

## Background information

The high-tech business incubator Technoport provides companies with access to resources that entrepreneurs and small companies typically lack. Our objective is to provide the best conditions in Luxembourg to achieve growth & success.

As an organisation within the CRP Henri Tudor, Technoport has developed services and infrastructure to accelerate the growth of promising, high potential projects and companies in Luxembourg. Technoport has a current network of 24 SMEs.

Technoport News is split into four sections:

- Company Profile**            A feature on one of the exciting companies in our network
- Company News**            A condensed version of highlights from the companies within our Innovation Network
- Technoport Highlights** A brief overview of what has happened at Technoport over the last two months
- Incubator Status**        How big is Technoport? How many projects, companies and people are involved?

**Technoport is always looking for quality projects and businesses managed by determined, proactive entrepreneurs.**

For more information, visit our website at [www.technoport.lu](http://www.technoport.lu).

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## Company Profile: Technoport's 2009 annual review

For the first Technoport Newsletter of the year we wanted to start with a short review of 2009. Looking back we can actually say that it has been a relatively positive year in spite of the economic downturn that could have heavily impacted some of our companies. We are proud to say that all of them (minus 1) are still on the right track and for some the end of 2009 has really been good in terms of business development. The end of year is also the period for looking at numbers and for drawing some conclusions. Numbers however also need to be commented. In 2009 we received 71 new applications to join Technoport's incubator which is an increase for the third consecutive year. What we could notice is that we had a higher number of potential eligible files compared to the previous years and also that these applications came in in a more balanced way over the 12 months without the usual big end-of-year peak.

We officially accepted 3 new companies during 2009 bringing the number of total accepted projects since we exist to 49 (yes we missed the 50!) and the one of hosted companies to 14 at the end of the year. These three companies are Onformonics SARL ([www.onformonics.com](http://www.onformonics.com)); Trendiction SARL ([www.trendiction.com](http://www.trendiction.com)) and Symfo SA ([www.symfo.com](http://www.symfo.com)). Don't hesitate to visit their websites – some interesting businesses as we believe! Now what is interesting to say here is that all of them came from our contact list of 2008 and not from 2009. End of year we actually still have around a dozen pre-commercial company projects from 2009 under review. Considering the files we remain confident that we will have an interesting year in terms of new acceptances in 2010 (and finally get to the 50!).

Further to the newly accepted companies we had as usual 2 hosted companies that successfully left the Incubator bringing the number of these companies up to 14 since we exist. These companies are Noemi Concept ([www.noemiconcept.lu](http://www.noemiconcept.lu)) and OneTree Technologies ([www.onetreetechnologies.com](http://www.onetreetechnologies.com)). We were also proud to see that several of our companies have been granted for the second consecutive year international nominations and awards for their innovations (product and/or service). Now coming back to the incubator's activity we can mention that we remained Full Member of the IASP (International Association of Science Parks) and of EBN (European Business and Innovation Centre Network), in which we represent Luxembourg at the level of the Board. 8 thematic events and trainings have been organised gathering 138 participants. Technoport's expertise has also been selected to provide double one-week trainings to Jordan entrepreneurs. Topics covered were 'How to write a business plan' and 'How to implement a business plan'. This last one involved 11 local entrepreneurs of us sharing their experiences and lessons learned while building up an innovative business.

In terms of new service development we have officially launched our Technoport Lab. The Technoport Lab complements the Idea Factory that we have in the pre-commercial program. This Lab targets specifically future entrepreneurs who need an IT development infrastructure to realise their proof of concept and validate a business concept. Finally during all 2009 the Technoport participated at several European or international events and trainings around incubation, start-ups, financing and technology transfer, field in which it has also been invited as guest speaker at the EIROForum Technology Transfer Conference at EMBL in Heidelberg in December 2009.



<b>Field of expertise:</b>	<b>Helping entrepreneurs setting up and developing their technological and innovative business</b>
<b>Employees:</b>	<b>3</b>
<b>Clients:</b>	<b>Future entrepreneurs, newly established companies with an innovative and technological focus</b>
<b>Geographical coverage:</b>	<b>Luxembourg</b>
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## Company News

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3<sup>rd</sup> December 2009

### Epuramat named a Technology Pioneer by the World Economic Forum

Geneva, Switzerland, 3 December 2009 – The World Economic Forum announced today the 2010 class of Technology Pioneers. The 26 companies selected as Technology Pioneers 2010 represent the most innovative start-ups from around the globe that will have a critical impact on the future of business and society. These innovators will join the wider World Economic Forum community for the first time during the World Economic Forum Annual Meeting 2010 in Davos, in January.

