

Background information

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

Technoport News is split into five sections:

- Company Profile** In every issue we will be profiling one of the exciting companies in our network.
- Company News** A condensed version of highlights from the companies within our Réseau d'Innovation Technoport.
- 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?
- Customer Reference** How good are we? Have a look at what our customers have to say

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

For more information, visit our website at www.technoport.lu.

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Company Profile: All About It

All About It began in 2001 as a Management Consulting and IT-Business. ALL About It specialised in optimising information processing in organizations and companies. Its unique approach reflects both parts of information handling: technology and people. Its revenues are currently from consulting, training, software development and by commercial software licences.



With that specific background we promoted an internal project, the result of which was the launch of “Spamkiss®” during CeBit in 2004. Spamkiss® is a new software that reduces spam and makes email exchange safe. Spamkiss® proves in an excellent way that an “out of the box” approach can provide excellent solutions: technologically unique, superior through simplicity, and absolutely convincing by its user friendliness. Spamkiss allows you to authorize people to send you messages that will always be delivered to your inbox. Unauthorized senders are treated differently. This is the decisive difference to widespread filter solutions which filter emails that have already been sent, and hence received. Spamkiss® is analogous with well-established habits in telephone communications. Compare it with having a good secretary who only forwards calls from callers that are either personally known, if the call is expected, or if the caller has introduced himself adequately. The recipient’s direct telephone extension is not normally freely available to everyone and the caller pays the costs of the call.

Spamkiss’® innovative methodology, simplicity of use, and high effectiveness have provided us with enormous response from the media as well as from all victims of spam.

Core Applications

Spamkiss® Open Source version (available for free download at www.spamkiss.com, or <http://sourceforge.net/projects/spamkiss>)

Spamkiss® Business Edition (for smaller businesses or organisations)

Spamkiss® Enterprise Edition (for mid-size businesses or organisations)

Spamkiss® ISP/ASP Edition (for ISPs/ASPs or for large businesses & organisations)

Target Markets

Spamkiss® addresses the needs of organizations of all sizes, from SMEs to Fortune500 companies. It is particularly interesting for ISPs targeting the growing market of safe email communication.

Last accomplishment

Spamkiss® has already been deployed at organizations in Germany and Luxembourg. Clients currently include two Luxembourg-based banks and two industrial organisations that are global leaders in their sectors.

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Company News

Jamendo™ announces a promising launch

After more than three months of existence, www.jamendo.com is Luxembourg's first free platform, which publishes music under Creative Commons licenses. Jamendo uses a legal way of distribution on P2P networks and we recently reached the 70 albums, representing more than forty hours of music.



Jamendo's™ recognition is continuously increasing as the last, well-known, *Rolling Stone* magazine showed by publishing an specific article about us. Jamendo's™ target is now to reach 100 albums during this summer. This should then be followed by the first sponsorships and partnerships.

For further information: www.jamendo.com, www.creativecommons.org

OneTree Technologies: Generate form-based applications from Web Services with Ginkgo

Ginkgo, is a tool developed by OneTree Technologies to ease development of applications with Web Services. Based on OneTree's solid Web Services platform made of robust and efficient Random-access XML parsers, XML Schema analysers and flexible SWT-based Java user interface, Ginkgo is an ideal tool for rapid prototyping and delivery of Web Services-based applications. Ginkgo forms are generated straight out of the content of WSDLs without need for any coding. The Ginkgo user interface can be tailored to suite corporate styles and can be deployed as part of larger Java applications.



Please contact for more information about Ginkgo or visit us at: www.onetreetech.com.

Neonline launches a new service: lesjobs.lu !

After four years of successful developments with www.lesfrontaliers.lu (and more recently also www.diegrenzgaenger.lu) Neonline decided to launch a new service for their audience which represents around 150.000 visits/month and more than 21.000 members.



The idea is rather simple – it's a site entirely dedicated to employment in Luxembourg and the Greater Region. The competitive advantage of this new site, www.lesjobs.lu, is that Neonline has added a search engine directly connected to lesfrontaliers.lu with a link to the four last edited job inserts. This means that more than 150.000 visitors will have access to this new site.

Other competitive aspects will be the ease of use and also the low cost (99 Euro for the first insert over two months and a decreasing price policy for all following ones). The recruiters will be able to use it without subscription and in a few clicks. Nothing has been neglected - even the payment can be made online. The candidates can deposit their CV easily and without filling out multiple text zones. They can simply import their existing CV.

For more information about this new service do not hesitate to contact: contact@lesjobs.lu

IT security event for SME organised by Conostix on June 27th

Especially targeted to SMEs, Conostix organises an exceptional seminar on June 27th from 16h00 to 18h00 at the Technoport in Esch-sur-Alzette. Participants can discover, through concrete examples, the security challenges for SMEs and the effective and affordable solutions to fight against the threats that weigh on the productivity and competitiveness

of the company. What is more, not securing Internet-connected computers could be interpreted, legally, as negligence and have even worst impact on the SME.

Attendance to the seminar is free of charge.

For further information: www.conostix.com, e-mail: secure-sme@conostix.com

Technoport Highlights

13 April & 23 May 2005

Technoport's 2005 thematic business workshops

Following the positive experience in the delivery of thematic business development workshops in 2004 the Technoport decided to continue this activity throughout 2005. Up to now two specific workshops have been held in 2005 : the first one on Sales Techniques and Commercial Action on April 13th, and the second one on Pricing and Distribution on May 23rd. In total 17 entrepreneurs – representing 10 companies - took part to these “one-day” events. The feedbacks from the participants were very positive. These are the average evaluations (maximum 10) :

Content of the workshop: 8,45

Trainer: 9,3

Other workshops will follow throughout the year. All these workshops have been developed with an external partner and under the “creative commons” framework.

