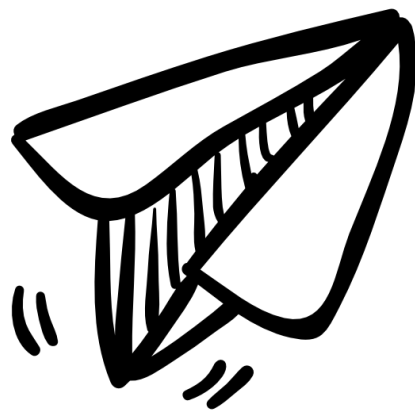


INTERNATIONAL TECH PARTNERSHIPS

France - Singapore



THE TECH PARTNERSHIP: WHAT IS IT?



Establishing a tech partnership means co-investing on a project in order to obtain a share in the results and the right to commercialise it.

Tech partnerships are 2 companies (or more) **from different countries** that decide to work together to co-develop a R&D project such as:

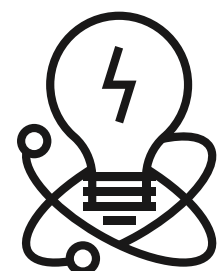
- A product
- A new process
- A service

A Tech Partnership will help you innovating faster whilst reducing the risks.

TAILORED FOR ALL COMPANIES THAT WISH TO...



**DEVELOP THEMSELVES IN SINGAPORE AND IN THE
ASEAN**



DIVERSIFY THEIR OFFRE THROUGH COLLABORATIVE TECHNOLOGY



**IMPROVE AN EXISTING PRODUCT OR ADAPT IT TO A NEW
MARKET**

WHAT ABOUT BUILDING ON A FRANCO-SINGAPORIAN TECH PARTNERSHIP?

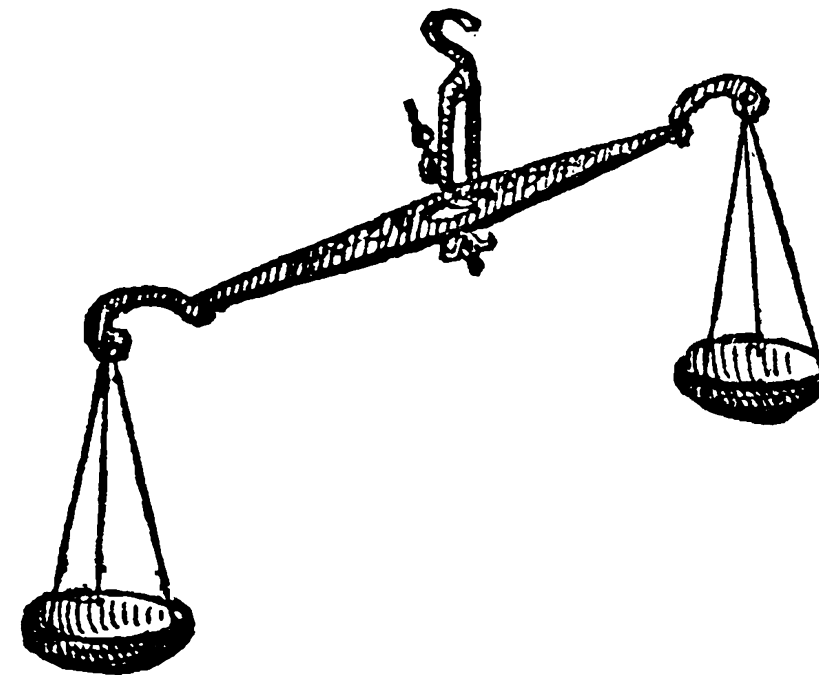
TECH PARTNERSHIPS

... DEVELOPMENT AND INTERNATIONALIZATION LEVERS? HOWEVER OFTEN JUDGED TOO COMPLEX.

PROS



- ✓ Develop innovation capacities;
- ✓ **Gain time** ;
- ✓ Limit financial risks ;
- ✓ Limit technical risks ;
- ✓ Stay at the peak of technology ;
- ✓ Enlarge knowledge networks son réseau de connaissances.
- ✓ Diversification, **internationalisation !**



CONS



- x Opaqueness of opportunities
- x Complex dossiers
- x Difficulties in finding partners
- x Judicial constraints to create a consortium
- x Difficulties in being accompanied



Bpifrance is here to help you.

