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/
erc.europa.eu/
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 Innograns xgrants

vpi.epfl.ch

EPFL Community (Professors, Researchers, Students)

CORPORATES
SMEs START-UPS

The Organization
V. P. Innovation
Innovation and Tech. Transfer

EPFL Technology Transfer Office (part of VPR)

\[ \text{tto.epfl.ch} \]

Swiss TT Association

\[ \text{www.switt.ch} \]

Available technologies:

\[ \text{www.switt.ch/pour_l_economie/swittlist} \]

Industry Liaison Programme

\[ \text{www.alliance-tt.ch} \]

Partnerships & Innovation Square

\[ \text{vpi.epfl.ch/industrycollaboration} \]

Support to start-up creation

\[ \text{vpi.epfl.ch/entrepreneurship} \]

Innogrants

\[ \text{vpi.epfl.ch/innogrants} \]

XGrant

\[ \text{vpi.epfl.ch/xgrant} \]

Tech4Impact

\[ \text{t4i.epfl.ch/} \]

YGrant

\[ \text{vpi.epfl.ch/ygrantprogram/} \]
Funding: Surviving the “Valley of Death” at EPFL

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

**EMET**
**EPFL Innogrant**
**NOUS POUSSONS L’INNOVATION**
**BRIDGE**
**GEBERT RÜF**
**enable**
**XGRANT PROGRAMME**
**GIVE IT A PUSH**
**innovaud**
**PERL**
**Business Angels Switzerland (BAS)**
**GO BEYOND EARLY STAGE INVESTING**
**POLYTECH VENTURES**
**POLYTECH VENTURES (VERSANT)**
**SOFTSILK**
**AURIGA**
**VIONS**
**VERSANT VENTURES**
**novartis venture funds**

**European Commission**
**Venture Kick**
**FIT**
**Investiere.ch beta**
**medicxi**
**greylock partners.**

A rich ecosystem

**Start-Up foundation**
**“Valley of Death”**

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

Support to Entrepreneurs around EPFL | 7
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
Prototype Founders
Product Development
Company Fast Growth (Revenues, Employees)

Start-Up foundation

“A Valley of Death”

“Valley of Death”

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

<table>
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<tr>
<th><strong>Advice</strong></th>
<th><strong>Financial Support</strong></th>
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<td>Summer camps, accelerators, cantons</td>
<td>Business angels, Venture Capital</td>
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A Rich Offering in Entrepreneurship Education

College of Management of Technology

cdm.epfl.ch

including

smte.epfl.ch

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

Innosuisse Startup Training
BUSINESS CONCEPT
Powered by EPFL Innovation Park

EIP StartupTraining
www.businessconcept.ch

venturelab
www.venturelab.ch

including startup champions / ventureideas
vpi.epfl.ch/startupchampions
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


EPFL Alumni Mentors

www.epflalumni.ch/mentoring-programs/

www.genilem.ch

www.platinn.ch

Start-up competition

www.imd.org/emba/program/executive-mba-startup-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](http://enable.epfl.ch)

**EPFL InnoGrants**

Innogrants: a 1-year salary for EPFL future entrepreneurs
[vpi.epfl.ch/innogrants](http://vpi.epfl.ch/innogrants)

**XGrants**

XGrants: a support tool of up to CHF10’000 for EPFL bachelor and master students - [vpi.epfl.ch/xgrant](http://vpi.epfl.ch/xgrant)

**YGrants**

YGrants: a support tool of up to CHF10’000 for EPFL bachelor and master students in social entrepreneurship
[vpi.epfl.ch/ygrantprogram/](http://vpi.epfl.ch/ygrantprogram/)
Additional Proof of Concepts Grants

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

The InnoSuisse “feasibility studies” or “projects without implementation partners” support R&D projects with a high applied research content
www.innosuisse.ch/inno/en/home/start-your-innovation-project/projekte-ohne-umsetzungspartner.html

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

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

ec.europa.eu/research/eic/index.cfm?pg=funding
More Funding: Foundation Grants

The Gebert Rüf Foundation “supported” individual projects in academic environments [www.grstiftung.ch/en.html](http://www.grstiftung.ch/en.html)

Mostly through the Innobooster program
(for projects backed by Venture Kick – CHF150k for 1.5 year).

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

Up to 200’000CHF for projects in Information Technologies & Telecom
[www.haslerstiftung.ch](http://www.haslerstiftung.ch)

and foundations are numerous in Switzerland
Funding & Loans

Venturekick provides seed funding up to 150'000CHF
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.volkswirtschaft-stiftung.ch/en
Academic Awards

>>Venture>> 2019  www.venture.ch
Up to CHF150’000 awards

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/en/sef-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.jungunternehmerpreis.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
Marketingaward
https://www.swissmarketingforum.ch/events/marketing-tag

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

A complex ecosystem
Close support: the EPFL Innovation Park

- The **Innovation Park**: 13 buildings for companies partnering & collaborating with EPFL
  [epfl-innovationpark.ch](http://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](http://epfl-innovationpark.ch/legarage)

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

- **EdTech Collider**
  - [edtech-collider.ch](http://edtech-collider.ch)

