

Technology Incubator

to promote the Foundation of New Businesses
“from Lab to Business (L2B)”

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Introduction

“L2B”

“Technology Transfer” in the fields of hightechnology from Universities and research centers to sustainable products and companies

Prozess

Research:

- Basic research and applied research, (time, money), high potential of new ideas

Business-Orientation:

- Seed phase:

product development, market research, management formation and the corresponding finances

- Business Phase:

company founding, market entrance, sustainable business

Goal

Increasing the Deal Flow from Lab to Business

- Building up a “One stop shop” for product development : market-management- finances (1. Prio: Time to Market)
- Creating high level jobs in sustainable companies

Marketsituation in Switzerland

- **Innovation in Switzerland**

Switzerland is a leading country in scientific publications, citations, patent applications per capita, but the number of start-ups remains on a poor level.

- **Start-up Situation
(specially at the research institutes)**

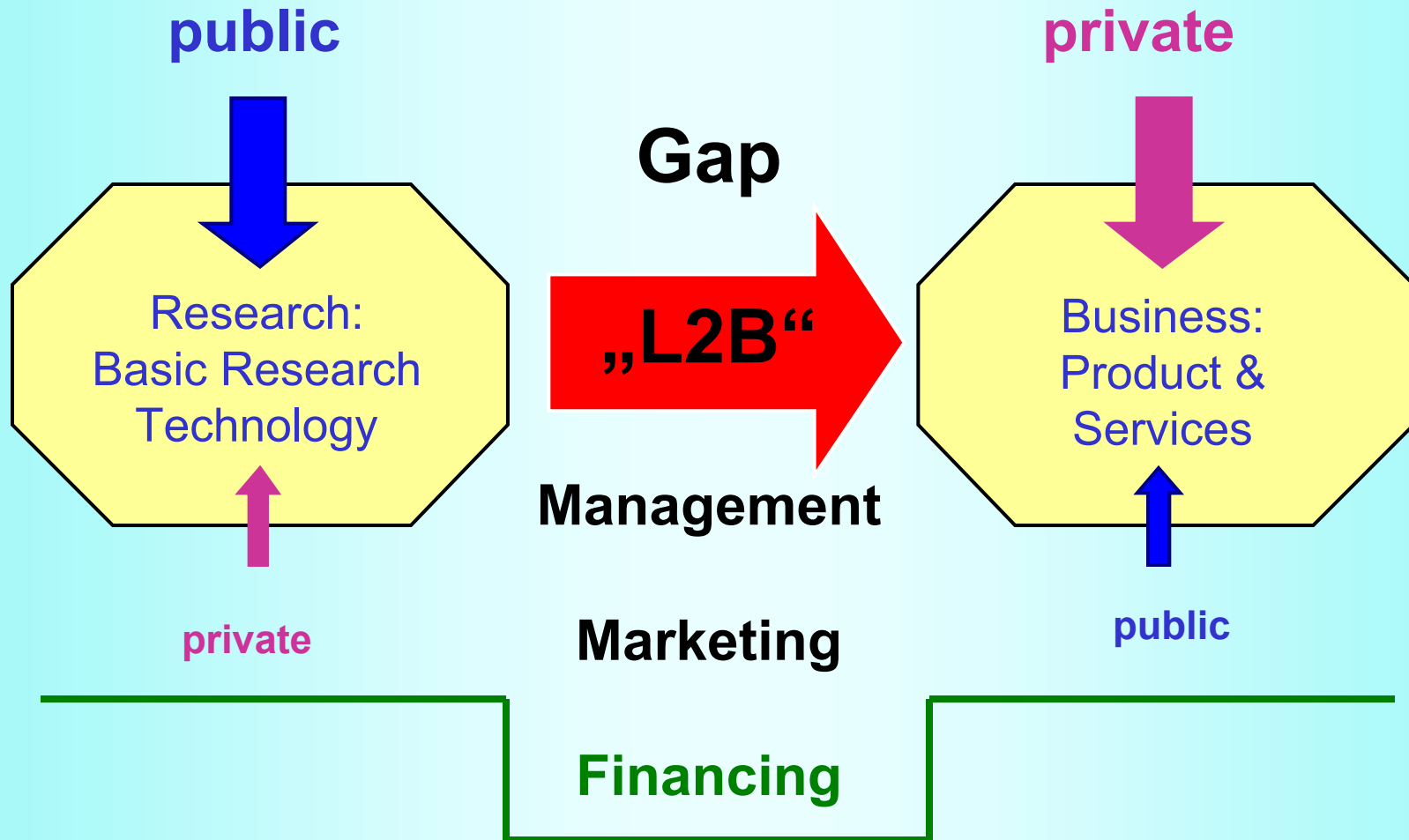
High level of existing **knowhow and inventions** (Ideas) and expertise / skills;
The technological and industrial implementation of new ideas doesn't have a systematic approach; business orientation, especially in the formation process, must change.

