



Office for Economic  
Affairs and Innovation  
(SPEI)

# SUPPORT ORGANIZATIONS

Starting, growing  
and establishing a business

**VAUD** 



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# 1 VAUD ECONOMIC PROMOTION

The Vaud Economic promotion serves entrepreneurs who wish to start, grow or establish their company in the canton of Vaud. It consists of four key partners: the Office for Economic Affairs and Innovation (SPEI), Innovaud, Economic Development Canton of Vaud (DEV) and regional organizations. It has an extensive network of partners that offer targeted services, mostly free of charge, whatever the requirement, activity sector or stage of development.



## Office for Economic Affairs and Innovation (SPEI)



Office for Economic  
Affairs and Innovation  
(SPEI)

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invest-vaud.swiss/spei  
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+41 21 316 58 20

### WHO CAN BENEFIT?

As part of the Economic Development Policy (PADE), companies (SMEs and startups) in the canton of Vaud that are active in industry and advanced technologies are eligible for financial incentives, provided that they carry out R&D or manufacturing activities within the canton of Vaud.

The Office for Economic Affairs and Innovation (SPEI) provides advice and information to companies and entrepreneurs based in the canton of Vaud. It puts them in contact with the appropriate partners within the Economic Development network based on their specific needs. It assists companies and entrepreneurs with their administrative procedures within the canton of Vaud.

SPEI grants financial incentives to companies active in industry and advanced technologies (see below).

SPEI also offers advice on temporary tax exemption and employee recruitment support provided by the State of Vaud Employment Office ([vd.ch/emploi](http://vd.ch/emploi)).

### FINANCIAL INCENTIVES

#### Innovation support

- ◆ Acquisition of intellectual property rights:  
*Financial incentives, max. 50%, max. CHF 5,000*
- ◆ Development of a new product, improvement or development of means of production, obtaining certifications or approvals:  
*Financial incentives, max. 50%, max. CHF 30,000*

#### Support for commercialization and international expansion

- ◆ Participation in an exhibition or a trade fair:  
*Financial incentives, max. 50%, max. CHF 5,000*
- ◆ Market development:  
*Financial incentives, max. 50%, max. CHF 30,000*

#### Training support

- ◆ Training of technical or scientific staff:  
*Financial incentives, max. 50% of salary for six months, max. CHF 15,000/employee*
- ◆ Training in sustainable development:  
*Financial incentives, max. 50% of training costs, max. CHF 3,000/employee*

#### Investment support

- ◆ Loan guarantee:  
*max. 50% of loan, max. 33% of project costs, max. CHF 5 million*
- ◆ Partial cover of bank interest:  
*Financial incentives, max. 50% of interest paid for six years*

# Innovaud



Avenue d'Ouchy 47  
 CH-1006 Lausanne  
 +41 21 601 64 25  
 contact@innovaud.ch  
 innovaud.ch

Innovaud is the gateway to innovation in the canton of Vaud. By offering free support to innovative startups, SMEs and large companies, Innovaud focuses on breaking new ground both in terms of technology and business models. This support includes the following services: financing, assistance, development, securing premises and networking.

## WHO CAN BENEFIT?

Innovaud primarily helps Vaud-based startups, scale-ups and innovative SMEs that are active in the following technology areas:

- ◆ Cleantech
- ◆ Digital
- ◆ Precision industries
- ◆ Life sciences
- ◆ Information and communication technology (ICT)

Innovaud supports companies based in the canton of Vaud (as attested to by the commercial registry).

## SERVICES

### Financing

Innovaud helps boost financial support for economic development, and serves as a point of entry for applicants seeking grants and loans from the Foundation for Technological Innovation – the FIT ([fondation-fit.ch](http://fondation-fit.ch)). Innovaud also offers advice on financing strategies and facilitates meetings with business angels, venture capital funds and other sources of investment.

### Advisory support

Innovaud provides access to various networks of accredited business coaches or advisors who can offer support to companies free of charge, including Innosuisse Startup Coaching, platinn and Alliance. These coaches or advisors support entrepreneurs in areas including strategy and business models, partnerships with research institutes, organization and financing.

### Promotion

Innovaud showcases projects as well as companies and their achievements through several channels (newsletters, social networking sites and events).

### Securing a location

Innovaud makes it possible to secure the ideal premises in innovation parks and incubators. Special working relationships have been forged with the six Vaud technopoles (the EPFL Innovation Park, the Biopôle, the Y-Parc, TecOrbe, the Technopôle de Sainte-Croix and the Ateliers de Renens) and their affiliated research institutes.

### Networking

Innovaud offers direct interaction with the right partners to drive innovation, and provides access to a vast network of agencies active in supporting innovation and to an ecosystem of innovative companies in the region.

# Economic Development Canton of Vaud (DEV)



World Trade Center  
Avenue de Gratta-Paille 2  
CH-1018 Lausanne  
+41 21 644 00 60  
dev@dev.ch  
[dev.ch](http://dev.ch)

## WHO CAN BENEFIT?

The DEV supports foreign companies active in one of the business sectors targeted by the Economic Development Policy (PADE).

DEV offers free advice and tailor-made support services to foreign companies wishing to establish themselves in the canton of Vaud. It offers newly established companies the benefit of its vast network of partners, both private (banks, notaries, lawyers, etc.) and public (state offices).

## SERVICES

### Information and advice

DEV supports entrepreneurs with all their business and non-business needs related to basing their company in the canton of Vaud. It supports them with formulating a business plan and deciding on the best legal form.

### Link with the State of Vaud offices

By acting as a link with the cantonal public administration, DEV can advise companies in their dealings with public administration. It provides them with guidance on the tax framework, as well as on the conditions for obtaining a residence permit, work permit or financial incentives.

### Land and premises

DEV helps contractors to find premises, buildings, land or apartments as quickly as possible and at the best market conditions.

### Networking

Thanks to its expertise, DEV has a significant network of experts and contacts in politics and administration as well as finance and technology at its fingertips.

### Prospecting

DEV carries out targeted prospecting worldwide in conjunction with the Greater Geneva Bern area and Switzerland Global Enterprise.



### Greater Geneva Bern area (GGBa)

The Greater Geneva Bern area (GGBa) is Western Switzerland's foreign investments development agency. The aim of the GGBa is to prospect international markets and attract foreign companies wishing to base themselves in Western Switzerland.

A large network of representatives abroad is available to investors to advise, provide vital information and help foreign companies to successfully achieve their goal of setting up in Western Switzerland, and in particular in the canton of Vaud.

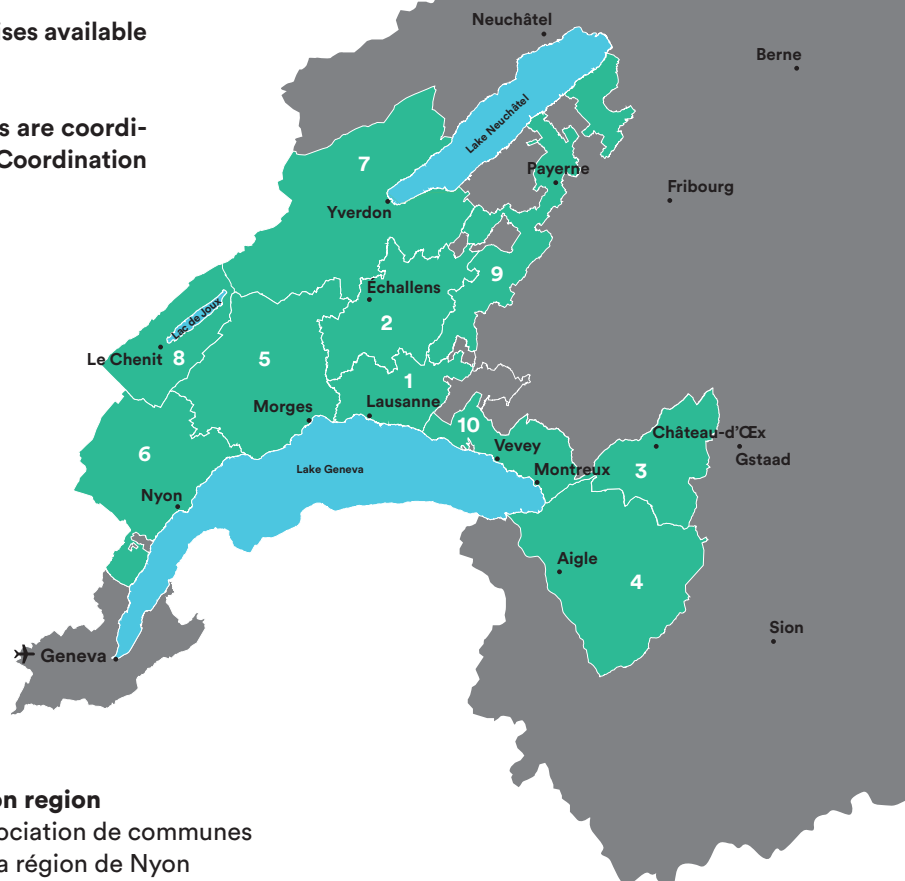
[ggb-a-switzerland.ch](http://ggb-a-switzerland.ch)

## Regional organizations

Regional organizations support and advise companies on a local scale. They offer information, referral and advisory services in the fields of starting and growing a business, particularly in the services, trade and craftsmanship sectors.

They also manage a database of land and premises available in their area.

Activities carried out by regional organizations are coordinated within the Vaud Economic Development Coordination Agency (CODEV).



### 1 Lausanne region

Association Lausanne Région  
+41 21 613 73 35  
promo@lausanneregion.ch  
[lausanneregion.ch](http://lausanneregion.ch)

### 2 Gros-de-Vaud region

Association de la région  
du Gros-de-Vaud (ARGdV)  
+41 21 881 22 37  
region@gros-de-vaud.ch  
[gros-de-vaud.ch](http://gros-de-vaud.ch)

### 3 Pays-d'Enhaut region

Pays-d'Enhaut Région  
+41 26 924 72 80  
info@pays-denhaut.ch  
[pays-denhaut.ch](http://pays-denhaut.ch)

### 4 Aigle region (Chablais)

Aigle Région  
+41 24 466 64 34  
aiglerregion@chablais.ch  
[aiglerregion.ch](http://aiglerregion.ch)

### 5 Cossonay, Aubonne and Morges region

Association de la Région  
Cossonay – Aubonne – Morges  
(ARCAM)  
+41 21 862 22 75  
info@arcam-vd.ch  
[arcam-vd.ch](http://arcam-vd.ch)

### 6 Nyon region

Association de communes  
de la région de Nyon  
+41 22 361 23 24  
info@regiondenyon.ch  
[regiondenyon.ch](http://regiondenyon.ch)

### 7 North Vaud region

Association pour le  
Développement du Nord  
Vaudois (ADNV)  
+41 24 425 55 21  
contact@adnv.ch  
[adnv.ch](http://adnv.ch)

### 8 Vallée de la Joux region

Association for the  
Development of  
Economic Activities –  
Vallée de Joux (ADAEV)  
+41 21 845 90 91  
adaev@valleedejoux.ch  
[adaev.ch](http://adaev.ch)

### 9 Payerne, Moudon and Avenches region

Communauté régionale  
de la Broye (COREB)  
+41 26 663 90 80  
info@coreb.ch  
[coreb.ch](http://coreb.ch)

### 10 Riviera-Lavaux region

Promove – Promotion  
economic Riviera Lavaux  
+41 21 963 48 48  
info@promove.ch  
[promove.ch](http://promove.ch)



The Vaud Economic Promotion and its network of partners provide targeted and customized support services free of charge. These services are aimed at startups, SMEs and multinationals either already based in the canton of Vaud or wishing to situate their business there.