- **Gotham**
  - [www.gothamco.com](http://www.gothamco.com)

- **Coworking@UC**
  - [coworking.univercite.ch](http://coworking.univercite.ch)

- **Impact Hub**
  - [geneva.impacthub.net](http://geneva.impacthub.net)
  - [zurich.impacthub.net](http://zurich.impacthub.net)

- **La Muse – Geneva & Lausanne**
  - [la-muse.ch/coworking](http://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.swissparks.ch
- www.eclosion.ch
- geneus.ch
- www.friup.ch
- www.bluefactory.ch
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Building a community

Support to Entrepreneurs around EPFL

Join the EPFL start-up community on [www.linkedin.com/groups?gid=516530](http://www.linkedin.com/groups?gid=516530)

Subscribe to the EPFL start-up events memento [memento.epfl.ch/subscription/start-up](http://memento.epfl.ch/subscription/start-up)

Steve Jobs was mentored by Robert Noyce, founder of Intel

---

L'Etat doit-il plus soutenir les start-up? Débat sur la radio suisse demain matin à 8h, En Ligne Directe

Hervé Lebret
Innogants - EPFL

Like • Comment • Unfollow • 12 hours ago

Venture Ideas on Sept. 20th: there as still a few places

Corine Zuber
Innovation, management and organisation

Meet a global entrepreneur and get an insight on how to build a successful 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 Gonthier, serial entrepreneur in the USA and EPFL alumni. Free but compulsory registration o venture lab The Spring 2013 venture ideas conference took place...
EPFL VPI Events

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

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  http://forum.epfl.ch

Startup Weekends – lausanne.startupweekend.org

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.liftconference.com

Innovation Forum Lausanne –
inno-lausanne.ch/

And many more…

www.euforiaction.org
techup.ch

digitalswitzerland.com/startupbootcamps/
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**
Innovation Related-media in Switzerland

A local student media
innovation-time.com

www.startupticker.ch

www.inno-swiss.com

republic-of-innovation.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 Spin-off Information ETH Domain

spied.ch

All the Swiss Startups

www.startup.ch
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Support to Entrepreneurs around EPFL
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

www.bcv.ch/La-BCV/Responsabilite-d-entreprise/Silicon-Valley-Startup-Camp
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 (ad)venture!

Intensive 12-day programme at all alliance locations
Build your international network
Workshops, pitching sessions, startup visits
Programme travel and accommodation costs covered

The programme is split into two sessions:

- July 7th – 13th, 2019 at the Technical University of Munich (TUM) and the École Polytechnique Fédérale de Lausanne (EPFL),
- August 25-31, 2019 at the Eindhoven University of Technology (TU/e) and the Technical University of Denmark (DTU)

Next session deadline: March 29, 2019

www.europeanventureprogramme.com

Previous session
July 7-13, 2019 at the Technical University of Munich (TUM) and the École Polytechnique Fédérale de Lausanne (EPFL),
August 25-31, 2019 at the Eindhoven University of Technology (TU/e) and the Technical University of Denmark (DTU)
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)
https://www.vd.ch/themes/economie/soutien-aux-entreprises/soutiens-aux-entreprises/

Développement économique, recherche et innovation
https://www.ge.ch/comment-creer-entreprise/aides-aux-entreprises-encouragement-innovation
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/english-version/
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

https://www.swissnexsanfrancisco.org/what-we-do/residents/

Also follow Swissnex webinars and events
swissnexsanfrancisco.org/Ourwork/events
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Business angels, Venture Capital

A complex ecosystem
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.sictic.ch

www.startangels.ch

www.businessangels.ch

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

SVC+  Swiss Venture Club  www.swiss-venture-club.ch

Zürcher Kantonalbank  ZKB provides convertible loans  www.zkb.ch

we  make  it  https://wemakeit.com

www.technologyfund.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
rennaissance.net

Swiss Private Equity Association
www.seca.ch

www.investeurope.eu
Venture Capital – more funds in Romandie

**Index Ventures**
Pan-European fund with offices in Geneva, London & San Francisco
Fund V of €300M
[www.indexventures.com](http://www.indexventures.com)

**medicxi**
Index spin-off in life sciences
[www.medicxi.com](http://www.medicxi.com)

**endeavourvision**
Geneva based
€160M Endeavour II fund
[www.endeavourvision.com](http://www.endeavourvision.com)

**Eclosion**
Geneva based Life-science seed fund
[www.eclosion.com](http://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

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…)

Support to Entrepreneurs around EPFL
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.

Feb 03: Invention disclosure
March 04: Option for License
April 04: Insurance filing
Janv. 04: contact with an IT expert
May 04: publication in Dialogue newsletter
March 04: Option for License
April 04: Patent filing

Jun 04: Loan of CHF100k

May 04: publication in Dialogue newsletter
Mar 04-Jun 04: coaching PSE financed by EPFL

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
Apr 06: 1st round CHF 1.6M
Jul. 07: 2nd round CHF 6M

As of 2018, more than 150M in funding,
200+ employees,
www.nexthink.com

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