INRIA’s Spin-Off Policy

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INRIA

A research institute
at the heart of
the Information Society
755 civil servants
Scientific personpower about 1 800

Besides INRIA’s civil servants:
- 348 full time researchers,
- 407 technical and administrative staff.

Research units gather:
- 350 people from universities and others research institutes (CNRS),
- 600 Ph.D students and post-doc fellows,
- 110 « specialists » working on research contracts,
- about 400 « visitors » from universities or companies, from France or abroad.
5 research units

budget 99 : 80 ME

Licenses 1%
contracts 21%
gov funding 78%
INRIA’s grand scientific challenges

To master digital infrastructures (Internet)

To design new applications (using the Web)

To be capable of producing reliable software

To design and to master the control of complex systems

To combine simulation and virtual reality
(Hi)Stories 1984-1997

In 1984, INRIA became a shareholder
  • Simulog

Then, around 30 spin-off, among them some are subsidiaries:
  • Ilog, Gipsi, Connexité, O2 Technology
(Hi)Stories 1984-1997

30 were born, few are dead, some were bought... most are still alive

such a survival rate is a success!!!
New tools

In April 1998, INRIA-Transfert is created

In February 1999, I-Source is ready to invest

www.isourcegestion.fr
INRIA-Transfert : a thematic incubator

A fully owned subsidiary of INRIA

Dedicated to provide close support individuals (so-called future entrepreneurs) ready to found an innovative company, based on ICT&S

Close to Inria and I-Source, then access to their networks
Experience, good name… and money (enough)

NOT a technology manager
INRIA-Transfert : first results

In 1998, 5 new spin-off, one already bought

Saphir
control

Novadis

Gene-IT
Scaleable Bioinformatics

REALVIZ

Liquid
Market

PolySpace

Yareland
Your world of auctions

Trusted Logic

Kelkoo?
www.kelkoo.com

lookThatUp.com

In 1999, 6 more were born

and 10 more this year (by october 2000)
Objectives

In fourteen years (1984-1997), around 30 spin-off and nowadays (only) 1 big success story

or the next years : 1998-2011

create at least 150 companies
obtain 15 (big) success stories
I-Source: a seed capital fund (15 ME)

I-Source is a seed capital fund managed by I-Source Gestion, a management company (more or less a “partnership”). Shareholders are: AXA Investment managers, Caisse desDépots et Consignations/PME, INRIA-Transfert

Acting as a professional fund like others VCs; private management company (limited partnership)

Money from INRIA-Transfert but also CDC-PME, AXA IMPEE, banks (Crédit Lyonnais) and VCs (Partech International, Banexi ventures)
Portfolio building

1Q 99

- POLYSPACE Technologies - Validation Logiciels TR - Grenoble
- AKAZI Technologies - Workflow léger - Grenoble
- ETIAM - Imagerie Médicale Coopérative - Rennes
- SIMEdge - Simulateur Chirurgie Ophtalmologique - Lille
- CALENDRA - Applications Annuaires LDAP - Aubagne
- Intelligent Sales Objects - Sales Force Automation - Paris
- MIC2 - Plate-Forme pour Web Call Centers - Paris
- ISOTOOLS - Web edition tools - Aix en P.
- ALADDINO - Internet on your mobile - Paris
- BROKERS Interactive - one-fi.com - portail banque assurance - Paris
- NUTRIMATE - Equilibre alimentaire sur le Web - Paris
- K-MOBILE - Marketing sur mobile - Paris
- Notrefamille.com - Site famille et généalogie - Paris
- MATCHVISION - Agent intelligent e-commerce - Paris
- JOB PARTNERS - Active Recruitment - Londres
- ACTIVIA Networks - Push MultiCast - Sophia Antipolis
- CATALLIANCES - Marketing catalogues - Paris

Mai 00
ICT seed capital funds

The same company manages these 3 funds, about 20 ME each
A spin-off policy, why?

INRIA’s mission:

Scientific Excellence and Technology Transfer.

To create wealth and jobs by promoting and transferring research results.

To obtain some feedback from the « real world » and find out new scientific problems, hopefully.
A spin-off policy, why?

In the Internet Age, one has to be fast or to be irrelevant! How to improve the research to innovation process?

The new NASA’s motto : cheaper, better, faster

spin off process is a « cheaper, better, faster » way for testing new ideas, results, concepts. It’s a « trial and failure » strategy which saves time and money and even « fears, tears and blood »
A spin-off policy, why?

To increase the “interface” between INRIA and the world

To understand the world we are living in: new research process, innovation vs. research, new industry science relationship

To attract a large variety of bright and young people, by giving them more career opportunities: from Academia to Euro-NM

To earn money? NO, DEFINITELY NO
Conclusion ?-)

Just do it