Epuramat is a leading company for the world's most advanced wastewater treatment plants. The innovative wastewater treatment plants of Epuramat are especially well suited for the needs of Industrial companies that want to re-use their wastewater, and for municipalities.

The cleantech company was founded in 2005 by Achim Kopmeier and David Din at Luxembourg's Technoport business incubator. The Epuramat technology is based on the solid/ liquid Extreme Separator ("ExSep"), for which an international patent has been filed, and enables the efficient treatment of wastewater, resulting in relatively simpler, smaller and - with regard to investment and operating costs - more effective water treatment facilities. In February of 2009, Epuramat's first plant has been commissioned at an industrial company in Germany. As of today, Epuramat has sold five systems in Germany, France, Luxembourg and in the USA. Epuramat is a private corporation. Headquarters for the company are located in the industrial zone Chaux de Contern near the city of Luxembourg and the airport.



For more information, visit [www.epuramat.com](http://www.epuramat.com)

15<sup>th</sup> December 2009

### Symfo International SA joins Technoport

Symfo International SA has been officially accepted on December 15th. The company develops data collection tools for pharmaceutical companies and research institutes carrying out clinical trials on new medical devices or drugs. Symfo's technology solutions combine total traceability and ease of use, and comply with guidances and regulations of the US Food and Drug Administration and European EMEA, as well as those of major emerging countries like China.



Already used by pharmaceutical companies like Astra Zeneca and Mead Johnson, as well as biotechnology companies and US universities, Symfo's solutions enable the drug industry to significantly reduce new product development costs while optimizing the quality of clinical trials. Mobile technologies developed by Symfo enable data collected by patients participating to the trials to be managed efficiently and automatically regardless of their geographical location, and allow precise and auditable clinical data to be collected quickly and easily.

Symfo's founders are specialists from the medical and technological world and have earned excellent references in the US market. Supported by Eurefi and CD-PME, the company intends to step up its development in the international market and become a recognized partner in clinical trials management.

For more information visit [www.symfo.com](http://www.symfo.com)

23<sup>rd</sup> January 2009**LEO SA successfully deploys PubliFlow®**

PubliFlow®, in-edit's innovative multilingual mass publication generation, personalization and management tool, has successfully been deployed with LEO SA a Luxembourg based client. More than 60,000 monthly multilingual publications (invoices for this first deployment) were generated and personalized with PubliFlow®. "In a increasing competitive environment LEO SA was looking for more personalised communication tools. We are offering different products and services and our client base has a complex structure : individuals, companies, administrations and institutions. Being able to address them almost on an individual basis is a high commercial benefit for us. We launched LEO News on the back of our invoices thanks to PubliFlow® which allows us to use a free space which couldn't be exploited up to now" says Jean-Paul Wagner, Managing Director of LEO.

Strong of several years of expertise in the field of publications and client support the team of in-edit brings a real alternative in the field of the treatment, management and diffusion of multi-support and multi-lingual communication over different means (invoices, etc.). "It is now possible to include a dynamic and personalised communication by using fixed or variable free spaces on any kind of support. This allows even to reduce costs related to paper and mailing" insists Francisco Moreira manager of in-edit.



*From left to right: Jean-Paul Wagner and Stephan Reckel (LEO SA) and Francisco Moreira and Patrick Hein (in-edit)*

For more information: [www.in-edit.lu](http://www.in-edit.lu)

31<sup>st</sup> January 2010**Codasystem at Mobile World Congress 2010**

Codasystem is happy to invite you to visit them from February 15 to February 18 at the Mobile World Congress 2010 in Barcelona. This huge event will welcome no less than 47 000 visitors from over 180 countries during 4 days. So don't hesitate to show up on booths 2E60 and 8B178.

