

## 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 26 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: XINTEC finds its wings

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After just 28 months of occupancy at Technoport facility in Esch-sur-Alzette, XINTEC SA is relocating to a new office premises in Luxembourg. XINTEC is the 16th startup company to leave the incubator, highlighting the success of the company founded on 21 September 2007 on the basis of just an idea. Created by industry professionals with an in-depth understanding of global and sector-specific issues XINTEC offers time-critical fraud management and revenue optimization software products to telecoms operators to help them secure and maximize the profitability of their business.



XINTEC is proud to have endorsements from and partnerships with leading industry players, from data clearing houses to major operators. Today the company enjoys preferred supplier status with the Vodafone Group, and is underway towards securing further endorsements from other groups. The concepts of "software as a service" and "business on demand" feature prominently on the XINTEC technology roadmap. Web-based applications are examples of innovative value-added services, as they make data remotely available to clients in real time via a Web interface. Xintec's FMSlite and RAlite carry registered trademarks, and are being sold in markets around the world.

Tighter markets and financial constraints compel operators to adopt solutions that minimize total cost of ownership through ease of implementation and maintenance, minimal operational impact, and affordable roadmaps to meet changing market conditions. *"Our customers see and understand the value of fully functional and yet affordable software solutions to meet the needs of their subsidiaries and smaller markets"*, says Sean Killeen, CEO of XINTEC. *"Thinking big but starting small has been one of the attributes of the company's successful niche market positioning today"* he adds.

*"The particularly favorable conditions offered by the Technoport, together with the professionalism and hands-on involvement of its great staff, made for a unique working environment which we could only recommend to any budding entrepreneurs. We are very grateful for the tremendous support we received throughout this time"* commented Sean Killeen. During its two-year tenure at the start-up offices, Xintec worked in close cooperation with a multitude of key stakeholders including the SNCI, the Chamber of Commerce and its mentoring program, the Centre de Veille Technologique, Luxinnovation, the Luxembourg Government, and various individuals that played a significant role in the development and success of the company.

### Key facts

<b>Core Products</b>	FMSlite; RAlite
<b>Employment</b>	12 full time equivalents (out of which 5 in Luxembourg)
<b>Main client</b>	Vodafone Group
<b>Contact details:</b>	Xintec SA; LAB ; Zone Industrielle ; L-5366 Munsbach Phone (+352) 35 78 28 (+352) 35 78 28 ; Fax (+352) 26 35 29 88 ; <a href="mailto:info@xintec.com">info@xintec.com</a>
<b>More information</b>	<a href="http://www.xintec.com">www.xintec.com</a>

## Company News

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19<sup>th</sup> May 2010

### Trendiction launches the topic-based search engine [www.trendiction.de](http://www.trendiction.de)!

Trendiction is a web data collector company which crawls, analyzes, indexes and stores the content of websites, blogs, forums and other social media, in order to make this data available to their customers in a structured format. With [www.trendiction.de](http://www.trendiction.de) the company just launched a topic-based search engine on news, blogs as well as comments focused on the german language with an open API.



By applying different forms of categorization as well as clustering processes, Trendiction offers to the user a bundled and clear visual overview of articles that are writing about the same or similar topics.

*“We offer a simple solution to get a bird-view over one specific topic. This should help our users out to discover up-to-date and interesting information” as Thibaut Britz, CEO points out. All search results as well as functionalities of the Trendiction search engine are accessible through open APIs. Trendiction would like to offer an attractive way to developers and companies to build innovative products (widgest, mobile applications, software, integrations...) as well as innovative models based on public data.*

The core of the search engine is made out of the proprietary data aggregation and search technologies that are already used by several clients. Over the last two years the focus was mainly to optimize the crawling technologies. Trendiction was able to develop a tool that allows companies, without a major technological effort, to reuse and exploit search results more efficiently and with reduced costs. *“With the Trendiction search engine we have build an efficient tool on german social media and are convinced that the combination of content provider and Internet technologies is still hiding a huge amount of interesting ideas and opportunities that can be explored through the use of our API”* says Christophe Folschette, Head of Marketing and Sales. Until July 31st Trendiction gives access to the different APIs at special launching prices.