## START YOUR BUSINESS

The Vaud Economic Promotion helps new companies with all the necessary procedures, from deciding on the legal form to the costs and time frames to be taken into account.



## RECRUIT STAFF

The Vaud Economic Promotion supports companies in dealing with government, university and educational departments, as well as recruitment agencies and relocation companies to assist them in hiring future employees.



## FIND LAND OR PREMISES

The canton of Vaud has a wide range of plots and buildings suitable for administrative, commercial, industrial and technological activities. The Vaud Economic Promotion helps companies to look for land and premises.



## OBTAIN FINANCING

Several organizations provide financing services to companies, whatever their stage of development, including venture capital companies, business angel networks, banks, etc. The Vaud Economic Promotion can provide more information.



## UNDERSTAND THE TAX REGIME AND ITS ADVANTAGES

The corporate tax rate is lower than in most western countries and is one of Switzerland and the canton of Vaud's main attractions. The Vaud Economic Promotion can give advice on these matters.



## DEVELOP AN INNOVATION PROJECT

The canton of Vaud, the Swiss government and a number of private stakeholders provide support to innovative companies that are developing activities in high-tech sectors.



## ACTIVATE OUR NETWORK

The Vaud Economic Promotion has a large network of organizations that provide targeted services based on the requirements, sector of activity and stage of development of each company.

Find out more about the services offered by the Vaud Economic Promotion at: [www.invest-vaud.swiss/services](http://www.invest-vaud.swiss/services)

## 2.1 OVERVIEW OF THE SUPPORT ORGANIZATIONS NETWORK BY SERVICE TYPE



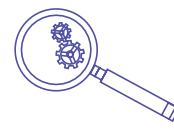
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**Obtain financing**  
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04

**Support, coaching and general advice**  
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**R&D projects and collaboration with research institutes**  
p. 34

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Alp ICT p. 56			
Applied R&D Center HEIG-VD p. 36			◆
Ateliers de Renens p. 41			
BioAlps p. 56			
Biopôle p. 42			
Cautionnement romand/CVC p. 21	◆		
Centre Patronal p. 32		◆	
Cleantech Alps p. 57			
CVCI pp. 25, 31, 53, 61		◆	
DEV p. 7		◆	
digitalswitzerland p. 57			
EHL Business Incubator p. 44			
EPFL Innovation Park (EIP) p. 43			
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FIT p. 16	◆		
Fondation Inartis p. 30		◆	
GENILEM p. 25		◆	
Innosuisse pp. 22, 26, 39, 55	◆	◆	◆
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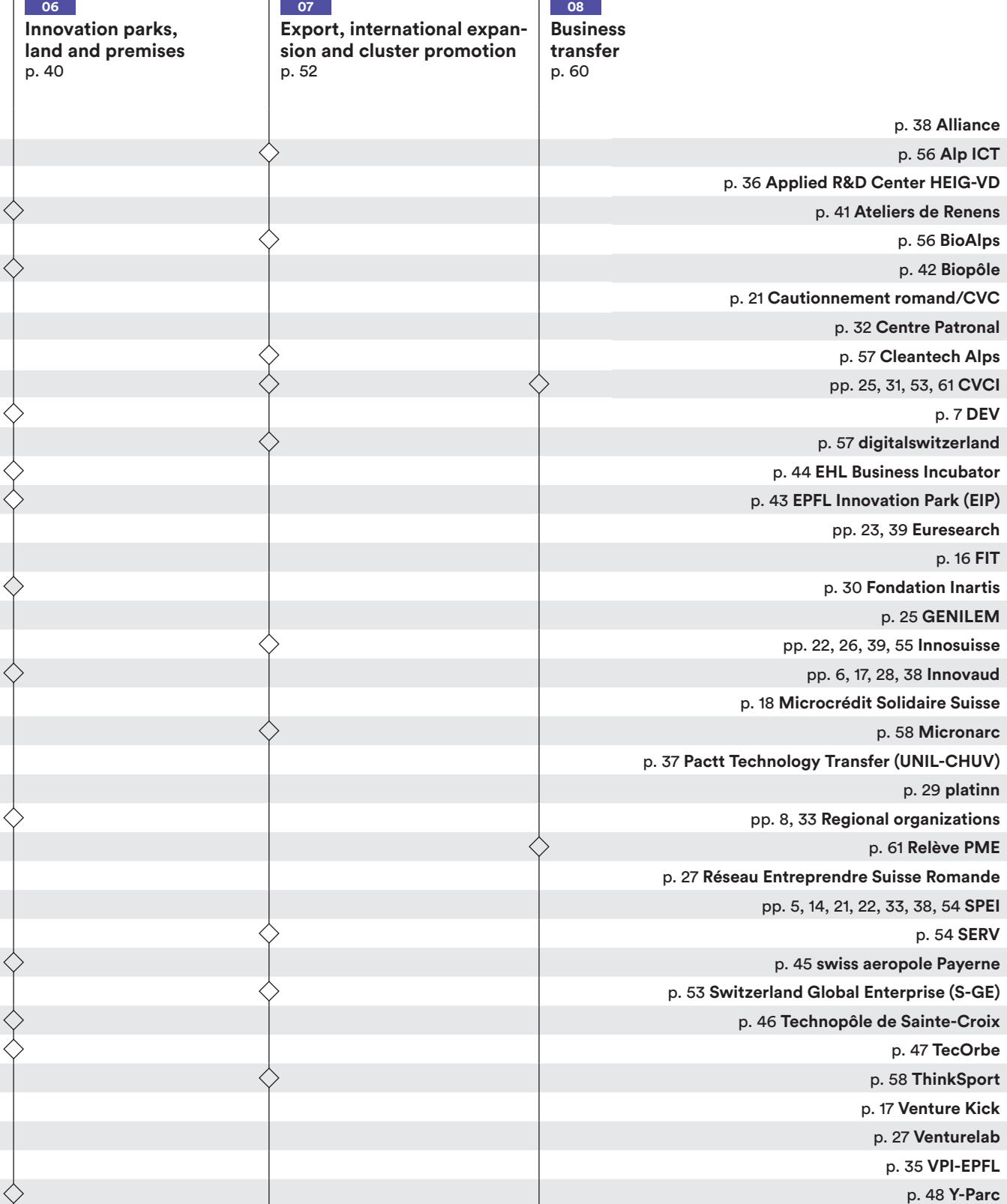
**Innovation parks,  
land and premises**  
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**Export, international expansion  
and cluster promotion**  
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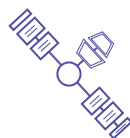
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**Business  
transfer**  
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## 2.2 OVERVIEW OF THE SUPPORT ORGANIZATIONS NETWORK BY SECTOR OF ACTIVITY



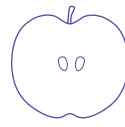
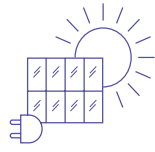
**Trade, craftsmanship  
and services**

**Aeronautics  
& Aerospace**

**Life Sciences  
& Health**

**Precision  
Engineering**

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BioAlps p. 56			◆	
Biopôle p. 42			◆	
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CVCI pp. 25, 31, 53, 61	◆	◆	◆	◆
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PACTT Technology Transfer (UNIL-CHUV) p. 37		◆	◆	◆
platinn p. 29		◆	◆	◆
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Réseau Entreprendre Suisse Romande p. 27	◆	◆	◆	◆
SPEI pp. 5, 14, 21, 22, 33, 38, 54		◆	◆	◆
SERV p. 54		◆	◆	◆
swiss aeropole Payerne p. 45		◆	◆	◆
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TecOrbe p. 47				
ThinkSport p. 58				
Venture Kick p. 17		◆	◆	◆
Venturelab p. 27		◆	◆	◆
VPI-EPFL p. 35		◆	◆	◆
Y-Parc p. 48		◆	◆	◆

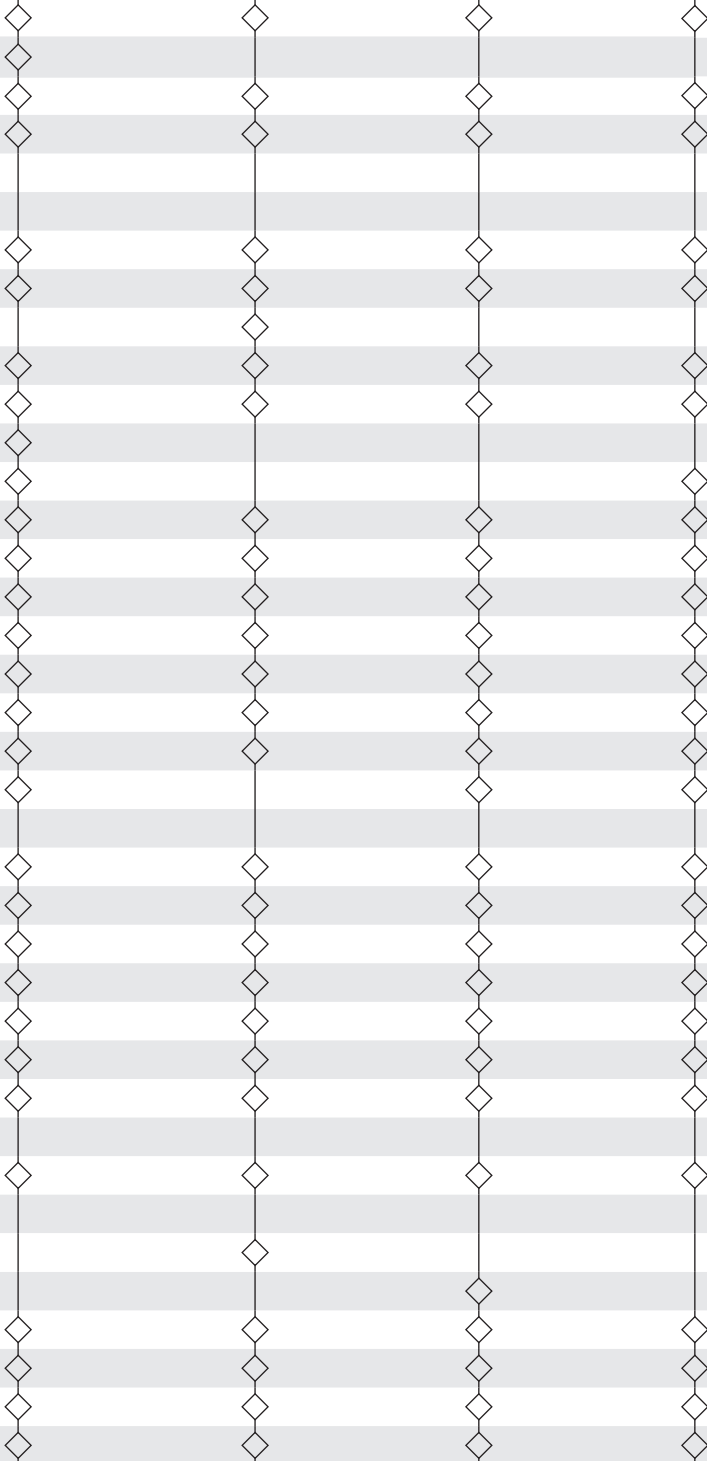


**Information & Digital Technologies**

**Energy & Environment**

**Sport Technologies**

**Nutrition & FoodTech**



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## 3 OBTAIN FINANCING

Starting and growing a business means constantly thinking about financing. Fortunately, there is a wide range of solutions in the canton of Vaud. You will find the main partners providing financial support in the following pages.

