

# SUPPORT ORGANIZATIONS

Starting, growing  
and establishing a business





# CONTENTS

<b>1</b>	<b>VAUD ECONOMIC PROMOTION</b>	<b>4</b>
1.1	Key partners	5
1.2	Services	9
<b>2</b>	<b>OVERVIEW OF THE SUPPORT ORGANIZATIONS NETWORK</b>	<b>10</b>
2.1	By service type	10
2.2	By sector of activity	12
<b>3</b>	<b>OBTAIN FINANCING</b>	<b>14</b>
3.1	Entrepreneurship and innovation awards	15
3.2	Seed capital	16
3.3	Venture capital	19
3.4	Business angels	20
3.5	Crowdfunding	20
3.6	Bank loan guarantee	21
3.7	Financing of R&D projects	22
<b>4</b>	<b>SUPPORT, COACHING AND GENERAL ADVICE</b>	<b>24</b>
4.1	Coaching and advice on starting a business	25
4.2	Coaching and advice on innovation	28
4.3	General support and advice	31
<b>5</b>	<b>COLLABORATION WITH RESEARCH INSTITUTES</b>	<b>34</b>
5.1	Technology transfer	35
5.2	Support for R&D projects	38
<b>6</b>	<b>INNOVATION PARKS, PREMISES AND LAND</b>	<b>40</b>
6.1	Innovation parks and incubators	41
6.2	Land and premises	50
<b>7</b>	<b>EXPORT, INTERNATIONAL EXPANSION AND CLUSTER PROMOTION</b>	<b>52</b>
7.1	Support for export and international expansion	53
7.2	Cluster promotion platforms	56
<b>8</b>	<b>BUSINESS TRANSFER</b>	<b>60</b>
<b>9</b>	<b>INDEX OF ORGANIZATIONS</b>	<b>62</b>



# 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 three key partners: the Office for Economic Affairs and Innovation (SPEI), Innovaud, 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)

Rue Caroline 11  
CH-1014 Lausanne  
invest-vaud.swiss/spei  
info@invest-vaud.swiss  
+41 21 316 58 20

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)).

### 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.

### 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



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

## WHO CAN BENEFIT?

Innovaud's services are intended for startups, scale-ups, SMEs and corporates that are based in Vaud or planning to open a site here. These businesses must operate in one or more of our canton's priority innovation industries, among others:

- ◆ Life sciences
- ◆ Information and digital technologies
- ◆ Precision engineering
- ◆ Cleantech
- ◆ TrustTech
- ◆ FoodTech
- ◆ Sport
- ◆ Drones
- ◆ Robotics

Innovaud works with a large number of Swiss and international partners to carry out its mission.

Eligibility criteria:  
[innovaud.ch/en/about](http://innovaud.ch/en/about)

Since the merger of Innovaud and the DEV (Vaud economic development agency) in 2020, Innovaud is the innovation agency for the canton of Vaud. Its mission is to assist foreign companies wanting to set up in the region, and to help tech-oriented businesses (startups, scale-ups, SMEs and corporates) carry out innovation projects.

**Innovaud's services are offered free of charge and backed by the Office for Economic Affairs and Innovation (SPEI).**

## SUPPORTING INNOVATION

### Financing

Innovaud helps activate the necessary financial support to get any innovative project started. As the entry point for the Foundation for Technological Innovation ([fondation-fit.ch](http://fondation-fit.ch)) grants and loans, the agency also facilitates the contact with business angels, venture capital funds and all other sources of investment.

### Support

Innovaud gives access to different networks of certified coaches (Innosuisse, Platinn, Alliance TT) who can intervene at no cost to the company, in the following areas: business model, partnerships with research institutes, organization and financing.

### Promotion

Innovaud highlights innovation projects, businesses and the successes of Vaud entrepreneurs through various channels (newsletter, social networks, events, among others).

### Hosting

Innovaud helps find the ideal location in incubators and technopoles in our region. Privileged collaborations can thus be established within the research centers and the 8 Vaud technology parks: Agropôle de Molondin, Ateliers de Renens, Biopôle, EPFL Innovation Park, swiss aeropole, Technopôle de Sainte-Croix, Tecorbe or Y-Parc.

### Networking

Innovaud puts companies in touch with the right partners to accelerate innovation projects, through access to a vast network within the innovation ecosystem of our region, support organizations and events.



## WHO CAN BENEFIT?

Innovaud offers experience, expertise and knowledge of the region and of the local economic context to any foreign business active in one of the leading industries as defined in the policy for economic development support (PADE): life sciences, information and digital technologies, precision engineering, nutrition and foodtech, cleantech, sport.



### Greater Geneva Bern area (GGBa)

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.