OUR MISSION.

GIVE ALL THE KEYS TO FRENCH COMPANIES TO OBTAIN FINANCING SOLUTIONS, ACCELERATE GROWTH AND ENSURE A SOFT LANDING ON THE TARGETED MARKET.

ADVISING

Our team is here to support you in accessing European and bilateral financing. We are accompanying you to help you **financing your collaborative project** or in **setting up your labeling**.

SIMPLIFYING

We are operating in order to simplify processes in making them clearer and more visible, **creating opportunities** thanks to bilateral and European call for proposals. Further, we are also **matching companies** with future international partners.

FINANCING

We are facilitating the whole process through an **individual support** financed up to 50% by Bpifrance thanks to our **Diag PTI** and a follow-up until the deposit, the financing and the labeling of the selected projects.

THE ACCOMPANIMENT IS KEY FOR COMPANIES.

WHAT IS THE OBJECTIVE ?



Accompanying the search for (a) partner(s)



Help negotiating a consortium agreement



Help organizing R&D projects



Facilitating the draft of an application dossier



**INCREASE THE SUCCESS RATIO
OF CANDIDATES**

CALL FOR PROPOSALS AT BPIFRANCE,

HOW DOES IT WORK?

**BILATERAL CALL
FOR PROPOSALS**

**MINIMUM 1 FRENCH COMPANY AND 1
INTERNATIONAL COMPANY**

**FROM 50 000 UP TO 3 MILLION EUROS (IN
INNOVATION ADVANCES & INNOVATION LOAN IN
R&D*)**

ALL SECTORS

**R&D PROJECTS OF 2/3 YEARS MAXIMUM WITH
POTENTIAL COMMERCIALISATION**

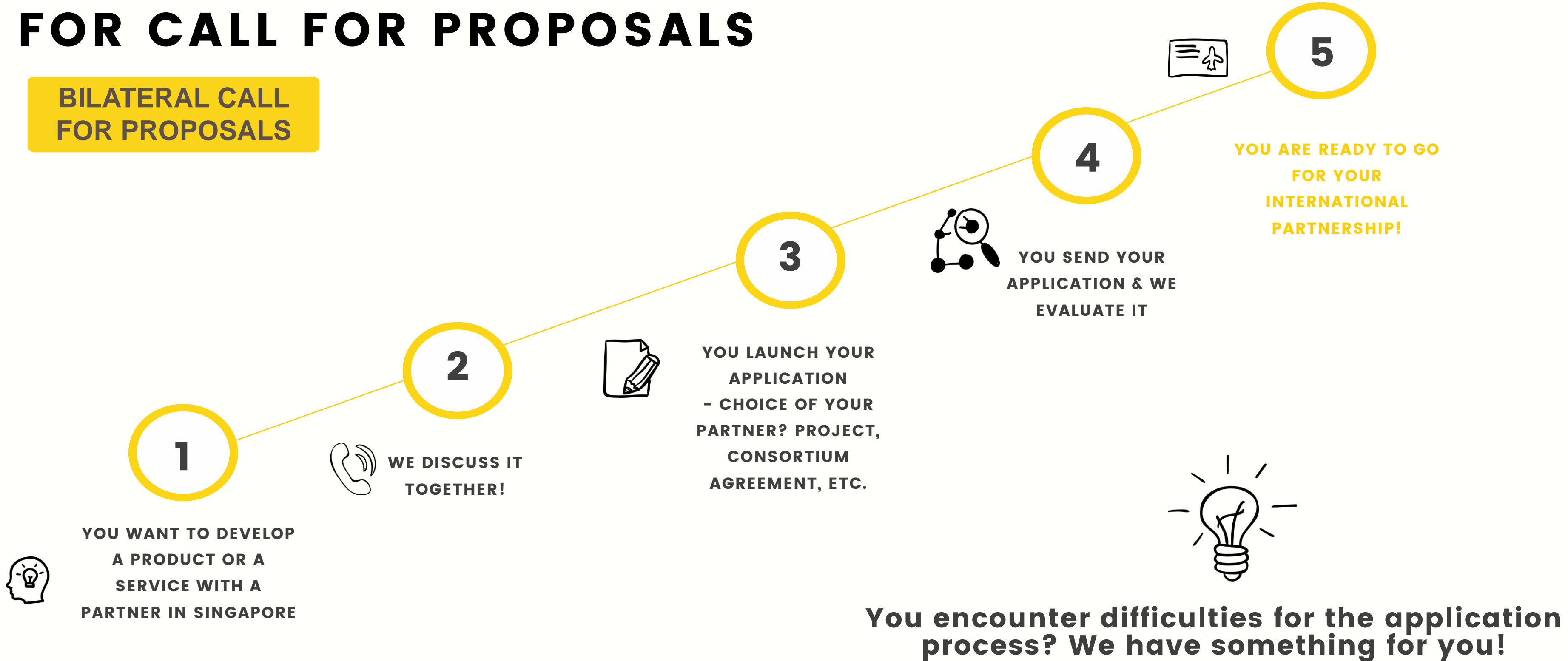


*Within a limit of personal funds

THE PROCESS

FOR CALL FOR PROPOSALS

BILATERAL CALL FOR PROPOSALS



