

## PRESS RELEASE

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### **PACA IS A LEADING REGION FOR INNOVATION, WITH FIVE WINNING PROJECTS UNDER THE FRENCH TECH PILOT SCHEME FOR BIOTECH/MEDTECH AND CLEANTECH FIRMS**

- *ARII PACA (Regional Agency for Innovation and Internationalization of Companies), which runs the French Tech Pass scheme in the region, and its partner clusters – Eurobiomed (health competitiveness cluster), SCS (Secure Communicating Solutions) and Capenergies (non-greenhouse gas producing energy) – are pleased to announce that five high-potential firms have won the French Tech Pass call for projects in the PACA region.*
- *The “winning” companies for this season of the scheme are as follows: Biotech Dental (medical devices), Optimum Tracker (solar power production optimisation), Enogia (heat recovery), Mayamax Industries (mobile phone chargers) and Avenir Développement Durable (fuel consumption optimisation).*
- *The second season of the French Tech Pass “non-digital” scheme will return in autumn 2016, when a new round of leading lights from the health sector will be selected.*

Early this year, ARII PACA and the Eurobiomed, Capenergies and SCS competitiveness clusters – the regional operators of the French Tech Pass programme – selected the first group of firms for the scheme from the health, cleantech and industry sector in the PACA region. Alongside Languedoc-Roussillon, the region is one of the pilot areas for this new, extended version of the French Tech Pass scheme, which was previously reserved for the digital sector only.

To be eligible for the scheme, firms need to meet a set of highly selective and ambitious revenue growth and profitability criteria. The first jury session for the “non-digital” component of the scheme took place on 4 February 2016. A total of five high-potential and fast-growing firms from the PACA region were selected, from a pool of 10 candidates.

The “winning” companies for this season of the scheme are Biotech Dental (medical devices), Optimum Tracker (solar power production optimisation), Enogia (energy production), Mayamax Industries (mobile phone chargers) and Avenir Développement Durable (AlertGasoil, fuel consumption optimisation). The firms will benefit from enhanced national and international coverage, membership of a community of excellence, priority, coordinated access to offers from French Tech Pass partners (Business France, Bpifrance, DGE, INPI and Coface), and a regularly expanding range of premium offers.

*“We are delighted to have been chosen to operate the French Tech Pass pilot scheme – a programme we’ve been working with from the outset,” said Rodolphe Uhlmann, head of the innovation programme at ARII. “We worked with Eurobiomed, which has an excellent understanding of the region’s biotech and medtech firms, and with the SCS cluster, which we chose for the first season of digital firms. This is the first time we’ve teamed up with Capenergies. They’re all helping us identify potential winners. We’re delighted with our first vintage.”*



*“Schemes like the French Tech Pass are ideal for innovative companies,”* added Marianne Morini, head of local business and project support at Eurobiomed. *“We’ve been working with Bpifrance since summer 2015 to prepare for this extension. The new scheme is a great addition to the business support services we also offer to innovative health sector firms.”*

While all five of the winning companies are equally promising, each is very different from the others. Biotech Dental designs, manufactures and distributes innovative dental surgery equipment. Optimum Tracker, Enogia and Avenir Développement Durable (AlertGasoil), meanwhile, develop and sell solutions designed to meet 21st-century energy challenges. Mayamax Industries is Europe’s only manufacturer of mobile phone chargers that can compete with the Chinese products flooding the market.

The region is also home to many other fast-growing innovative firms, who will be looking to make their mark as the French Tech Pass jury meets again in autumn 2016.

### **The French Tech Pass: a premium service for fast-growing businesses**

The French Tech Pass is a programme designed to support rapidly growing businesses. These types of business require specific attention (as potential future “champions” of French Tech) and face a number of challenges that need to be addressed quickly.

The French Tech Pass scheme is backed by major players in the start-up support system in France – Bpifrance, Business France, Coface, INPI and DGE – working together to offer winning firms a range of bespoke services:

- A premium, coordinated offering with a dedicated point of contact at each programme partner.
- Funding, including liaising with investors and fund-raising support.
- Enhanced visibility for winning firms, with inclusion in partner communication materials.

The scheme is deliberately designed to be quick and efficient, with a single application pack, priority access to services and resources, and individual support.

The scheme was launched as a pilot in 2014, and has now been extended throughout France. Eventually, the aim is to support between 100 and 300 businesses.

Initially reserved for the digital sector only, the French Tech Pass scheme has now been expanded to other sectors. The PACA and Languedoc-Roussillon regions were chosen to pilot the expanded programme, encompassing the Biotech and Medtech sectors.