- **Trends & Developments worldwide**

Real Innovations no longer take place in large administrative units.

Venturing (Spin along, Spin in, Spin off etc.) is getting more and more important.

Problem



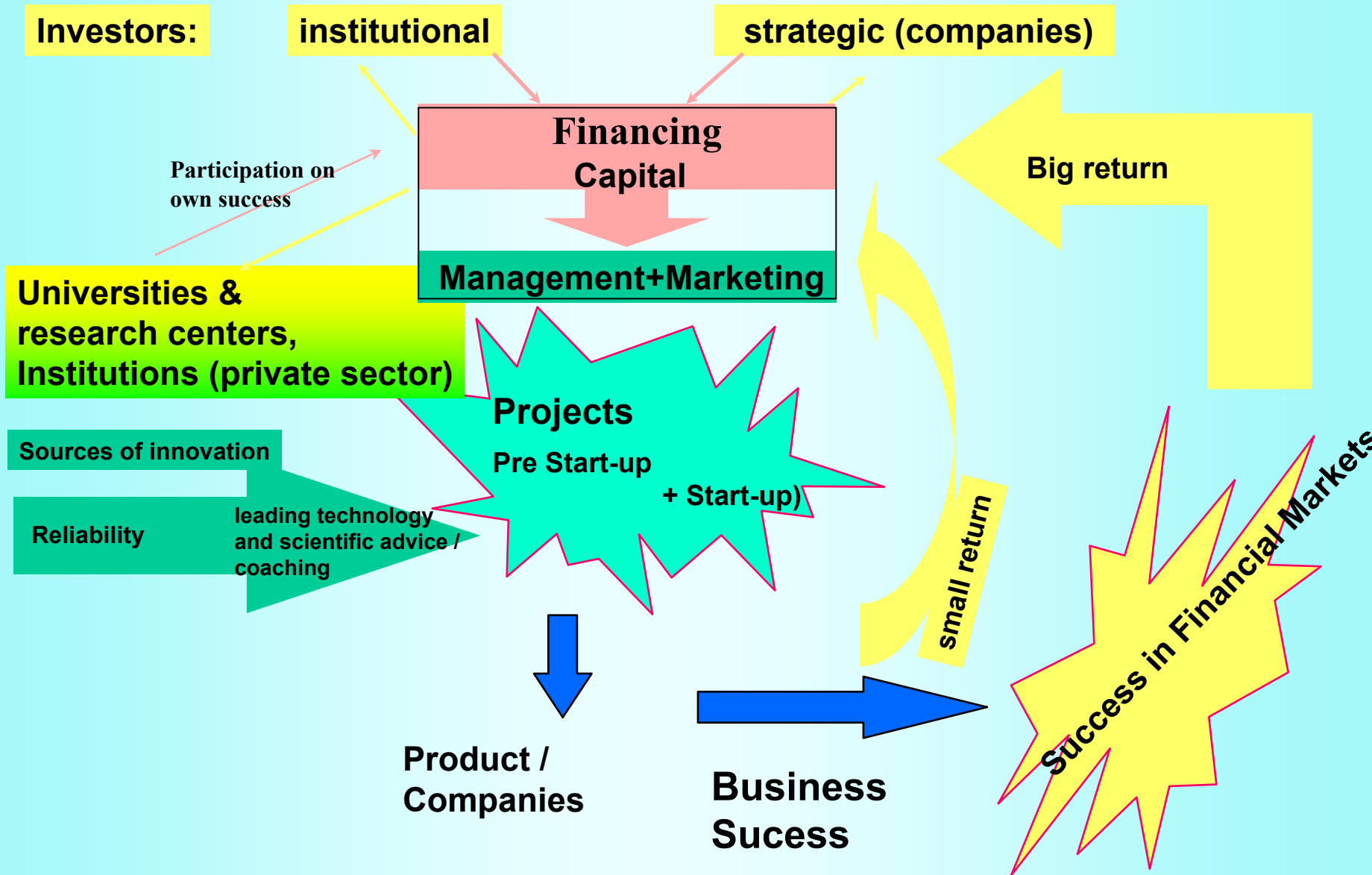
Reasons for the gap

- different “cultures” between Universities, Research Institutes and Industry
- information / communication
- missing management- und economic education and training of University graduates
- missing entrepreneurial spirit, difficult transfer process of people out of secure research & university environment; general fear of risks
- financial markets: VC financing starts in ramp-up phase
- transfer of IPR’s to start-ups

