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| Country | France | | |
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| Strong areas of expertise | <p>Montpellier BIC is a startup incubator that assists innovative young companies with high growth potential regardless of their industry (ICT, life science, cleantech, BtoB services). As described in the following graph, local confirmed companies and promising startups are referenced in 5 main sectors:</p> <ul style="list-style-type: none"> - Smart health: e-health, biotechs, robotics, serious games - Smart home: digital entertainment, Cleantech@home, home automation - Smart city: transportation, water and energy management, services for citizen - Smart enterprises: solutions for Enterprise performance, security, big data, BI - Smart resources: Greentechs, Cleantechs, resources management | | |
| Services to be provided | | | |
| Mentoring | <p>Project leaders from abroad benefit from a dedicated coach particularly experienced and specialized in issues specifically related to foreign companies. BIC Montpellier gathers a team of 7 coaches with complementary skills: business plan elaboration, finance engineering, organization, sales, marketing. A dedicated coach will support the entrepreneur working on the project's technical, economic, legal, and fiscal feasibility. This includes evaluating opportunities to build ties with other local companies, clusters, universities, research centers, specialized experts (lawyers, industrial property consultants, recruitment firms, marketing and communication consultants, translation services, and more), as well as public and private funding organizations.</p> <p>In addition to individual assistance, foreign companies benefit from fast and easy access to a pool of referenced English speaking providers for the following services:</p> <ul style="list-style-type: none"> - Market research and positioning - Accounting, legal, and financial services - International communication and marketing - Assistance with intellectual/industrial property - Employee recruitment formalities - Staff relocation services - Inter-cultural and French cultural awareness - Translation, interpretation, and language training <p>Rounding off its assistance services, the BIC set up an Advisory Board, named "Cap Manager", to support assisted companies, sharing their networks and experience to help these startups make the right decisions. Comprised of fifteen Tech Champions, all BIC graduates (Teads, Aquafadas, Compufirst, Diadom, Choosit, Vogo,...), and ten upper managers from major groups (Sanofi, Horiba ABX, Dell, Orange, La Poste, Decision News media, Schlumberger, Royal Canin,...), all Anglophone, the BIC Advisory Board meets every two months to resolve challenges faced by six selected startups.</p> <p>The principle is simple and efficient. With a 1-hour session per startup, board members offer solutions and provide founders with recommendations on which directions to take.</p> <p>Finally, BIC Montpellier was selected in June 2016 to welcome foreign start-up within the framework of the French Tech Ticket from January 1st, 2017. Within the framework of this program, 3 mentors agreed to sponsor the foreign projects: Ludovic Charbonnel (CEO at ServicesYou, Montpellier BIC startup client), Stéphanie Gottlieb-Zeh (Vice President, Schlumberger Software Technology, a position she assumed in June 2014) and Xavier Facelina (38 years old and runs his third company, SECLAB, a Pass French Tech company specialized in cybersecurity for the industrial field). We shall request them again to advise the Spanish entrepreneurs within a mentoring programme.</p> <p>Cf. their CV in annex.</p> | | |

