Support to Entrepreneurship around EPFL
About Ecosystems: the Rainforest

The Rainforest by Victor W. Hwang and Greg Horowitt perfectly explains that entrepreneurial innovation is chaotic and the diversity and connection of its actors make its richness and efficiency. The complexity of the EPFL ecosystem is therefore its strength even if it may appear complicated to a first-comer. But please remember all this is about people, not institutions. Indeed the following is of utmost importance:

The #7 Rainforest Rules
– Break the Rules and Dream
– Open Doors and Listen
– Trust and Be Trusted
– Experiment and Iterate Together
– Seek Fairness, Not Advantage
– Err, Fail and Persist
– Pay it Forward

The #6 Rainforest Tools
– Learn by Doing
– Enhance Diversity
– Celebrate Role Models and Peer Interaction
– Build Tribes of trust
– Create Social Feedback Loops
– Make Social Contracts Explicit
Entrepreneurship and Innovation are Complex

The next slides try to give an exhaustive list of tools and support mechanisms available for EPFL entrepreneurs. If it begins with research and technology transfer, innovation is further encouraged through:

- Advice (training, coaching, mentoring)
- Funding (grants, prizes, but also investments)
- Office space (co-working spaces, incubators, accelerators, technology parks)
- Exposure (events, networking, pitching of ideas, role models, community)
- Internationalization

This document shows the richness and related complexity of the EPFL ecosystem. We wish it will still be helpful as a resource reference list.
Public Funding of Education & Research

Conseil des Ecoles Polytechniques – ETH Rat
www.ethrat.ch

Fonds National Suisse – Swiss National Fund
www.snf.ch

InnoSuisse - Agence Suisse pour la l’Encouragement de l’Innovation
(Swiss Innovation Agency)
www.innosuisse.ch

European Union
ec.europa.eu/research
ec.europa.eu/programmes/horizon2020/
derc.europa.eu/
VPI - A Facilitator Between Two Worlds

EPFL Community (Professors, Researchers, Students)

VPR
- Transdisciplinary Centers & Discovery Projects
- Technology Transfer Office (TTO)
- Contracts / Licenses / PoC (Enable)

VPI
- Strategic Partnerships
- Innovation Park
- Alliance - relationships / collaborations with SMEs
- Entrepreneurship
  - Innogrants
  - xgrants

VPE
- Bachelors / Masters

vpi.epfl.ch

vpi.epfl.ch | 5
Support to Entrepreneurs around EPFL
Innovation and Tech. Transfer

EPFL Technology Transfer Office (part of VPR)

EPFL Technology Transfer

tto.epfl.ch

Swiss TT Association

Swiss TT Association

www.switt.ch

Available technologies:

www.switt.ch/pour_l_economie/swittlist

Industry Liaison Programme

Industry Liaison Programme

www.alliance-tt.ch

Partnerships & Innovation Square

Partnerships & Innovation Square

vpi.epfl.ch/industrycollaboration

Support to start-up creation

Support to start-up creation

vpi.epfl.ch/entrepreneurship

Innogrannts

vpi.epfl.ch/innogrannts
Funding: Surviving the “Valley of Death” at EPFL

A rich ecosystem

Support to Entrepreneurs around EPFL
IT’S not about MONEY only: A Rich and Dense Ecosystem

Advice/Training:

Exposure/networks:

Housing:

Research Grants
Development Grants
Preseed Grants
Friends, Family & Fools
Business Angels, Seed VCs
Early Stage VCs, Corp. Partners
Late Stage VCs (… M&A / IPO)

Start-Up foundation

“A Valley of Death”

Basic Research
Applied Research
Proof of Concept / Business Case
Prototype Founders
Product Development
Company Fast Growth (Revenues, Employees)

A rich ecosystem
More than funding

Support to Entrepreneurs around EPFL
A Diversity of Support Tools

Advice
Training, coaching, mentoring

Financial Support
Grants, awards

Housing
Co-working spaces, technology parks

Community services
Events, information, online services

Development
Summer camps, accelerators, cantons

Investments
Business angels, Venture Capital
# A Diversity of Support Tools

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Support to Entrepreneurs around EPFL
A Rich Offering in Entrepreneurship Education