[ggba-switzerland.ch](http://ggba-switzerland.ch)

## ASSISTING SET UP OF FOREIGN COMPANIES

### Information and advice

- ◆ Support for foreign companies in the evaluation of the canton of Vaud as a potential site for setting up business
- ◆ Orientation, procedures related to a setting up in the Vaud region, privileged contacts with local institutions
- ◆ Advice may also be of a more personal nature, such as the choice of accommodation, a school for children

### Land and premises

- ◆ Help with choosing a site, land, offices, premises, for example at the Vaud technology parks

### Connection with public services

- ◆ Support in procedures within the public administration for questions related to residence and work permits, in collaboration with the Employment Office (SDE) and the Population Service (SPOP), or for obtaining public financial aid, e.g. from the Office for Economic Affairs and Innovation (SPEI)
- ◆ Support in tax exemption and surety procedures. The purpose of this aid consists in particular in making the link between the various public services, both at the level of the municipality, as well as the canton and the Confederation

### Networking

- ◆ Connection with the appropriate financial, academic and industrial partners. Innovaud provides companies with a large network of references and contacts, in Switzerland and abroad, on the political, administrative or banking levels. Over the years, Innovaud has been building a large network worldwide

### Prospecting

- ◆ In collaboration with local representatives of organizations like Greater Geneva Bern area (GGBa) and Switzerland Global Enterprise, Innovaud engages in targeted prospecting activities of foreign companies worldwide

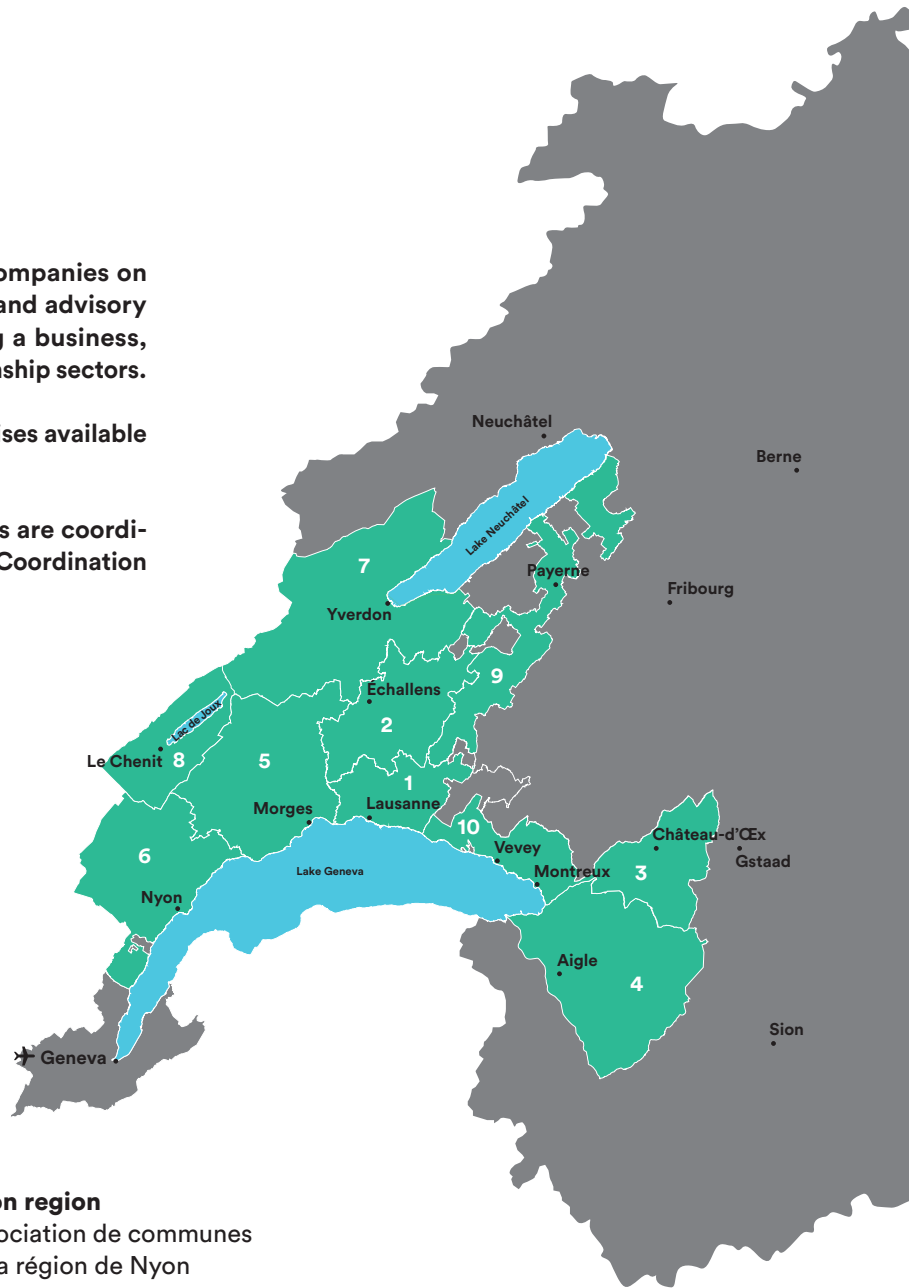


## Regional organizations

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](mailto: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](mailto: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](mailto:info@pays-denhaut.ch)

