



# Mission for Ecosystem Builders in France **IMT Starter**

Paris, 5<sup>th</sup> to 7<sup>th</sup> of November 2018



**STARTUP**  
EUROPE





# SOFT LANDING

- Bienvenue en FRANCE



Startup Division

crosSpring



IMT Starter

GTEC

German Tech  
Entrepreneurship Center



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 780914.

# Overview of the programme - SUMMARY

**IMT STARTER** welcomes you in one of the most dynamic clusters in Europe :

## **PARIS**

**IT companies and international representatives are welcome to discover this great ecosystem, connect with small and large companies and build future partnerships.**

# PARIS – THE ESSENTIALS

- Major European business hub: the world **3rd** highest concentration of Fortune **500** headquarters
- **15,000** foreign companies established in the Paris region representing **600,000** jobs
- Well-developed venture capital industry: **€5.5B** were invested in more than **1,000** companies
- European Leader in R&D : **18.58B** invested yearly
- Relevant communities supporting start-ups include France Digitale and La French Tech (a legislative movement around tech entrepreneurship which started in France in 2013, engaging a vibrant community of entrepreneurs, technology geeks and policy makers)
- Strong support to the start-up community by policy makers, understanding the priority to make France a “start-up nation”: **5000** tech-starts-ups, **100** business incubators
- **700,000** students in higher education

# Overview of the program - OUTCOMES

- Learn and understand about the Paris Region Ecosystem
- Meet and interact with successful entrepreneurs, investors and government representatives
- All participants are invited for the 3 day program with European Ecosystem representatives and selected start-ups



**Paris / Evry /  
Arcueil**



**5th to 7th of November 2018**



***Start-ups and  
ecosystem  
builders***



High Tech, Biotechnologies  
Computer hardware  
Software, Electronics, Internet,  
Telecom, E-commerce, IoT

# DAY 1, 5<sup>th</sup> of November : Getting to know Paris

Morning

- Location: **Evry**

***The French Start-up ecosystem: 20 years of experience presented by your host: IMT Starter***

[www.imt-starter.eu](http://www.imt-starter.eu)

***Pitch fire session with the startups and ecosystem builders***



IMT Starter

Afternoon

- Location: **Evry**

***Genopole visit***



[www.genopole.fr](http://www.genopole.fr)

***“I solve your challenge” workshop***

Evening

**Transfer  
To  
Paris**

**Dinner in Paris**

# DAY 2, 6<sup>th</sup> of November: Getting to know the Parisian Ecosystem

Morning

- Location: **Paris**

## ***Presentation of “La French Tech” at STATION F***



- ***Meet the Paris Investors :***
  - BPI France
  - Wilco
  - BA network
  - VCs

**bpi**france

[www.bpifrance.fr](http://www.bpifrance.fr)

**WILCO**

<http://www.wilco-startup.com/>

Afternoon

- Location: **Paris**

## ***Top Tips for working with Industry : meet Industrial and Corporate representatives***

Evening

***Enjoy Paris***

# DAY 3, 7<sup>th</sup> of November : Getting the right mindset

Morning

Afternoon

Evening

## ***Meetings with Major Players of the Parisian Ecosystem***

- Systematic Cluster



<http://www.systematic.fr>

- Paris Region Economic Development Agency



<http://investparisregion.eu/en>

- French Tech Ticket



<https://www.frenchtechticket.com/>

***Founders brunch*** : meet a panel of French successful entrepreneurs

***Feedback session***

***Back home***



# WHAT PARTICIPANTS SAY

*"Paris makes a strong case for the crown of European startup kingdom. Long known as a private party for the French in recent years Paris emerged as a true international tech hub. For those more attentive this transition comes as no surprise. It is a result of years of political will, generous private support and determination for innovation. I was lucky to see all of this first hand thanks to the great program of Soft-Landing. During the intense 3-day course, we met with VCs, established entrepreneurs, policy makers and ecosystem leaders to 1) gain amazing insights into the Paris ecosystem and 2) make contacts with great and ambitious people from all across Europe. Definitely recommended."*



*Rapolas RUCINSKAS  
Brand Strategist, Lithuania*

*"The mission was very informative regarding insights into how the French entrepreneurial environment functions and it was very helpful for myself as I will try to transfer some of the knowledge gained during the mission to my home country/city of origin/home university. I congratulate the organizers for putting together such a complex event, selecting high quality speakers and participants, bringing them all together in a creative environment for facilitating innovation and idea exchange between them and, finally, making sure that everyone is satisfied with all the operational aspects. I, personally, find that this mission greatly exceeded my expectations, but also helped me grow professionally, as well. In essence, it was a successful program and I will gladly recommend it to my peers and I am happy that I was selected to take part in it. Great job, guys!!"*



*Stefan BODI  
University Lecturer, Romania*



What we  
**LOVE**

CREATIVITY

SHARING

THINK BIG

ENTREPRENEURS

CUSTOMERS

IMPACT

CHEESE

GROWTH

TESTS

MENTORS

INVESTORS

PARTNERS

OPEN-MIND

FRANCE

SILICON VALLEY

# IMT starter: Our team



**Sébastien Cauwet**  
Director  
sebastien.cauwet@telecom-  
sudparis.eu  
+ 33 6 84 98 65 35



**Augustin Radu**  
Associate Director  
Augustin.radu@telecom-  
sudparis.eu  
+ 33 6 43 43 64 01



**Sandrine Bource**  
Assistant  
Sandrine.bource@telecom-  
sudparis.eu  
+ 33 7 81 17 51 59

**entreprendre@tem-tsp.fr**

**www.imt-starter.fr**

**www.siliconvalley-immersion.com/**

**www.soft-landing.eu**







**WANT TO BE ON THE NEXT  
PICTURE?**

**PLEASE APPLY**

[www.f6s.com/slb/apply](http://www.f6s.com/slb/apply)