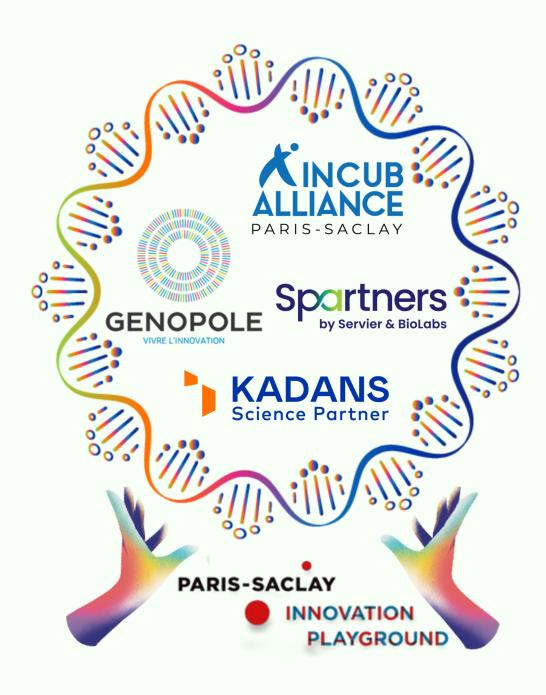
# Paris-Saclay

Where biotech companies change the game!



# IncubAlliance Paris-Saclay

### **Sectors of Activity**

 $Biotech\ .\ Medtech\ .\ Deep tech\ .\ Foodtech\ .\ Green tech\ .$ 

Mobilities . Digital . Newspace . Photonics

### Startup Development stages

Awareness Incubation Acceleration

TRL: From 4-5 25 years at the service of Deeptech entrepreneurship

### **Specificities of IncubAlliance Paris-Saclay**

- Public Research Incubator.
- Approved by the Ministry of Higher Education and Research
- Approved by the Ile-de-France Region
- Trusted third party for start-ups
- Non-profit-making association, chaired by Université Paris-Saclay

À LA CARTE

### **Support services**

### Awareness Genesis Light

Understand deeptech entrepreneurship and explore the transition from researcher to CEO or Scientific Director of a start-up.

7 days

### Pre-incubation Genesis Lab

Moving from a technology to a start-up: challenging, derisking and structuring your deeptech project over the next 3 years.

3-4 months

### Incubation Impulse

Launch the start-up and consolidate its growth: build your team, market your product/service and look for investors.

18 months to 5 years

### TAILOR-MADE

#### Service offers

🕾 Close support from an expert in deeptech entrepreneurship

(a) Connections with the innovation ecosystem

Workshops tailored to the issues faced by deeptech start-ups

- Repayable advances
- No equity investment
- No IP sharing
- Incubation/acceleration from 18 months to 5 years depending on the start-up's maturity

- Partnerships and contacts between deeptech start-ups and institutional players, academics, experts, investment funds and other support structures
- Member of the board of French Tech Paris-Saclay
- Certified Business Innovation Center (BIC) by the European Business Network (EBN)



**Total surface** 700 sqm + shared spaces



Technology Showroom







### **IncubAlliance Paris-Saclay**



Le Playground - 42 cours Pierre Vasseur 91120 Palaiseau



### Contact contact@incuballiance.fr

# Genopole

### **Sectors of Activity**

Biotech / Diagnostics / Bioproduction / Agtech / Foodtech / Cleantech / Industrial biotech

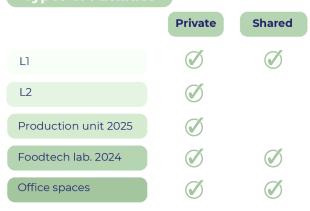
Total Surface Area
15,000 sqm

### Startup Development stages

Project Startup SME Listed companies Corporate groups

**TRL**Starting from POC stage

### Types of Facilities



#### Funding

- €5,000 grant for project leaders
- €20,000 repayable advance for startups in the Gene.iO program
- €5,000 €80,000 for shared equipment
- HR funding: Interns, PhD students, post-docs
- Access to Innov'up Incubation grant

### **On-site activities**

Technological workshops

Business workshops

### **Equipment**

24 shared platforms & facilities with more than

pieces of cutting-edge equipment

Startup/Genopole Relationship

- No equity take
- No IP sharing
- Type of contracts: standard 3-6-9 lease, service contracts, labellisation Genopole



### Services provided

- investors & international corporate matchmaking
- Marketing & communication support (website, press releases ...)
- Access to a time-shared employees association on site BIO SUPPORT



### Startup support program

### **EARLY STAGE Shaker Program**

- Business creation
- Business plan

### STARTUP STAGE Gene.io Program

- Market access & customer discovery
- Private funding
- iLab application
- Corporate partnerships
- Communication strategy

### SCALE-UP STAGE Upscale Bio program

- Scale Up / Industrialization
- International expansion & business development
- Funding (Serie A/B) et european project applications