[pays-denhaut.ch](http://pays-denhaut.ch)

### 4 Aigle region

Chablais Région

+41 24 471 15 15

[info@chablais.ch](mailto:info@chablais.ch)

[aiglerregion.ch / chablais.ch](http://aiglerregion.ch / chablais.ch)

### 5 Cossonay, Aubonne and Morges region

Association de la Région

Cossonay – Aubonne – Morges (ARCAV)

+41 21 862 22 75

[info@arcam-vaud.ch](mailto:info@arcam-vaud.ch)

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

### 6 Nyon region

Association de communes de la région de Nyon

+41 22 361 23 24

[info@regiondenyon.ch](mailto: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](mailto: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](mailto: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](mailto:info@coreb.ch)

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

### 10 Riviera-Lavaux region

Promove – Promotion économique Riviera Lavaux

+41 21 963 48 48

[info@promove.ch](mailto: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



**03**  
**Obtain  
financing**  
p. 14



**04**  
**Support, coaching and  
general advice**  
p. 24



**05**  
**R&D projects and  
collaboration with research  
institutes**  
p. 34

Agropôle of Molondin p. 41

Alliance p. 38

Alp ICT p. 56

Applied R&D Center HEIG-VD p. 36

Ateliers de Renens p. 42

BioAlps p. 56

Biopôle p. 43

Cautionnement romand/Cautionnement Vaud p. 21

Centre Patronal p. 32

Cleantech Alps p. 57

CVCI pp. 25, 31, 53, 61

digitalswitzerland p. 57

EHL Business Incubator p. 45

EPFL Innovation Park (EIP) p. 44

Euresearch pp. 23, 39

FIT p. 16

Fondation Inartis p. 30

GENILEM p. 25

Innosuisse pp. 22, 26, 39, 55

Innovaud pp. 6, 7, 17, 28, 38

Microcrédit Solidaire Suisse p. 18

Micronarc p. 58

PACTT Technology Transfer (UNIL-CHUV) p. 37

platinn p. 29

Regional organizations pp. 8, 33

Relève PME p. 61

Réseau Entreprendre Suisse Romande p. 27

SPEI pp. 5, 14, 21, 22, 33, 38, 54

SERV p. 54

swiss aeropole Payerne p. 46

Switzerland Global Enterprise (S-GE) p. 53

Technopôle de Sainte-Croix p. 47

TecOrbe p. 48

ThinkSport p. 58

Venture Kick p. 17

Venturelab p. 27

VPI-EPFL p. 35

Y-Parc p. 49





06

**Innovation parks,  
land and premises**  
p. 40

07

**Export, international expansion  
and cluster promotion**  
p. 52

08

**Business  
transfer**  
p. 60

p. 41 Agropôle of Molondin

p. 38 Alliance

p. 56 Alp ICT

p. 36 Applied R&D Center HEIG-VD

p. 42 Ateliers de Renens

p. 56 BioAlps

p. 43 Biopôle

p. 21 Cautionnement romand/Cautionnement Vaud

p. 32 Centre Patronal

p. 57 Cleantech Alps

pp. 25, 31, 53, 61 CVCI

p. 57 digitalswitzerland

p. 45 EHL Business Incubator

p. 44 EPFL Innovation Park (EIP)

pp. 23, 39 Euresearch

p. 16 FIT

p. 30 Fondation Inartis

p. 25 GENILEM

pp. 22, 26, 39, 55 Innosuisse

pp. 6, 7, 17, 28, 38 Innovaud

p. 18 Microcrédit Solidaire Suisse

p. 58 Micronarc

p. 37 Pactt Technology Transfer (UNIL-CHUV)

p. 29 platinn

pp. 8, 33 Regional organizations

p. 61 Relève PME

p. 27 Réseau Entreprendre Suisse Romande

pp. 5, 14, 21, 22, 33, 38, 54 SPEI

p. 54 SERV

p. 46 swiss aeropole Payerne

p. 53 Switzerland Global Enterprise (S-GE)