Businessmodel

Vision

- ➔ transfer and implementation of scientific **inventions** (out of universities and research institutions) into business oriented & high growth potential **innovations**.
- ➔ creation of **jobs** in Switzerland by a higher “dealflow” output of new products and successful businesses.
- ➔ promotion of start-ups and founding of companies in technology oriented future growing markets.



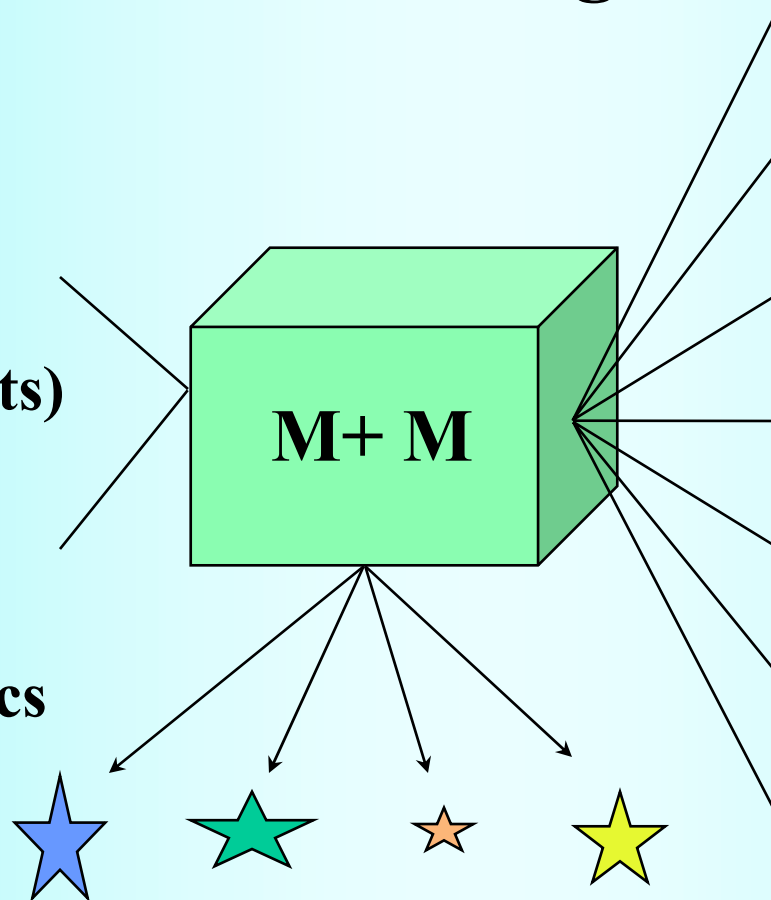
One Stop Shop

- **increases dealflow for start-ups with a substantial service package (Pre Start-up Phase) that guarantees quality**
- **is long term oriented and based on a sustainable concept**
- **is a platform to promote innovations in different technologies**
- **corresponds to a holistic approach**
(science, economy, finances, management, network)
- **leads to a win-win-situation for shareholders and stakeholders**

Management / Marketing

Scouting/
Screening /
Marketing
(ext. Experts)

Research-
centers
Technoparcs



Projects/Pre Start-up/Start-up

Partners

Human resources/
Start-up executive search

Communication/
PR/Media

Legal issues/intellectual
properties

Financial advisory/
corporate finance

Scientific and business
networks

Management consulting/
controlling

Technoparcs/incubators

Project ZEMIT

ZEMIT stands for “Zentralschweiz. Microtechnik” (working title); work in progress, is the first mover to implement an integral business model