For more information visit [www.trendiction.de](http://www.trendiction.de)

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24<sup>th</sup> May 2010

### Villmond releases a new version of its Content Integration framework

Villmond Luxembourg, the innovative Enterprise Content Management and Integration services provider is proud to announce a new release of its Content Integration framework. Villmond's framework helps organisations to build robust applications that support critical content centric processes. Some of its benefits include:



1. Support for multiple Content Management platforms, including commercial products like EMC Documentum and Open Source offerings like Alfresco. This allows reusability, maximising the return on investment (ROI) and avoiding vendor lock-in,
2. A ready to use, carefully crafted set of services that supports the entire lifecycle of critical content, shortening development time and improving the overall quality of applications.
3. A companion module that facilitates the migration of entire repositories between different platforms.

This new release incorporates numerous updates and extensions based on the feedback from our customers, where the framework has been in use for 2 years in demanding production environments. New extensions include extensive support for content transformation (renditions) and optimised search among others.

For further information visit <http://www.villmond.lu> or contact [info@villmond.lu](mailto:info@villmond.lu)

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24<sup>th</sup> May 2010

## Monitor-it provides a monitoring solution to the city of Oer-Erkenschwick

Have you already tried to lose weight but so far without success? The city of Oer-Erkenschwick (Germany) offers to its residents to join on a voluntary basis a one-year weight loss program. This program was jointly initiated with IFAT (Institute for Applied Telemedicine) from the Heart and Diabetes Center of NRW and Monitor-it.



The way it works is quite simple. Each participant, by using the tele-monitoring phone solution of Monitor-it, sends his own weight values over its phone keyboard to the medical center of excellence in Bad Oeynhausen which monitors these values from a medical point of view. In the initial phase of the project participants will be invited to six thematic events around nutrition, motion or risk factors. The number of over-weighted people is constantly increasing. Today more than 58% of adults in Germany fall under that category and 20% are even obese. This has severe consequences for the concerned persons as diabetes, high blood pressure and heart illness are the most common consequences which heavily impact their quality of life. A small weight loss can already reduce cardiovascular risks for over-weighted people. Using tele-monitoring solutions to follow these persons has shown some added-value in terms of efficiency. This program is supported by the Diabetes Center of the HDZ NRW as well as other sponsors such as Knappschaft or the AOK WL. Depending on what insurance participants have, a contribution of around 20 € per month can be asked.

For more information: [www.monitor-it.lu](http://www.monitor-it.lu), <http://www.oer-erkenschwick.de/abnehmen/abnehmen.shtml>

31<sup>st</sup> May 2010

## Wordbee launches the web-based client portal service

Wordbee S.A. the software publisher of the online Translation Management platform and Translation editor, Wordbee Translator, announced today the launch of the web-based client portal service that enables users to submit files via an online portal.



The portal function avoids sharing files via public e-mail. Potential customers, clients or subsidiaries can submit translation or localisation requests online, review the proposals and invoices, follow-up work and ultimately download deliverables. Client Portal represents the first of a series of new features Wordbee will add to its Software as a Service (SaaS) based product, Wordbee Translator, in 2010. The launch of Client Portal furthers the objective to provide a comprehensive suite of Translation Environment Tools and services that enable customers to achieve a real partnership with their LSP during every phase of the localisation or translation process. Benefits of this solution are : Access from any web connection; Customised with the logo, colours and company name; Easier and safer than e-mail and Integrated with the Wordbee Collaborative Translation platform. The client portal is available immediately on the Wordbee website.

Visit [www.wordbee.com](http://www.wordbee.com) for more information and sign up. Contact: +352 54 55 80 875

## Technoport Highlights

27-29<sup>th</sup> April 2010

### The Next Web conference in Amsterdam

End of April Technoport had the opportunity to participate at this yearly major networking event in Europe that gathered around 1200 influential Internet professionals for 3 days of inspiration, business and fun. This year's conference was even better than last year's thanks to a very good mix of keynote speakers and of course the traditional *The Next Web PayPal X Startup Rally*. The list of selected companies to the rally can be found on <http://thenextweb.com/conference/startups/>. It's still worth to have a look at!