p. 47 Technopôle de Sainte-Croix

p. 48 TecOrbe

p. 58 ThinkSport

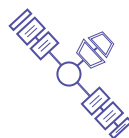
p. 17 Venture Kick

p. 27 Venturelab

p. 35 VPI-EPFL

p. 49 Y-Parc

## 2.2 OVERVIEW OF THE SUPPORT ORGANIZATIONS NETWORK BY SECTOR OF ACTIVITY



### Trade, craftsmanship and services

### Aeronautics & Aerospace

### Life Sciences & Health

### Precision Engineering

Agropôle of Molondin p. 41

Alliance p. 38

Alp ICT p. 56

Applied R&D Center HEIG-VD p. 36

Ateliers de Renens p. 42

BioAlps p. 56

Biopôle p. 43

Cautionnement romand/Cautionnement Vaud p. 21

Centre Patronal p. 32

Cleantech Alps p. 57

CVCI pp. 25, 31, 53, 61

digitalswitzerland p. 57

EHL Business Incubator p. 45

EPFL Innovation Park (EIP) p. 44

Euresearch pp. 23, 39

FIT p. 16

Fondation Inartis p. 30

GENILEM p. 25

Innosuisse pp. 22, 26, 39, 55

Innovaud pp. 6, 7, 17, 28, 38

Microcrédit Solidaire Suisse p. 18

Micronarc p. 58

PACTT Technology Transfer (UNIL-CHUV) p. 37

platinn p. 29

Regional organizations pp. 8, 33

Relève PME p. 61

Réseau Entreprendre Suisse Romande p. 27

SPEI pp. 5, 14, 21, 22, 33, 38, 54

SERV p. 54

swiss aeropole Payerne p. 46

Switzerland Global Enterprise (S-GE) p. 53

Technopôle de Sainte-Croix p. 47

TecOrbe p. 48

ThinkSport p. 58

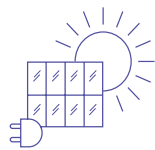
Venture Kick p. 17

Venturelab p. 27

VPI-EPFL p. 35

Y-Parc p. 49





## Information & Digital Technologies

## Energy & Environment

## Sport Technologies

## Nutrition & FoodTech

p. 41 Agropôle of Molondin

p. 38 Alliance

p. 56 Alp ICT

p. 36 Applied R&D Center HEIG-VD

p. 42 Ateliers de Renens

p. 56 BioAlps

p. 43 Biopôle

p. 21 Cautionnement romand/Cautionnement Vaud

p. 32 Centre Patronal

p. 57 Cleantech Alps

pp. 25, 31, 53, 61 CVCI

p. 57 digitalswitzerland

p. 45 EHL Business Incubator

p. 44 EPFL Innovation Park (EIP)

pp. 23, 39 Euresearch

p. 16 FIT

p. 30 Fondation Inartis

p. 25 GENILEM

pp. 22, 26, 39, 55 Innosuisse

pp. 6, 7, 17, 28, 38 Innovaud

p. 18 Microcrédit Solidaire Suisse

p. 58 Micronarc

p. 37 Pactt Technology Transfer (UNIL-CHUV)

p. 29 platinn

pp. 8, 33 Regional organizations

p. 61 Relève PME

p. 27 Réseau Entreprendre Suisse Romande

pp. 5, 14, 21, 22, 33, 38, 54 SPEI

p. 54 SERV

p. 46 swiss aeropole Payerne

p. 53 Switzerland Global Enterprise (S-GE)

p. 47 Technopôle de Sainte-Croix

p. 48 TecOrbe

p. 58 ThinkSport

p. 17 Venture Kick

p. 27 Venturelab

p. 35 VPI-EPFL

p. 49 Y-Parc

## 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**

Each year, the Venture startup competition offers a total of CHF 350,000 in non-dilutive funds, mentorship and an extensive network of experts. Participants can apply under one of the following three industry verticals: health and nutrition, hardware, software and services.

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

## **“Entreprendre Région 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)

## **Région de Nyon Innovation Award**

With its innovation award, Région de Nyon supports local and innovative entrepreneurial projects. A grant of CHF 50'000 is awarded annually to encourage the development of small or big businesses, associations, artisans or young designers.

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

## **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 entrepreneures” 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.

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

## **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.

[top100startups.swiss](http://top100startups.swiss)

# 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		
	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.		
	TECH GRANT	TECH SEED LOAN	TECH GROWTH LOAN	DIGITAL GRANT	DIGITAL SEED LOAN	DIGITAL GROWTH LOAN
Amount	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
Age of the company	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)
Purpose of the incentives	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
Location	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 150,000 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 a business case, a business model and a market entry strategy (CHF 40,000)

**3<sup>rd</sup> stage:** Demonstrating entrepreneurial capacity, solid foundation for successful execution of the venture and tangible market feedback (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.

