



annual report 2006

CENTRE DE RECHERCHE PUBLIC
HENRI TUDOR



www.tudor.lu



Staff as at the end of the year:

4.25

Number of RDI projects:

2

Activities:

- Management and development of an incubator for innovative technology-based companies
- Awareness, coaching and training for the creation of innovative technology-based companies (idea development and business plan)
- Assistance, coaching and training in business development strategy for innovative companies (business development plan, marketing communication and sales strategy, branding)
- Recommendations to promote and foster innovative technology-based entrepreneurship in Luxembourg

Senior Partners of the Technoport:

City of Esch-sur-Alzette, Broadcasting Center Europe (BCE) – an RTL Group Company, ARBED – ARCELOR Group

Public and institutional partners:

Technoport is a member of the European BIC Network (EBN) and the European Space Incubator Network (ESINET), an associate member of the Gate2Growth Incubator Forum and an affiliated member of the International Association of Science Parks (IASP)

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Diego De Biasio

Key facts 2006:

With regard to internal development, 60 new contacts were made during the year with the final acceptance of four new businesses in the incubator. This brings the number of businesses accepted by the Board of Directors since the Technoport's creation in June 1998 to 40. The businesses that joined the incubator in 2006 are:

- Beat Technologies (www.beat.lu)
- Villmond (www.villmond.lu)
- Jilbee (www.jilbee.com)
- Airfield (www.airfield-rfid.com)

Two businesses joined the existing list of six "success stories". These were NeoValens in the field of IT security and Neonline with its two Internet sites - lesfrontaliers.lu and diegrenzgaenger.lu. It should be noted, however, that almost all of the businesses were able to announce important developments in 2006. (see insert page 54)

In terms of development of new services for entrepreneurs, 2006 saw the implementation of the new marketing and sales support structure for network businesses. This structure, which aims to offer tailor-made services to entrepreneurs to increase their commercial impact, was developed at the end of 2005 and tested on two pilot projects during the first half year of 2006.

Pilot project 1: Conostix – Development and implementation of a marketing and sales action plan for its new product/service “Secure-PME”

“This project allowed us to draw very important conclusions from a commercial point of view. The methodological approach, combined with the flexibility and quality of the coaching aspect, was very important and useful.” (Yves de Pril, CEO Conostix)

Pilot project 2: Mocom – Development of a commercial action plan

“This project really helped me with the strategy and creation of a plan following a consistent approach. It also made me aware of other strategic aspects by offering interesting alternatives.” (Frank Diederich, CEO Mocom)

Two other businesses are currently using the service: the first one studying a new market opportunity and the second one combining a niche market identification with a marketing/sales action plan and a price analysis.

Finally, in 2006, Technoport had the opportunity to organise, for the first time, the “Prix Eschois de l’Innovation – Edition du Centenaire” with the City of Esch-sur-Alzette. This prize was launched as part of the partnership that has linked the Technoport and the City of Esch-sur-Alzette since 2002, the year when the City of Esch-sur-Alzette decided to actively support the creation and development of innovative businesses by becoming a Technoport “Senior Partner”. This prize aims to reward businesses in the area that have shown, over the past two years, a particularly inventive spirit in developing and marketing a new technological service or product. (see insert page 56)

In terms of international recognition, 2006 was again very rewarding, with the appointment of Claude Wehenkel to the EBN Executive Board. Two members of the Technoport team were also selected by EBN as experts in assessing foreign BIC (Business and Innovation Centres) within EC-BIC labelling process. Four missions were carried out in this context during the second half of 2006.

In terms of exchanging best practices in managing the incubator, Technoport staff had the opportunity to speak at various international events (Italy, Sweden, France) and to welcome foreign delegations (from Jordan, USA and Czech Republic) for work or immersion sessions.

Incubator status as of 31st Decembre 2006

Office space	1,600 m²
Occupation rate	80%
New contacts 2006	61
New companies accepted in 2006	4
Number of files accepted by the Board of Directors since 1998	40
Member companies of the Technoport Innovation Network	23
	<i>On-site</i> 15
	<i>Success stories</i> 8
Average tenancy period	3.6 years
Planned exits in 2007	2
Cumulated turnover (90% of responses)	+20.5 M Euro
Number of persons employed in the Technoport Innovation Network	190
New jobs created in 2006	51
University internship positions in 2006	19
PhD theses in 2006	5
Inter-companies collaborations	19
Collaborations with the CRP Henri Tudor (R&D projects or others)	17

January – March:

- **J-Way** launches J-Publisher II and announces ETNIC as major new client
- **Jamendo** invited by the French minister Nicolas Sarkozy at a round table about music on Internet
- **SecureWave** eclipses 1 million licenses and closes distribution partnership with Intertech Ireland
- **CodaSystem** announces the signature of a partnership with Microsoft in the framework of their IDEES (Initiative pour le Développement Economique des Editeurs de logiciels et des Start-up) program
- **Conostix** launches its new Secure-PME service the development of which was co financed by the Ministry of the Economy and Foreign Trade
- **magic moving pixel** announces the official launch of its new ISiWare product line

April – June:

- Desktop Standard announces acquisition of **NeoValens** (see insert page 57)
- **SapiensTech** collaborates with Miami University (US)
- **SecureWave** reaches 1,5 million seats, moves to new premises and announces several new partners within the hardware vendor partnership program
- **Jamendo** continues exponential grow, gets increased international press coverage and participates in several investment forums in Europe and the United-States
- **CodaSystem** awarded at the Trophée de l'innovation 2006 of Syntec and France Télécom in the New Usage category. The company announces also its participation in CANTATA, a European EUREKA-ITEA project, in collaboration with the CRP Henri Tudor

July – September:

- **OneTree Technologies** achieves promising results in business modelling for financial trading in the OTC market
- **LuxScan Technologies** participates at the IWF 2006 Challengers Award contest in Atlanta (US)
- **Beat Technologies** joins the incubator with its solutions for local aware proximity marketing
- **Conostix** announces strategic partnership with Econocom Luxembourg
- **SecureWave** announce first-ever solution for application and device control
- First successful steps on international grounds for **Mocom**
- **Jamendo** launches German version of its platform
- **Villmond** accepted in the incubator with its new solutions in ECI (Enterprise Content Integration)
- **CodaSystem** supplies 130 shops of the Ludendo Group in France
- **SapiensTech** announces the launch of Jambaz, a new structure focussed on the online financial community in the United-States

October – December:

- Chaux de Cornern takes minority equity in **Epuramat**, which officially presents the first functional mobile purification plant based on its proprietary new technology
- **SapiensTech** launches MiFID compliant service
- **Jilbee** joins Technoport with its solution to enhance the student's learning experiences
- **Mocom** signs up with "Luxembourg 2007"
- **OneTree Technologies** announces its participation into the CAM4HOME European EUREKA-ITEA project in close collaboration with the CRP Henri Tudor
- **Airfield**, spin-off from the CRP Henri Tudor, positions itself as a new player in RFID
- **CodaSystem** closes a 2 M Euro second round financing to boost growth
- **Securewave's** Sanctuary receives Common Criteria Evaluation Assurance Level 2 Certification
- **Cybercultus** announces the public release of the Link-All platform (www.link-all.org)
- **Jamendo** reaches the 2000 album threshold (300% growth rate compared to 2005) (see insert page 58)



Grown out "success stories"

 	 	 	 
 	 	 	 

Companies hosted at Technoport (in alphabetical order)

		 Who. What. When. Where.		
		 open your ears		
				

THE WINNERS OF THE "PRIX ESCHOIS DE L'INNOVATION"- CENTENARY EDITION

The three winners have been selected by a jury made up by Michel Brachmond (Chambre des Métiers and president of the jury), Mario Grotz (Ministry of Economy and Foreign Trade) and Tun Van Rijswijck (Broadcasting Center Europe).

The first prize (EURO 10,000) goes to the company Conostix for its project "Secure-PME"

"Secure-PME" aims at offering to SMEs, independent professionals and citizens an efficient and affordable service for a permanent management and follow-up of their IT security.

For more information: www.conostix.com

The second prize (EURO 6,000) goes to the company Codasystem for its project "Codamobile"

"Codamobile" is the first software capturing and certifying digital pictures. The pictures are geo-localized (via satellite), time and date stamped, tattooed and signed by the authors. The technology works on latest-generation cameraphones (smartphones), PDA phone or regular laptop PC with additional digital camera.

For more information: www.codasystem.com

The third prize (EURO 4,000) goes to the company Cybercultus for its project "Immersive TV"

The project "Immersive TV" combines advanced immersion and interactivity solutions developed by Cybercultus and is able to provide the customer with highly intuitive and user-friendly content applications.

