A successful LIGA story!

Venture Ideas 2010

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(CEO)
Our know-how: the UV-LIGA process
Domain of applications

- **Mimotec™**
  - Micro inserts – plastic molding

- **Mimetal™**
  - Metallic microparts
Mimotec 1

130 m²
Clean room : 30 m²
Last move in 2009

Overall surface : 2000 m²
Employees : 24

Clean room surface : 300 m²
Turnover : 10 mio Sfr
Milestones

• 1995 : development of the SU-8 (innovation)
• 1996 : first prototype - patents
• 1997 : first customers - idea to spin-off
• 1998 : end of my thesis - Business Plan (Cimtec)
• 1998 : the 11.11.98 founding – 3 employees
• 1999 : in march the facilities are operational
• 2001 : we move into another building
• 2002 : 12 employees (1 salesman) - 3 new patents
• 2005 : 17 employees (2 salesmen)
• 2005 : first parts in silicon (EPFL-…)
• 2006 : july-> meeting with CEO and owner of UN
• 2006 : september -> Sigatec is borned
• 2009 : we move in our new facilities
Advices before founding his start-up

- It’s better to have products than ideas
- get the first customers
- a good business plan
- a good leader/manager
The business plan

• the market
• the need of money
• the need of development
• the maturity of the product
• prevision of sales

Has an influence on:
• Investor
• the risk
• the kind of growth
• your future in company
Where to find money?

- parents
- banks
- venture capitalists
- business angels
- yourself
- future associates
Quality of the entrepreneur

• Find the good partnerships

• Always open to novelties

• Able to engage and disengage

• A global vision of his company

Work hard, don’t count your hours
Searching for the SU-8 process...

- Ac/IPA/H₂O/120°C
- Spin 5000 RPM 15''
- Bake 95°C 2h 30’ + 30’
  Step: 300 µm 350 µm
- Spin 5000 RPM
- Bake 95°C 6h 30’
+ 2h + 2h
- Laser ~ 800 µm
- Expo: 1.2 mJ/cm² (300 mJ)
  [note: retouch pen]
- Bake 20°C 95°C
Searching for the SU-8 process…

June 1995 we start the quest in the clean room
Searching for the SU-8 process...
Searching for the SU-8 process...
Searching for the SU-8 process…

Courtesy of IBM
Searching for the SU-8 process…

Courtesy of IBM
Searching for the SU-8 process...
Searching for the SU-8 process...
Chronograph-wheel
Sigatec : manufacture of Silicon Microparts
Sigatec : manufacture of Silicon Microparts
Conclusion

• The way from the school to the start-up is quite easy if some conditions are filled (products, customers)

• A good idea has no value as long it is not sold.

• Research of the competences

• Good luck and thanks for your attention