



**SUPER-SME**  
« Supporting Potential and Existing Research intensive SMEs »

**Peer review meeting – Thessaloniki – 01.03.07.**




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PROJECT FINANCED  
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REGIONS OF KNOWLEDGE **2**

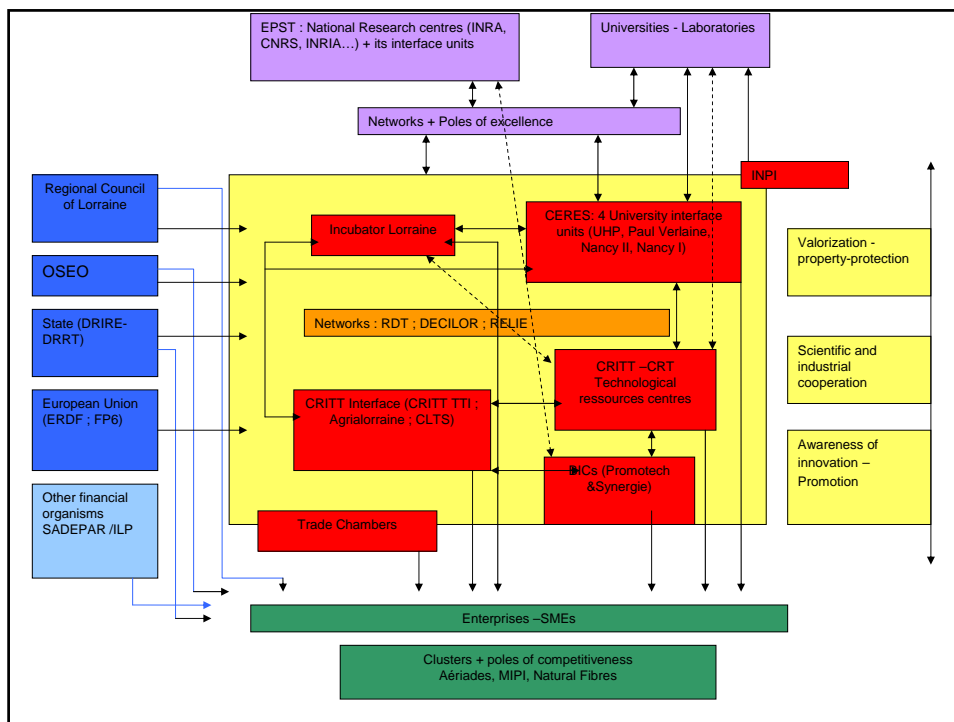
**1. S&T environment in Lorraine**

- Main actors of the regional S&T intermediation
- Categories of S&T intermediaries

**2. Lorraine key figures**

**3. Support to spin-offs and start-ups**

- Key intermediaries
- Regional process/actions to support innovative enterprise creation



### Categories of S&T intermediaries in Lorraine

	Generic	Sectoral
<b>Technological</b> Technical skills, Technological competencies; Applied research		<ul style="list-style-type: none"> <li>• CRITT Wood</li> <li>• CRITT TJFU</li> <li>• CIRTES</li> <li>• CRITT Metall 2T</li> <li>• PPE</li> <li>• APOLLOR</li> <li>• NANCIE</li> </ul>
<b>Hybrid</b>	<ul style="list-style-type: none"> <li>• CERES including 4 University interface &amp; technology transfer units (UHP, INPL, University of Metz, University of Nancy 2)</li> <li>• 2 BICs (Promotech et Synergie)</li> <li>• Lorraine Incubator</li> </ul>	<ul style="list-style-type: none"> <li>• CLTS</li> <li>• Agria lorraine</li> <li>• CRITT TTI</li> </ul>
<b>Non technological</b> Advices, awareness Support for IPR	<ul style="list-style-type: none"> <li>• Chambers of Commerce</li> <li>• INPI (National Institute for industrial property)</li> </ul>	

Key partners : OSEO; DRIRE; DRRT; the Regional Council of Lorraine

## Lorraine R&D key figures (1)

### A research with public dominant:

- Share of spending in R&D compared with GDP : 1,1% (54,3% public expenditures)
- 6 900 full time equivalent in R&D (2% of R&D employees in France) including 3200 Full time equivalent researchers (60,4% in public sector)
- Public expenditures distribution : 54% from universities; 26% from EPST; 20% EPIC

### Enterprises are less involved in R&D :

- 2700 full time equivalent;
- decrease of R&D employees: -9% in 1997- 2003

## R&D key figures (2)

### A high potential of students and research:

- 76 600 students in 2002;
- 5,8 theses for 100 students in master degree ;
- an important engineering pole (one Polytechnic Institute and 16 engineering schools)

### Innovative enterprises in Lorraine:

- the enterprise creation rate in 2004 : 16,6%.

### The technological production:

- an average of 260 patents application per year;
- main sector of patents : industrial processes

### High public-private collaboration:

- "Cifre" : industrial agreement of training for research : agreement between laboratory, enterprise and researcher on specific scientific programme;
- In France: 860 signed agreements in 2003;
- In 1981-2004 : 13 000 PhD students introduced their theses with a "cifre" agreement : 2,9% with Lorraine enterprises and 4,6% with Lorraine laboratories

