Financing pre-matured and matured projects

DIM QuanTiP - Valorization Awareness Day 2023 - January 25th, 2023

Xavier FANTON - Project Leader
What is a SATT?

Société d’Accélération du Transfert de Technologie

Stemming from the "Investments for the Future" program, 13 SATTs were created across France to help research become future innovations.

Created in 2012, SATT LUTECH is the dedicated Technology Transfer Office for Sorbonne University Alliance.

LUTECH invests in technologies coming out of its territory’s research labs to accelerate their level of technological maturity and secure their entry into the markets.
Why a dedicated structure? (1)

Our mission:
Turn the fruits of the public research into economical, societal and environmental benefits (3rd mission of the Universities)

Support the governmental strategy for delivering innovations in sectors of interest.
- National Quantic Plan
- 500 new start-up ‘Deep Tech’ / year

➔ Role: Pilot and finance maturation programs (support High risks !)
Why a dedicated structure? (2)

To Identify and Co-Construct a dedicated 'Transfer' axis

- Personal and professional development
- Fit Technology / Market
- Adequate team

Pour la 1ère fois on a la possibilité de répondre à des problèmes de société

Je voulais faire du transfert : je trouvais dommage de travailler pendant 3 ans et que tout s’arrête
LUTECH in the innovation ecosystem of SU

Coll. with Research and valorization departments : Prématisation

- **Detect** researchers and technologies as candidates for transfer (Valorization calls...)

- **Validate and Support** getting specific financing : **pre-maturation activities** (CNRS & SU)

**Research Institutions**

1. Research
2. Technology concept formulated
3. Laboratory Demonstrator

**TRL scale**

**Idea**
LUTECH in the innovation ecosystem of SU

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Maturation SATT: Turning technologies into products

- **Validate** the market expectations
- **Define** the most appropriate industrial transfer strategy (start-up vs. licensing to an existing company)
- **Maturation: Invest** into the development of a proof of concept
- **File** patents

Direct licensing to existing Companies
Support the creation of start-ups and licensing

1. Research Institutions
2. Research
3. Technology concept formulated
4. Laboratory Demonstrator
5. Experimental proof of concept
6. Validation
7. Production

TRL scale

DI: Declaration of invention

Sorbonne Université
CNRS
ENSCi les Ateliers
UTC
Université Paris II
Partenaires Assos
LUTECH business model

1. Innovation?
2. Evaluation
3. Licensing to a company or start-up
4. Support & Mentoring
5. LUTECH Investment

LUTECH INVESTMENT
From 6 to 36 months
~350 K€

Financial Return on Investment:
- Upfront
- Milestones
- Guaranteed Annual Minima
- Royalties
- Equity

LUTECH SERVICE PROVIDER
Expertise/Business Development/Scouting
To support Entrepreneurial projects : iPhD and « Boost your PhD »

48,9 %
Des jeunes chercheurs sont intéressés par le fait de fonder ou co-fonder une start-up (+6,4pt)

56,2 %
Des jeunes chercheurs envisageant de créer leur start-up souhaitent avoir un impact sur la société en répondant aux enjeux sociétaux et environnementaux ou en transférant leurs travaux de recherche vers le monde socio-économique

*Baromètre national Jeunes Chercheurs et Entrepreneuriat par PhD Talent en partenariat avec BPI France (juillet 2022)
The support of LUTECH gives access to the i-PhD call

FOR WHOM?

You are:

- A 2\textsuperscript{nd} year or 3\textsuperscript{rd} year PhD-student
- A young PhD researcher (thesis defended less during the last 5 years)

You have:

- An innovative technological project related to a research laboratory

You have the support of:

- Your TTO and your laboratory

A LA CLEF:

- 1 year mentorship by an experienced entrepreneur
- Access to the "DeepTech Founder" training
- Access to the FrenchTech scholarship (30k)

On-going Call until March 30\textsuperscript{th}
« BOOST YOUR PhD » : the call for projects dedicated to all 2\textsuperscript{nd} year and 3\textsuperscript{rd} year PhD-students of Alliance Sorbonne Université

You believe that the results of your PhD work meet needs of the society?

You project yourself into an entrepreneurial project to give birth to an innovative product / service?

Next Call
May –Nov. 2023
The most popular public-key algorithms can be efficiently broken by a sufficiently powerful quantum computer. Cryptonext mission is to deploy the next generation of cryptographic standards that will make your IT resilient against quantum computers.

High-performance Quantum Memory in order to interconnect multiple Quantum Processing Units (QPU).

Cailabs masters light shaping to design, manufacture and sell innovative photonic products in free space transmissions, industrial lasers, local area networks and telecommunications.
Laureates of i-PhD contest

**Edison Gerena**  
Lauréat Grand-Prix i-Phd 2021 BPI.  
**Laboratoire ISIR**  
Projet : Optobots  
Micro-robots pour la manipulation unicellulaire lors de la procréation médicamente assistée

**Alan DIAZ**  
Lauréat i-Phd 2022 BPI.  
**Laboratoire LIP6**  
Projet : Synclock  
technologie innovante, pour protéger la PI des émetteurs-récepteurs radio fréquence et sécuriser la chaîne d’approvisionnement des puces de communication sans fil.
To accelerate = to meet
... so come and have a talk!

Xavier.fanton@sattlutech.com