Focus **Micro- and Nanotechnology under a clear industrial perspective**

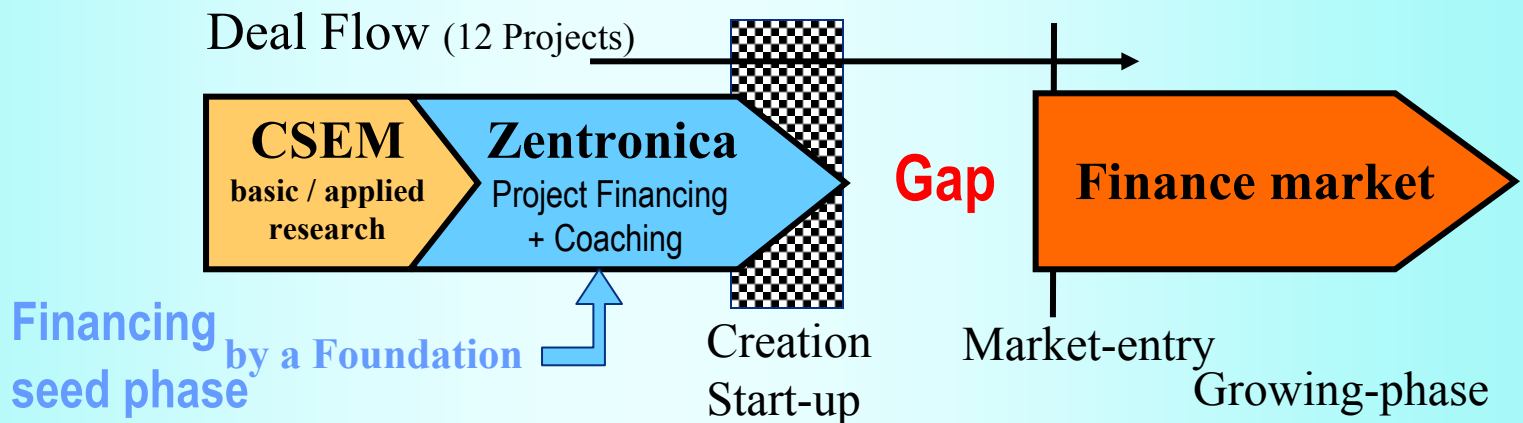
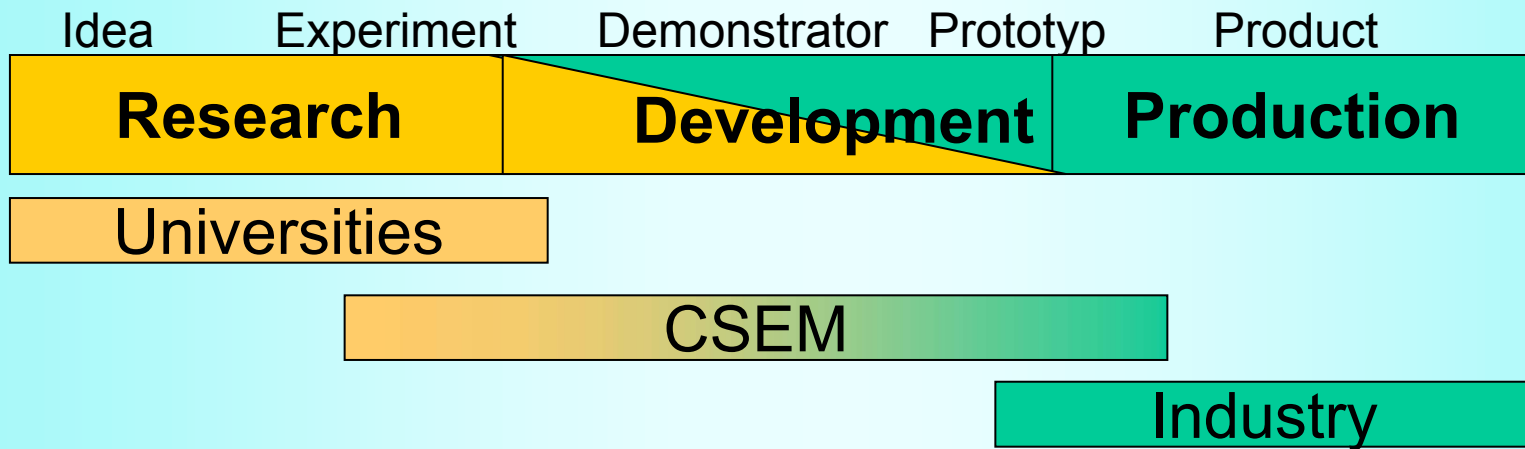
Collaboration **Research centers and Universities, ETH**