Shoot & Proof was also presented on RTBF channel in the TV show « Au Quotidien » on Monday, January 4, 2010! See the video in our Youtube video channel: <http://www.youtube.com/watch?v=q75y2yBix6Y>. Remember that Shoot & Proof application is available for your iPhone, the "In App Purchase" function to purchase certified photos directly from your application.



For more information: [www.shootandproof.com](http://www.shootandproof.com)

1<sup>st</sup> January 2010**GentleSecurity releases new product and gets funding!**

GentleSecurity Software is proud to announce the release of LeakWall, a data leak prevention product. Personal data processing is a subject of strict regulations from government and loss of confidential data cost organizations up to 5% of annual revenue.

**GENTLESECURITY**

LeakWall is a software that is installed on desktop and laptop computers and solves the problem of data leaks at its root. With the release of the product GentleSecurity Software was also able to close a first investment round with the support from the Luxembourg government. This investment reinforces the company strategic development and growth.

For more information: [www.gentlesecurity.com](http://www.gentlesecurity.com) or contact [info@gentlesecurity.com](mailto:info@gentlesecurity.com)

## Technoport Highlights and Partner events

15<sup>th</sup> January 2010

### Young entrepreneurs on your marks!

As every year Technoport is happy to support the CYEL (Creative Young Entrepreneurs of Luxembourg) in the organisation of their award. CYEL has been working since last September for this year's edition. Building on the success of the previous years, the organizers want to strike hard and provide a real opportunity for young entrepreneurs to be recognized in the Grand Duchy of Luxembourg but also internationally. With one month and a half ahead of the previous edition, the registrations for the contest are available since January 15th on the website: [www.cyel.lu](http://www.cyel.lu). Each entrepreneur between the ages of 18 and 40 and established in Luxembourg can now complete the fifteen questions of the registration form.



The candidates should be individuals who started or developed a business in a singular and creative approach bringing a strong added value to clients in a certain product or service. People, who have boosted an existing business or have incorporated creativity to solve problems, as well as people, who have modified a process or have changed business operations in order to create added value can also apply to the CYEL contest. The registration will be made before April 30, 2010.

CYEL is synonymous of creativity and challenge. All sponsors and partners of the 2009 edition have accepted to renew their support for this new edition. For Pedro Castilho, National president 2010 of the JCI "Active young people must be active citizens to contribute in a positive and united national effort against the crisis.". JCI Luxembourg thanks especially BGL BNP Paribas for its support to young entrepreneurs. BGL BNP Paribas committed to a 3 years Gold sponsorship, which is the highest level of sponsorship. An independent jury will then evaluate the applications and select up to 3 finalists within the national community of creative young entrepreneurs. The three finalists of CYEL will receive their award during a special ceremony as a mark of recognition, honour and celebration of the role of creativity and its success. In addition, the national finalists will be nominated as participant to the worldwide 2010 JCI Creative Young Entrepreneur Award and will have the opportunity to become the most creative young entrepreneur in the world!

For more information please visit or register directly online on [www.cyel.lu](http://www.cyel.lu).

26th January 2010

### Technoport recruits MBA interns at ESADE Business School

Technoport travelled to Barcelona to participate in the Career Week organized by ESADE Business School, one of the top business schools in the world, where international corporations presented their companies to the MBA students in order to recruit them as Summer Interns. Technoport's presentation gathered many students interested in learning about our activities and knowing about internship & employment opportunities that we might offer. During the networking coffee held afterwards we had time to discuss more in depth and interview some of the students that might potentially work next summer on one of the company projects hosted at Technoport. This collaboration works now since several years and has already brought more than half a dozen candidates at the incubator.

**ESADE**  
Business School

For more information contact Pablo Alonso at: [pablo.alonso@tudor.lu](mailto:pablo.alonso@tudor.lu)

27<sup>th</sup> January 2010

## EBN celebrated its 25th Anniversary!

On Wednesday 27th January EBN was happy to invite to the celebration of its 25th Anniversary. More than 200 guests raised their glass on this occasion in the prestigious site of the Palais des Académies.



The celebration gathered EU institutions officials, BIC Managers, EBN partners, EBN members, regional and national representatives, and many stakeholders of the Innovation & Entrepreneurship Ecosystem.