### **SPEI financial incentives**

The Office for Economic Affairs and Innovation (SPEI) can also provide direct financial incentives for SMEs and startups in the industry and advanced technology sectors. These incentives are intended to support innovation-based projects, the development of R&D and production means, expansion into international markets and training of technical employees.

→ Complete sheet on p. 5



## “Coup de pouce” Award

Prize worth CHF 50,000 awarded each year by the Dr. René Liechti Foundation to a startup which has had a significant social impact.

[fondation-liechti.ch/coup-de-pouce](http://fondation-liechti.ch/coup-de-pouce)

## W.A. de Vigier Foundation Award

This award helps five startups every year, giving each CHF 100,000. It has been awarded since 1989, making it the oldest of its kind.

[devigier.ch](http://devigier.ch)

## Prix Start Lausanne

This annual competition is open to students at the University of Lausanne and the EPFL and aims to support them in turning their ideas into startups thanks to a three-step selection process. The winning team is awarded CHF 30,000 and receives further assistance in getting their project off the ground.

[startlausanne.ch](http://startlausanne.ch)

## MassChallenge

The winning startups in the MassChallenge promotion program receive awards ranging from CHF 20,000 to CHF 100,000 as well as other types of prizes.

[switzerland.masschallenge.org](http://switzerland.masschallenge.org)

## Venture Prize

Each year, the Venture Prize recognizes the five best business ideas and the five most promising financing plans in Switzerland.

[venture.ch](http://venture.ch)

## “Entreprendre Region Lausanne” Award

Since 2003, the “Prix Entreprendre Région Lausanne” (PERL) has awarded sums of up to CHF 100,000 to innovative projects with strong economic development potential and which deserve to be showcased. The competition is open to companies based in the 27 municipalities of the greater Lausanne area.

[lausanneregion.ch/PERL](http://lausanneregion.ch/PERL)

## Strategis Award

The competition is organized by students from the University of Lausanne Faculty of Business and Economics and rewards Switzerland’s best startups. The first prize is worth several tens of thousands of Swiss francs.

[prixstrategis.ch](http://prixstrategis.ch)

## Swiss Economic Award

The winners in the three categories (production/industry, hi-tech/biotechnology and services) each receive CHF 25,000, as well as guaranteed entry to the Swiss Economic Forum, broadcast to over 200,000 viewers.

[swiss-innovation.com/award](http://swiss-innovation.com/award)

## Swiss Technology Award

Each year, a jury of experts awards this prize to the best candidates in three categories: inventors, startups and innovation leaders. Winners receive a personalized package of services, including additional marketing support and widespread media coverage.

[swiss-innovation.com/award](http://swiss-innovation.com/award)

## Ernst & Young Entrepreneur of the Year Award

Ernst & Young awards an annual prize to the Swiss entrepreneur of the year in the following categories: industry/high-tech/life sciences, commerce/services, emerging entrepreneur and family business.

[ey.com](http://ey.com)

## CFE “Femme Entrepreneure de l’Année” Award

Each year, the Club de Femmes Entrepreneures (CFE) honors a successful woman whose career serves as a model to other female entrepreneurs nervous at starting out.

[femmes-entrepreneurs.ch](http://femmes-entrepreneurs.ch)

## “Isabelle Musy pour les femmes entrepreneurs” Award

Organized under the aegis of EPFL’s Vice-Presidency for Innovation, the Isabelle Musy Award is designed to encourage female entrepreneurship in science and technology. The prize, worth CHF 50,000, is awarded every two years.

[vpi.epfl.ch/PrixMusy](http://vpi.epfl.ch/PrixMusy)

## TOP 100 Swiss Startup Award

Four Swiss Startup prizes, worth CHF 50,000 each, are given to the best business ideas in Switzerland each year. These prizes are awarded by Startups.ch, Axa Winterthur, Axpo and PostFinance.

[top100startup.ch](http://top100startup.ch)

# Foundation for Technological Innovation (FIT)



[fondation-fit.ch](http://fondation-fit.ch)  
[info@fondation-fit.ch](mailto:info@fondation-fit.ch)  
 +41 21 613 36 38

### AIM

FIT is the result of a public/private partnership which aims to provide financial support by means of grants or loans to newly-created technology-based business projects. These services are coordinated with Innovaud which is the gateway to all innovation projects.

### SERVICES

There are three types of support corresponding to the different stages of development of a project or business (grant, seed loan and growth loan). The eligibility criteria and the conditions of the support differ according to the two categories of projects supported by FIT (FIT tech and FIT digital).

For all support requests, you are required to sign up to the FIT or the Innovaud website.

	FIT TECH			FIT DIGITAL		
	TECH GRANT	TECH SEED LOAN	TECH GROWTH LOAN	DIGITAL GRANT	DIGITAL SEED LOAN	DIGITAL GROWTH LOAN
	FIT tech supports innovative projects with a strong technological component (deep tech) which in principle are protected by intellectual property. These projects must be carried out in collaboration with or be a spin-off of an institute of higher education (EPF, university or university of applied sciences).			FIT digital support is aimed at digital projects based on an innovative business model. Collaboration with a university is not necessary.		
<b>Amount</b>	CHF 100,000, in the form of a grant, to a project-initiator at a university located in the Vaud region	CHF 100,000, in the form of an interest-free loan to a company	CHF 300,000 to CHF 500,000, in the form of a loan with interest to a company	CHF 20,000 per project, in the form of a grant	CHF 50,000, in the form of an interest-free loan to a company	CHF 200,000 in the form of a loan with interest to a company
<b>Age of the company</b>	Before the company was founded	Approx. 0–12 months (entry date in companies register)	Approx. 12–36 months (entry date in companies register)	Before the company was founded or a maximum of six months (entry date in companies register)	Approx. 0–12 months (entry date in companies register)	Approx. 12–36 months (entry date in companies register)
<b>Purpose of the incentives</b>	Validation of a project, within a university, to create a company	Prototyping and technical development of the product	Industrial and/or commercial development, matching up with private investors	Testing the business model and putting together a team	Validation of the business model and consolidation of the team	Business development, matching up with private investors
<b>Location</b>	The recipient of the grant must be enrolled in a Vaud-based university accredited by the FIT, which to date are as follows: EPFL, HEIG-VD, UNIL/CHUV	The company must be based in western Switzerland	The company must be based in the canton of Vaud	At least one member of the team receiving the grant must be resident in the canton of Vaud or the company must be based in the canton of Vaud	The company must be based in the canton of Vaud	The company must be based in the canton of Vaud

# Venture Kick



venturekick.ch  
info@venturekick.ch  
+41 21 533 09 82

## AIM

To provide innovative startups from the academic world with seed capital and counselling, as well as access to a network of around 160 experts, including professional investors.

## SERVICES

- ◆ The financing of a project involves three stages and funding amounts to CHF 130,000 over an approximate period of nine months. Selection is carried out at each stage, based on the following criteria:

**1<sup>st</sup> stage:** Structuring and devising the business idea (CHF 10,000)

**2<sup>nd</sup> stage:** Developing the business model and strengthening the market entry strategy (CHF 20,000)

**3<sup>rd</sup> stage:** Developing the business plan, strengthening of partnerships and establishing initial business exchanges (CHF 100,000)

The aims can obviously be changed based on the sector of each project, and the program adapts to different cases in a flexible way.

### Innovaud

Innovaud puts project-initiators in contact with the various members of its network, in particular investors. Innovaud works closely with the Foundation for Technological Innovation (FIT), which itself grants loans.

→ Complete sheet on p. 6

### Startup INVEST

Swiss Startup INVEST (formerly CTI-Invest) is a non-profit association founded in 2003 which today is the leading financing platform for high-tech startups in Switzerland. It has over 90 members.

Swiss Startup Invest organizes meetings and networking events (Swiss Venture Days in Zurich, Western Switzerland, Ticino and abroad, as well as Swiss Startup Day, with over 700 participants). Swiss Startup INVEST is one of the founding members of the [startupticker.ch](http://startupticker.ch) information portal and has also launched the "Swiss Startup Guide" ([swiss-startup-guide.ch](http://swiss-startup-guide.ch)).  
[startupinvest.ch](http://startupinvest.ch)



## Microcrédit Solidaire Switzerland (MSS)



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[microcredit-solidaire.ch](http://microcredit-solidaire.ch)  
[info@microcredit-solidaire.ch](mailto:info@microcredit-solidaire.ch)  
+41 21 646 94 93

### AIM

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To provide financial help and support to creators of businesses who do not have access to bank loans.

### SERVICES

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- ◆ Advice and support in carrying out a project to start up or take over a company
- ◆ Analysis of the projects presented by experts volunteering their services
- ◆ Financing via microloans up to a maximum of CHF 30,000 with preferential rates and adjusted repayment terms
- ◆ Personalized support, particularly in the startup phase

## 4FO Venture Partners

### Alpana Venture

[alpana-ventures.ch](http://alpana-ventures.ch)

### Aravis

[aravis.ch](http://aravis.ch)

### BioMedPartners

[biomedvc.com](http://biomedvc.com)

### BlueOcean Ventures

[blueocean-ventures.com](http://blueocean-ventures.com)

### BrainToVentures

[btov.vc](http://btov.vc)

### Emerald Technology Ventures

[emerald-ventures.com](http://emerald-ventures.com)

### Endeavour Vision

[endeavourvision.com](http://endeavourvision.com)

### Global Life Science Ventures

[glsv-vc.com](http://glsv-vc.com)

### Highland Europe Technology Growth

[highlandeurope.com](http://highlandeurope.com)

### Jolt Capital

[jolt-capital.com](http://jolt-capital.com)

### Lakestar

[lakestar.com](http://lakestar.com)

### Medicxi

[medicxi.com](http://medicxi.com)

### Momenta Partners VC

[momenta.partners](http://momenta.partners)

## Novartis Venture Funds

[nvcfund.com](http://nvcfund.com)

### Redalpine

[redalpine.com](http://redalpine.com)

### Remora capital

[remora-capital.ch](http://remora-capital.ch)

### Renaissance

[renaissance.net](http://renaissance.net)

### SVC Ltd. for Risk Capital for SMEs (SVC Ltd.)

[svc-capital-risque.ch](http://svc-capital-risque.ch)

### Swiss Private Equity & Corporate Finance Association (SECA)

[seca.ch](http://seca.ch)

### Swisscom Ventures

[swisscom.ch/en/ventures](http://swisscom.ch/en/ventures)

### VI Partners

[ventureincubator.ch](http://ventureincubator.ch)

### Swiss Private Equity & Corporate Finance Association (SECA)

The Swiss Private Equity and Finance Association (SECA) is the representative organization for the private equity, venture capital and corporate finance sectors in Switzerland. SECA aims to promote private equity and corporate finance activities in Switzerland.