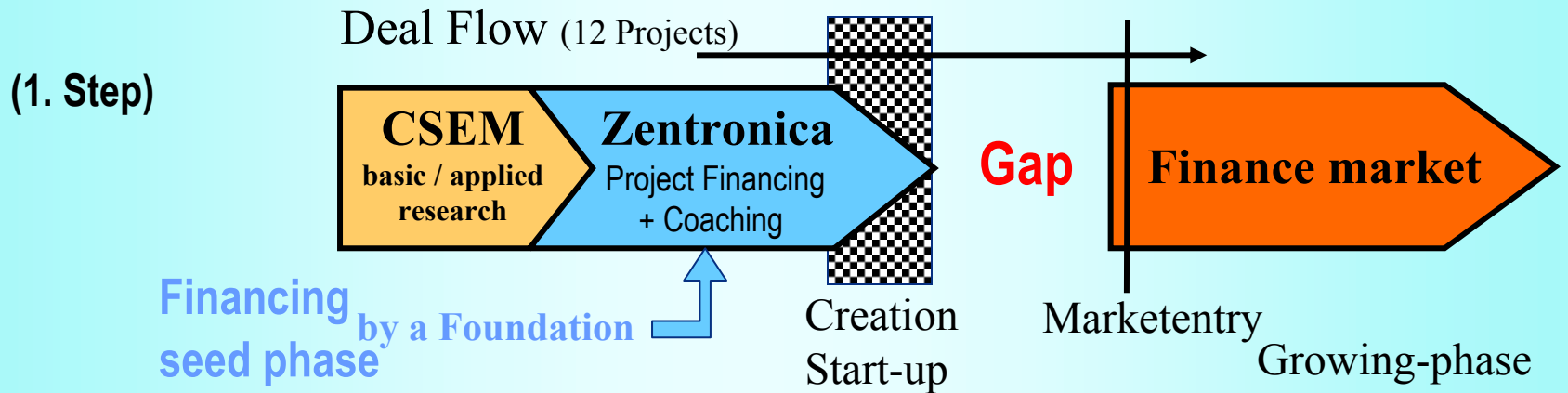
Location **Lucerne (Switzerland), working all over Europe**
Formation: end of 2002

Strategy **2- step process out of CSEM**
(Centre Suisse d'Electronique et de Microtechnique,
Neuchatel, Zürich, Alpnach)

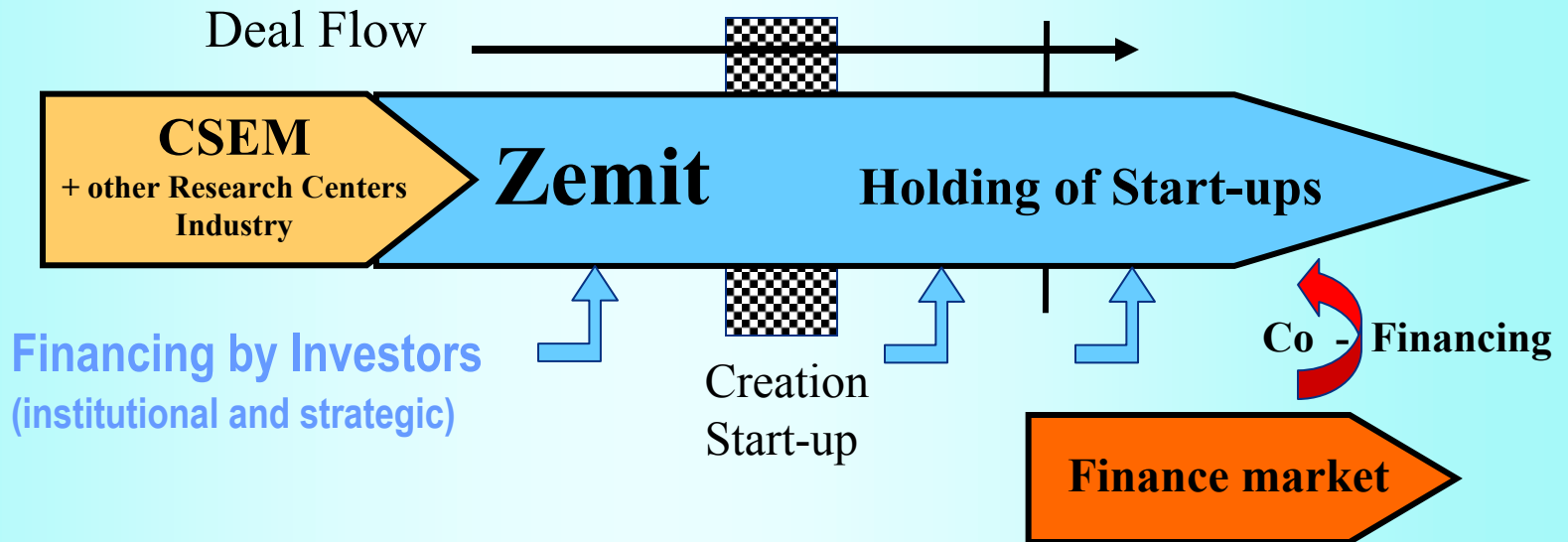
1. Step (since 2000)