Who are this year's winners? We can pick two of them. The overall winner is **Next2news**. Next2news offers an interesting "self-service advertising" service on news websites and blogs. For the moment the company is mainly focused on the Netherlands where it has already gained some traction but it will probably quickly go international! Another awarded

company is **22tracks.com**. The company got the best audience and the best B to C award. 22tracks.com is a jukebox consisting of 22 playlists of different genres, each playlist filled with 22 tracks, selected by specialized DJs from Amsterdam. 22tracks provides a quick overview of the latest music, promotes new artists and lets you discover new genres. No registration, no hassle. The easy way. Interesting concept, good team and one challenge: define the right business model to generate money. **Tribe of Noise** is another project in the music industry. It is an innovative music platform, a worldwide community connecting musicians & companies by sharing music legally & hassle free. It enables musicians to complete their music in cooperation with fellow musicians from all over the world and it overs companies a great pool of creative spirits for the creation of specific custom-made music tracks. Overall speaking the event was a great opportunity to mingle with professionals from the web industry. Book already your calendar for 2011 if you have missed this year's conference.

For more information visit <http://thenextweb.com>

4<sup>th</sup> May 2010

### Technoport and eTeamsys organize a Web positioning workshop for hosted companies

On May 4th Technoport organized in collaboration with eTeamsys, a company specialized in web positioning and search engine optimization, a workshop to help our companies understand better how to make more visible and attractive their websites, something that has become cornerstone. This is the second year in which Technoport carries out this seminar which counted with the participation of our start-ups Trendiction, Onformonics and Wordbee.



The workshop was lead by eTeamsys' expert Mike Mitchell, who presented the topic of Search Engine Optimization (SEO) and later analyzed the visibility on different search engines, countries and languages of the websites of the participant companies. He gave tips and advice on the different methods to make websites go up and gain relevance in the results coming from the different search engines, which can be achieved by two ways: at internal level, improving our website (e.g. by selecting good keywords), and at external level (e.g. paying search engines to appear in a privileged position).

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

11<sup>th</sup> – 12<sup>th</sup> May 2010

### Next 2010 Conference about Game Changers and new trends

On May 11th & 12th the Next 2010 conference took place in Berlin and Technoport was there to discover the new trends within the European web industry. Next is one of the most important events at European level and it gathers decision makers of the media, technology and advertising sector, agencies and service providers, investors and start-ups. This year there were over 100 speakers and 1,500 participants.



The conference took place around a huge arena where start-ups could show their newest technology and flagship products with the idea of meeting potential clients, partners and investors. Around this area 3 conference rooms hosted the different speakers who presented their point of view about this year's topic: game changers. How can I be a game changer, you may ask? We heard examples using open source, new platforms (especially mobile), the power of social networks (hence the power of consumers!!) and web business with disruptive models (could motor companies sell their cars online?). But if one thing outstood in the conference, it was mobile technology. Several speakers presented their ideas to adapt their products to the mobile world and the application platform from Apple (the AppStore) was mentioned profusely. And talking about Apple and mobility, one thing we could notice is that there were people with iPads everywhere... oddly enough for a conference where the vast majority of participants were Europeans and the iPad was not still available for buying in Europe.

Being Technoport a hub for companies with very interesting propositions in the web industry, several of our start-ups would be perfect speakers to present their projects in a conference like this. We recommend you to follow these events because they can be an important showroom for your innovations.