[seca.ch](http://seca.ch)

### Tech Tour

Founded in 1998, Tech Tour is an active venture capital organization that promotes innovative companies. This community has over 2,500 members and meets more than 25 times a year for entrepreneurs to present their companies and more than 500 investors and corporate experts to recommend and assess startups.

Tech Tour offers a unique platform to innovative technology companies in the investment phase – from the initial concept to the final evaluation. Tech Tour member companies have facilitated 8.5 billion euros in strategic transactions over the past six years, including 64% in the UK, Switzerland and France; the DACH (Germany, Austria and Switzerland) region has had the biggest impact, with private financing of 2 billion euros.

Via its partnership with SPEI, three events are held each year in the canton of Vaud: the Tech Tour Growth Summit, the Alpine High-Tech Venture Forum and the Tech Tour Healthtech Summit.

[techtour.com](http://techtour.com)

## 3.4 BUSINESS ANGELS

### **Business Angels Switzerland (BAS)**

[businessangels.ch](http://businessangels.ch)

### **Go Beyond**

[go-beyond.biz](http://go-beyond.biz)

### **StartAngels Network**

[startangels.ch](http://startangels.ch)

### **Verve Capital Partners**

[investiere.ch](http://investiere.ch)

### **One Creation**

One Creation supports the development of environmental technologies using a global multisectoral approach. The cooperative offers a targeted direct investment solution by acting as a “co-owner”. Its activities focus on long-term direct equity investments in listed and unlisted companies active in sectors such as renewable energy, waste and natural resource management, and new environmentally friendly materials.

[onecreation.org](http://onecreation.org)

### **MatchInvest**

An anonymous virtual platform, coordinated by plat-inn, which links entrepreneurs with investors. Project initiators can conduct a targeted search to find investors matching their profile. Investors meanwhile can define their investment profile and find promising companies.

[matchinvest.ch](http://matchinvest.ch)

## 3.5 CROWDFUNDING

### **C-Crowd**

[c-crowd.com](http://c-crowd.com)

### **Go Beyond Investing**

[go-beyond.biz](http://go-beyond.biz)

### **Kickstarter**

[kickstarter.com](http://kickstarter.com)

### **Indiegogo**

[indiegogo.com](http://indiegogo.com)

### **Raizers**

[raizers.com](http://raizers.com)

### **wemakeit**

[wemakeit.com](http://wemakeit.com)

	 <b>Cautionnement romand</b>	 <b>SPEI</b>
<b>Target audience</b>	Industrial, cottage industry or commercial companies.	Industrial or manufacturing-related companies.
<b>Types of projects</b>	Any project involving the creation, development, take-over or succession of a company (financing of machinery, tools, equipment, stock and working capital, etc.).	Industrial projects involving investments linked to the development of a new product, infrastructure or means of production and equipment, and promoting the creation or preservation of jobs.
<b>Conditions</b>	<p>The guarantee covers a loan granted by a bank.</p> <p>The applicant must demonstrate managerial skills.</p> <p>A business plan and audited accounts must be submitted.</p>	<p>The guarantee relates to an investment loan granted by an institution subject to Swiss federal law on banks and savings banks.</p> <p>The capital covers a reasonable share of the project (in principle at least one third).</p> <p>A business plan and audited accounts must be submitted.</p>
<b>Amount</b>	<p>The guarantee amounts to a maximum of CHF 500,000. It can cover up to 100% of the bank loan.</p> <p>It may be granted for a maximum of 10 years, depending on the project.</p>	<p>The guarantee amounts to a maximum of 50% of the loan granted up to a maximum of one third of the total investment cost.</p> <p>The guarantee may be granted for a maximum period of 10 years.</p> <p>The amount of the guarantee is a maximum of CHF 5 million.</p>
<b>Contact</b>	<p><a href="http://cautionnementromand.ch">cautionnementromand.ch</a>  <a href="mailto:vaud@cautionnementromand.ch">vaud@cautionnementromand.ch</a>                      +41 21 721 11 81</p>  <p><small>CVC COOPÉRATIVE VAUDOISE DE PROMOTION DU CAUTIONNEMENT</small></p>	<p><a href="http://invest-vaud.swiss/spei">invest-vaud.swiss/spei</a>  <a href="mailto:info@invest-vaud.swiss">info@invest-vaud.swiss</a>                      +41 21 316 58 20</p>

### Federal Office for the Environment Technology Fund

The Swiss government guarantees loans to companies that develop and sell innovative products and processes aimed at reducing greenhouse gas emissions, using renewable energy and conserving natural resources. Emerald Technology Ventures and South Pole Carbon, which manage the external relations office, are entrusted with processing applications and the monitoring of guarantees.

[technologyfund.ch](http://technologyfund.ch)



## 3.7 FINANCING OF R&D PROJECTS

### Innosuisse



[innosuisse.ch](http://innosuisse.ch)  
[innoprojects@innosuisse.ch](mailto:innoprojects@innosuisse.ch)  
+41 58 461 61 61

#### AIM

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Innosuisse helps leverage innovation by supporting science-based innovation projects carried out by companies working with public research institutes.

#### SERVICES

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- ◆ Innosuisse covers the research institute's salary and, under certain conditions, material costs as well as a contribution to overheads. The company provides at least the same amount of funding and thus bears the costs for its project itself.
- ◆ Innovation cheque: Innosuisse provides SMEs with easy access into the world of science-based innovation funding. The innovation cheque gives access to up to CHF 15,000 worth of R&D services from a public research institute. Innosuisse funds preliminary studies, such as concept developments, preparatory work for innovation projects or analyses of technology transfer potential.

#### CRITERIA

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The innovation project should demonstrate creativity, scientific importance, market potential and a contribution to promoting sustainable development.

#### SPEI

The Office for Economic Affairs and Innovation (SPEI) offers a variety of direct financial incentives, including support for innovation. SPEI support focuses in particular on the acquisition of intellectual property rights, as well as on the development of new products or means of production. SPEI can also assist innovative companies in obtaining certification or approvals.

→ Complete sheet on p. 5

# Euresearch



euresearch.ch  
 vaud@euresearch.ch  
 +41 21 693 37 23

## AIM

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To encourage innovation and research on a European level. Supporting projects for innovative products and services at every stage of their evolution, from research and development through to production and commercialization.

## SERVICES

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- ◆ Euresearch provides information and advice for companies on different financing programs based on the sector that the company is operating in and the financing requirements identified
- ◆ The Horizon 2020 (H2020) program in particular contains various support solutions for companies that are active in science and technology
- ◆ The programs offered as part of H2020 enable access to significant non-repayable financing, with direct financing of between 70% and 100% of the project costs

The range of H2020 European initiatives provides:

- ◆ Support for collaborative innovation projects in a wide variety of fields (ICT, life sciences, health, nano and micro technologies, aerospace, food, cleantech, etc.)
- ◆ Financing of product/service innovation projects for individual companies (SME Instrument)
- ◆ Financing, via specific grants, of recruitment and training of employees active in R&D (MSCA actions) and various new options for business innovation projects via the Horizon 2020 European Innovation Program

As well as the tools available in the H2020 program, Euresearch provides information and advice for businesses on other European opportunities for innovation projects, such as Eurostars and Eureka.

## 4 SUPPORT, COACHING AND GENERAL ADVICE

When it comes to starting up a new SME and being innovative, the process can be long and arduous. To make this process quicker and easier, several organizations can provide assistance and advice. They offer targeted training and individual coaching.

# COACHING AND ADVICE ON STARTING A BUSINESS

## CVCI – Vaud Chamber of Commerce and Industry



vci.ch/creation  
creation@cvci.ch  
+41 21 613 35 35

### AIM

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To answer all questions, before and during the startup phase of a business project. To offer expert advice to companies in their startup phase and steer them towards specialist services that can help them achieve their goals.

### SERVICES

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- ◆ To support and provide advice to companies in the startup phase
- ◆ Specialists available by appointment or telephone, Monday to Friday 8 am to 12 pm, with 30 minutes of support free of charge to answer any initial questions. Speedy referral to the right partners.
- ◆ Guide for entrepreneurs, a practical “toolbox”
- ◆ Training, in partnership with GENILEM, IFJ (Institut für Jungunternehmen) etc.

## GENILEM



genilem.ch  
info@genilem.ch  
+41 21 601 56 11

### AIM

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To support and provide advice for creators of innovative businesses in their initial phases.

### SERVICES

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- ◆ Project diagnostics and advice before launch
- ◆ Training and workshops on business creation
- ◆ Management tools made available
- ◆ Personalized support over three years selected on a case-by-case basis, covering topics including the commercial, financial and human resources aspects of running a company
- ◆ Networking with regional economic organizations and sponsors of the Association (mentoring)



# Innosuisse



[innosuisse.ch](http://innosuisse.ch)  
[startup@innosuisse.ch](mailto:startup@innosuisse.ch)  
 +41 58 461 61 61

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## AIM

To support projects and startups by means of training and coaching. To help Swiss startups to go international and expand abroad.

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## SERVICES

### ◆ Startup training (four modules)

This program helps entrepreneurs develop their business idea, set up their company and implement a strategy for growth. The four training modules are led by experienced entrepreneurs and held all over Switzerland.

### ◆ Startup coaching (three levels)

#### Initial coaching

Analyzing the feasibility of the business concept, determining whether it can be launched on the market, and then developing it (maximum of CHF 5,000)

#### Core coaching

Evaluating the profitability of the business concept, strategy development, structuring the organization and market entry. Providing legal advice for intellectual property rights protection, contracts and tax (maximum of CHF 50,000).

#### Scale-up coaching

Implementing the company's growth strategy, helping secure financing, networking and setting up an organizational structure and evolution process (starting from 2018, maximum of CHF 75,000)

### ◆ Internationalization camps

The "Market Validation Camp", held in the USA, Brazil, China, India and the UK, helps companies to launch their international expansion and test business products or models

The "Market Entry Camp" is aimed at the top hi-tech startups. As part of the Startup Coaching program, this camp helps companies to find clients, institutes, investors and qualified employees.

## Réseau Entreprendre Suisse romande



[reseau-entreprendre.org/suisse-romande](http://reseau-entreprendre.org/suisse-romande)  
[suisse-romande@reseau-entreprendre.org](mailto:suisse-romande@reseau-entreprendre.org)  
 +41 78 964 56 57

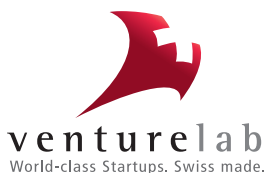
### AIM

Support individuals setting up or taking over a business who - thanks to their entrepreneurial potential, sector of activity and the market which they are targeting - are likely to turn their company into an SME that will contribute to employment growth.