- ◆ Also: InnoBooster, for university-based, high-potential business cases from the Venture Kick program. Up to CHF 150,000 for max. 1.5 years can be granted to top talents, with the aim of substantially accelerating the market entry.
- ◆ Also: Kick Fund, for startups who convinced the jury at 3rd stage. Opportunity to access an additional CHF 850'000 in funding to boost development and fundraising..

### 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

Startup INVEST (formerly Swiss Startup 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.

Startup INVEST organizes meetings and networking events (Venture DAYS in Zurich, Western Switzerland, Ticino and abroad, as well as Startup DAYS, with over 700 participants). Startup INVEST is one of the founding members of the [startupticker.ch](https://startupticker.ch) information portal and has also launched the "Startup Guide" ([startupguide.online](https://startupguide.online)).  
[startupinvest.ch](https://startupinvest.ch)

## Microcrédit Solidaire Switzerland (MSS)



Microcrédit Solidaire Suisse

---

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

### AIM

---

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

### SERVICES

---

- ◆ 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

**3wVentures**[3wventures.com](https://3wventures.com)**4FO Venture Partners****Akiden Ventures**[akiden-ventures.ch](https://akiden-ventures.ch)**Alpana Ventures**[alpana-ventures.ch](https://alpana-ventures.ch)**Aravis**[aravis.ch](https://aravis.ch)**BioMedPartners**[biomedvc.com](https://biomedvc.com)**BlueOcean Ventures**[blueocean-ventures.com](https://blueocean-ventures.com)**BrainToVentures**[btov.vc](https://btov.vc)**Creathor Ventures**[creathor.com](https://creathor.com)**Credit Suisse Entrepreneur Capital**[entrepreneurcapital.credit-suisse.com](https://entrepreneurcapital.credit-suisse.com)**DeepTech Ventures**[deeptechventures.io](https://deeptechventures.io)**Emerald Technology Ventures**[emerald-ventures.com](https://emerald-ventures.com)**Endeavour Vision**[endeavourvision.com](https://endeavourvision.com)**Forestay Capital**[forestaycapital.com](https://forestaycapital.com)**Global Life Science Ventures**[glsv-vc.com](https://glsv-vc.com)**Highland Europe Technology Growth**[highlandeurope.com](https://highlandeurope.com)**Impact51**[impact51.com](https://impact51.com)**Jolt Capital**[jolt-capital.com](https://jolt-capital.com)**Lakestar**[lakestar.com](https://lakestar.com)**Medicxi**[medicxi.com](https://medicxi.com)**Medholdings****Momenta Partners VC**[momenta.partners](https://momenta.partners)**MTIP Healthtech Investors**[mtip.ch](https://mtip.ch)**Novartis Venture Funds**[nvfund.com](https://nvfund.com)**Occident Group**[occident.group](https://occident.group)**Orhizon**[orhizon.com](https://orhizon.com)**Polytech Ventures**[polytechventures.ch](https://polytechventures.ch)**Preon Capital**[preoncapital.com](https://preoncapital.com)**Redalpine**[redalpine.com](https://redalpine.com)**Remora capital**[remora-capital.ch](https://remora-capital.ch)**Renaissance**[renaissance.net](https://renaissance.net)**Seed4Equity**[seed4equity.com](https://seed4equity.com)**Spicehaus Partners**[spicehaus.com](https://spicehaus.com)**Swiss Private Equity & Corporate Finance Association (SECA)**[seca.ch](https://seca.ch)**Swisscom Ventures**[swisscom.ch/en/ventures](https://swisscom.ch/en/ventures)**VI Partners**[ventureincubator.ch](https://ventureincubator.ch)**Waypoint**[waypointcapital.net](https://waypointcapital.net)



## 3.4 BUSINESS ANGELS

### A3 Angels

[a3angels.ch](http://a3angels.ch)

### Angelsquare

[angelsquare.co](http://angelsquare.co)

### Business Angels Switzerland (BAS)

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

### Go Beyond

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

### StartAngels Network

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

### Swiss ICT Investor Club

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

### 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)

## 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)




### 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)

	<b>Cautionnement romand</b> 	 <b>SPEI</b> Office for Economic Affairs and Innovation (SPEI)	
<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 1 mio. 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>	<a href="http://cautionnementvaud.ch">cautionnementvaud.ch</a> <a href="mailto:vaud@cautionnementromand.ch">vaud@cautionnementromand.ch</a> +41 21 721 11 81 	<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	

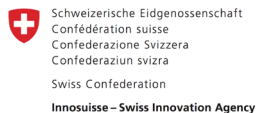
## Federal Office for the Environment Technology Fund

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

#### AIM

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

#### SERVICES

- ◆ 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

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

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

- ◆ 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

4.1

## CVCI – Vaud Chamber of Commerce and Industry



[vci.ch/creation](http://vci.ch/creation)  
[creation@cvci.ch](mailto:creation@cvci.ch)  
+41 21 613 35 35

### AIM

---

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

---

- ◆ 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](http://genilem.ch)  
[info@genilem.ch](mailto:info@genilem.ch)  
+41 21 601 56 11

### AIM

---

To support and advise creators of innovative and viable businesses regardless of their field of activity.