College of Management of Technology

cdm.epfl.ch

including

Master and Minor in Management, Technology and Entrepreneurship

smte.epfl.ch

Teaching at EPFL

emba.epfl.ch

Bridging engineering and business

A TTO course for PhDs

mintt.epfl.ch

Management of Innovation and Technology Transfer

China Hardware Innovation Camp

www.chi.camp

… and much more in EPFL colleges and SHS classes for bachelor and Master students
A Rich Offering in Entrepreneurship Education

EIP Startup Training
www.businessconcept.ch

venturelab
www.venturelab.ch

including startup champions / ventureideas
vpi.epfl.ch/startup_champions
Coaching

“coaching” provided by Innovation Park & subject to approval by EPFL since 1996

[link: epfl-innovationpark.ch/get-involved/start-right-away/coaching]

CTI (InnoSuisse) Start-up coaching with various steps to acceptance
[link: www.ctistartup.ch / www.innosuisse.ch]

EPFL Alumni Mentors
[link: www.epflalumni.ch/fr/start-up-mentoring-program/]

[link: www.genilem.ch]

[link: www.platinn.ch]

Start-up competition
[link: www.imd.org/executive-mba/learning-methods/start-up-competition]
A Diversity of Support Tools

- **Advice**
  - Training, coaching, mentoring

- **Financial Support**
  - Grants, awards

- **Housing**
  - Co-working spaces, technology parks

- **Community services**
  - Events, information, online services

- **Development**
  - Summer camps, accelerators, cantons

- **Investments**
  - Business angels, Venture Capital
Enable: accelerating technology transfer through prototyping of IP
enable.epfl.ch

X-grants: a support tool of about CHF10’000 for EPFL bachelor and master students - vpi.epfl.ch/xgrant

Innogrants: a 1-year salary for EPFL future entrepreneurs
vpi.epfl.ch/innogrants
Additional Proof of Concepts Grants

The CTI (InnoSuisse) “feasibility studies” or “projects without implementation partners” support R&D projects with a high applied research content

The Swiss National Fund (SNF) is supporting similar mechanisms through its NCCRs
www.nccr-robotics.ch/tech-transfer/startups/spinfund

Bridge: a joint SNF – CTI (InnoSuisse) program
www.bridge.ch

InnoPACTT: a financial support to create your spin-off at CHUV / Unil
www.pactt.ch/pactt_home/pactt-inventor-scientist/pactt-innopacct.htm
The Gebert Rüf Foundation sponsors individual projects in academic environments (50'000-500'000CHF)
www.grstiftung.ch/en/project/submission.html

50’000CHF “Coup de pouce” award (1-3 per year)
www.fondation-liechti.ch

Up to 200’000CHF for projects in Information Technologies & Telecom
www.haslerstiftung.ch

and foundations are numerous in Switzerland
Funding & Loans

Venturekick provides seed funding up to 130’000CHF
www.venturekick.ch

A 100’000CHF loan mechanism by Fondation pour l’Innovation Technologique as well as other tools from Innovaud
www.fondation-fit.ch  www.innovaud.ch

Loans of 100’000-500’000CHF to founders
www.sti-stiftung.ch

Volkwirtschaft foundation : A 150’000CHF loan to support to young entrepreneurs
www.volkwirtschaft-stiftung.ch
Academic Awards

>>Venture>> 2018  www.venture.ch
Business idea: a total of 40'000CHF
Business plan: 120'000CHF (60kCHF, 30kCHF, 20kCHF and 2x 5kCHF).

Prix Musy – 50’000CHF for a Woman Entrepreneur
vpi.epfl.ch/PrixMusy

10’000CHF plus 3x 1'000CHF, with ETHZ and EPFL as co-organizers
Deadline: March 15
vpi.epfl.ch/PJE_en & www.cnccef.org

A 50’000CHF award by HEC - Uni. Lausanne
www.prixstrategis.ch

A 30’000CHF award by HEC Lausanne & EPFL students
startlausanne.ch
External Awards

Fondation de Vigier (restricted to Swiss residents)
www.devigier.ch
100’000CHF per project (usually 4-5 per year)