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

25<sup>th</sup> May 2010

## Entrepreneurship evening at Technoport

Laurent Kratz from Jamendo was our guest speaker at this second entrepreneurship evening of the year. He talked about some recent business challenges he experienced at Jamendo: *"Jamendo's story: how to get out of a funding deadlock"*. In fact Jamendo's founders already shared their experience with other entrepreneurs back in 2007 and 2009, describing their first VC fund raising and post-deal experience. This new presentation provided some tips and lessons learned when trying to secure new funds for Jamendo. Laurent questioned for the audience the strategies he followed and decisions they made, explaining how they could have done things differently and what he would change if he could start it all over again. The session was very interactive thanks to a number of questions from the audience and was followed by further discussions during the informal drink afterwards. The next entrepreneurship evening will take place on June 28th with the presence of an external speaker that will share her personal experience as entrepreneur and business angel in innovative businesses in Luxembourg. Watch out!

For more information contact Diego De Biasio at [diego.debiasio@tudor.lu](mailto:diego.debiasio@tudor.lu)

23<sup>rd</sup> - 26<sup>th</sup> May 2010

## Technoport attends the 27<sup>h</sup> international meeting of science parks

Business experts from science parks gathered in Daedeok Innopolis in Korea, one of the most impressive innovation clusters in Asia, possessing world-class capability in multiple technology fields. The meeting brought together members of the International Association of Science Parks (IASP) to discuss and debate emerging developmental models for leading-edge technology parks and businesses.



The conference featured presentations and discussions about innovation in a global context of climate change and financial crisis. Discussions explored innovative approaches to "green growth" within science parks around the world and explored creative new strategies for cooperation and implementation. The aim of collaboration between IASP members is to enhance the competitiveness of companies and entrepreneurs in cities and regions and develop new powerful models for innovation and entrepreneurship. All IASP members agreed to step up exchanges in the coming year as a way to reinforce technology transfer, capability building, as well as business and incubation networks around the world.

For more information please contact [catherine.delevoeye@tudor.lu](mailto:catherine.delevoeye@tudor.lu)

31<sup>st</sup> May 2010

## Technoport welcomes MBA Summer Intern from ESADE

As part of Technoport's efforts to help entrepreneurs developing their businesses and following a fruitful collaboration with Esade that started in 2005, this year we will welcome Marcin Bortnik, an MBA student that will do a summer internship with Technoport working for Trendiction in a business development project. Marcin will help Trendiction opening new markets and understanding competition in these new environments.



As part of our support to our hosted companies each year Technoport recruits students from ESADE, one of the most renowned business schools in the world, who are in the middle of completing their studies in Business Administration. These students enter the school with an outstanding professional background and the internship helps them putting in practice the new competences and knowledge acquired in the first year of their MBA while working for our companies. Technoport bears all the costs of the interns. Next year start-ups who would like to have some extra help in a project in business development, marketing, financial evaluation of opportunities and so on will have another opportunity to apply for this initiative.

Marcin Bortnik, our new intern this year, graduated from Politechnika in Gdansk, Poland, and from Ecole Superieure des Telecommunications in Brest, France, with a Master of Engineering in Telecommunications. Before pursuing his MBA degree he worked 7 years at France Telecom in Paris as a Network Strategy Specialist, guiding CEO-level strategic decisions about network development and frequency bids. Apart from Polish, he is fluent in English, French and Spanish so he will have no problems at all communicating with our international community at Technoport.

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

## Partner events & news

15<sup>th</sup> May 2010

### Gammalsson & Co. extends its services to the financial sector

Gammalsson & Co., the Human Resources Strategic Consulting initiative of Villmond Luxembourg (hosted company at Technoport), successfully extended its services to the financial sector, delivering learning and development activities focused on Teambuilding, Leadership and Effective Communication of Ideas. The company makes use of its own pragmatic methodology, which enables people to see and understand “in action” their own strengths and weaknesses while working with others.



This methodology has also been adopted by the University of Luxembourg, currently being the basis of three seminars offered in the Master in Learning and Development in Multilingual and Multicultural Contexts. Gammalsson & Co. services currently include: Strategic Human Resources Consulting, Coaching, Mentoring, Team Building and Collaborative Communities set up. Since each organisation is unique, the services are tailored to match its particular needs.