### SERVICES

---

- ◆ Project diagnostics and advice before launch
- ◆ Training and workshops on business creation
- ◆ 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 and events)



# Innosuisse



Schweizerische Eidgenossenschaft  
Confédération suisse  
Confederazione Svizzera  
Confederaziun svizra  
Swiss Confederation  
Innosuisse – Swiss Innovation Agency

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

[startup@innosuisse.ch](mailto:startup@innosuisse.ch)

+41 58 461 61 61

## AIM

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

## 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](https://reseau-entreprendre.org/suisse-romande)  
[contact@reseauentreprendre.ch](mailto:contact@reseauentreprendre.ch)  
 +41 78 964 56 57

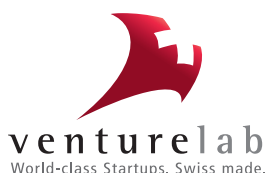
### AIM

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](https://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 21 644 00 60

#### 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)

#### AIM

To support businesses (startups, scale-ups, SMEs and large companies) to accelerate their technological innovation projects in the Vaud region. Innovaud services are offered free of charge and backed by the Office for Economic Affairs and Innovation (SPEI).

#### SERVICES

Innovaud focuses its support on the following areas:

- ◆ **Financing**  
Innovaud helps activate the necessary financial support to get any innovative project started. As the entry point for the Foundation for Technological Innovation ([fondation-fit.ch](http://fondation-fit.ch)) grants and loans, the agency also facilitates the contact with business angels, venture capital funds and all other sources of investment.
- ◆ **Support**  
Innovaud gives access to different networks of certified coaches (Innosuisse, Platinn, Alliance TT) who can intervene at no cost to the company, in the following areas: business model, partnerships with research institutes, organization and financing.
- ◆ **Promotion**  
Innovaud highlights innovation projects, businesses and the successes of Vaud entrepreneurs through various channels (newsletter, social networks, events, among others).
- ◆ **Hosting**  
Innovaud helps find the ideal location in incubators and technopoles in our region. Privileged collaborations can thus be established within the research centers and the 8 Vaud technology parks: Agropôle de Molondin, Ateliers de Renens, Biopôle, EPFL Innovation Park, swiss aeropole, Technopôle de Sainte-Croix, Tecorbe or Y-Parc.
- ◆ **Networking**  
Innovaud puts companies in touch with the right partners to accelerate innovation projects, through access to a vast network within the innovation ecosystem of our region, support organizations and events.



# platinn



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

## AIM

---

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

---

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



Fondation Inartis

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

[fondation@inartis.ch](mailto:fondation@inartis.ch)

+41 21 697 11 21

### AIM

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

- ◆ 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

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

- ◆ 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

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

- ◆ 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)

#### **Institut für Jungunternehmen (IFJ)**

IFJ supports young entrepreneurs throughout Switzerland with advice, workshops, business plan tools, specialized presentations, events, management software, support programmes and a business creation portal. Business start-up support is provided free of charge through a network of partners.

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

#### **“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)

#### **Board Matching Switzerland**

This platform, launched by the EPFL Innovation Park, connects startups, scaleups and technology SMEs looking to strengthen their governance (board of directors or advisory board) with highly experienced and accredited people.

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

#### **PMEbox**

Registered as a private-law association, PMEbox is a collaborative platform giving access to a wide range of solutions to the problems faced by SME managers. These solutions are offered in the form of specialized workshops built to provide a practical, personalized and immediate response to the needs of managers.

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

## 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



[vpi.epfl.ch](http://vpi.epfl.ch)  
[vpi@epfl.ch](mailto:vpi@epfl.ch)  
+41 21 693 16 34

### AIM

---

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

---

- ◆ 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)



---

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

### AIM

---

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

---

- ◆ 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



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

#### AIM

---

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

#### SERVICES

---

- ◆ 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)

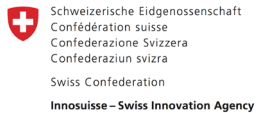
#### SPEI

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

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

- ◆ 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

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.

## Agropôle of Molondin



[agropole.ch](http://agropole.ch)  
hello@agropole.ch  
+41 24 524 99 99

### TARGET AUDIENCE

All players in the agri-food sector. Producers, manufacturers, service providers and innovators seeking to accelerate the commercialization of new sustainable food solutions.