The High-Tech Start-up Model CSEM

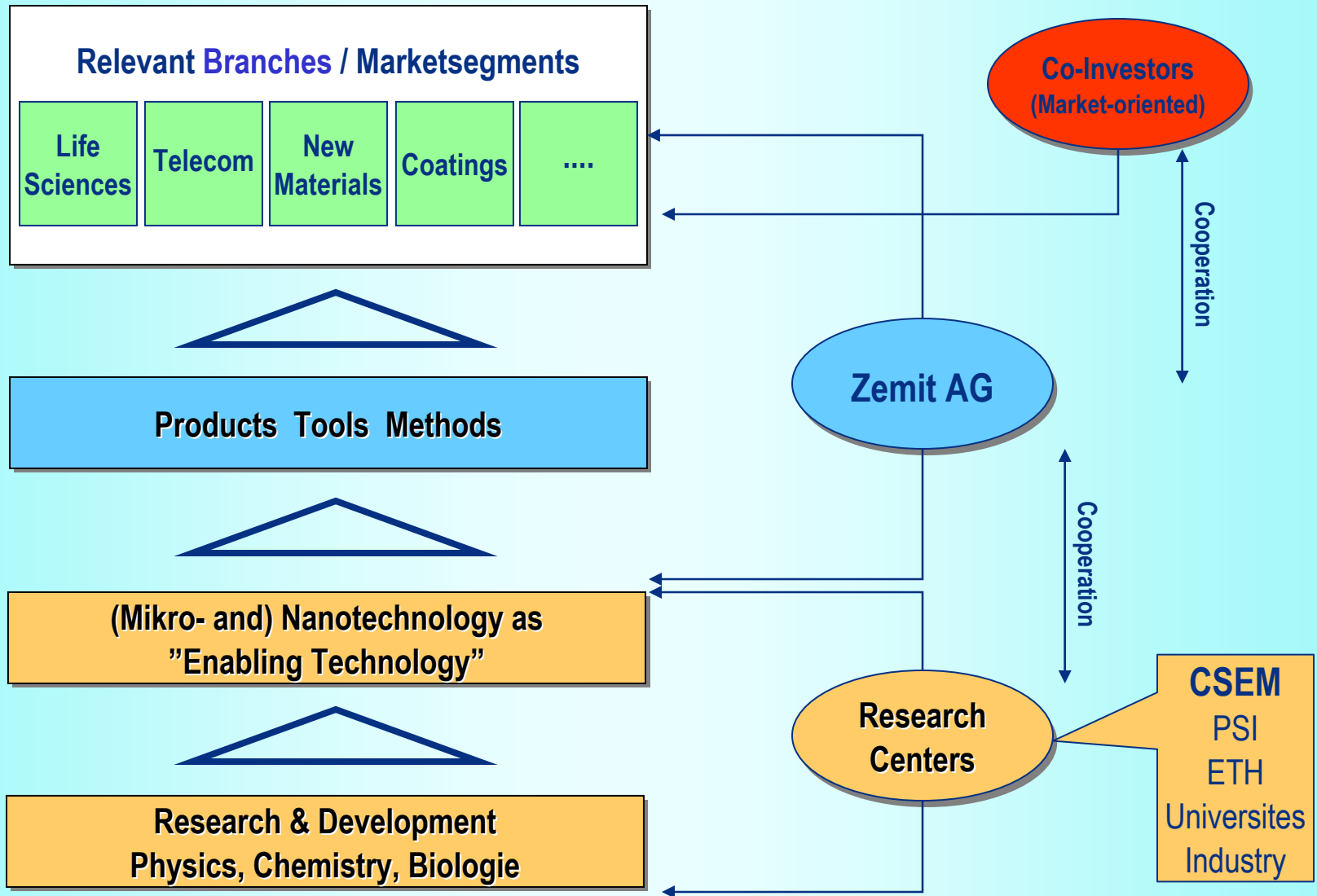