PERL award
www.lausanne-region.ch
A total of 100’000CHF (50’000CHF, 20’000CHF and 3x – 10’000CHF)

A 160’000 € pan-European competition
for <2-year old start-ups and projects
www.hello-tomorrow.org

Generation Entrepreneur – in Romandie
www.generationentrepreneur.ch
External Awards

Swiss Economic Award - A total of 75’000CHF for Swiss-based companies set up in the past six years
www.swisseeconomic.ch/award

Swiss Technology Award
www.swiss-innovation.com/award
www.en.swiss-innovation.com/award

All type of business ventures with high growth potential. For German-speaking Swiss entrepreneurs
150’000CHF amount (3 prizes; every two years)
www.jungunternehmer-preis.ch

A 200’000CHF total. Annual business plan competition sponsored by several partners. 4 awards. www.swiss-startups-awards.ch
External Awards

20k & 10k Awards around ideas for sustainable development in Geneva
www.prix-iddea.ch

10kCHF Dyson Student Award
Marketing award www.marketingtag.ch

Entrepreneur of the year AWARD with a start-up category
www.ey.com/ch/eoy
A Diversity of Support Tools

- **Advice**
  - Training, coaching, mentoring

- **Financial Support**
  - Grants, awards

- **Housing**
  - Co-working spaces, technology parks

- **Community services**
  - Events, information, online services

- **Development**
  - Summer camps, accelerators, cantons

- **Investments**
  - Business angels, Venture Capital

Support to Entrepreneurs around EPFL | 23
Close support: the EPFL Innovation Park

- The Innovation Park: 13 buildings for companies partnering & collaborating with EPFL
  [epfl-innovationpark.ch]

- Including 6 buildings for start-ups, offering a variety of value-added services (coaching, training, funding,…)

- The Garage (opened in 2008) for very early stage ventures
  [epfl-innovationpark.ch/legarage]

- A co-working open-space for early-stage projects
  [epfl-innovationpark.ch/laforge]
More Co-Working Spaces

- EdTech Collider: edtech-collider.ch
- Gotham: www.gothamco.com
- Coworking@UC: coworking.univercite.ch
- Impact Hub: geneva.impacthub.net, zurich.impacthub.net
- La Muse – Geneva & Lausanne: la-muse.ch/coworking
More Science Parks

www.campusbiotech.ch

www.biopole.ch

www.y-parc.ch

www.neode.ch

www.creapole.ch

www.theark.ch

www.fongit.ch

www.eclosion.ch

www.friup.ch

www.bluefactory.ch

www.swissparks.ch
# A Diversity of Support Tools

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Building a community

Join the EPFL start-up community on www.linkedin.com/groups?gid=516530

Subscribe to the EPFL start-up events memento memento.epfl.ch/subscription/start-up

L'Etat doit-il plus soutenir les start-up? Débat sur la radio suisse demain matin à 8h, En Ligne Directe
Hervé Lebret
Immigrants - EPFL
Like • Comment • Unfollow • 12 hours ago

Venture Ideas on Sept. 20th: there as still a few places
Corinne Zuber
Innovation, management and organisation
Meet a global entrepreneur and get an insight on how to build a sucessful business:
http://xpv.epfl.ch/ventureideas
Venture Ideas xpv.epfl.ch
The next venture ideas will take place on September 20 at 12.00 in BC 420 with Alexandre Gontier, serial entrepreneur in the USA and EPFL alumni. Free but compulsory registration o venture lab The Spring 2013 venture ideas conference took place...
Like • Comment • Follow • 7 days ago

Steve Jobs was mentored by Robert Noyce, founder of Intel
EPFL VPI Events

Startup Champions @ EPFL
vpi.epfl.ch/start-up_champions

Pizzas & Start-up
vpi.epfl.ch/pizzas-start-up

Most Tuesdays 5:30pm at Puur @EIP
https://epfl-innovationpark.ch/happy-hour
**EPFL Events**

- **Start-Up Day**
  
  [Forum EPFL](http://forum.epfl.ch)

- **Startup Weekends** – [lausanne.startupweekend.org](http://lausanne.startupweekend.org)
  
  23-25 February 2018

- **Salon des Technologies et de l’Innovation de Lausanne**
  
  [en.salon-stil.ch](http://en.salon-stil.ch)