### SECURING PREMISES

- ◆ Administrative, logistics and storage areas, laboratories, R&D greenhouses and agricultural fields make up the campus
- ◆ 4 buildings interconnected by a clearing house
- ◆ An auditorium, conference rooms, a restaurant and a nursery
- ◆ 35,000m<sup>2</sup> in modular and flexible rentable spaces adapted to the specific needs of startups, SMEs and manufacturers in the agri-food sector
- More than 80 hectares of fields for trials

### INCUBATOR AND ACCELERATION SERVICES

- ◆ From administration to strategic support, the Agropôle offers professional, technical and specialized services to support all residents and partners
- ◆ Services include accounting, event organization, project management, as well as national and international commercial networking
- ◆ Investments: help in the search for public and private funding for the development of sustainable agri-food solutions
- ◆ Key expertise across the entire agri-food value chain
- ◆ Full support at each stage of marketing
- ◆ An ecosystem promoting exchanges between all tenants and focused on business opportunities

# Ateliers de Renens

## Les ATELIERS de Renens

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

[ateliers@renens.ch](mailto: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](http://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

## TARGET AUDIENCE

---

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

## 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

## 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

#### 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

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

## INCUBATOR SERVICES

- ◆ 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; registration as a Visitor or Resident member, possibility of renewal.

Occupants of the incubator have access to:

- ◆ Infrastructures and services (access to the coworking space, meeting rooms, 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 (Slack community, events, visibility and communication, alumni, investors and potential clients)

## swiss aeropole Payerne



swissaeropole.com  
contact@swissaeropole.com  
+41 26 662 66 67

### TARGET AUDIENCE

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

### SECURING PREMISES

- ◆ 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  
info@technopole1450.ch  
+41 24 557 73 81

## TARGET AUDIENCE

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

- ◆ 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

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



## TecOrbe




---

[tecorbe.ch](http://tecorbe.ch)  
[info@tecorbe.ch](mailto:info@tecorbe.ch)  
 +41 21 318 75 35

### TARGET AUDIENCE

---

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

---

- ◆ 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

---

- ◆ 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

## TARGET AUDIENCE

---

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

## 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

## 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

## 6.2 LAND AND PREMISES

### 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)

### Land

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.

#### **Looking for offices, infrastructure or land to develop your business?**

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.
- ◆ If you are looking across the whole canton, the **Office for Economic Affairs and Innovation (SPEI)** can also help.  
[invest-vaud.swiss/spei](http://invest-vaud.swiss/spei)
- ◆ Use our interactive **strategic map** to visualize locations of technology parks, industrial areas and business centers in the whole Vaud region.  
[vaud-economie.ch/carte-strategique](http://vaud-economie.ch/carte-strategique)
- ◆ Foreign companies meanwhile can rely on **Innovaud** (see page 7) to support them effectively in their search for a property.

## 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)
**Gotham**
[gothamco.com](http://gothamco.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)

### Morges

**Coworking Society**
[coworkingsociety.ch](http://coworkingsociety.ch)

### Nyon

**Atelier 9**
[atelier9.work](http://atelier9.work)

### Payerne

**Coworking Broye**
[coworkingbroye.ch](http://coworkingbroye.ch)

### Renens

**Hyperespace**
[hyperespace.ch](http://hyperespace.ch)
**UniverCité**
[univercite.ch](http://univercite.ch)
**Les Ateliers de Bellevaux (for artists)**
[ateliersbellevaux.ch](http://ateliersbellevaux.ch)
**Passage 9**
[passage9.ch](http://passage9.ch)
**Regus**
[regus.com/fr-fr/switzerland/lausanne](http://regus.com/fr-fr/switzerland/lausanne)
**Sev52**
[sev52.ch](http://sev52.ch)
**Swiss Edtech Collider**
[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)

### Rolle

**Ichibani**
[ichibani.com](http://ichibani.com)

### Vevey

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

### Yverdon-les-Bains

**BlueLab**
[blue-lab-ch](http://blue-lab-ch)
**Y-START**
[y-parc.ch/espace-coworking](http://y-parc.ch/espace-coworking)

Full list available on [www.invest-vaud.ch](http://www.invest-vaud.ch)  
Section Services → Find land or premises



## 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](http://s-ge.com)

[suisse-romande@s-ge.com](mailto: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](http://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](http://cvci.ch/fr/export)

[legal@cvci.ch](mailto: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

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

### SERVICES

- ◆ 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

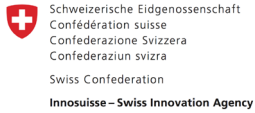
### SPEI

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



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

## AIM

---

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

## SERVICES

---

- ◆ 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



---

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

#### AIM

---

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

---

- ◆ 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



---

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

#### AIM

---

Promoting the life sciences sector in Western Switzerland.

