

**STARTUP
EUROPE**



REGIONS NETWORK

**How to become a global innovation
hub?**

**Paris Region's support to startups and
the innovation ecosystem**

SERN Webinar – December, 6th 2018



**PARIS
REGION**

SUMMARY:

Paris Region innovation hub: key figures

Role of Paris Region's Regional council

Financial aids to startups

Support to the innovation ecosystem

Access to public procurement for startups



Paris Region innovation hub: key figures

Europe's Leading Economic & Innovation Region

€ 660B of GDP

With 27 Fortune 500 companies across industries such as Energy, Construction, Manufacturing, Retail, Luxury, Finance

€ 1.7B VC Funding

+30% from 2015
Paris Region represents 68% of VC investments in France

€19B for R&D

Annual public and private expenditure for R&D programs

5,000+ Startups

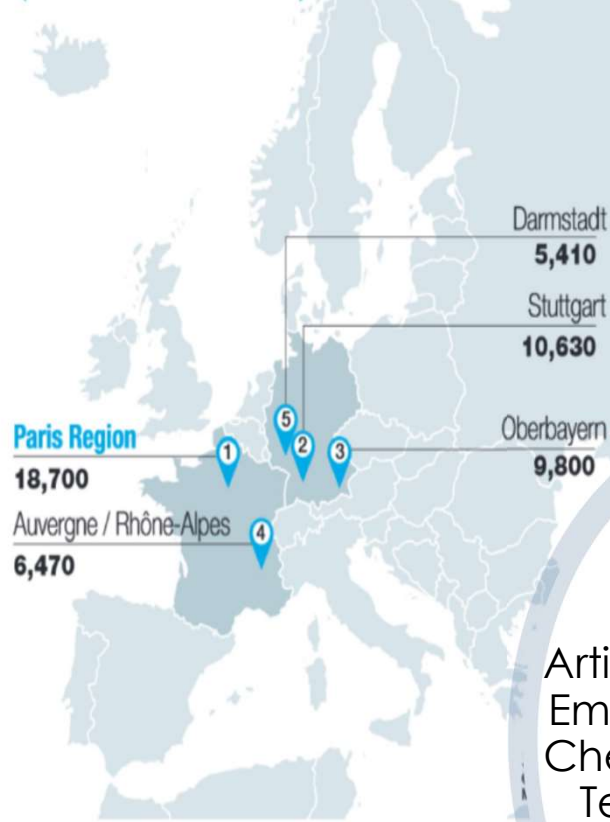
Artificial Intelligence, AR/VR, Drones, Smart Mobility, Retail, Connected Health, Big Data, Cybersecurity, etc.

1,200+ R&D Labs

Involving 155,000 workers and researchers

#1 Region in Europe for R&D

EUROPE'S TOP 5 REGIONS BY R&D EXPENDITURE
(MILLIONS OF EUROS IN 2013)



Markets

Construction,
Healthcare, Drugs,
Manufacturing,
Energy,
Extractive industries
Aircraft industry,
Transportation

Tech

Artificial Intelligence,
Embedded Systems,
Chemical & Material
Technologies, 5G,
Sensors, Robotics, IoT,
Big Data, Digital
Modeling, etc.



PARIS REGION
EUROPEAN LEADER FOR R&D WORKERS
AND RESEARCHERS

Source: Eurostat,
Ministry of Education,
Higher Education and
Research, data 2014,
*data 2013



#1 Startup Region in Europe

- 5,000 startups with a focus on Deep Tech, AI, IoT, etc.
- 1st region in Europe regarding the number of startups of **The Technology Fast 500 EMEA**
- 1/3 of the start-ups exhibiting at the **2017 Las Vegas CES** were French

620 Innovation Centers:

- ✓ 216 Incubators & Accelerators
- ✓ 171 coworking Spaces
- ✓ 87 fablabs & makerspaces
- ✓ 46 Business Centers

€150M

The world's leading Internet of things (IoT) connectivity service



€250M

Independent company offering web, dedicated, and cloud hosting solutions



€300M

Jumia facilitates access to products and services in Africa





Role of Paris Region Regional council

Leader of the economic development on Paris Region's territory

→ Adoption in December 2016 of the global economic strategy (#LEADER strategy) for 2017-2021 based on four main orientations:

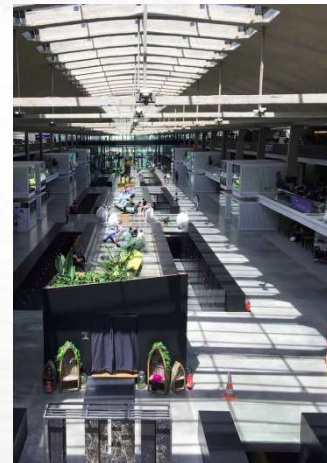
**Investing in
the
attractiveness**



**Boosting the
competitiveness
of PR's companies**



**Developing an
entrepreneurial
and innovative
spirit**



**Working
collectively**



€ 130 M budget, half of which directly goes to businesses

Each year, we support around:

3 000 SMEs
including **1 000**
start-ups


10 000 creators



Financial aids to startups



TP'up, PM'up, Innov'up, PRVF

TP'up	Grants of up to € 55 000 for small businesses (less than 10 employees) to develop and modernize their production tools
PM'up	Grants of up to € 250 000 for SMEs (10 to 250 employees) to modernize their production tools and develop internationally
Innov'up	Grants and repayable advances of up to € 1 M€ to support innovative companies in the transition from the idea to marketing
 The logo for Paris Region Venture Fund features a stylized sunburst or fan shape composed of multiple colored lines (red, orange, yellow, green, blue, purple) radiating from a central point. To the right of this graphic, the text "PARIS REGION" is written in a bold, black, sans-serif font, and "Venture fund" is written below it in a smaller, teal-colored, sans-serif font. PARIS REGION Venture fund	Investment fund with € 50 M capital to invest in early-stage deeptech companies

Challenges



First international challenge for French and international startups on artificial intelligence with a prize of € 1 M, covering the fields of energy, health, mobility, smart city, industry, or finance.

4 winners: Therapanacea (€700 000), LightOn (€350 000), PandaGuide (€150 000), Smartify (€150 000)

<https://www.aichallenge.parisregion.eu/>



International challenge for startups in order to address needs around cybersecurity expressed by major economic actors (Atos, SNCF, Stade de France) on three topics (major events, transportation, sport)

<https://paris-region-cybersecurity-challenge-2018.matchmaking-studio.com/public/home.html#mms>

Entrepreneur #Leader

New entrepreneurship program aiming to form a unique “parcours” for all business creators in Paris Region and built on three distinct phases:

- 1) Build my project: with the help of business creation consultants to finalize your economic study, formalize your business plan etc.
- 2) Finance my project: be informed about the financing offer and the eligibility of their project, mobilize financing etc.
- 3) Develop my business: support during the first three years by a consultant from the network of partners.

www.iledefrance.fr/entrepreneur-leader-parcours-unique-de-creation-d-entreprise





Support to the innovation ecosystem

Innovation hubs

Innovation centers aiming to gather and structure the main actors of a strategic ecosystem → 13 projects financed in 2017-2018 for a total of € 10 M



An open initiative for the development of the industry by additive manufacturing based in Paris-Saclay



Digital innovation hub in Paris-Saclay that will regroup more than 1 500 researchers on various topics: AI, cyber physical systems, cybersecurity and industry 4.0



Collaborative workspace for tech, civil and social innovation

Incubators and « tiers-lieux »

15 **incubators** supported in 2017 and in 2018, with a priority for incubators opened to international companies, and willing to develop collaborations with regional, national and international counterparts

→ Creation of a regional network to mutualize competences and coordinate the offer

« **Tiers-lieux** » (coworking spaces, fablabs, business centers, etc.): 27 supported in 2017 and 2018 with the objective of 1 000 in Paris Region in 2021 (around 700 today)

The map of innovation: <https://parisregionmap.mappr.fr/>

Acceleration programs



WILCO
ACCELERATEUR DES STARTUPS D'ILE-DE-FRANCE

Startups Accelerator offering a 3-year service package to help startups achieve their €1M in annual turnover within 3 years without taking equity
<http://www.wilco-startup.com/en/>

PEPITE STARTER IDF



Pépite
starter
Ile-de-France

Acceleration program for startups created by students entrepreneurs in Station F and offering intensive training and support over 5 months
<https://www.pepite-france.fr/pepite-starter-idf>

L'ACCELERATEUR ESS

Acceleration program for startups in the social economy consisting in a 24 months individual accompaniment, to make them the future national champions of the social economy
<https://www.laccelerateuridf.co/>



Access to public procurement for startups

Small Business Act



Adoption of a regional Small Business Act on March 2017 to facilitate SMEs' access to public markets relying on:

- a better information to SMEs
- simplified procedures
- the grant of advances of up to 50% of the global contract in order to reduce cash problems
- the shortening of payment delays
- a fight against illegal work
- a commitment to reserve 2% of the regional procurement for innovative solutions

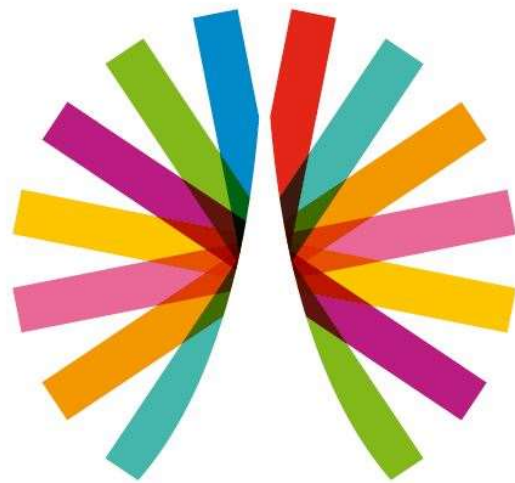
Tuesdays of the Smart Region

Monthly meetings gathering startups and public actors (local governments, universities, hospitals, etc.) to sensitize buyers to new solutions and encourage innovative procurement.



Past Tuesdays of the **Smart Region** :

- ✓ April 2018: Education
- ✓ July 2018: Tourism
- ✓ September 2018: Civic tech
- ✓ October 2018: Security
- ✓ November 2018: Mobilities
- ✓ December 2018: Housing



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