Source : INSEE – October 2006

**Spin-offs results**

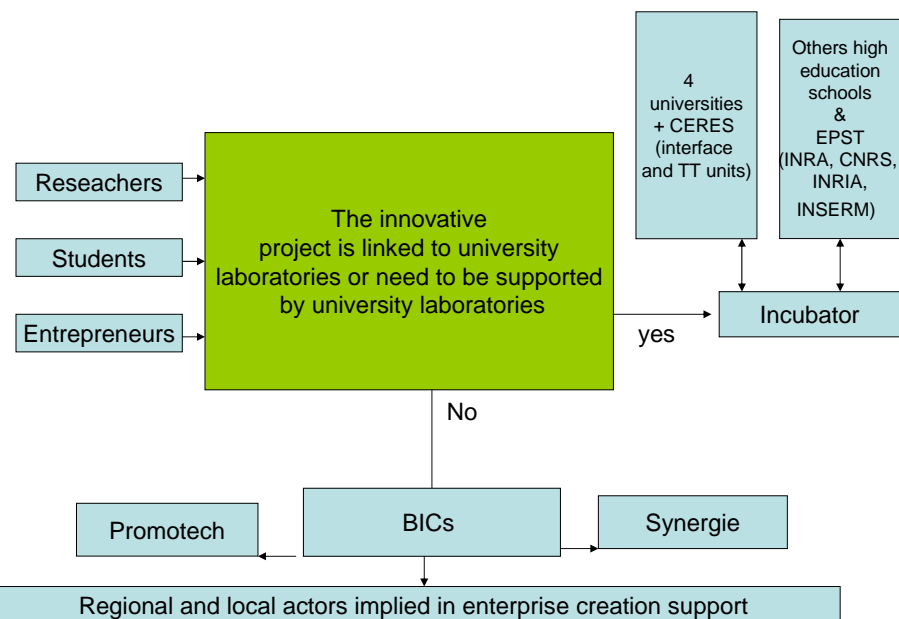
**National results:**

- 2000-2005 : 844 spin-offs creation
- 80% are active today
- 3 650 full time equivalent creation

**Results of Lorraine Incubator :**

- 32 projects/spin-offs in 2000-2004
- 7 projects in 2005
- 11 projects in 2006

**Key intermediaries supporting innovative enterprise creation**



**Main functions of the Lorraine Incubator  
Created in 2000 (Research Ministry measure in 1999)**

- assessment and selection of projects resulting from the university interface units (4 university interface units)
- feasibility study and assistance for developing a business plan
- technological support (laboratories or CRT or CRITT or technological platforms)
- assistance in public and private funding

Regional actions to support enterprise creation : ante incubation					
	Awareness	Detection	Maturation of concept		Ante selection of the project
Actions	1.PhD students 2.Visit of Laboratories 3.Forum, workshops,... 4. Relay Point Enterprise creation	1.Regional and National Contests 2.Visit of laboratories 3. Workshop, Forum,...	Contests "Entrepreneurship" and "synergiages"	BJCE " young enterprise creator"	Ante - incubation
Operators	Universities + Promotech + regional/local actors implied in creation	Universities + regional/local actors implied in creation	2 BICs	2 BICs + Lorraine Incubator	Lorraine Incubator
Targets	PhD students + researchers+ all targets (students)	All targets + Researchers	All targets	Students in research master degree	All innovative project resulting from university in stage of ante proof of concept
Funding actors	Universities + regional Council of Lorraine + business incubators	Research Ministry + regional and local authorities + business incubators	Local and regional authorities	Regional Council of Lorraine	Research Ministry + European funds + RCL + Local cities

Regional actions to support enterprise creation : project development					
	Validation and formalization of the project				
Targets	Project resulting from public research		Project (with or without links with public research)		
Operators	Lorraine Incubator	OSEO	OSEO	BICs	External operators
Actions	<b>External services:</b> Technical development (prototype); support to IPR; business opportunities analysis; business plan; legal support; search for funding <b>Daily internal support</b>	Technological transfer support for laboratory	Individual support  "Innovative enterprise" Contest	Assistance in developing a business plan + training for its introduction	Technical and economic pre-feasibility study
Conditions	Reimbursable advances at 0% rate	Reimbursable advances at 0% rate	Grants	Contractual agreement	Grants at 75% Ceiling : €9200
Funding actors	Ministry of research, ESF, Regional Council of Lorraine, Urban area communities	OSEO	OSEO + Ministry of research	Regional Council of Lorraine + Urban area communities	Regional Council of Lorraine

SWOT Analysis of incubation process in Lorraine	
<p style="text-align: center;"><b>Strong points</b></p> <ul style="list-style-type: none"> <li>• good relationship with universities and EPST</li> <li>• connection between project applicants and knowledge of universities</li> <li>• physical location in universities</li> <li>• interdisciplinary exchanges between project sponsors</li> </ul>	<p style="text-align: center;"><b>Weak points</b></p> <ul style="list-style-type: none"> <li>• few projects resulting from public research</li> <li>• gap between projects/concepts and incubation</li> <li>• entrepreneurship spirit to be developed in universities (research valorization via spin-off)</li> <li>• collective projects within Poles of competitiveness do not include new innovative enterprise creation</li> <li>• lack of support in post-incubation</li> </ul>
<p style="text-align: center;"><b>Opportunities</b></p> <ul style="list-style-type: none"> <li>• to use enterprise training courses</li> <li>• creation of PRES (regrouping the 4 universities)</li> <li>• to develop links between universities and economy via CRITT and CRT</li> <li>• poles of competitiveness (natural fibers, innovative materials)</li> <li>•</li> </ul>	<p style="text-align: center;"><b>Threats</b></p> <ul style="list-style-type: none"> <li>• attractiveness of other border regions (more especially with Luxembourg)</li> <li>• no homogenous region (split between south and north of Lorraine region)</li> <li>• generalist research competences (not enough specialized)</li> </ul>

Source: Panorama du dispositif d'incubation, Technopolis France, Octobre 2006