech campus, at the heart of the innovation ecosystem in the region.

- ▶ Field: digital (innovations in application or technology). Our role: support digital project leaders from the idea to the initial phases of commercial development – this is the special distinction of our Côte d’Azur incubator. To achieve this, the incubator presents entrepreneurs with a choice of 2 development pathways, each including regular coaching, workshops and activities tailored to their development stage and the skills they need to utilize:
 - ▶ 6 months’ pre-incubation to challenge an idea, establish a clear product and define the initial market.
 - ▶ 18 months’ incubation to finalize an initial product, connect with the market and validate it.
- ▶ The team: the incubator is led by a team of 3 and backed by the expertise and network of «InExtenso Innovation Growth» to support the project leaders on strategy matters for all the project components: product, sales / marketing, HR, funding.

KEY FIGURES

0% of projects
are over 3 years old

40% are less than 3 years old

60% are in the pre-creation stage

SUCCESS STORIES

- ▶ TEACH ON MARS
- ▶ IZICAP
- ▶ RIVIERAWAVES

▶ **Admission: a committee meets every 3 months to examine requests to enter projects for incubation or pre-incubation. Contact us to arrange an appointment for presentation of the project.**

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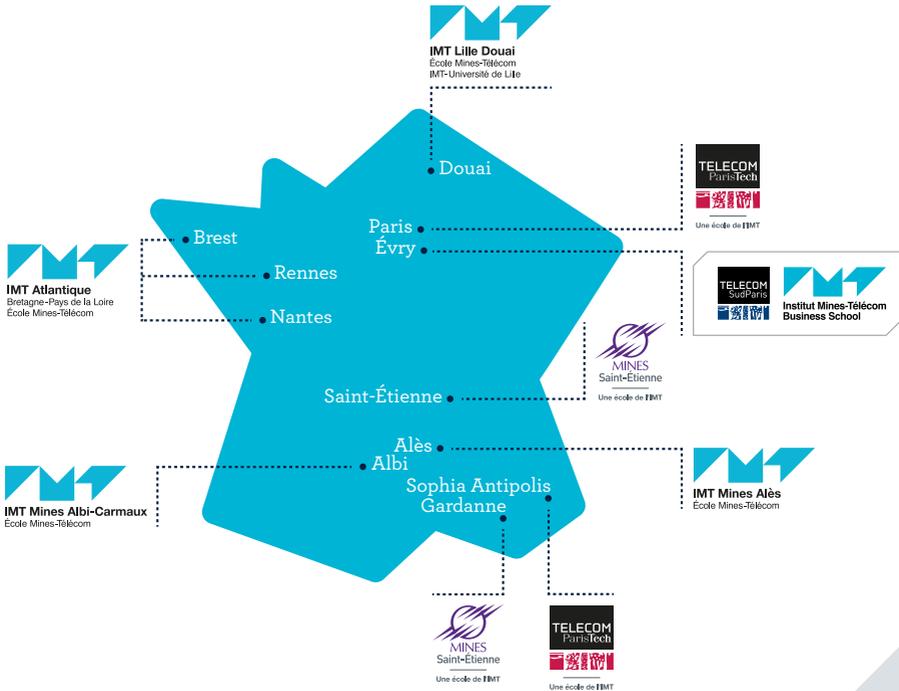
FONDATION MINES-TELECOM AND ITS SPONSORS
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Deloitte.



WAVESTONE



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