### SERVICES

- ◆ Long-term personalized support from an experienced entrepreneur: the head of a business commits to helping the new entrepreneur for two years
- ◆ Alumni club: a friendly and collegial forum for entrepreneurs to exchange ideas
- ◆ Integration into business networks
- ◆ Access to Réseau Entreprendre (14,000 heads of companies across 10 different countries)

## Venturelab



[venturelab.ch](http://venturelab.ch)  
[office@venturelab.ch](mailto:office@venturelab.ch)  
 +41 21 533 09 80

### AIM

To develop and carry out programs to drive the best entrepreneurs and start-ups to the next stage in their development, with the support of successful business founders and academic and industrial partners. Supporting entrepreneurs in their financing processes and in their growth throughout the evolution of the business.

### SERVICES

- ◆ Venture Leaders is a support program for Swiss National Startup Teams to help them with their international expansion and quest for financing. According to the selected teams' field of activity, the program enables visits to Silicon Valley (technology), Boston (life sciences), New York (fintech) or China. Requirement: a solid startup project in the hi-tech sector based in Switzerland.
- ◆ Two programs of intensive courses are organized throughout Switzerland: "Business Creation" for startups in their initial phase and "Business Growth" for those in the development phase. The following courses are organized by industry sector: advanced engineering, ICT, biotech and medtech.
- ◆ "Ask the entrepreneur", workshops bringing in entrepreneurs who have enjoyed a great deal of success.

## 4.2 COACHING AND ADVICE ON INNOVATION

### Innovaud



[innovaud.ch](http://innovaud.ch)  
[contact@innovaud.ch](mailto:contact@innovaud.ch)  
+41 21 601 64 25

#### AIM

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To provide free assistance for innovative startups, scale-ups and SMEs in Vaud to accelerate their innovation, primarily in life sciences, precision industry, cleantech, digital and information and communication technologies (ICT). Innovaud can focus on technological innovation or business models.

#### SERVICES

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Innovaud focuses its support on the following areas:

- ◆ **Financing**  
Help in securing financial support for economic development, grants and loans from the Foundation for Technological Innovation (FIT), forging links with business angels, venture capital funds and all other sources of investment
- ◆ **Advisory support**  
Innovaud is the Vaud-based branch of the Western Switzerland “platinn” innovation platform and provides access to a network of coaches accredited in the fields of strategy and business models, partnerships, organization and aspects of financing
- ◆ **Promotion**  
Highlighting innovation projects, companies and their successes by means of various channels (articles, videos, newsletter, social networks and events)
- ◆ **Securing premises**  
Determining the ideal place in innovation parks and incubators via its special working relationships with research institutes in the six innovation parks in Vaud
- ◆ **Networking**  
Developing relations with the right partners in order to accelerate innovation. Connections with a vast network of organizations as well as the ecosystem of innovative companies in the region.

#### Scale-Up Vaud platform

Founded in 2016 by Innovaud, the “Scale-Up Vaud” platform supports innovative companies based in the canton of Vaud that are demonstrating rapid growth (+20% of new jobs per year).

The selected companies can count on support adapted to this specific phase of their development, irrespective of their technological field.

[scale-up-vaud.ch](http://scale-up-vaud.ch)

# platinn



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platinn.ch  
info@platinn.ch  
+41 26 347 48 48

## AIM

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To provide coaching and strategic advice services to startups as well as SMEs in their innovation projects and in the development of their business model. platinn therefore contributes to the strengthening of the innovation capacity and competitiveness of SMEs.

Innovaud is the Vaud branch of platinn and the gateway for requests for services from the platinn network.

## SERVICES

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A network of more than 60 accredited business coaches working across Western Switzerland is available to provide various different types of support:

- ◆ **“Organization” coaching**  
Helping to develop and optimize the organization, resources and processes
- ◆ **“Business model” coaching**  
Helping to develop the business and sales model
- ◆ **“Cooperation” coaching**  
Helping to develop partnerships and start collaborative projects
- ◆ **“Finance” coaching**  
Helping to define strategies and secure financing



## Fondation Inartis



[inartis.ch](http://inartis.ch)  
[fondation@inartis.ch](mailto:fondation@inartis.ch)  
 +41 21 697 11 21

### AIM

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To ensure entrepreneurial projects succeed at every stage of their development.

To promote innovation, particularly in the field of technology and especially in life sciences.

To facilitate interaction between innovators, businesses and research institutes.

### SERVICES

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- ◆ Support for entrepreneurs who are active in the technology sector, regardless of the stage of development of their project: finding ideas, securing premises for businesses and work spaces, prototype workshops, biology and electronics laboratories, biohacking spaces, development support etc.
- ◆ Organization of challenges using collective intelligence
- ◆ Running and managing the “Health Valley” life sciences network ([healthvalley.ch](http://healthvalley.ch)), managing UniverCité – Renens, and managing the IRLab program

### MassChallenge

This startup acceleration program selects around 70 recently-formed Swiss and foreign-owned companies for four months of mentoring and coaching at the Ateliers de Renens workshops. The MassChallenge program is run in close collaboration with the Inartis Foundation and leading Swiss companies such as Nestlé and Bühler.

[switzerland.masschallenge.org](http://switzerland.masschallenge.org)

## CVCI – Vaud Chamber of Commerce and Industry



cvci.ch  
cvci@cvci.ch  
+41 21 613 35 35

### AIM

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To offer member companies services, information and advice, especially for their international development. To provide a networking venue and a business relationship platform.

To safeguard economic interests and the canton's prosperity.

To become a partner and point of contact for Vaud-based companies.

### SERVICES

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- ◆ Legal advice and support (commercial and employment law, social insurances, contracts, tax, work permits etc.)
- ◆ Support in the export process (ATA, certificates of origin, authentication, advice)
- ◆ Networking platform, making new business contacts
- ◆ Advice on starting a business
- ◆ Social security (AVS – old-age pension/AI – invalidity/APG – loss of income/AC – unemployment, family allowance) and 2<sup>nd</sup> pillar pension plans with online administrative tool (e-service)
- ◆ Financial analysis (economic and statistical information)
- ◆ Economic and legal publications to help start and run businesses
- ◆ SWISSFIRMS portal for the promotion of businesses online ([swissfirms.ch](http://swissfirms.ch))
- ◆ International Link – an English-language service exclusively aimed at the canton's international corporations (conferences, HR workshops, meetings with local government, induction days and integration events)
- ◆ Availability of infrastructure (meeting rooms, offices, conference rooms, facilities) for members

## Centre Patronal



centrepatronal.ch  
 info@centrepatronal.ch  
 +41 58 796 33 00

### AIM

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To provide Vaud-based companies with services, information and advice, as well as a business networking platform for member companies.

To safeguard economic interests of the private sector.

### SERVICES

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- ◆ 2<sup>nd</sup> pillar pension plans, including the FIP pension fund with more than 4,200 companies ([www.fip.ch](http://www.fip.ch))
- ◆ Social security (AVS – old-age pension/AI – invalidity/APG – loss of income/AC – unemployment, family allowance), including the Vaud Employer’s Federation AVS scheme with more than 35,000 members (companies and self-employed)
- ◆ Legal advice and support (commercial and employment law, social insurance, contracts, tax, work permits)
- ◆ Economic and legal publications to help start and run businesses
- ◆ Administrative management of nearly 200 groups and professional associations in Vaud, Western Switzerland and Switzerland as a whole
- ◆ A branch office in Bern for the management of Swiss association and interest group secretariats
- ◆ Organizing training courses for management and directors in French and English ([www.romandieformation.ch](http://www.romandieformation.ch))
- ◆ Multiple networking opportunities, in particular via conferences organized on a range of current topics relating to the economy or the business community platform composed of entrepreneurs run by the Centre Patronal and bringing together various heads of companies ([www.centrepatronal.ch/epv](http://www.centrepatronal.ch/epv))

### **SPEI and regional organizations**

The Office for Economic Affairs and Innovation (SPEI) and the 10 regional organizations offer numerous referral and orientation services to facilitate cantonal and communal administration procedures:

- ◆ Search for land or premises
- ◆ Tax information and advice
- ◆ Information and advice on work permits
- ◆ Links to various cantonal and municipal authorities

[invest-vaud.swiss/services](https://invest-vaud.swiss/services)

### **“Start your own business” guide**

This guide was developed by the Banque Cantonale Vaudoise (BCV) and the Vaud chamber of commerce and industry (CVCI) and provides practical information, advice and tools to help start a business in the best conditions.

Available free of charge from the BCV

[bcv.ch/creation](https://bcv.ch/creation)

or CVCI (under Services/Creation)

[cvci.ch](https://cvci.ch)

### **Startupticker platform**

Startupticker is an online platform for startup news aimed at entrepreneurs and innovators. It provides information on startup news, financing, support organizations and events. Important news and the community calendar are featured in a weekly newsletter.

[startupticker.ch](https://startupticker.ch)

### **Ma boîte Academy**

Ma boîte Academy is an online training course designed by GENILEM, enabling project-initiators to design their company and get information on starting a business.

[maboite.academy](https://maboite.academy)

### **EasyGov portal**

The EasyGov online portal centralizes the main administrative procedures involved in starting a business in Switzerland (companies register, VAT, etc.).

[easygov.swiss/easygov](https://easygov.swiss/easygov)

## 5 COLLABORATION WITH RESEARCH INSTITUTES

In the canton of Vaud, there are many organizations which connect the worlds of industry and research. Companies are encouraged to benefit from the innovative knowledge and expertise developed at universities and research institutes based in the region.





## VPI-EPFL



ÉCOLE POLYTECHNIQUE  
FÉDÉRALE DE LAUSANNE

[vpi.epfl.ch](http://vpi.epfl.ch)

[vpi@epfl.ch](mailto:vpi@epfl.ch)

+41 21 693 16 34

### AIM

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The Vice-Presidency for Innovation (VPI) at the EPFL is the interface between the institute and the world of industry. It brings industry closer to cutting-edge research and also supports entrepreneurship and startups.

### SERVICES

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- ◆ Development of a strategic relationship with the EPFL and financing of high-potential projects ([vpi.epfl.ch/partenariats\\_strategiques](http://vpi.epfl.ch/partenariats_strategiques))
- ◆ Research into technical competencies in specific domains, work with laboratories or cross-disciplinary centers and finding one or more partners for innovation projects. Contact: Alliance liaison program ([alliance-tt.ch/accueil](http://alliance-tt.ch/accueil))
- ◆ Support for startups and spin-offs from the EPFL laboratories ([vpi.epfl.ch/entrepreneuriat](http://vpi.epfl.ch/entrepreneuriat))
- ◆ Securing premises for companies at the EPFL Innovation Park ([epfl-innovationpark.ch](http://epfl-innovationpark.ch))

The EPFL encourages cross-disciplinary research and explores several emerging domains. The VPI is the gateway for cross-disciplinary projects in any of the following 14 sectors:

- ◆ Transport
- ◆ Media
- ◆ Design
- ◆ Energy
- ◆ Cloud computing
- ◆ Nutrition
- ◆ Data science
- ◆ Space
- ◆ Smart living
- ◆ Neuroscience
- ◆ Material sciences
- ◆ Biomimicry
- ◆ Sport
- ◆ Robotics

## Applied R&D Center HEIG-VD



HAUTE ÉCOLE  
D'INGÉNIERIE ET DE GESTION  
DU CANTON DE VAUD  
[www.heig-vd.ch](http://www.heig-vd.ch)

[heig-vd.ch/RaD](http://heig-vd.ch/RaD)  
[centre-RaD@heig-vd.ch](mailto:centre-RaD@heig-vd.ch)

### AIM

The Applied R&D Center of the HEIG-VD steers companies to the right institute to develop a technology project or obtain a particular service.