### Local ecosystem

- Privileged access to Sud Francilien Hospital (sample collections, clinical studies etc...)
- Privileged access to academic research labs at Genopole
- Strong partneringships with the University Evry Paris Saclay
- Founding member of the GenoTher biocluster



### **Genopole Campus 1**

9

20, rue Henri Auguste-Desbruères 91030 Evry-Courcouronnes Cedex



### Contact

entreprises@genopole.fr

## Spartners, by Servier & BioLabs

### **Fields of Activity**

Biotech / Diagnostics / Bioproduction / human health / Industrial biotech / Therapeutic Innovation

**Total Surface Area** 2000 m2



Condition: Legal Entity Established at Signing

	Private	Shared
LI		Ø
L2	$\checkmark$	$\checkmark$
Office Space	$\checkmark$	$\varnothing$
Meeting rooms		$\checkmark$
Animal Facility		$\varnothing$

### Laboratories equipments

- Tissue Culture Rooms
- Private Laboratories (BSL2)
- Analytical Instruments: Spectrophotometers, Flow • Cold Storage Room (+4°C, Cytometer, HPLC, FPLC...
- Chemical Preparation Laboratory
- Microscopy Laboratory
- PCR Laboratory (Real-Time) PCR, Digital PCR)
- Microbiology Room
- -20°C, -80°C)
- Three Different Water Qualities
- Cell Bank (LN2)
- 2 Cold Rooms
- Autoclave

### **Spartners Expertise**

- · Maintenance, training, and monitoring of shared equipment
- Centralized group purchasing via BioLabs Marketplace: Prenegotiated prices, integrated logistics (delivery, after-sales service, dispute management, etc.)
- Move-in ready labs: Possible within 2 weeks after selection\*
- Flexibility with a 30-day commitment and the possibility to scale up or down on a month-to-month basis
- A la carte offering: Pay only for the space needed while maintaining full access to the included equipment park
- Dedicated team of experts in laboratory operations and business development
- Lab management services: Waste management, lab cleaning, lab coat supply and cleaning...

### Spartners-Specific Benefits

- Concierge services
- Comprehensive support in environmental health & safety
- Potential access to Servier's equipment platforms and animal facility
- Privileged access on request to Servier's experts

### **Equipments**

Shared equipment within the incubator and access to Servier's technical platforms



### **Legal Aspects**

- · No equity taken
- No IP sharing
- Service contract No lease agreement with commitments beyond 30 days

- All-Inclusive: Shared equipment with training and maintenance, meeting rooms, fully equipped kitchen, events, access to Servier's free shuttle service from Paris and surrounding areas, underground parking, access to Servier's corporate restaurant...
- Training on CSR and patient-centric approach by Servier teams
- 24/7 access

FLEXIBILITY AND EVOLUTIVE OFFER

**Technology:** Equipment training, sponsor office hours, equipment demonstrations

**Network:** Connection with pharma companies and investors (Europe/US), visibility within a community of 300+ incubated startups

**Opportunities:** Golden Tickets, Investor Days, access to BioLabs offices internationally (US and Europe)

**Events:** Onsite scientific conferences, open café, exclusive resident events, invitations to other BioLabs site events, invitations to Servier's events

### Flexible adhesion terms

- Bench Rental
- Flexible and scalable monthto-month offering, allowing startups to grow at their own pace
- Options ranging from a single bench in a shared lab to a private lab with up to 18 benches

### Local Ecosystem

- Collaboration with local academic institutions and industries of Paris-Saclay
- Privileged access to the BioLabs network (Pharmaceutical companies, Biotechnology firms, Analytical instrumentation companies, Law firms, CROs, Academic institutions, and more...)
- Access to scientific and industrial expertise provided by Servier teams



Spartners, by Servier & BioLabs

9

22 route 128 91190 Gif-sur-Yvette



### Contacts

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### THE MIX - Kadans Science Partner

### **Business areas**

Biotech . Medtech . Deeptech . Greentech . Cleantech . Foodtech . Nanosciences .

Total area

15 000 sqm

### Start-up Maturity

Spin-offs Prototyping Pre-industrialisation

TECHNO MATURITY: from early stage

### Type of spaces



### specks laboratories

- Floor-to-floor height: 4m (clear height: 2.9m)
- Floor load capacity: 500kg
- Air renewal: 6 air volumes per hour
- Centralized distribution of special gases:
   CO2, nitrogen gas, and compressed air
- Liquid nitrogen tank
- Freight elevator
- Electrical power designed for laboratories
- Differentiated waste management for laboratories
- Temperature control in laboratory spaces

### The MIX in key words

Suitable for all types of labs



Services and events





### **Kadans Science Partner**

- European leader in the development of buildings dedicated to life sciences.
- Innovation ecosystem across 6 countries
   (Netherlands, Germany, Spain, Belgium, the
   United Kingdom, and France), at the heart of 27
   world-class scientific campuses.
- Network of 450 deeptech companies.

The MIX, by Kadans Science Partner

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#### Contact

e.colla@kadans.com https://www.kadans.com/fr/