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news

B E S A N Ç O N - F R A N C H E - C O M T É - F R A N C E



Editorial

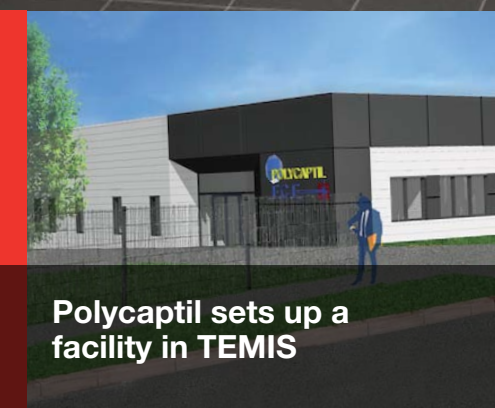
On 7 April 2016, we applied for French Tech approval in the areas of medtech and biotech. The approval itself will sharpen the profile of our medical engineering start-up companies and enable them to raise the funds they need for growth, but I would also like to emphasise a characteristic of our region, because the application is truly an illustration of our ability to work together and our capacity to rally around major projects.

We have done so in the past, for the approval of our competitiveness cluster and for the setting up of TEMIS, which is now home to one of the largest laboratories in France in engineering sciences: our local authorities, companies, research organisations and business and financial entities **know how to unite to promote major economic projects.**

With the new Medtech Biotech Besançon Burgundy Franche-Comté application, we are once again showing that the word ecosystem is truly meaningful here.

Our TEMIS technology park is one of the pillars that support our application. With the founding of BIO-INNOVATION, a centre devoted to R&D for new-generation medicine that will be put into service in 2018, Grand Besançon, supported by the regional and central authorities, the EFS and the university will further reinforce our medical engineering and technology capabilities in TEMIS Santé to serve an entire industry.

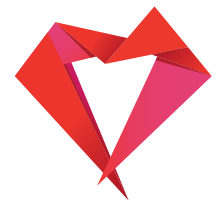
Jean-Louis Fousseret,
Mayor of Besançon
President of TEMIS and Grand Besançon



Polycaptil sets up a facility in TEMIS



Nicola Chaillet, new President of COMUE BFC



MEDTECH BIOTECH
BESANÇON BOURGOGNE
 FRANCHE-COMTÉ
 Oui à la French Tech

YES TO FRENCH TECH

CLOSE TO 40 MEDICAL ENGINEERING START-UPS IN BESANÇON SUPPORT THE MEDTECH BIOTECH APPLICATION OF BURGUNDY-FRANCHE-COMTÉ



Top to bottom:
 Sébastien Henry,
 Nicolas Raubert,
 Didier Soucheyre,
 Jean-François
 Delforge

French Tech themed networks are aimed at fostering the development of start-up ecosystems in the regions, with an industry-based theme. In Grand Besançon, it was **only natural for the application to relate to medical engineering and medtech**. With some 40 participating medical industry start-ups and a network of start-ups with complementary activities, particularly digital systems and smart systems in general. In all, **over a hundred growing companies** make up an active and collaborative network to say **Yes to health care French Tech in Burgundy Franche-Comté**.

The rationale for French Tech approval

French Tech approval **raises the profile**. Sébastien Henry, Director of **One Fit**, a start-up based in TEMIS that models prostheses for orthopaedic surgery, is quite convinced: *"The value of approval mainly lies in the profile we acquire because of the network, both domestically and internationally"*. He is joined by Nicolas Raubert, manager of **Miravas**, specialist of the treatment of venous disorders: *"If we are selected, that will raise my profile and boost growth"*. Secondly, there is the **networking and organising effect of an ecosystem** capable of supporting growth that is of interest to young companies. *"It is important for us, says Sébastien Henry, to be supported in our every need so that we can truly develop our organisations, both through financial arrangements targeted for our activities and support from mentors"*.

The French Tech ecosystem does indeed also mobilise **companies who are now mature and who work alongside**



start-ups.

Jean-François Delforge, Director of **ALCIS** ad specialist of implants, probes and catheters is one of the mentors: *"When you set up a business, you need to overcome loneliness; that is why I want to devote time to young entrepreneurs who will serve the medicine of the future"*.