### SERVICES

- ◆ Managing research projects contractually
- ◆ Managing intellectual property issues
- ◆ Managing the valuation potential of projects
- ◆ Facilitating access to sources of co-financing on a regional, national and European level

On average, over 200 research projects are carried out each year at the HEIG-VD in the 13 institutes that are part of the R&D Center and in the interdisciplinary working groups.

- ◆ Interdisciplinary institute for business development (IIDE)
- ◆ Institute for Industrial Automation (iAi)
- ◆ Institute for Energy and Electric Systems (IESE)
- ◆ Institute of Thermal Engineering (IGT)
- ◆ Institute of Micro and Nano Technologies (MNT)
- ◆ Institute of On-board Information Systems (SIM)
- ◆ Institute of Mechanical Design, Materials Science and Packaging Technologies (COMATEC)
- ◆ Institute of Information and Communication Technologies (IICT)
- ◆ Institute of Reconfigurable and Embedded Digital Systems (REDS)
- ◆ Institute of Territorial Engineering (insit)
- ◆ Media Engineering Institute (MEI)

Interdisciplinary working groups:

- ◆ mecatronYx
- ◆ Health, Engineering & Economics (HEE)
- ◆ Y-Security

Areas of expertise:

- ◆ AddiPole
- ◆ Energies HEIG-VD
- ◆ Mobility Hub
- ◆ Human Development in Organization

# PACTT Technology Transfer (UNIL-CHUV)



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[pactt.ch](http://pactt.ch)  
[pactt.info@chuv.ch](mailto:pactt.info@chuv.ch)  
+41 21 314 88 86

## AIM

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Promoting the transfer of technologies and innovations from the University of Lausanne (UNIL) and the University Hospital of the Canton of Vaud (CHUV) towards industry, supporting researchers in their collaboration with industrial partners, as well as in the creation of startups.

## SERVICES

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- ◆ Managing the intellectual property of the UNIL and the CHUV
- ◆ Preparing and managing contracts (research, licensing, consulting, confidentiality agreements, etc.)
- ◆ Managing the portfolio of available innovations with regard to partnership opportunities
- ◆ Managing a fund to encourage innovative entrepreneurial projects within the UNIL-CHUV institutions
- ◆ Advice for researchers looking to create a startup

## 5.2 SUPPORT FOR R&D PROJECTS

### Alliance



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[alliance-tt.ch](http://alliance-tt.ch)  
[alliance@alliance-tt.ch](mailto:alliance@alliance-tt.ch)  
+41 21 693 35 75

#### AIM

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Developing R&D synergies and projects between companies, universities and research institutes in Western Switzerland.

#### SERVICES

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- ◆ Access to a network of technological advisors who can help companies to identify their needs and transform them into concrete projects
- ◆ Finding partners within the laboratories in the higher education and research institutes
- ◆ Publishing technological information and organizing conferences on specific subjects

#### Innovaud

Innovaud's advisors make an initial evaluation and refer companies with innovation projects to the appropriate contacts (e.g. Innosuisse and Alliance). Companies quickly find the right partner(s) to successfully meet the technological challenges they face.

Find out more about the services offered by Innovaud on pages 6 and 28 of this brochure.

[innovaud.ch](http://innovaud.ch)

#### SPEI

The Office for Economic Affairs and Innovation (SPEI) can financially support companies active in industry and advanced technologies, particularly for R&D projects.

You will find all the information you need on page 5 of this brochure.

[invest-vaud.swiss/spei](http://invest-vaud.swiss/spei)

# Innosuisse



[innosuisse.ch](https://innosuisse.ch)  
 mentoring@innosuisse.ch  
 +41 58 461 61 61

## AIM

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Innosuisse supports SMEs in the process of securing incentives, by helping them to find research institutes and prepare applications for incentives, and reviewing applications that are rejected.

## SERVICES

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- ◆ Qualified networking between companies and public research institutes to provide easier access for companies to the technology developed by the latter
- ◆ Mentoring while developing an innovation project with a public research institute, with three levels of support (basic support, institute support and application support)

## CRITERIA

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For SMEs (fewer than 250 full-time equivalents) with a head office in Switzerland (having a Swiss company ID number).

### Euresearch

Euresearch encourages the participation of Swiss companies in European research and innovation programs that offer substantial financing. As part of the Swiss government's mandate, this association supports innovative product/service projects at all stages of their development, from research and development to production and marketing. Euresearch informs, advises and supports Swiss companies in relation to these programs according to the requirements identified and the branch in which the company operates. Find out more about Euresearch services on page 23 of this brochure.

[euresearch.ch](https://euresearch.ch)



## 6 INNOVATION PARKS, PREMISES AND LAND

In the canton of Vaud, there is a vast number of solutions for securing premises, and also various organizations ready to support entrepreneurs as they look for the perfect location for their company.

## Ateliers de Renens

### Les ATELIERS de Renens

ateliers@renens.ch  
+41 21 632 71 05

#### TARGET AUDIENCE

All types of technology-based businesses or ones looking to develop a cross-disciplinary project, particularly in relation to design.

#### SECURING PREMISES

- ◆ Various spaces spread over 9,500 m<sup>2</sup>
- ◆ Various shared spaces accessible to all:
  - Makerspace for prototyping
  - Laboratory and communal space (UniverCité)
  - Shared work spaces that are modular and can be used flexibly
  - Mediaspace, cafeteria and bar
- ◆ Advice, coaching and other services
- ◆ Different events organized by the various communities

#### INCUBATOR AND ACCELERATION SERVICES

- ◆ A 100 m<sup>2</sup> interdisciplinary incubator structured around skills and related to design, operated in conjunction with ECAL
- ◆ The accelerator itself is run by MassChallenge and housed in the Ateliers de Renens ([masschallenge.org](https://masschallenge.org))

Entrepreneurs can benefit from a wide range of services that are unique to the Ateliers de Renens:

- › **Securing premises:** flexible locations for hire, ranging from co-working to enclosed individualized spaces.
- › **Prototyping and laboratories:** access to laboratories for the implementation, prototyping and integration of systems, availability of machines and research material, possibility of creating all sorts of prototypes (wood, metal, 3D printing etc.).
- › **Acceleration program:** coaching with mentors and investors as part of the international MassChallenge program.
- › **Training:** InnoKick cross-disciplinary master's degree from the HES-So, where graduates from different backgrounds (design, engineering and economics) work on specific projects.
- › **Incubation:** incubator for cross-disciplinary projects, accompanied and supported by ECAL services.

# Biopôle



biopole.ch  
 info@biopole.ch  
 +41 21 566 70 70

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## TARGET AUDIENCE

High added-value businesses and activities exclusively in the field of life sciences.

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## SECURING PREMISES

- ◆ Approximately 80,000 m<sup>2</sup> of area suitable for building which can be laid out as the occupier requires, making a total area of 134,000 m<sup>2</sup> available for hire
- ◆ Access to and contact with research laboratories and groups from the CHUV, the UNIL, the Ludwig Institute for Cancer Research and the EPFL
- ◆ Running activities at the innovation park including event organization, networking actions, community management and communications
- ◆ Experience in managing life sciences projects
- ◆ Leading expertise in a number of activities including acquisition, finance, legal services, business development, communications, marketing and training
- ◆ Access to services dedicated to companies and residents, at preferential rates via a network of partners (IT, telecom, purchasing of laboratory material, purchasing of office supplies, hiring of conference rooms, hotels, etc.)
- ◆ Technical maintenance and servicing of the installations

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## INCUBATOR SERVICES

- ◆ StartLab is a 1,000 m<sup>2</sup> incubator dedicated to startups and life science projects equipped with laboratories, facilities and shared offices
- ◆ It possesses a network of experts in life sciences and the business world for acquiring new knowledge and competencies that are indispensable when it comes to transforming an idea into a viable commercial reality
- ◆ A dynamic ecosystem in which to develop
- ◆ A flexible *a la carte* payment system
- ◆ Find out more by visiting [startlab.ch](http://startlab.ch)

# EPFL Innovation Park

## EPFL Innovation Park

epfl-innovationpark.ch  
info@epfl-innovationpark.ch  
+41 21 353 80 00

### TARGET AUDIENCE

R&D branch of large companies, SMEs, startups, academic or industrial spinoffs seeking out synergies with institutes of the EPFL and UNIL.

### SECURING PREMISES

- ◆ Startups and SMEs: 14,000 m<sup>2</sup> of multifunctional space for businesses and 3,000 m<sup>2</sup> of communal areas (conference and presentations rooms, cafeteria, etc.). Flexible contracts with three months' notice.
- ◆ Innovation district: around 30,000 m<sup>2</sup> for R&D centers belonging to large companies and technology-based SMEs
- ◆ Services provided: support in setting up partnerships with research institutes, training and coaching of startups and scale-ups, management and business strategy consulting, administrative support, a network of partners when looking for financing, qualified networking

### INCUBATOR SERVICE

- ◆ La Forge: a co-working space for startups in the initial stage of development, free of charge for selected projects. Six-month duration, renewable once.
- ◆ Le Garage: premises at a reduced price for EPFL spin-offs or new startups with close ties to the EPFL. One-year duration, renewable once.
- ◆ Acceleration program, coaching services



### Switzerland Innovation Park Network West EPFL

The EPFL and the cantons of Fribourg, Geneva, Neuchâtel, Vaud and Valais have joined forces through the “Switzerland Innovation Park Network West EPFL” initiative. This promotion platform positions Western Switzerland as a national and international innovation hub. By uniting six innovation parks and over 13 internationally renowned academic institutions, this initiative creates a unique link between the academic and industrial worlds, and covers all areas of innovation. Highly-qualified and talented individuals, fully-equipped laboratories and a unique atmosphere combine to ensure a location that is multifunctional and focused on the needs of companies wishing to expand their R&D activities in the region.

This initiative is part of the national “Switzerland Innovation” platform, set up in 2015 by the government, the local authorities and several major Swiss companies. There are two innovation parks affiliated with the “Switzerland Innovation Park Network West EPFL” in the canton of Vaud: the EPFL Innovation Park and Biopôle.

## EHL Business Incubator



[ehl.edu/incubator](http://ehl.edu/incubator)  
 incubator@ehl.ch  
 +41 21 785 11 11

### TARGET AUDIENCE

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Startups and new SMEs looking to develop projects linked to the services industry and hospitality and tourism sectors.