- **Startup Corner**
  
  [www.facebook.com/pages/A3-Startup-Corner/120165334746207](http://www.facebook.com/pages/A3-Startup-Corner/120165334746207)

- **beyondlab.org**
External Events

Swiss Start-up Day
www.swiss-startup-day.ch/

LIFT Innovation Conference –
www.liftconference.com

Innovation Forum Lausanne –
inno-lausanne.ch/

www.euforiaction.org

And many more…

tech up.ch
Innovation Platforms

**digital switzerland**  [digitalswitzerland.com](http://digitalswitzerland.com)

Strengthen the country’s position as a digital hub

In addition to many platforms supported by FNS or CTI such as the NCCRs or Nano-Tera, French-speaking Switzerland has its own clusters and support organizations:

- **BioAlps**  [www.bioalps.org](http://www.bioalps.org)
- **MicronArc**  [www.micronarc.ch](http://www.micronarc.ch)
- **Alp ICT**  [www.alpict.com](http://www.alpict.com)
- **CleantechAlps**  [www.cleantech-alps.com](http://www.cleantech-alps.com)
- **www.nano-tera.ch**
Innovation Related media in Switzerland

www.startupticker.ch

www.inno-swiss.com

republic-of-innovation.ch
A Diversity of Support Tools

Advice
Training, coaching, mentoring

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Development
Summer camps, accelerators, cantons

Investments
Business angels, Venture Capital

A complex ecosystem
Exposure to US entrepreneurship

Vleaders by Venturelab and sponsored by EPFL: a free training in the USA and China of selected individuals (a Prize format)
venturelab.ch/ventureleaders

A week in Silicon Valley: a competition opened to residents of Canton de Vaud under 25 year-old.
www.facebook.com/BCVsVSC
Exposure to Entrepreneurship in Europe

Become a European Entrepreneur in 12 days

Are you eager to boost your business beyond borders?

APPLY NOW to embark on a journey to learn from the best and brightest in European technical entrepreneurship.

The European Venture Programme will help you kick-start your business into a successful European adventure!

The programme is split into two sessions:

- **Previous session**
  - July 9th – July 15th, 2017 at the Technical University of Munich (TUM) and the École Polytechnique Fédérale de Lausanne (EPFL),
  - August 27th – September 1st, 2017 at the Eindhoven University of Technology (TU/e) and the Technical University of Denmark (DTU)

Next session deadline: Spring 2018

Find out more at www.europeanventureprogramme.com

Application deadline: March 15th, 2017

www.europeanventureprogramme.com
Swiss Accelerators

- kickstart-accelerator.com
- masschallenge.org/programs/switzerland
- fintechfusion.ch
- www.swissstartupfactory.com
- www.f10.ch
- www.seedhopper.ch
Support from the Cantons

Service de la promotion économique et du commerce (SPeCo)
(Up to 50kCHF per year)
www.vd.ch/themes/economie/developpement-economique/promotion-
 economique/publications/organismes-daide/
www.vd.ch/fileadmin/user_upload/themes/economie_emploi/entreprises/fichiers_pdf/2015-SPECo-
Brochure_Organisme_d_aide-EN-web.pdf

Développement économique, recherche et innovation
ge.ch/ecoguichetpmepmi

Service de la promotion économique
www.neuchateleconomie.ch

Promotion Economique
www.jura.ch/eco

www.promfr.ch

Direction du développement économique (DEVS)
www.business-valais.ch
Creating the Company

A lot of advice on www.gruenden.ch/en and a very complete pdf guide: www.kmu.admin.ch/dam/kmu/fr/dokumente/Publications/g3_engl_version_201212.pdf.download.pdf/g3_engl_version_201212.pdf

Swissnex – Embassy Antennas

Swiss House for Advanced Research and Education
Boston
www.swissnexboston.org

Swiss House for Scientific and Technological Cooperation
San Francisco
www.swissnexsanfrancisco.org

Knowledge and Competencies in Science, Education, Art, and Innovation
Shanghai
www.swissnexchina.org

Connecting Switzerland and India in Science, Education, Art, and Innovation
Bangalore
www.swissnexbangalore.org