#### SERVICES

---

- ◆ 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](http://cleantech-alps.com)  
[info@cleantech-alps.com](mailto:info@cleantech-alps.com)  
 +41 27 606 88 60

### AIM

---

Promoting the cleantech sector and renewable energies in Western Switzerland.

### SERVICES

---

- ◆ 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](http://digitalswitzerland.com)  
[info@digitalswitzerland.com](mailto:info@digitalswitzerland.com)

### AIM

---

Promoting Switzerland's competencies in terms of digital innovation.

### SERVICES

---

- ◆ 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

Promoting the field of micro-nanotechnologies in Western Switzerland.

### SERVICES

- ◆ 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

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

- ◆ 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

## 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 those Breakfasts 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](https://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](https://invest-vaud.swiss/events)

### 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](https://vaud.digital)

### Swiss Food & Nutrition Valley

In early 2020, the Canton of Vaud, the EPFL, the Swiss Hospitality Management School in Lausanne (EHL Group) and Nestlé have joined forces to develop and promote a food and nutrition innovation ecosystem. The initiative « Swiss Food & Nutrition Valley » aims to address the key challenges of sustainable and high-quality food by attracting talent, startups and investments to Switzerland.

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

## NATIONAL CLUSTER PROMOTION PLATFORMS

### Swiss Cleantech

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

### Swiss Medtech

[swiss-medtech.ch](https://swiss-medtech.ch)

### Swiss Biotech Association

[swissbiotech.org](https://swissbiotech.org)

### Trust Valley

Initiated by the cantons of Vaud and Geneva, and numerous academic and corporate partners, the Trust Valley promotes excellence in the Lake Geneva region in the field of digital trust and cybersecurity. Relying on a network of more than 500 experts and 300 organizations, the platform is in charge of several projects in this field, among which is the startup acceleration programme « Tech4Trust ».

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



## 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



---

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

### AIM

---

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

### SERVICES

---

- ◆ 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



---

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

### AIM

---

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

### SERVICES

---

- ◆ 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

## 9 INDEX OF ORGANIZATIONS

<b>A</b>	Agropôle of Molondin	p. 41	<b>M</b>	Microcrédit Solidaire Suisse	p. 18
	Alliance	p. 38		Micronarc	p. 58
	Alp ICT	p. 56	<b>N</b>		
	Applied R&D Center HEIG-VD	p. 36	<b>O</b>		
	Ateliers de Renens	p.412	<b>P</b>	Pactt Technology Transfer (UNIL-CHUV)	p. 37
<b>B</b>	BioAlps	p. 56		platinn	p. 29
	Biopôle	p. 43	<b>Q</b>		
<b>C</b>	Cautionnement romand/ Cautionnement Vaud	p. 21	<b>R</b>	Regional organizations	pp. 8, 33
	Centre Patronal	p. 32		Relève PME	p. 61
	Cleantech Alps	p. 57		Réseau Entreprendre Suisse romande	p. 27
	CVCi	pp. 25, 31, 53, 61	<b>S</b>	SPEI	pp. 5, 14, 21, 22, 33, 38, 54
<b>D</b>	digitalswitzerland	p. 57		SERV	p. 54
<b>E</b>	EHL Business Incubator	p. 45		swiss aeropole Payerne	p. 46
	EPFL Innovation Park (EIP)	p. 44		Switzerland Global Enterprise (S-GE)	p. 53
	Euresearch	pp. 23, 39	<b>T</b>	Technopôle de Sainte-Croix	p. 47
<b>F</b>	FIT	p. 16		TecOrbe	p. 48
	Fondation Inartis	p. 30		ThinkSport	p. 58
<b>G</b>	GENILEM	p. 25	<b>U</b>		
<b>H</b>			<b>V</b>	Venture Kick	p. 17
<b>I</b>	Innosuisse	pp. 22, 26, 39, 55		Venturelab	p. 27
	Innovaud	pp. 6, 7, 17, 28, 38		VPI-EPFL	p. 35
<b>J</b>			<b>W</b>		
<b>K</b>			<b>X</b>		
<b>L</b>			<b>Y</b>	Y-Parc	p. 49
			<b>Z</b>		



PHOTO CREDITS: ISTOCK, S-GE, EPFL INNOVATION PARK



Office for Economic  
Affairs and Innovation  
(SPEI)

Rue Caroline 11  
CH-1014 Lausanne  
+41 21 316 58 20

[info@invest-vaud.swiss](mailto:info@invest-vaud.swiss)  
[invest-vaud.swiss](https://invest-vaud.swiss)

© VAUD 2021