For **MICRO-MEGA®**, international group and leader in France in endodontics based in Besançon, Audrey Lion, Marketing Director, believes in the local potential: *"We need the competencies of start-ups to boost our innovation and will support them more particularly in how they need to approach their international market"*.

Another mentor and supporter of the application is **Didier Soucheyre**,

Founder of the investment fund CAPITAL XLR, who says: *"With well targeted financial tools and a well-organised network, the aim is to achieve in a year what a start-up on its own would be able to do in five years. And when you think that the first three years are often the most critical, it is indispensable for it to raise funds rapidly to support its growth"*

TEMIS at the heart of the ecosystem

The application for approval is based on the place, the financial tools and the networks that can be mobilised locally; in that respect, TEMIS is clearly the resource site. TEMIS is indeed at the heart of the ecosystem, with a high concentration of medical engineering start-ups and companies, available properties and services dedicated to innovation and entrepreneurship, in a technological and scientific environment that can serve the medicine of the future.

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INNOV'HEALTH IS LAUNCHED

Innov'Health, the **healthcare cluster of Burgundy-Franche-Comté**, has been proposed by the healthcare commission of the microtechnology cluster. It brings together many partners and can mobilise all the know-how of Burgundy-Franche-Comté to extend the realm of the possible in healthcare and promote themes of the future by basing its approach on the human dimension.

Sponsored by companies that serve other companies, the action plan of the cluster will go beyond the innovation aspects of the competitiveness cluster. It will cover a large spectrum of needs of its members, in terms of marketing, internationalisation, networking with hospitals, laboratories or technological development centres useful for the industry. Medical device sterilisation, 3D printing, training, biocompatible materials and the pooling of purchases are just some of the themes that are addressed collectively to enhance competitiveness. Innov'Health is open to all companies and organisations that work in or wish to join the healthcare industry.

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POLYCAPTIL SETS UP A FACILITY IN TEMIS

Specialised in electronics, optical electronics and mechatronics, Polycaptil is coming to TEMIS. Work ought to start before the summer and the new facility will be ready in June 2017. Investment worth a little over €1.1 million to support the growth of the company in markets with high technology value.

Multiple competencies

The specific know-how of Polycaptil is illustrated in many applications: tray dispensers for canteens, nuclear particle detection mechanisms, sensors for detecting human presence in banks, optical-electronic sensors for controlling industrial processes etc. With the takeover of FCE, the subcontractor for electronics in 2011, Polycaptil has accelerated its diversification, particular in medical engineering and instrumentation for laboratories. The company is a subsidiary of the Delta group from Alsace, one of the

world leaders of optical-electronic sensors for the steel industry, and it recently made a mark with its project for an electronic insufflation device, which is in the pilot phase, with the participation of the university hospital of Besançon and ALCIS.

"Our premises were growing old and we needed an environment that was more favourable to our needs for innovation" explains Jean-François Vinchant, Director of the electronics and mechatronics centre of Delta and director of Polycaptil. "That is why we decided to build our new facility in the TEMIS park to be close to developing technology and enable the common R&D of our two entities, Polycaptil and FCE, to take advantage of that environment".

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COVALIA – THE IDO-IN GROUP JOINS MAINCARE SOLUTIONS

A NEW E-HEALTH LEADER IN FRANCE

COVALIA, based in TEMIS and developer of telemedicine solutions, joined the IDO-in group in 2014.

With the IdeoSanté and Covotem solutions specialised in the exchange and sharing of healthcare data, the IDO-in group rapidly entered **regional markets for digital healthcare** using patient pathway management systems, chronic disorders and the management of populations.

The IDO-in group has over a hundred direct customers, including 21 regional healthcare agencies and several public and private healthcare institutions.

Addressing the new needs of healthcare systems

By acquiring the IDO-in group, **Maincare Solutions, one of the leading French suppliers of IT solutions and services for healthcare**, has reinforced its strategy of innovation to serve regional hospital groupings and new organisations around the management of patient pathways and new practices such as telemedicine and mobile solutions.

"With such an alliance, a strategy for the convergence of the information system can be put in place with a patient focus, as IDO-in offers products that complement the applications of Maincare Solutions.