### INCUBATOR SERVICES

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- ◆ A 1,000 m<sup>2</sup> equipped building outside the EHL spread over two floors with cleaning service, comprising a cafeteria, shared work spaces, two conference rooms, EHL Wi-Fi access and a postal address
- ◆ Three-month contract, tacit renewal from one month to the next for up to a year. Possibility of renewal.

Occupants of the incubator have access to:

- ◆ Infrastructures and services (reception, library, gym, IT support and printshop)
- ◆ Different points of sale at the EHL (a cafeteria, restaurants and bars – one fine-dining establishment, two take-away restaurants, three bars – one shop with fresh produce)
- ◆ Student Business Projects: nine weeks of work, six students coached by EHL experts providing support in market studies, concept development, business plans etc.
- ◆ Employee coaching with hospitality and tourism industry experts
- ◆ Access to the EHL network (alumni, investors and potential clients)



# swiss aeropole Payerne



[swissaeropole.com](http://swissaeropole.com)  
[contact@swissaeropole.com](mailto:contact@swissaeropole.com)  
+41 26 662 66 67

## TARGET AUDIENCE

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Industrial businesses or services active in the aeronautical, aerospace and autonomous systems sectors.

## SECURING PREMISES

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- ◆ Over 40 hectares with electricity, gas, water and fiber optics with immediate access to Payerne Airport and the A1 highway:
  - Exclusive to companies with a direct link to aeronautics: 150,000 m<sup>2</sup> with direct access to the runway
  - For related activities: 250,000 m<sup>2</sup> with no access to the runway
- ◆ Military and civil airport with a 2,900-meter runway, customs checks for people and goods
- ◆ Aircraft parking and maintenance: 6,600 m<sup>2</sup> of hangars
- ◆ Over 3,000 m<sup>2</sup> of space for hire, either empty or equipped (offices, storage etc.)
- ◆ Conference rooms for up to 100 people, 215 m<sup>2</sup> terrace with view of the runway

# Technopôle de Sainte-Croix/Micro Manufacturing Center



[technopole1450.ch](http://technopole1450.ch)  
[info@technopole1450.ch](mailto:info@technopole1450.ch)  
 +41 24 557 73 81

## TARGET AUDIENCE

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Businesses and activities in the microsoldering sector and related technologies and in additive manufacturing (AddiPole).

Thanks to its partnerships with the Swiss Welding Institute (SWI), the Centre Professionnel du Nord Vaudois (CPNV), the School of Management and Engineering Vaud (HEIG-VD) and the Association pour le Développement du Nord Vaudois (ADNV), the Technopôle can offer a high-quality range of training, applied research and development, expertise and certification. It provides effective support for the creation and establishment of businesses. The Technopôle provides its competencies to its international network and procures opportunities for them to collaborate with the main qualified institutes in Europe and around the world.

## SECURING PREMISES

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- ◆ 10,000 m<sup>2</sup> zone which can house up to four buildings of between 1,600 m<sup>2</sup> and 2,800 m<sup>2</sup> in size
- ◆ Classrooms, lecture theaters and conference rooms
- ◆ Companies can be “domiciled” or “temporary” (solely for the duration of a specific project)
- ◆ Services provided: office and logistical support, coaching (platin network), R&D consultancy, help with advertising and networking.
- ◆ High-level training available in the field of microsoldering (diploma recognized nationally and internationally), applied research and development, expertise and certification via partnerships with the Swiss Welding Institute (SWI), the Centre Professionnel du Nord Vaudois (CPNV) and the School of Management and Engineering Vaud (HEIG-VD)

## INCUBATOR SERVICES

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- ◆ Two to three 50 to 100 m<sup>2</sup> spaces
- ◆ Two-year lease, possibility of renewal

# TecOrbe



tecorbe.ch  
info@tecorbe.ch  
+41 21 318 75 35

## TARGET AUDIENCE

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SMEs and startups related to the circular economy (development of processes, recycling of secondary materials) and cleantech (technologies relating to energy and the environment), particularly companies at the stage of “proof of concept” or industrialization phases.

## SECURING PREMISES

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- ◆ Approximately 3,000 m<sup>2</sup> of office space and studios (some still in construction stage) which can be laid out as the occupier requires
- ◆ Showroom, conference room, mechanical prototyping workshop staffed with a professional mechanic
- ◆ Services provided: help with advertising and networking (participation in conferences and trade fairs), business management and financing consultancy, coaching (Innovaud and platinn networks)

## INCUBATOR SERVICES

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- ◆ Ten modules with a total surface of 400 m<sup>2</sup>, possibility of locating the startup’s activity near to sources of raw materials
- ◆ Logistical support: reception, secretarial, telephone, accounting
- ◆ Technical support: active support in the development of projects, consultancy, coaching
- ◆ Promotional support: large network of public communities open to pilot installations

## Y-PARC



[y-parc.ch](http://y-parc.ch)

[info@y-parc.ch](mailto:info@y-parc.ch)

+41 24 524 10 10

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### TARGET AUDIENCE

Companies (startups, SMEs and multinationals) with R&D and/or industrial production activities.

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### SECURING PREMISES

- ◆ Fifty-two hectares of land for building for sale, including 15 hectares which are available (as of mid-2018)
- ◆ 70,000 m<sup>2</sup> available for hire for offices, laboratories, workshops and industrial halls. 2,000 m<sup>2</sup> ready-to-use (as of mid-2018) and larger surfaces available from 2019
- ◆ Reception, telephone service, help with administrative procedures and coaching (Innovaud and platinn networks), activities and networking
- ◆ Easier access to R&D institutes and to the Applied R&D Centre at the HEIG-VD

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### INCUBATOR SERVICES

- ◆ Y-START: 1,000 m<sup>2</sup> available to companies from the HEIG-VD or having strong synergies with it
- ◆ Co-working spaces available by the day, week or month
- ◆ Open space or private offices starting at 15 m<sup>2</sup>
- ◆ Shared infrastructure (conference rooms, cafeteria, office supply space, telephone/internet)
- ◆ Entrepreneur coaching and training
- ◆ Personalized back-office administrative and accounting services
- ◆ Maximum duration of two years

Thanks to its extensive network of partners, the Vaud Economic Promotion helps entrepreneurs to find a site adapted to their requirements and to choose from the various options available.

Vaud companies can request assistance from regional organizations (see page 8) in their search for land and premises. Foreign companies meanwhile can rely on DEV (see page 7) to support them effectively in their search for a property.

## Business centers

Business centers are very popular and offer many valuable services, including multifunctional commercial space and additional services. The main business centers in the canton of Vaud are:

### **A-One Business Center, Rolle**

Established in 2008, the A-One Business Center located between the local vineyards and Lake Geneva is home to renowned multinationals such as Nissan, SC Johnson, Honeywell, ADM and Neogenomics.

[a-one.ch](http://a-one.ch)

### **Lake Geneva Park, Tolochenaz**

Situated by the exit to the freeway, Lake Geneva Park is close to many other companies in the surrounding industrial and business area. Steiner, Hydro Aluminium, Sensima, Power Data, Monolithic Power Systems and the Little Green House crèche are already based there.

[lakegenevapark.ch](http://lakegenevapark.ch)

### **Lake Geneva Center, Morges**

This building is close to Lake Geneva Park but located in the commune of Morges, and is home to Accuray, Eaton, Prisminvest and Salesforce.

[epic.ch/fr/immobilien/57-Lake\\_Geneva\\_Center\\_A](http://epic.ch/fr/immobilien/57-Lake_Geneva_Center_A)

### **Terre Bonne Business Park, Eysins**

Terre Bonne Park is home mainly to multinationals, especially those active in the administrative and hi-tech fields. Regus, Inmarsat, Puig, Quotient, Merck, BD Switzerland, Kepler and Global Blue are among the companies already based there.

[businessparkterrebonne.ch](http://businessparkterrebonne.ch)

### **World Trade Center, Lausanne**

Adaptable multifunctional space is available within this international business center, where your company can grow in an environment conducive to its development. Nestlé Skin Health, Eni Switzerland, SAP, Samsung and Apple, among others, are based here.

[wtc.ch](http://wtc.ch)



## Co-working spaces

Sharing a workspace with other entrepreneurs has the advantage of reducing rent and investment costs. This practice has proved popular for a number of years in the canton of Vaud, which now offers an ever-increasing number of co-working spaces.

### Lausanne

#### Banana Campus

[studiobanana.com/campus](http://studiobanana.com/campus)

#### Do it better

[bettercoworking.ch](http://bettercoworking.ch)

#### Eclau

[eclau.ch](http://eclau.ch)

#### Fondation Madeleine Moret

[maisondelafemme.ch/madeleine-moret](http://maisondelafemme.ch/madeleine-moret)

#### Gotham

[gothamco.com](http://gothamco.com)

#### Haldimand 15

[haldimand15.com](http://haldimand15.com)

#### Impact Hub

[lausanne.impacthub.net](http://lausanne.impacthub.net)

#### L'Horme

[horme.ch](http://horme.ch)

#### La Forge

[epfl-innovationpark.ch/laforge](http://epfl-innovationpark.ch/laforge)

#### La Serre

[la-serre.io](http://la-serre.io)

#### Lab 7

[lab7.ch](http://lab7.ch)

#### Les Ateliers de Bellevaux (for artists)

[ateliersbellevaux.ch](http://ateliersbellevaux.ch)

#### Numéro 3

[num3.ch](http://num3.ch)

#### Passage 9

[passage9.ch](http://passage9.ch)

#### Regus Lausanne City Flon

[regus.ch/fr-fr/office-space/switzerland/lausanne/lausanne-city-flon](http://regus.ch/fr-fr/office-space/switzerland/lausanne/lausanne-city-flon)

#### Sev52

[sev52.ch](http://sev52.ch)

#### Swiss Edtech Collider (EPFL Innovation Park)

[edtech-collider.ch](http://edtech-collider.ch)

#### T19 bis

[t19bis.ch](http://t19bis.ch)

#### The Village

[thevillagecoworking.org](http://thevillagecoworking.org)

#### Think Space (for digital specialists)

[thinkspace.ch](http://thinkspace.ch)

#### Work'n'Share

[worknshare.ch](http://worknshare.ch)

### Morges

#### Coworking Society

[coworkingsociety.ch](http://coworkingsociety.ch)

### Payerne

#### Coworking Broye

[coworkingbroye.ch](http://coworkingbroye.ch)

### Renens

#### Hyperspace

[hyperspace.ch](http://hyperspace.ch)

#### UniverCité

[univercite.ch](http://univercite.ch)

### Vevey

#### Operation Project

[coworkingvevey.ch](http://coworkingvevey.ch)

#### TheWorkHub

[theworkhub.ch](http://theworkhub.ch)

### Yverdon-les-Bains

#### BlueLab

[blue-lab.ch](http://blue-lab.ch)

#### TECH RANCH, for Y-Parc

[y-parc.ch/espace-coworking](http://y-parc.ch/espace-coworking)

More than 50 strategic sites are available to companies looking to expand their company in the canton of Vaud, whatever their sector of activity or size.