For more information: www.cybercultus.com

Official presentation of the "Prix Eschois de l'Innovation" – organised as part of the Esch-sur-Alzette City Centenary (4 December 2006): (1st row) Laurent Goffin (CodaSystem, 2nd prize business laureate), Lydia Mutsch (Mayor of the City of Esch-sur-Alzette), Yves De Pril (Conostix, 1st prize business laureate), Farid Meinkoehn (Cybercultus, 3rd prize business laureate), (2nd row) Bruno Théret (Arcelor-Mittal), Diego De Biasio (CRP Henri Tudor), Claude Wehenkel (CRP Henri Tudor), Michel Brachmond (Chambre des Métiers), Mario Grotz (Ministry of Economy and Foreign Trade) and Tun Van Rijswijck (Broadcasting Center Europe)





From NeoValens, success story at Technoport, to BeyondTrust, new venture at I3P (Turin, Italy)

Accepted in April 2004

Exit in October 2006

NeoValens SA was incorporated in October 2003 and started trading during the first quarter of 2004 after having finalised its first solution during the pre-commercial programme at Technoport. The company mission was to develop proof-of-concept innovative solutions for the OEM market by adding a new dimension to the Windows security model. After more or less two years of activities DesktopStandard® Corporation announced the acquisition of NeoValens at the Microsoft Management Summit in San Diego, California on April 26th 2006. DesktopStandard objective was to assimilate the Luxemburg company's expertise in Windows kernel mode security solutions to expand its market-leading PolicyMaker™ family of Group Policy Extensions. NeoValens Founder and CEO, Marco Peretti, joined DesktopStandard as the Director of Security Solutions, bringing over 15 years of experience to the company's engineering team. Peretti formerly founded SecureWave, and led the development of their successful security solutions. He later started NeoValens to capitalize on growing industry recognition that least privilege end-users are essential to the success of any desktop security strategy. He has worked closely with DesktopStandard over the past two years to bring to market and then perfect his innovative concepts regarding the implementation and management of least privilege in an enterprise environment.

According to DesktopStandard CTO Eric Voskuil, "Windows Vista provides excellent security improvements for the home user and greater protection for local administrators, yet in terms of creating a least privilege environment, it has much less to offer the enterprise desktop administrator. NeoValens and DesktopStandard have pioneered this space with PolicyMaker Application Security, which has been available for over a year and supports all platforms from Windows 2000 and up. This solution has been highly successful in the corporate enterprise and has withstood tough scrutiny. We have therefore decided to acquire NeoValens and the associated patent-pending technology relating to dynamic per-process privilege management. We have had an excellent relationship with NeoValens and are excited to have Marco join our technology team."

Some members of DesktopStandard Corporation created BeyondTrust™ Corporation just a few months later. Marco Peretti joined as CTO and they decided to locate part of the new venture in Italy, and more precisely in Turin. Technoport had developed some links with I3P, the Innovative Enterprise Incubator of the Politecnico di Torino. Both incubators got to know each other thanks to their membership within the Gate2Growth Incubator Forum Network. BeyondTrust is nowadays hosted at I3P in Turin and all actors appreciated the efficiency of this relationship.

For further information visit www.beyondtrust.com and www.i3p.it.

Jamendo – Open your ears !

Date of entry at Technoport:	December 2004
Product / core application:	www.jamendo.com
Geographic coverage:	Worldwide

PeerMajor, company that joined the incubator late 2004, proposes with jamendo a new model for artists to promote, publish, and be paid for their music. On jamendo, the artists distribute their music under Creative Commons licenses. In a nutshell, they allow you to download, remix and share their music freely. It's a "Some rights reserved" agreement, perfectly suited for the new century. These new rules allow jamendo to use the powerful new means of digital distribution like Peer-to-Peer networks such as BitTorrent or eMule to legally distribute albums at near-zero cost. jamendo users can discover and share albums, but also review them or start a discussion on the forums. Albums are democratically rated based on the visitors' reviews. If they fancy an artist they can support him by making a donation.

jamendo is the only platform that joins together :

- A legal framework protecting the artists (thanks to the Creative Commons licenses).
- Free, simple and quick access to the music, for everyone.
- The use of the latest Peer-to-Peer technologies
- The possibility of making direct donations to the artists.
- An adaptive music recommendation system based on iRATE to help listeners discover new artists based on their tastes and on other criteria such as their location

Last accomplishments: jamendo has more than 3,000 artists out of which some distinguish themselves by their musical quality or their community participation. Some success stories have already shown up. Lonah counts an impressive number of downloads and has recently concluded a contract with a production company, Four Step, with which the agreements remain in the same ethics as on jamendo, but with the commercial sight. David TMX, Mortadhell, Both and Echo Lali (all from the same artist!), Try^ad (US), or Drunksouls, Thierry Blanchard, Jérémy Dewinter, Greg Beaumont, Ehma, Silence (...and many others) know an increasing success within the jamendo community with increasing downloads and sold-out concerts.

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