Support to Entrepreneurship around EPFL

VPI Startup Unit - Victoire Radoux, Corine Zuber & Hervé Lebret - February 2018
About Ecosystems: the Rainforest

The Rainforest by Victor W. Hwang and Greg Horowitz 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/
erc.europa.eu/
Support to Entrepreneurs around EPFL

VPI - A Facilitator Between Two Worlds

VPR

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

VPE

- Bachelors / Masters

VPI

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

vpi.epfl.ch
Innovation and Tech. Transfer

**EPFL Technology Transfer Office (part of VPR)**
tto.epfl.ch

**Swiss TT Association**
www.switt.ch
Available technologies:
www.switt.ch/pour_l_economie/swittlist

**Industry Liaison Programme**
www.alliance-tt.ch

**Partnerships & Innovation Square**
vpi.epfl.ch/industrycollaboration

**Support to start-up creation**
Innogrants
vpi.epfl.ch/innogrants
Xgrant
vpi.epfl.ch/xgrant

**Swiss TT Association**
www.switt.ch
Available technologies:
www.switt.ch/pour_l_economie/swittlist
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)

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

Start-Up foundation

“Valley of Death”

A rich ecosystem
More than funding
A Diversity of Support Tools

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<thead>
<tr>
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<th>Description</th>
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<td>🔍</td>
<td>Advice&lt;br&gt;Training, coaching, mentoring</td>
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A Diversity of Support Tools

Advice
- Training, coaching, mentoring

Financial Support
- Grants, awards

Housing
- Co-working spaces, technology parks

Community services
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Development
- Summer camps, accelerators, cantons

Investments
- Business angels, Venture Capital
A Rich Offering in Entrepreneurship Education

College of Management of Technology

cdm.epfl.ch

including

Bridging engineering and business

Master and Minor in Management, Technology and Entrepreneurship

smte.epfl.ch

EPFL EMBA

emba.epfl.ch

A TTO course for PhDs

mintt.epfl.ch

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 StartupTraining
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

epfl-innovationpark.ch/get-involved/start-right-away/coaching

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

EPFL Alumni Mentors
www.epflalumni.ch/fr/start-up-mentoring-program/

www.genilem.ch

www.platinn.ch

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

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

- **Financial Support**
  - Grants, awards

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Support to Entrepreneurs around EPFL
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/innigrants
Additional Proof of Concepts Grants

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

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

InnoPACTT: a financial support to create your spin-off at CHUV / Unil
www.pactt.ch/pactt_home/pactt-inventor-scientist/pactt-innopacct.htm
More Funding: Foundation Grants

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.swisseconomic.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

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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.ch

www.gothamco.com

coworking.univercite.ch

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.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

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 Pur @EIP
https://epfl-innovationpark.ch/happy-hour
EPFL Events

Start-Up Day  
http://forum.epfl.ch

Startup Weekends –  
lausanne.startupweekend.org  
23-25 February 2018

Salon des Technologies et de l’Innovation de Lausanne  
en.salon-stil.ch

Startup Corner  
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.liftoorganisation.com

Innovation Forum Lausanne –
inno-lausanne.ch/

www.euforiaction.org

And many more…

www.techup.ch
Innovation Platforms

**digitalswitzerland**  [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](http://www.nano-tera.ch)
Information about Swiss Start-ups

VICE PRESIDENCY FOR INNOVATION VPI

vpi.epfl.ch/EPFL-Spin-offs

EPFL Spin-offs

EPFL Innovation Park

www.epfl-innovationpark.ch/community/companies

Company list

SPIED
Spied.ch
Spin-off Information ETH Domain

STARTUP
All the Swiss Startups

www.startup.ch

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A Diversity of Support Tools

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Summer camps, accelerators, cantons

Investments
Business angels, Venture Capital
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

www.europeanventureprogramme.com

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
Swiss Accelerators

kickstart-accelerator.com

masschallenge.org/programs/switzerland

fintechfusion.ch

www.swissstartupfactory.com

www.f10.ch

www.seedhopper.ch
International Accelerator Programs

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/

Développement économique, recherche et innovation
ge.ch/ecoguichetpmeptmi

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

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Creating the Company

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

## Swissnex – Embassy Antennas

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<tr>
<th>Embassy</th>
<th>Name</th>
<th>Location</th>
<th>Website</th>
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<tbody>
<tr>
<td>Boston</td>
<td>Swiss House for Advanced Research and Education</td>
<td>Boston</td>
<td><a href="http://www.swissnexboston.org">www.swissnexboston.org</a></td>
</tr>
<tr>
<td>San Francisco</td>
<td>Swiss House for Scientific and Technological Cooperation</td>
<td>San Francisco</td>
<td><a href="http://www.swissnexsanfrancisco.org">www.swissnexsanfrancisco.org</a></td>
</tr>
<tr>
<td>Shanghai</td>
<td>Knowledge and Competencies in Science, Education, Art, and Innovation</td>
<td>Shanghai</td>
<td><a href="http://www.swissnexchina.org">www.swissnexchina.org</a></td>
</tr>
<tr>
<td>Bangalore</td>
<td>Connecting Switzerland and India in Science, Education, Art, and Innovation</td>
<td>Bangalore</td>
<td><a href="http://www.swissnexbangalore.org">www.swissnexbangalore.org</a></td>
</tr>
<tr>
<td>Rio de Janeiro</td>
<td>Connecting Switzerland and Brazil in Science, Education and Innovation</td>
<td>Rio de Janeiro</td>
<td><a href="http://www.swissnexbrazil.org">www.swissnexbrazil.org</a></td>
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</table>
US Market Entry and Swissnex

www.cticamp.us
swissnexusanfrancisco.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
swissnexusanfrancisco.org/Ourwork/events
A Diversity of Support Tools

**Advice**
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- Business angels, Venture Capital
Seed Investors

Swiss Private Equity Association
www.seca.ch

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

www.blueocean-ventures.com

www.go-beyond.biz

www.redalpine.com

www.b-to-v.com

www.startangels.ch

www.businessangels.ch

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

Platforms to connect with investors

www.investiere.ch

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)

www.swiss-venture-club.ch

www.zkb.ch

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

Seed fund office at EIP
www.polytechventures.ch

CHF100M, office at EIP
www.vipartners.ch

CHF190M, office at EIP
renaissance.net

Swiss Private Equity Association
www.seca.ch

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
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

www.actionpotentialvc.com

The GSK VC arm in Bioelectronics

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

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

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

Generate
Develop
Launch
Grow

Innovation &Tech. Transfer
A 2-3 year initial phase

Support to Entrepreneurs around EPFL
In Summary again! A rich and dense ecosystem

- Generate
- Develop
- Launch
- Grow

Financiers

Incubators & coaching

Training

Poles of excellence

digitalswitzerland

Funding of research

Support to Entrepreneurs around EPFL