You encounter difficulties for the application process? We have something for you!

THE PTI DIAG IN SHORT.



- The International Tech Partnership Diagnosis (PTI DIAG), responds to an increasing demand of entrepreneurs facing difficulties encountered during the formalization of the **setup of international partnerships, both on a European scale and bilaterally.**
- The PTI DIAG allows an **individual coaching for companies through an expert consulting** via 3 ways: the search for a partner, the negotiation of a consortium agreement and/or the draft of an application dossier.

More information here!



THE PROCESS DIAG PTI

HOW DOES IT WORK?



STEP 1. FIND AN EXPERT

Of your choice or already referenced by Bpifrance.



STEP 2. SUBMIT YOUR APPLICATION

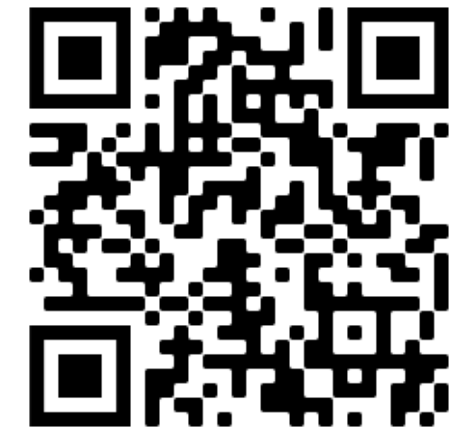
After having obtained a (non-signed) estimation, submit your request – just scan this QR-code!



STEP 3. GET STARTED !

Bpifrance processes the demand within 1 or 2 weeks and, if everything is in order, you can get started 😊

The platform to submit your application!



<http://diag-tech-international.bpifrance.fr/>

THE PROCESS TO SUBMIT A DEMAND.



INSTRUCTION

EVALUATION AND SELECTION MADE WITHIN 1 OR 2 WEEKS



SELECTION

THE COMPANIES ARE FREE TO CHOSE THEIR CONSULTANT SUBJECT TO SIGNATURE OF THE SPECIFICATIONS



GOOD TO KNOW

COMPANIES CAN WORK WITH FOREIGN CONSULTANTS

WHAT DOCUMENTS ARE REQUIRED TO SUBMIT AN APPLICATION?



ALL PROGRAMS

Consortium Agreement

Dossier administratif

- Tax Reports
- Certificate of registration of the company
- Certificate of regularity (fiscal and social)
- Company statutes
- Prevision related to the innovation programme
- ...