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| <p>Space and infrastructure</p> | <p>BIC Montpellier offers free logistical support that includes an incubation space dedicated to the project, as well as access to temporary offices, meeting rooms, and WiFi at all three BIC incubation sites - Cap Alpha, Cap Omega, and MIBI. The MIBI (Montpellier International Business Incubator) building of 3 500m², with an innovative architecture, in the standards "positive energy", is dedicated to foreign companies and for local startups focusing on international market.</p> <p>BIC Montpellier also developed a Montpellier Business Plan, a free online tool, accessible to anyone via a web browser. Data is stored securely and may be shared online with trusted third-parties. Each company manages their own read-write access rights. An English language version was developed to enable foreign entrepreneurs to use the application. By entering data one time, entrepreneurs can produce financial forecasts in either French or Anglo-Saxon accounting formats.</p> <p>Would the entrepreneur have a free space all day in the center? Only some hours a day? What are the timetables? Spanish entrepreneurs will have access to a free co-working space, available all day.</p> |
| <p>Networking with local entrepreneurs</p> | <p>The Montpellier area benefits from a community-oriented ecosystem driven by entrepreneurs and mentors who are committed to supporting collective projects and integrating all motivation.</p> <p>Foreign entrepreneurs can benefit of an extremely dynamic and startup-friendly ecosystem. Events, workshops, and meet-ups are regularly organized to discuss, share ideas, and develop networks with a community of 500 startups.</p> <p>All companies assisted by BIC Montpellier are particularly active and involved in the events organized by French Tech Montpellier.</p> |
| <p>Open innovations meetings with big companies and regional headquarters</p> | <p>With a large total number of incubated startups, Montpellier BIC has established over the past 10 years strong ties with major groups throughout France, also including regional headquarters, favoring relationships with startups. In an increasingly digital economy, this activity has grown significantly over the past 3 years, with a solid network established around the BIC, including Engie, EDF, ERDF, IBM, SNCF, Orange, La Poste, Dell, Sanofi, Schneider Electric, Google, Schlumberger, Cisco, Arkadin, and more. Once every quarter, Montpellier BIC organizes its flexible Open Innovation meetings with a large company and startups focusing on a topic selected by the group.</p> <p>Over the course of the day, the company is invited to present its issues to the startups. Individual meetings are then organized with selected startups likely to be able to offer a solution for the topic in question.</p> |
| <p>Networking with other local agents</p> | <p>Depending on the entrepreneur's needs, the coach dedicated to the project notably takes care of:</p> <p>Evaluating market potential.</p> <ul style="list-style-type: none"> - Organizing face-to-face meetings with local companies in the same sector, as well as managers of related clusters. <p>Identifying potential technology partners.</p> <ul style="list-style-type: none"> - Introducing project leaders to research organizations, valorization managers, SATT, "Allègre" Incubators. - Organizing meetings with qualified service providers. <p>Providing advice on legal and financial structures.</p> <ul style="list-style-type: none"> - Setting up meetings with lawyers, certified accountants, and banks with international qualifications. - Organizing meetings with public-sector funding organizations, such as Bpifrance, the Region, and seed capital platforms. <p>The BIC coach schedules and attends all meetings with the chosen contacts.</p> <p>Moreover, across the street from the Cap Omega incubator, the Dell Montpellier Center for Entrepreneurs (CFE) offers valuable expertise and mentoring services, offering Montpellier BIC startups access to the resources, expertise, and solutions they need to succeed in their markets more quickly.</p> <p>With a group of 100 Dell Montpellier employees, all Anglophone volunteers, the CFE offers:</p> <ul style="list-style-type: none"> - Access to Dell Montpellier employees, volunteer experts and mentors, for various functional and methodological topics via specific events and meetings dedicated to entrepreneurs. Topics include marketing, e-business, social media, finance, project management, Cloud, CRM, and more. - Free access to technical resources, datacenter... - Visibility and networks Giving entrepreneurs market visibility via the Dell Center for Entrepreneurs worldwide network, plus Dell France marketing resources and assistance at professional trade shows at which Dell is present. - Technologies: Facilitating access to Dell technology solutions, pre-sales advice, OEM partnerships, privilege access to technical support... |