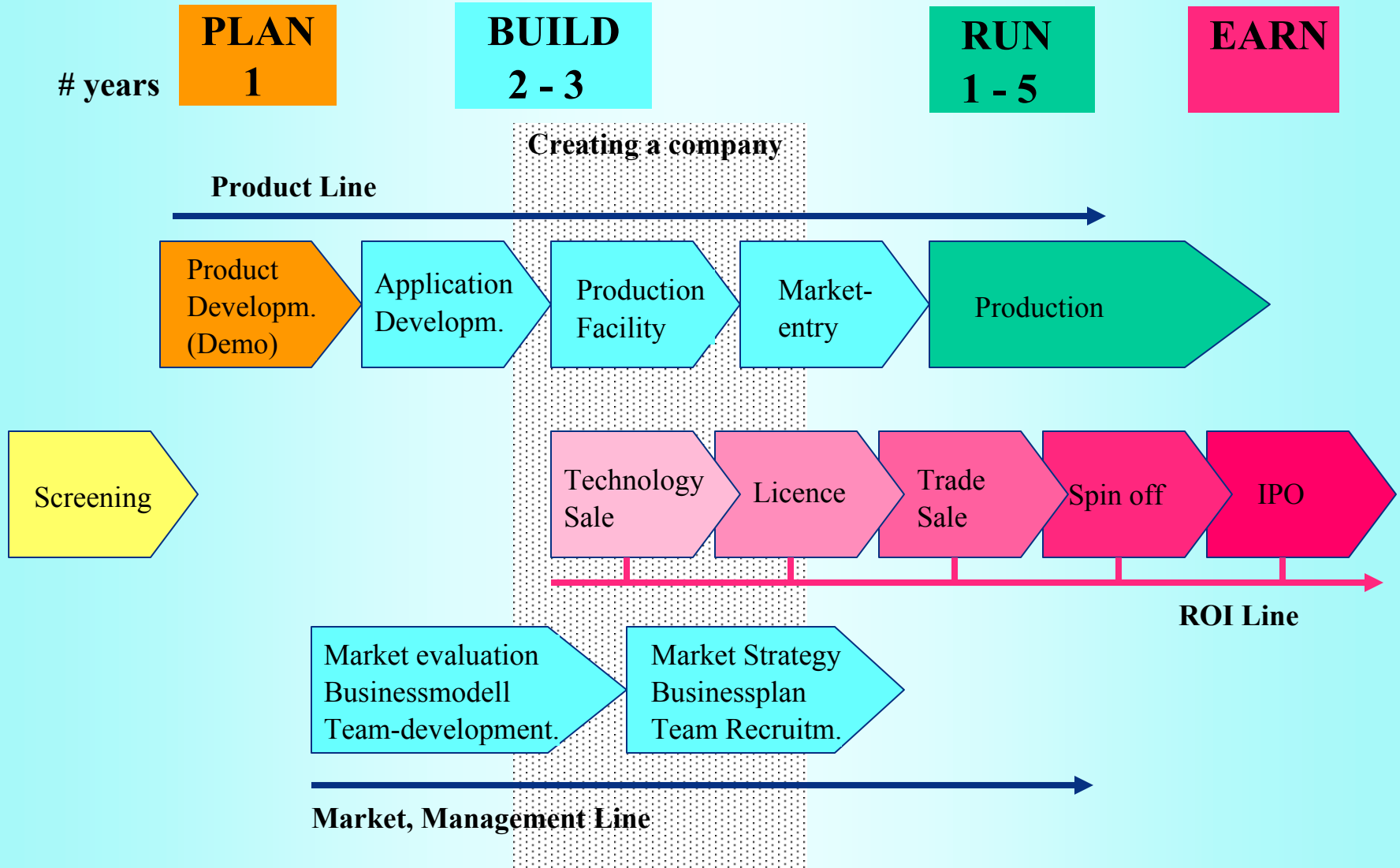
2. Step: Zemit (work in progress)