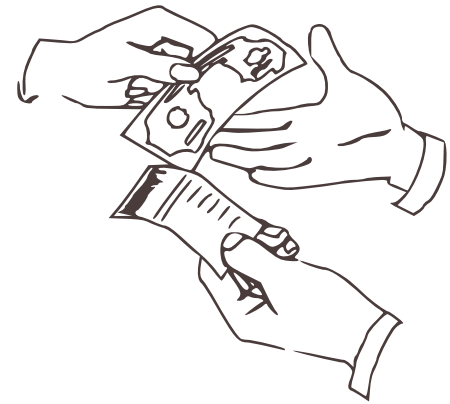
Application Form

- Programme Purpose, innovating aspect, positioning regarding concurrence
- Market needs
- Description of tasks and deliverables, planning, HR teams and necessary means (existing or needed).
- Partnerships, subcontracts and expected external services.
- Intellectual property, and regulatory obligations.
- Conditions and key factors of success and identified risks.

HOW MUCH



HELP BY BPIFRANCE ?



MAXIMUM AMOUNT OF THE SERVICE

- The service cost by the consultant is limited to 25 000 € (w/o taxes) or 30 000 € (all taxes included)
- Bpifrance finances 50 % of the costs including all taxes meaning maximum 15 000€, this help is directly disbursed to the consultant after having fulfilled the contract



TYPE OF CONTRACTS

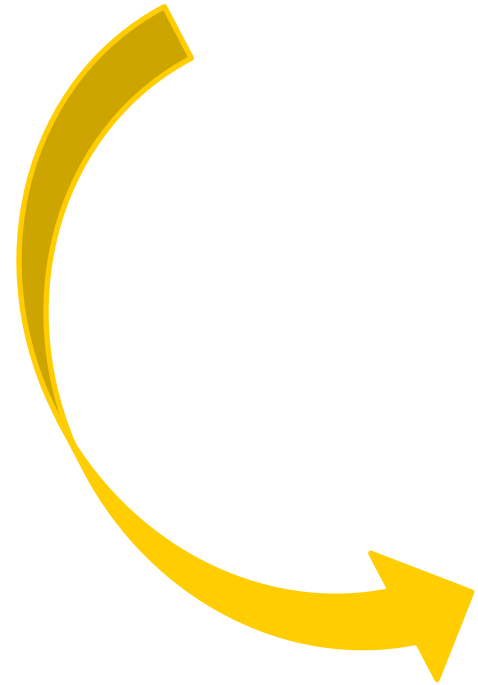
- Bpifrance establishes a contract with the company and the consultant
- The consultant of the French company is then paid

How about **matchmaking** ?

Let's test **EuroQuity** !

Tutorial : Registering on EuroQuity

Everything you need to know about registering on EuroQuity is right here !



https://www.youtube.com/watch?v=NC7_hhx_emk

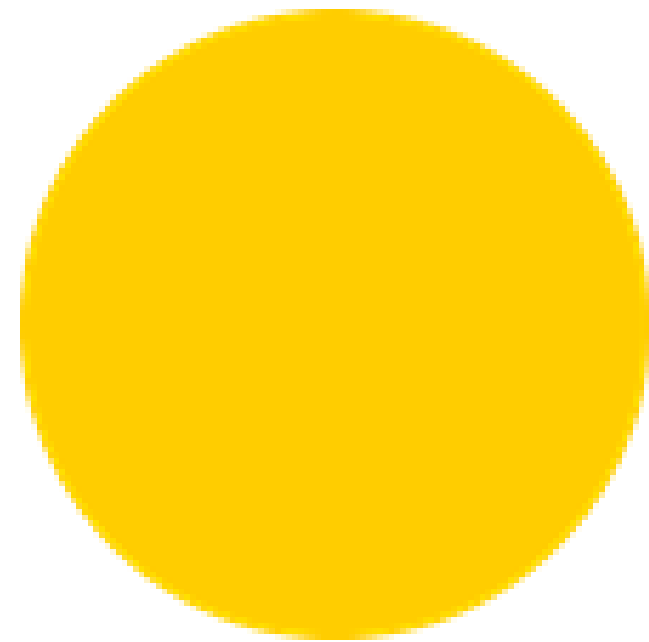
Want to join the Community ? Here's the link :

<https://www.euroquity.com/en/invite?communityId=98e66199-1645-4241-a31b-f4c62b5ec4d0>



Q&A

**THE FLOOR IS
YOURS!**



SERVIR
L'AVENIR