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20/21 April 2005

NAVOBS SME workshop

On April 20 and 21 Technoport took part at the NAVOBS SME Workshop in Brussels. NAVOBS is a support measure to boost the commercial exploitation of GALILEO, GMES and Telecom satellite systems through focused and innovative Research and Technological Development work involving SMEs. Technoport participates in this FP6 specific support actions project also thanks to its selection within the ESINET (European Space Incubator Network) network. Companies like Cybercultus and CodaSystem attended the event and could network and even discuss promising business collaborations with major actors like Alcatel Space, Astrium Infoterra, Telespazio and the European Space Agency.

Contact: diego.debiasio@tudor.lu; www.navobs.com

10-14 May 2005

Intellectual Property and the management of innovation in SMEs

From May 10th to May 14th and thanks to its collaboration with the Technology Watch Centre of the Public Research Centre Henri Tudor, Technoport was able to attend an international workshop on the protection and management of new and innovative business ideas and the integration of intellectual property in business strategies. The event, which was jointly organised in Geneva by the International Network for Small and Medium-Sized Enterprises (INSME) and the World Intellectual Property Organisation (WIPO), provided some knowledge sharing opportunities and practical tools on successful strategies for exploiting innovation. These tools will now be adapted and diffused to the companies of the Technoport. If you are interested in an initial feedback on the event, see contact details below.

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18/21 May 2005

“Stimulating clusters in Europe” - EBN/IASP 2005 annual congress in Nantes

The European BIC Network (EBN) 2005 Annual Congress was held in Nantes in collaboration with the European division of the International Science Park Association (IASP). The theme of this years' congress was “Networking & clustering – a dynamic to accelerate innovation and entrepreneurship in Europe”.

One specific session was dedicated to the evaluation of national or regional cluster initiatives. The different speakers from Belgium, Canada, France, Germany and Italy pointed to different aspects of their experiences. The two approaches were exposed: the bottom-up and the top-down. The general conclusions were quite similar. Everybody agreed that you need an initial financial support of the public sector, the right cluster manager or animator and a critical mass of actors involved.

The public financial support should only be applied to launch and support the cluster in the initial years. It should thus decrease in time up to the moment where the cluster is self-sufficient. The importance of the right cluster manager rose during the “Top-down vs. Bottom-up” debate. This debate couldn't identify the best approach as it often depends on the regional or national context where the initiative takes place. But in both cases the speakers agreed that the function of cluster manager was vital for the success. The person should be accepted and recognised by the industry players and in some cases even be a member of the private sector within the cluster – the so-called “driver of the cluster”. Finally the critical mass argument was put forward to clearly distinguish the cluster notion from a simple “club” or “association”. The cluster should involve different players (private and public) and create projects (business and/or research and development projects) that couldn't be done alone or by two partners. These projects should really be multi-actor projects.

The general conclusion of this theme, which has been deepened in other sessions, was that in Europe there has not yet been this consolidation movement as it has been analysed in the United-States and Canada. The overseas trend was the result of ‘mergers’ of several smaller clusters and also the result of a really business driven process.

Will this trend really happen in Europe or is it not realistic for the European context?

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24 May 2005

In search of Venture Capital financing? What lessons to learn?

This was the topic presented at this month's Last Tuesday at Technoport. Marco Peretti – experienced entrepreneur and founder of two technology-based companies – shared his experiences in this field. The presentation was really appreciated by the participants who could get in a very didactic way different insights, answers but also practical check-lists to questions like: when should you consider VC financing? How to approach VCs? What questions should you expect from VCs? What questions should you ask VCs? What should you avoid to do during the different steps? The conclusion was however not to consider all these elements as the “unique way to do it” but much more as a guide that could be used in specific situations.

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Incubator Status : Facts & Figures of Technoport

Location & development (as of 1st June 2005)

• Available space for high-tech companies	1.600 m ²
• Occupation rate	76 %
• Planned exists by the end of 2005	3
• Actual average tenancy period	3.3
• Companies accepted in 2005	1
• Files stopped in 2005	1
• Number of companies accepted by the board of directors since 1998	33
• Success rate	60 %

Technoport Innovation Network Development (as of 1st June 2005)

• Number of companies within the Technoport Innovation Network	26
• Hosted companies	16
• Success stories	5
• External companies	5
• 2004 Cumulated Turnover (data for 20 out of 26 companies)	14,5 M EURO

Employment

• Total positions within the Technoport Innovation Network	168
• Positions created during 2004	52

Development of expertise

• University internship positions in 2004	23
• PhD thesis in 2004	4

Synergies

• Co-operation with CRP Henri Tudor (R&D projects or other)	14
• Inter-company synergies created	11
• Informal clusters	Open Source, IT security

Customer Reference

“After my experience with J-Way I’m convinced that Technoport is a wonderful place to launch an international business. They trusted and supported me during a very difficult initial phase, and it is this support that allowed us to gain our first major contracts. J-Way is now in a position to expand and here again we will look to benefit from Technoport’s support and international contacts”.

Jean-Marc Boueyrie, CEO of J-Way, www.jway.lu

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