Positioning in the Market

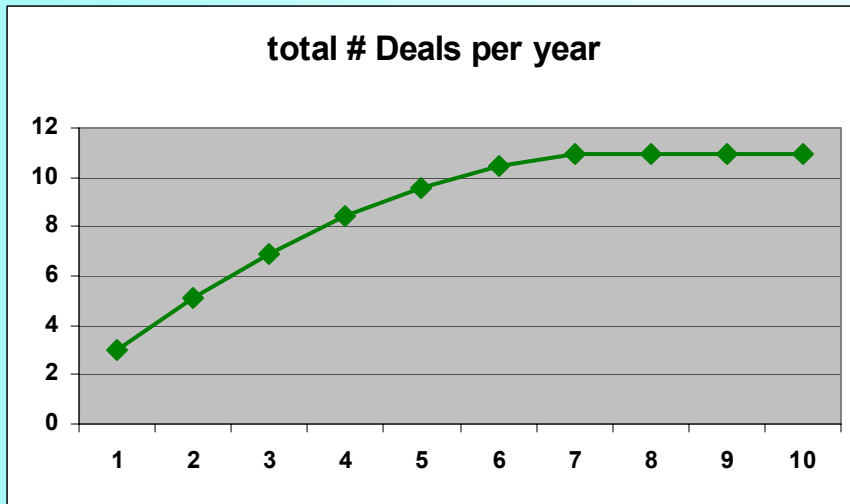


The Process

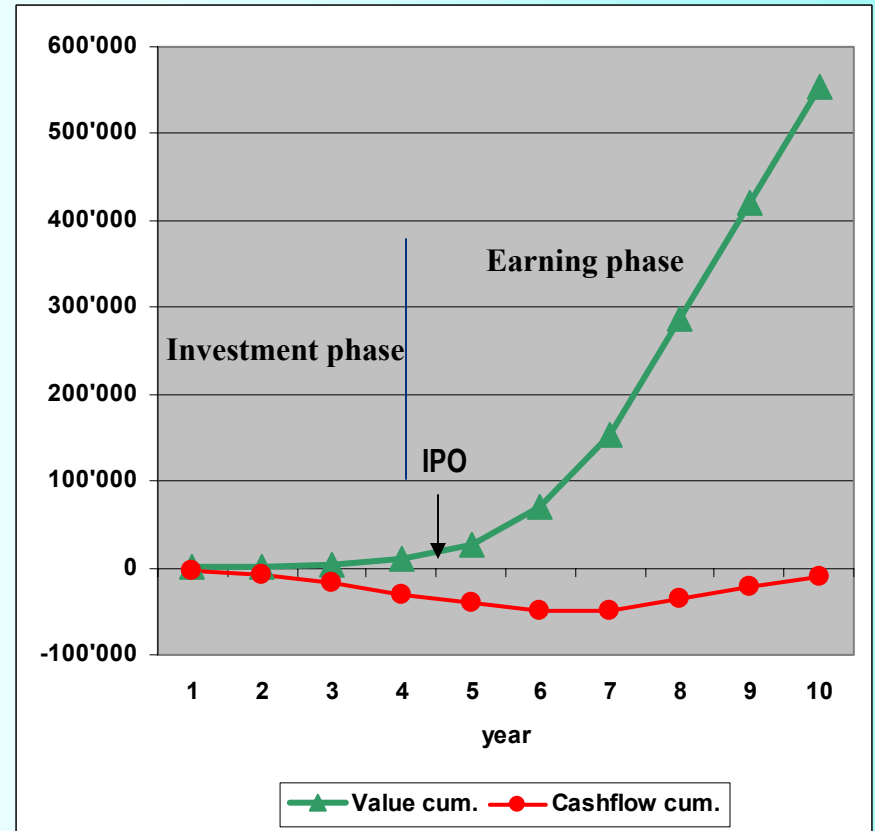


Strategic Business Model

Deal Flow: + 3 deals/year
time periode up to 8 years/deal



In 1000 Fr.



Added Values by Zemit

Shareholders	high profit, high risk by early entry of deals in Zemit and late exit, Zemit produces high quality sustainable firms
Start-ups (Team)	one stop shop, integral professional support from project to exit: management, market, finance
Research Instituts	financing of product development phase, return on investments with IPR's, Zemit is a competent partner for screening, market knowledge and management
Industry	acces to new technologies as strategic partners, Zemit offers full service for deals out of industry, deliver management support in special fields (network)

Conclusion

USP: ZEMIT is a company which transforms good ideas from Swiss Universities and research institutes (public and private) to successful start-ups and businesses – using the knowledge and knowhow from science, management, marketing and finances.

ZEMIT

- has a clear orientation to its customers (Start-ups)
- represents a common, neutral platform for research institutes, private companies and financial institutes (incl. VCs)
- is a technology platform for the Micro- and Nanotechnology
- creates a win-win situation for all partners involved.