Spread over the whole territory, most of these sites offer approved, equipped and easily accessible land for companies wishing to get incorporated in the canton.

For information on the availability of land in the canton of Vaud, please contact:

- ◆ In the first instance, the regional organization of the region that you are interested in (see list p. 8)
- ◆ The Office for Economic Affairs and Innovation (SPEI) if you are looking across the whole canton ([invest-vaud.swiss/spei](http://invest-vaud.swiss/spei))

# 7 EXPORT, INTERNATIONAL EXPANSION AND CLUSTER PROMOTION

Developing a business network, commercializing and making its products and services known both nationally and internationally are vital to a company's growth. To understand how to do it and find out more about the existing networks, companies are advised to contact organizations that are specialized in this field.



# SUPPORT FOR EXPORT AND INTERNATIONAL EXPANSION

## Switzerland Global Enterprise (S-GE)



s-ge.com  
suisse-romande@s-ge.com  
+41 21 545 94 94

### AIM

To support and promote export processes for Swiss SMEs abroad.

### SERVICES

- ◆ Information and advice for businesses to help them develop in export procedures and to move to a global scale
- ◆ Networking of businesses in the main international markets, via “Swiss Business Hubs” network
- ◆ Organizing Swiss pavilions as part of international trade fairs abroad
- ◆ Facilitating access to international experts in export and globalization via its Expert Directory platform ([s-ge.com/fr/service/expert-directory](https://s-ge.com/fr/service/expert-directory))
- ◆ Managing the commercial side of the Enterprise Europe Network (EEN) in Switzerland which promotes SMEs in Europe

## CVCI – Vaud Chamber of Commerce and Industry



cvci.ch/fr/export  
legal@cvci.ch  
+41 21 613 35 36

### AIM

To act as a neutral and trustworthy intermediary between the customs administrations and private businesses in the canton of Vaud.

### SERVICES

- ◆ Certification of the origins of export products and authentication of commercial documents intended for export
- ◆ Issuance and validation of ATA carnets (“passports” for goods), CITES – regulation of trade in protected animals and plants
- ◆ Courses and training on international trade matters (customs formalities and concepts of product origin, various forms of transport, ATA logbooks, Incoterms, documentary credits, bank guarantees etc.)
- ◆ Consulting in partnership with SERV (Swiss Export Risk Insurance) and S-GE (country information, VAT recovery, insurance)

## Switzerland Export Risk Insurance (SERV)



[serv-ch.com](http://serv-ch.com)

[inforomandie@serv-ch.com](mailto:inforomandie@serv-ch.com)

+41 21 613 35 84

### AIM

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Insuring the export operations of Swiss businesses against political and commercial risk.

### SERVICES

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- ◆ Insurance cover for:
  - the export of consumer and investment goods
  - the export to foreign clients of services such as engineering works or contracts for the provision of expertise
- ◆ SERV requires no minimum size for the order or for the company. To benefit from SERV coverage, the exporter merely needs to have its headquarters in Switzerland and the export operations should have an appropriate proportion of Swiss added value.
- ◆ As a Swiss public institution, SERV offers its own insurance cover in addition to those of private loan insurers

### SPEI

The Office for Economic Affairs and Innovation (SPEI) can provide financial support to companies active in industry and advanced technologies in their international expansion efforts, on the following terms:

- ◆ Participation in an exhibition or trade fair: non-repayable financial incentives, maximum 50% and CHF 5,000 per event.
- ◆ Market development: non-repayable financial incentives, maximum 50% and CHF 30,000 per project (market research or business development mandate).

[invest-vaud.swiss/spei](http://invest-vaud.swiss/spei)

# Innosuisse



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[innosuisse.ch](https://innosuisse.ch)  
[info@innoSwitzerland.ch](mailto:info@innoSwitzerland.ch)

## AIM

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Support businesses within the scope of international cooperation as well as startups which are looking to expand abroad.

## SERVICES

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- ◆ Internationalization camps for startups (see section 4.1)
- ◆ Contact established with international research networks (ERASynBio, M-ERA.NET and WoodWisdom-Net+)
- ◆ Support for developing cooperation in Europe and beyond, carrying out innovation and research projects and penetrating new markets by means of the Enterprise Europe Network ([een.ec.europa.eu](https://een.ec.europa.eu))



## 7.2 CLUSTER PROMOTION PLATFORMS

### Alp ICT



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[alpict.ch](http://alpict.ch)  
[info@alpict.ch](mailto:info@alpict.ch)  
+41 22 304 40 40

#### AIM

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Promoting the information and communication technologies sector in Western Switzerland.

Speeding up the digitization of SMEs in Western Switzerland. Alp ICT advises and supports industries in their digital transition by making them aware of the opportunities provided by technological innovation.

#### SERVICES

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- ◆ Managing and developing an internet portal and a database of those working in the sector ([alpict.ch](http://alpict.ch))
- ◆ Providing information and qualified networking
- ◆ Participation in various events on a national and international scale, in particular organizing group stands at industrial trade fairs
- ◆ Organizing conferences, congresses and networking events
- ◆ Information and services to members based around digital innovation: news and trends, portraits of innovators, selection of events, newsletter, expert on-line magazines on big digital issues, personalized sessions etc.

### BioAlps



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[bioalps.org](http://bioalps.org)  
[contact@bioalps.org](mailto:contact@bioalps.org)  
+41 22 304 40 40

#### AIM

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Promoting the life sciences sector in Western Switzerland.

#### SERVICES

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- ◆ Managing and developing an Internet portal and a database of those working in the sector ([bioalps.org](http://bioalps.org))
- ◆ Providing information and qualified networking (in particular between research institutes and companies)
- ◆ Participation in various events on a national and international scale, in particular organizing group stands at industrial trade fairs
- ◆ Organizing conferences, congresses and networking events

## Cleantech Alps



cleantech-alps.com  
info@cleantech-alps.com  
+41 27 606 88 60

### AIM

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Promoting the cleantech sector and renewable energies in Western Switzerland.

### SERVICES

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- ◆ Managing and developing an internet portal and a database of those working in the sector ([cleantech-alps.org](http://cleantech-alps.org))
- ◆ Providing information and qualified networking
- ◆ Participation in various events on a national and international scale
- ◆ Organizing conferences, congresses and networking events
- ◆ Research (monitoring), creation and publication of content from the sector

## digitalswitzerland



digitalswitzerland.com  
info@digitalswitzerland.com

### AIM

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Promoting Switzerland's competencies in terms of digital innovation.

### SERVICES

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- ◆ Active collaboration in a plan of action for digital Switzerland
- ◆ Providing information and qualified networking
- ◆ Participation in various events on a national and international scale
- ◆ Organizing the national "Digital Day"
- ◆ Organization of a "Challenge" program enabling cross-disciplinary and cross-sector teams to implement innovative projects as part of a stimulating competition
- ◆ Launch of the [educationdigital.ch](http://educationdigital.ch) platform which provides an overview of the continuous training possibilities in the digital sector
- ◆ Organizing "Startup Bootcamps" and events for networking between companies and investors

## Micronarc



[micronarc.ch](http://micronarc.ch)  
[info@micronarc.ch](mailto:info@micronarc.ch)  
 +41 32 720 09 00

### AIM

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Promoting the field of micro-nanotechnologies in Western Switzerland.

### SERVICES

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- ◆ Managing and developing an internet portal and a database of those working in the sector ([micronarc.ch](http://micronarc.ch))
- ◆ Providing information and qualified networking
- ◆ Participation in various events on a national and international scale, in particular organizing group stands at industrial trade fairs
- ◆ Organizing conferences, congresses and networking events

## ThinkSport



[thinksport.org](http://thinksport.org)  
[info@thinksport.org](mailto:info@thinksport.org)  
 +41 21 692 63 77

### AIM

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To promote the city of Lausanne and the canton of Vaud as a world hub for international sport.

Running a professional network enabling international sporting federations, research institutes and companies active in sports to do business.

### SERVICES

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- ◆ Managing and developing an internet portal and a database of those working in the sector ([thinksport.org](http://thinksport.org))
- ◆ Providing information and qualified networking
- ◆ Organizing conferences, congresses and networking events
- ◆ Helping companies to understand how the “sporting ecosystem” works and to get in contact with sporting federations as well as with research institutes
- ◆ Offers of services and tools for professionals working in or with the sport sector

## NATIONAL CLUSTER PROMOTION PLATFORMS

**Swiss Cleantech**  
swisscleantech.ch

**Swiss Medtech**  
swiss-medtech.ch

**Swiss Biotech Association**  
swissbiotech.org

### Vaud.Digital

In conjunction with the Office for Economic Affairs and Innovation (SPEI), Innovaud launched a new internet platform in 2018 aimed at mapping all those involved in digital transformation in the canton of Vaud. It already includes research institutes, startups, SMEs and large companies that are innovating in this field. The free platform offers a way for new stakeholders that are innovating in the digital sector to introduce themselves.

[vaud.digital](http://vaud.digital)

## EVENTS AND NETWORKING

### Breakfasts for SMEs and startups

The “Breakfasts for SMEs and startups” are organized by the Office for Economic Affairs and Innovation (SPEI) in collaboration with partners from the Vaud Economic Development Promotion. They are held once a month in various locations made available by the partners.

The purpose of the Breakfasts for SMEs and startups is to:

- ◆ Present topics directly affecting SMEs and those starting a business (training, content and advice).
- ◆ Provide input from companies concerned that have already gone through the subject that is being discussed.
- ◆ Offer startups and SMEs the opportunity to ask specialists various questions.
- ◆ Foster networking and exchange.

Breakfast dates:

[petitsdejeuners-vaud.ch](http://petitsdejeuners-vaud.ch)

### Networking events

SPEI regularly supports other professional events aimed at promoting the economic center and establishing contacts. The events organized by the economic development network can be found here:

[invest-vaud.swiss/events](http://invest-vaud.swiss/events)

## 8 BUSINESS TRANSFER

In Switzerland, one SME out of four is involved in business transfer. SMEs need to be well informed and supported to get through this difficult transition phase. Several organizations offer this kind of support.



## Relève PME

# Relève PME

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[relevpme.ch](http://relevpme.ch)  
[info@relevpme.ch](mailto:info@relevpme.ch)  
+41 58 796 33 72

### AIM

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To advise and support entrepreneurs with the transfer of their business.

### SERVICES

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- ◆ Information and advice on transfers and sales of businesses
- ◆ Training workshops
- ◆ Acting as an intermediary between buyers and sellers
- ◆ Event organization and networking

## CVCI – Vaud Chamber of Commerce and Industry



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[cvci.ch/fr/transmission](http://cvci.ch/fr/transmission)  
[transmission@cvci.ch](mailto:transmission@cvci.ch)  
+41 21 613 36 38

### AIM

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To create awareness among entrepreneurs of the need to prepare the transfer of their business and subsequently support them with the transfer.

### SERVICES

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- ◆ Monthly advice and information afternoons (date based on the availability of the participants)
- ◆ Individual workshop in two 60 to 90-minute sessions with talks from experts from the worlds of banking, tax, law and management



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