The cocktail of the anniversary was also the occasion to grant two awards. The ESA/ ESINET Award went to **Innovative Data Systems (IDS)** of Delft (The Netherlands), supported by the ESA-BIC in Noordwijk. The UNDP "Eco-Innovation" Award went to **COURTIREY**, Thonon Les Bains (France) for their "Agritowers for multi-level cultivation". COURTIREY is supported by Thésame Innovation, Annecy, France.

Furthermore three "Champion entrepreneurs" were honoured as success stories during the Academic Session: EXILICA, Daniel Lynch - supported by CUE BIC, Coventry, UK; VIVALIS, Philippe Rousseau - supported by BIC Atlanpole, Nantes, France and CODASYSTEM, Frédéric Vanholder – one of our companies!

For more information and downloads: [www.ebn.eu](http://www.ebn.eu)

20<sup>th</sup> January 2010

## Technoport welcomes and supports the launch of the BusinessMentoring program

On February 24th the Luxembourg Chamber of Commerce will launch its BusinessMentoring program. Subscription details to the event can be found at [www.businessmentoring.lu/inscription](http://www.businessmentoring.lu/inscription). Technoport welcomes and supports this program which has already proven its. The founders and CEOs of Xintec and GentleSecurity Software, two of our hosted companies, will indeed take part at the round table discussion which will be held during the event and share what they gained out of this program.



Two foreign distinguished guests will also take part to this launch. M. Alain Aubut, Vice president of the business mentoring network from the entrepreneurship foundation in Quebec and M. Dominique Restino, deputy chairman of the Entrepreneurial mentoring institute of the Chamber of Commerce and Industry in Paris.

For more information: [www.businessmentoring.lu/inscription](http://www.businessmentoring.lu/inscription)

31<sup>st</sup> January 2010

## Join Technoport at the ICT Spring 2010 to discover new Business and Technology trends

In 6 weeks time, on March 15th and 16th, the first edition of ICT Spring will be held in Luxembourg, an unprecedented event dedicated to the international promotion of our ICT sector.



The event will welcome a thousand decision-makers on ICT from all around Europe and it will consist of two days of conferences, workshops, business speed-dating sessions and high-level meetings to explain the latest technological evolutions, essential for the development of international players.

ICT Spring 2010 will be an exceptional event in order to be at the very heart of business trends, establish essential and international contacts and discover best European practices, revealed by esteemed users.

You can find further information about the event and the program at <http://www.ictspring.com> but a panel of 60 international speakers from companies like Absolu Telecom, ArcelorMittal, Clearstream, Deutschland Online, eBay, Forrester, Gartner, HP / System Solutions, Microsoft, Paypal, Philips, RTL, SES Astra, TomTom, and many more have already been announced.

Technoport will be one of the sponsors of ICT Spring 2010 so if ICT is what you do best don't miss the opportunity to attend this exceptional event and visit us on our stand n°22. This event represents for you an exclusive opportunity to meet your peers, exchange ideas, keep up to date and develop your network

For more information visit [www.ictspring.com](http://www.ictspring.com) or contact Pablo Alonso at: [pablo.alonso@tudor.lu](mailto:pablo.alonso@tudor.lu)

## Incubator Semester Status: Facts & Figures of Technoport

### Notes:

There have been some changes in the collection of the data from our companies. Two success story companies, Neonline and Lumension (formerly SecureWave), have not been inserted anymore in the numbers. These changes do of course heavily impact some statistics like the total employment and the cumulated turnover.

In terms of new job creation it needs to be mentioned that some of these jobs were laid off beginning of the year and re-opened once the activity took off again around the end of the year. So the total net creation is less high.

### Location & development

• Available space for high-tech companies	1,000 m <sup>2</sup>
• Occupation rate	87 %
• Actual average tenancy period	3.9 years
• Number of companies accepted by the board of directors since 1998	49

### Technoport Innovation Network Development

• Hosted companies	14
• Success stories	14

### Companies' Employment & development

• Total employment	194
• New jobs created in 2009	45
• Number of subsidiaries abroad	8
• Total amount of VC money raised until 2009	20.3 M euro
• Cumulated turnover in 2009	10.2 M Euro

### Expertise and synergies development

• University internship positions & PhDs	15; 3
• Co-operation with CRP Henri Tudor (R&D projects or other)	11
• Inter-company synergies created	13

### Impressum

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