The Eurobiomed, SCS and Capenergies clusters are actively involved in identifying, selecting and accrediting French Tech Pass firms in the PACA region, working in tandem with ARII. Eurobiomed works closely with a number of organisations, including Montpellier Méditerranée Métropole – the body that is running the expanded French Tech Pass scheme for health innovation in Languedoc-Roussillon. Eurobiomed and ARII have also been working, for several months, with Bpifrance to help extend the French Tech Pass scheme to firms in the health sector, looking in detail at rapid growth criteria applicable to the sector.

## About

# **The Regional Agency for Innovation and Internationalization of Companies, Provence-Alpes-Côte d'Azur**

ARII's mission is to fast-track economic development and innovation in the Provence-Alpes-Côte d'Azur (PACA) region, working to make the region more attractive, boost innovation among local firms, and help them grow internationally. ARII's ambition is to identify major projects – with high innovation and job-creation potential – and to help get them off the ground, through Regional Major Structuring Programmes. It also works to anticipate future job-creating markets, help high-potential businesses grow and expand internationally, and make the PACA region a more attractive place to do business with a strong brand image.

ARII's founders established a partnership-based governance structure that aims to provide economic stakeholders, and businesses in particular, with a clear and efficient regional service offering. This operational structure builds on the competencies of local partners, competitiveness clusters/PRIDES, and dedicated networks. The Economic Stakeholder Strategic Committee (CSAE), an internal body, comprises many representatives of local businesses. The Committee's purpose is to stimulate the agency's activities through recommendations and expertise.

## **Capenergies<sup>®</sup> Competitiveness Cluster and PRIDES focusing on low-carbon energy production and energy efficiency**

Capenergies has more than 1,300 partners and 500 members, including businesses (90% SMEs), research and training organisations, and financial backers. The cluster supports innovative projects in three key, market-oriented areas:

- Energy efficiency and rational energy use
- Meeting the energy needs of island systems and remote areas
- Increasing low-carbon energy as a percentage of the energy mix

To date, the cluster has secured funding for 330 projects at a total cost of €1.2 billion, including €440 million of public funds.

The cluster also fosters networking between its members and helps them play a leading role in the energy sector and meet future energy needs in the areas in which it works: PACA, Corsica, Principality of Monaco, Guadeloupe and Reunion.

For more information, visit: [www.capenergies.fr](http://www.capenergies.fr)



Founded in 2009 by regional stakeholders from the health sector in Languedoc-Roussillon and Provence-Alpes-Côte d'Azur, the EUROBIOMED competitiveness cluster tops

European rankings in all stages of innovation: education, basic research, translational and clinical research, technological innovation centres, start-ups and industrial success stories.

EUROBIOMED runs "Rare" the leading conference for rare diseases. It also launched MARSEILLE IMMUNOPÔLE (MI), the world's only cluster specialising in immunotherapy research and development, and EUROMEDIAG, one of the founding members of EDCA (European Diagnostic Cluster Alliance) – the umbrella organisation for Europe's leaders in medical diagnostics.

EUROBIOMED operates as a collective. It offers all members an industrial-standard project management service (advice, research, tenders, export assistance, administrative and financial engineering), networking opportunities (annual forum, themed meetings, "biorezo" network), close



ties with institutional partners and investors (locally, in France and throughout Europe), and the fast-paced response that highly innovative R&D projects demand.

Together, EUROBIOMED's 253 members (including 200 businesses) help drive growth in the regional economy (150 R&D projects, €570 million of investment and 680 direct jobs). Yet they also provide solutions for millions of patients facing serious illnesses such as cancer, chronic inflammatory disorders, infectious diseases, (re)emerging diseases, neurological conditions, and rare and orphan diseases.

EUROBIOMED has offices in Marseille and Montpellier and has a staff of 11 people. The cluster is chaired by Xavier Tabary and its Chief Executive is Emilie Royere.

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The SCS Cluster is a world competitiveness cluster in the Provence-Alpes-Côte d'Azur region, founded in 2005. Its members are global leaders in contactless technology,

networks, M2M & mobile services, and digital security & identities.

It has more than 300 members, including global groups, academic partners and 220 innovative small businesses, SMEs and mid-sized firms.

The SCS Cluster boosts growth and provides companies (start-ups, small businesses and SMEs) with a range of services to support their development as they grow.

In 2013, the SCS Cluster was the third cluster in France to receive the "Gold Label", awarded by the European Cluster Excellence Initiative, in recognition of outstanding cluster management.

For more information, visit: [www.pole-scs.org](http://www.pole-scs.org)

Follow us on Twitter: @Pole\_SCS and on Facebook: Pole SCS – SCS Cluster



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