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| <p>Integration Activities</p> | <p>The Montpellier area benefits from a community-oriented ecosystem driven by entrepreneurs and mentors who are committed to supporting collective projects and integrating all motivation. Foreign entrepreneurs can benefit of an extremely dynamic and startup-friendly ecosystem. Events, workshops, and meet-ups are regularly organized to discuss, share ideas, and develop networks with a community of 500 startups.</p> <p>All companies assisted by BIC Montpellier are particularly active and involved in the events organized by French Tech Montpellier.</p> <p>A coffee corner is available in each of our incubation site and facilitates contacts and exchanges between entrepreneurs.</p> <p>To strengthen the links between startups, BIC Montpellier organizes a monthly convivial after-work event. Among the 165 companies incubated at the BIC, there are also numerous employees from all horizons, willing to help speed up the integration of new arrivals.</p> |
| <p>Is there any assistance in finding accommodation?</p> | <p>The French Tech Montpellier Metropolis will provide a "Welcome Guide", i.e. a practical guide in the installation in the city including:</p> <ul style="list-style-type: none"> - A presentation of the city, the transport, and main economic partners; - A presentation of the various partnerships for accommodation |
| <p>Other additional services (if any)</p> | |
| <ul style="list-style-type: none"> - Several partners were referenced on Montpellier which can realize French courses. - The Metropolis of Montpellier will supply free entrances to visit his various museums and test its sports facilities. | |

ANNEX.

CVs of POSSIBLE MENTORS

Ludovic Charbonnel, CEO at ServicesYou, Montpellier BIC startup client

Based in Montpellier since 2005, Self-educated, Ludovic launched ServicesYou in 2015, a digital platform to enhance remote help and education remotely with live experts www.ServicesYou.com.

As CEO and Marketing Director with over 17 years of experience in strategic management, Ludovic has amassed a successful track record of innovative growth in startups (ServicesYou, StartupXChange), SMB (Compufirst, Comsoft) and Corporate Account (DELL). Strongly connected with Austin French Community, he is really involved in Montpellier FrenchTech International activities.

Stéphanie Gottlib-Zeh, Vice President, Schlumberger Software Technology, a position she assumed in June 2014. In this role she leads a new Software Technology organization created to support software activities across the company and embark on a software transformation to lead Schlumberger into the digital future. Prior to this appointment, Stephanie served as Schlumberger Software Director and earlier as VP Geoscience and Drilling in the Schlumberger Information Solution (SIS) segment, which manages Schlumberger's commercial software offerings.

Stephanie has 15 years' experience in the domain of software technology in the Oil & Gas Industry. Her PhD is in the application of statistics to Reservoir Characterization and the reconciliation of log, core and seismic data. After completing her studies she created the startup Techsia SA, to build an innovative software program that would capture the fruits of her PhD work within a dedicated interactive graphical environment: Techlog. As President of Techsia, she led the company in the expansion of Techlog and created a multi-disciplinary, well-centric software program that broke new ground in its range of capabilities, in its innovative data handling of very large data sets and in its fully interactive graphical interface and visualization technology. Schlumberger purchased 100% of Techsia in 2009 and Stephanie was retained as President of Techsia SA within Schlumberger as her first role in the company. In her recent role as Schlumberger Software Director, her remit widened to cover the entire internal Schlumberger software portfolio and she led the strategy review that culminated in the establishment of the new Software Technology organization as the fundamental driver of technology integration and innovation going forward.

Stephanie has Bachelors, Masters and PhD degrees in Petrophysics and Reservoir Characterization from Montpellier II University in Montpellier, France.

She is still very involved in Montpellier entrepreneurial ecosystem.

Xavier Facelina, 38 years old and, runs his third company, SECLAB, a Pass French Tech company specialized in cybersecurity for the industrial field. Self-taught, passionate by electronic and computers since childhood, Xavier started to work as a cybersecurity consultant at eighteen. At 20, he started his first company, building firewalls for sensitive networks and sold the patents to a defense field company. After 2 years as head of cybersecurity in a competitive intelligence company, he started a new busyness, focused on cyberprotection of SMEs and IP protection against (cyber) theft. He also led a small research task force for "special projects" for EDF (Électricité de France), leading to the creation of seclab, based on patents co-owned by seclab and EDF. Xavier is now working at the internationalization of seclab and is very comfortable with startups culture in the US.

Xavier is also a computer forensic expert working for the justice department and taught computer forensic for 5 years at the Grenoble University.

Former startup client at Montpellier BIC, Xavier is strongly connected with the Montpellier's startups ecosystem.