Connecting Switzerland and Brazil in Science, Education and Innovation
Rio de Janeiro
www.swissnexbrazil.org
US Market Entry and Swissnex

www.cticamp.us
swissnexsanfrancisco.org/Ourwork/startups/us-market-entry-camp

PRIX VITTOZ CAP INTERNATIONAL
With the support of the Vaud Canton, the prize focuses on international expansion.
epfl-innovationpark.ch

Also follow Swissnex webinars and events
swissnexsanfrancisco.org/Ourwork/events
# A Diversity of Support Tools

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- **Housing**: Co-working spaces, technology parks
- **Development**: Summer camps, accelerators, cantons
Seed Investors

Swiss Private Equity Association
www.seca.ch

Swiss Investor Association
www.swiss-startup-invest.ch

EPFL Alumni – Angels
https://www.epflalumni.ch/start-up-services/

www.blueocean-ventures.com

www.go-beyond.biz

www.redalpine.com

www.b-to-v.com

www.startangels.ch

www.businessangels.ch
More Funding Tools

Platforms to connect with investors

investiere:ch  www.investiere.ch

c-crowd  www.c-crowd.com

Even Micro-credit initiatives should be looked at
(World Microfinance Geneva, Microcredit solidaire)

Banks (usually they do not directly fund innovation)

A Credit Suisse initiative  www.swiss-venture-club.ch

ZKB provides convertible loans  www.zkb.ch

www.crcpme.ch
**Venture Capital – 3 funds at EIP**

- **Seed fund**
  - office at EIP
  - [www.polytechventures.ch](http://www.polytechventures.ch)

- **CHF100M, office at EIP**
  - [www.vipartners.ch](http://www.vipartners.ch)

- **CHF190M, office at EIP**
  - [renaissance.net](http://renaissance.net)

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**Swiss Private Equity Association**
- [www.seca.ch](http://www.seca.ch)

**THE VOICE OF PRIVATE CAPITAL**
- VENTURE CAPITAL
- PRIVATE EQUITY
- INFRASTRUCTURE
- LONG TERM INVESTORS
- [www.investeurope.eu](http://www.investeurope.eu)
Venture Capital – more funds in Romandie

Pan-European fund with offices in Geneva, London & San Francisco
Fund V of €300M
www.indexventures.com

Index spin-off in life sciences
www.medicxi.com

Geneva based
€160M Endeavour II fund
www.endeavourvision.com

Geneva based Life-science seed fund
www.eclosion.com
Support to Entrepreneurs around EPFL

Venture Capital – funds in Switzerland

Office in Basel
www.venturefund.novartis.com

Office in Schlieren - ZH

Office in Zurich
www.emerald-ventures.com

Office in Basel
www.versantventures.com

Office in Zurich
www.creathor.de

The GSK VC arm in Bioelectronics
www.actionpotentialvc.com

German, French VCs invest in CH (eg Wellington, Sofinnova, Auriga, Banexi, etc) as well US ones (Highland, Oak, Matrix, Austin, Greylock…)

Entrepreneurship
Private Funding
Remember: any project takes time

Pedro Bados (Nexthink) is a just one but clear illustration that even a friendly ecosystem will not avoid a long maturation.

Mar 04-Jun 04: coaching PSE financed by EPFL
May 04: publication in Dialogue newsletter
Janv. 04: contact with an IT expert
Sept 03: Invention disclosure
March 04: Option for License
April 04: Patent filing

Jun 04: Loan of CHF100k

Déc. 04: Winner of the “startup competition”
Avril-Sept 04: Further coaching

Sept 04: foundation of NEXThink SA

Dec 04: contacts with VCs
Jan 05: 1st pilots with customers
April 06: 1st round CHF 1.6M
Jul. 07: 2nd round CHF 6M

As of 2017, more than 65M in funding, 200+ employees, www.nexthink.com

Generate
Develop
Launch
Grow

Innovation & Tech. Transfer
A 2-3 year initial phase
In Summary again! A rich and dense ecosystem

Generate → Develop → Launch → Grow

Financiers

Incubators & coaching

Training

Poles of excellence

digital switzerland

Funding of research

Support to Entrepreneurs around EPFL