History: Early and continuous commitment of EPFL

- 1986: Industrial liaison program: Cast / association (Alliance)
- 1988: Policy for research contracts & partnerships
- 1991: Science park created: Foundation PSE
- 1993: IP strategy / licensing
- 1995: Pre-seed money for start-up projects: Foundation FIT
- 1997: Coaching for early stage start-up projects
- 1998: Technology transfer: Creation of the TT office (SRI)
- 1999: Entrepreneurship courses / rules for remuneration of inventors and labs
- 2000: First equity deals
- 2003: Legal framework adapted for efficient TT
- 2004: Vice-Presidency for Innovation and Tech. Transfer (VPIV)
- 2005: Centers, Programs, Innogrants, TT Alliance
- 2006: New partnerships (endowed chairs, indus. incubators)
- 2007: Revised TT regulations & overhead policy
- 2008: Seed fund
- 2009: The Garage
- 2010: EPFL Innovation Park
- 2011: VPIV moves to Innovation Park
- 2013: The Forge
- 2007: Revised TT regulations & overhead policy
- 2006: New partnerships (endowed chairs, indus. incubators)
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EPFL Innovation Park: a model of integrated collaborations

Interactions

Proximity
APEL – 04.12.2014

**Vice-présidence pour l'innovation et la valorisation (VPIV)**
Coordonne les relations entre l'EPFL et l'industrie.

**Blue Brain – Crossings-Tech**
ViaSat
Restaurant für Innovation

**Credit Suisse**

**Axa Tech – Bühlér Frontiers**

**Nestlé Institute of Health Sciences**

**Debiopharm International**

**Mycaritis – Nestlé Institute of Health Sciences**

**Nitto Denko Q-Gel**

**Administration**
- Gère les demandes de locaux et propose un service de coaching pour les start-up admises.

**La Forge**
- Offre 16 places à de futurs entrepreneurs liés à l'EPFL. Sélectionnés sur dossier, ils ont six mois pour mettre en place une ébauche de leur start-up. Cet espace, doté également de salles de réunion, est aussi un lieu de réseautage et de conseils.

**Société des Jeunes Entrepreneurs**
- Gère des programmes de soutien à la création de start-up, dont Venture Lab et Venture Kick.

**Bureaux modulables**
- Pour des start-up en lien avec l'École. Actuellement 125 entreprises occupent des surfaces de 17 à 400 m².
- Bâtiments A, B, C, D, L : 14'000 m² ; E et I : 1'700 m²

**Le Garage**
- À 10 minutes à pied de l'EPFL, le Garage compte 17 bureaux destinés à des start-up en phase de construction pour un maximum de 2 ans. Ces locaux sont réservés à des entreprises dont le lien avec l'École est étroit (étudiants, alumni, employés ou développement d'un projet issu d'un laboratoire du campus).
APEL

EPFL Support to Entrepreneurs

Hervé Lebret
EPFL Innogrants

http://vpiv.epfl.ch/entrepreneurship
**Any Start-up Project Takes Time**

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

**Timeline:**
- **Sept 03:** Invention disclosure
- **March 04:** Option for License
- **April 04:** Patent filing
- **Janv. 04:** Contact with an IT expert
- **Mar 04-Jun 04:** Coaching PSE financed by EPFL
- **May 04:** Publication in Dialogue newsletter
- **Jun 04:** Loan of CHF100k
- **Sept 04:** Foundation of NEXThink SA
- **Avril-Sext 04:** Further coaching
- **Déc. 04:** Winner of the “startup competition”
- **Dec 04:** Contacts with VCs
- **Jan 05:** 1st pilots with customers
- **Jun 04:** Loan of CHF100k
- **April 06:** 1st round CHF 1.6M
- **Jul. 07:** 2nd round CHF 6M
- **As of 2014, more than 15M in funding, about 100 employees, www.nexthink.com**

**Generate**

<table>
<thead>
<tr>
<th>Develop</th>
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<tbody>
<tr>
<td>Launch</td>
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<tr>
<td>Grow</td>
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</table>

**A 2-3 year initial phase**

Innovation & Tech. Transfer
Funding: The EPFL Valley of Death

CTI - Start-Up and entrepreneurship, R&D Funding, KTI-Support

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)

"Valley of Death"

Funding: The EPFL Valley of Death

CTI Invest
The Swiss Venture Platform

Swiss Venture Club

endeavourvision

BANEXI VENTURES PARTNERS

wellingtonpartners

Index Ventures

Funding

EPFL ecosystem

Enable – accelerating TT

Innogrants

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"Valley of Death"

Funding
It's not about Money only: A Rich and Dense Ecosystem

http://vpiv.epfl.ch/resources-for-startups

Advice:

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)


“Valley of Death”

More than funding

EPFL ecosystem

EPFL Innovation Park A to D  EPFL Innovation Park E to J

http://vpiv.epfl.ch/resources-for-startups
A successful experiment: La Forge

A co-working space for entrepreneurs from EPFL and other horizons

http://epfl-innovationpark.ch/laforge
It’s also about virtual communities

Join the EPFL start-up community on

www.linkedin.com/groups?gid=5165304
Prix Perl

http://www.lausanneregion.ch/Perl

>>VENTURE>>

http://www.venture.ch/

http://www.venturekick.ch/
The Innogrants

http://vpiv.epfl.ch/innogrants

Students, researchers, professors, you think your idea has unique potential. We offer you the possibility to develop it with our INNOGRANTS.
More than 500 requests
74 grants (CHF7M)
49 companies created
CHF 17M in new grants
CHF 90M in equity

Innogrants

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<th>Grants</th>
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</tr>
</tbody>
</table>

STI (Engineering); IC (Computer Science Communications); SV (Life Sciences);
ENAC (Environment & Architecture); SB (Basic Sciences);
CDM (College of Management de Technology)