*The expertise of regional information systems of IDO-in, combined with ours, in hospital information systems, will generate valuable synergy to address **the new requirements of hospitals to be open to a wider organisation of care**" says Christophe Boutin, Chairman of Maincare Solutions.*

Within the new organisation, Eric Garcia, founder of COVALIA and Director of the IDO-in group, will be appointed head



of a new department that consolidates the imagery activities of Maincare Solutions, telemedicine activities and mobility solutions: **"the founding of the new imagery, telemedicine and mobility business unit is just what is needed to address an innovative model for patient management and for healthcare equipment in the area"**.

The new group including Maincare Solutions and IDO-in will generate turnover of about €57 million (current fiscal year) and employ over 500 staff.

Contact: **Éric Garcia, Director, IDO-in**

www.ido-in.com

SATT GRAND EST reinforces the potential for innovation and competitiveness of industry

Founded in November 2013, SATT GRAND EST aims to increase the social and economic impact of the results of research by speeding up and facilitating the transfer of technology from public research to companies. Currently, SATT GRAND EST employs 125 people in all of its 4 sites. In Besançon, it has 6 staff and should soon have 8 or even 10 employees.

Closeness and confidence for the world of research

"Supported by the commitment of our shareholding research establishments, our SATT has privileged access to the competencies and inventions of the 6456 public researchers and 142 laboratories in our region", says Olivier Mérieux, Chairman of the SATT. "That closeness with researchers is a real asset. Further, as we have maturation funds that are unique in France, SATT protects inventions and provides financial support to innovation projects till they are adopted



by companies, by taking the technological and financial risks related to such projects".

Early results

"SATT GRAND EST has already invested in 73 pre-maturation projects and 27 maturation projects worth €6.5 million*" says Olivier Mérieux. « Today, businesses can access a catalogue of matured technologies that are ready for use, including 121 patents in a variety of areas such as engineering, agricultural sciences, healthcare and human sciences. More specifically, in the region of Franche-Comté, the SATT works in close collaboration with the laboratories of the University, the ENSMM, the UTBM, INSERM and the CNRS such as FEMTO-ST, UMR 1098 and Chrono-Environment. In little over a year, we have initiated 14 projects with these laboratories for a total value of close to a million euros. Two of the maturation programmes ought to result in either the setting up of companies or licensing with targeted businesses".

*on 31/12/2015

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Nicolas Chaillet elected President of COMUE Burgundy-Franche-Comté

University professor and current director of FEMTO-ST, Nicolas Chaillet was elected President of the COMUE on 25 April 2016.

"My candidacy was driven by the wish to create a lasting dynamic for our higher education and research centre in Burgundy-Franche-Comté, by bringing institutions and the community together to serve a

shared ambition within a federal university, where each party is recognised and can leverage its assets" says the new President. "Today, we need to make sure that UBFC builds and deploys that dynamic ambitiously and collectively, with courses and research that achieve high standards for quality and influence, nationally and internationally. At the same time, UBFC will irrigate its local area and strengthen its links with the social and economic environment".



15-16 September

Besançon

A new year for medical devices 2016

The fourth edition of the new year for medical devices offered by ISFC has retained its training programme over two consecutive days. The programme covers regulatory activities with a focus on clinical trials and the control of the manufacturing environment of a medical device.

More information and registration:
rentree.dm@univ-fcomte.fr

27-30 September

Micropolis - Besançon

MICRONORA 2016

The 17th European microtechnology and precision fair will bring together the microtechnology industry and offer a very wide range of technologies, ranging from R&D to subcontracting, up to production technologies.

850 exhibitors, 34% from overseas, will be present this year.

Zoom 2016 is devoted to technology transfers in order to encourage closer cooperation between research and industry.

For more information, go to:
www.micronora.com

30 Nov. - 1 Dec.

Lille

Biofit 2016

Specialised convention on life sciences, BIOFIT brings together every year 1300 participants from 30 countries in the fields of biotech, medtech and pharma. Large companies, start-ups, technology transfer centres and investment funds all come together for business meetings and reviews of the latest technological advances.

More information: www.biofit-event.com



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