For further information visit <http://www.gammalsson.com> or contact [info@gammalsson.com](mailto:info@gammalsson.com)

27<sup>th</sup> May 2010

### EBN selects Jamendo for the *Smart Entrepreneurship Competition 2010*

EBN is pleased to announce the 20 short listed finalists who will be the stars of this year Annual Congress workshops. The show-cases and discussions will be organized around five topics which have been considered as critical factors in the capacity of entrepreneurs to innovate, to grow, to compete, and to adequately respond to a changing and challenging market namely: business models; collaborative models; digital models; socially responsible models and total services models.



The award session will be organised during *the smart entrepreneurship festival*, during which smart people will share smart ideas by interacting “live” in open and collaborative discussions. Please click on the company name to view an executive summary of their profile. Jamendo has been selected for the collaborative models section and will compete with companies like POLYMEDIS S.A. from Belgium; Wixta Industries Srl from Italy and Astrofos Ltd from Greece. If you want to have a closer look at these or the other 16 applications don’t hesitate to have a look at the link below.

For more information visit <http://www.ebnburgos2010.com/DisplayPage.aspx?pid=60>

4<sup>th</sup> May 2010

### Technoport supports FansNextdoor: a crowdfunding concept for creatives

FansNextdoor is a new website that aims at helping all creatives promote and fund their projects together with their fans, thanks to crowdfunding. This concept is a new way to raise funds by collecting many small amounts of money. In exchange for their financial contributions, participants receive unique tokens of gratitude from the artist. This platform was created earlier this year by Master students at the University of Luxembourg in the Entrepreneurship and innovation program.



Today, it is still in beta version, and they reached their first milestone thanks to the completion of a first artistic project. In more details, they helped a blogger raise funds in order to publish his blog as a book. Even though he set a target of 2,500, they managed to raise more than 3,300 from more than a 100 contributors, in 90 days. Now they focus on finalizing the technicalities of the platform, while raising awareness both from artists and art lovers, before they can officially launch next October. Technoport supports this project during a pre-commercial phase.

For more information, go to <http://fansnextdoor.com>.

10<sup>th</sup> May 2010

## Creative Young Entrepreneur Luxembourg 2010 - The finalists are known!

Since the launch of the fourth edition of the Creative Young Entrepreneur Luxembourg (CYEL) last January, the CYEL Team 2010 of JCI Luxembourg, has been looking for the Most Creative Entrepreneur of the year in Luxembourg. The Creative Young Entrepreneur Luxembourg (CYEL) targets young entrepreneurs who have used their creativity and imagination to solve a problem, a service or product in a Luxembourg, based company.

Organized by



After a first pre-selection a jury, composed of 10 professionals based in Luxembourg, gathered on May 10th, 2010 at Technoport in Esch-sur-Alzette to analyze the applications submitted, select three finalists and then choose a winner for the 2010 edition. The selection was not easy, given the high quality of each file and the diversity of the sectors represented by the candidates in the competition. CYEL team 2010 is proud to announce the name of the three finalists:

**Djalil Coowar** - AxoGlia Therapeutics SA / **Andrey Kolishchak** - Gentlesecurity and **Jean-Christophe Viguiet** - Ango Consulting S.à rl

Among the three finalists, one will be awarded the title of Creative Young Entrepreneur Luxembourg during the 4th edition awards ceremony that will take place at the Utopolis Luxembourg Kirchberg, on June 15th. Awards will be handed to finalists by sponsors who have chosen to support this edition of the competition, and without which the event would not be as prestigious. All of three are then eligible to participate in the worldwide final of Creative Young Entrepreneur in Osaka- Japan in November 2010.

For more information, please visit the website [www.cyel.lu](http://www.cyel.lu).

## Incubator Semester Status: Facts & Figures of Technoport

### Location & development

• Available space for high-tech companies	1,000 m <sup>2</sup>
• Occupation rate	85 %
• Actual average tenancy period	3.9 years
• Number of companies accepted by the board of directors since 1998	50

### Technoport Innovation Network Development

• Hosted companies	13
• Success stories	16

### 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

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