



MOTEURS DE CROISSANCE ET D'EMPLOI

June 2011

## CLUSTER POLICY

- *Investments in the future* > IEED: results of the 1<sup>st</sup> call for projects
- *Investments in the future* > IEED: a 2<sup>nd</sup> call for projects in the near future
- *Investments in the future* > Structuring R&D projects: results of the 1<sup>st</sup> wave of submitted files
- *Investments in the future* > Three new calls for expressions of interest in favour of sustainable development

## INTERNATIONAL

- *Publication* > The June 2011 edition of the monitoring bulletin for State aid available to competitiveness clusters

## CLUSTERS IN ACTION

### FOCUS ON COMPLETED PROJECTS

- *ICT Energy* > Smart Electricity: the new generation of electric panel

### CLUSTER NEWS

- *Growth of SMEs within the clusters* > The “aeronautical” competitiveness clusters are looking to drive the growth of their SMEs
- *Strategies* > Arve-Industries: economic intelligence in the service of companies in the Haute-Savoie region
- *Inter-cluster partnership* > The Tenerrdis and Capenergies are bringing together key actors in the French solar industry
- *Investments* > The Private investors club of the Cancer-Bio-Santé cluster is continuing its growth and efforts



## CLUSTER POLICY

### ▪ INVESTMENTS IN THE FUTURE

#### **IEED: results of the 1<sup>st</sup> call for projects**

The first two projects from Excellence institutes on decarbonized energies (IEED) were selected on 1 June 2011.

They include the **PIVERT project** promoted by the Industries Agro Ressources (IAR) cluster, relative to plant chemistry, and the **INDEED project** in the area of energy savings, promoted by the Axelera cluster.

When announcing these results, the jury also expressed its interest in six other projects, for which it requested adjustments. These include: France énergies marines, France énergie solaire, Greenstars, the Institut français des matériaux agro-sourcés, INEF4 and Superfrid. The jury will once again examine these projects as of 15 July of this year.

### ▪ INVESTMENTS IN THE FUTURE

#### **IEED: a 2<sup>nd</sup> call for projects in the near future**

A second IEED call for project will be launched in the near future, for selection before the end of 2011.

This call for projects will be provided with at least 500 million euros. The specifications of this 2nd call for projects will be published on the site of the National research agency, which is running this action.

### ▪ INVESTMENTS IN THE FUTURE

#### **Structuring R&D projects: results of the 1<sup>st</sup> wave of submitted files**

14 projects were filed as part of the first wave of submissions of structuring R&D projects from the competitiveness clusters (French acronym PSPC).

Currently being reviewed, a decision to shortlist projects will be made at the end of July 2011. Managed by OSEO, the call for PSPC projects is open continuously until January 2012. Projects are filed in waves in order to provide quicker responses to the project promoters. The date limit for the next filing wave is 30 September.



MOTEURS DE CROISSANCE ET D'EMPLOI

▪ INVESTMENTS IN THE FUTURE

## Three new calls for expressions of interest in favour of sustainable development

3 calls for expressions of interest (French acronym AMI) steered by the ADEME published on 6 June 2011, on the topic of sustainable development.

By means of demonstrators, they target the testing of promising technologies. The amount devoted to each call for expression of interest will depend on the quality of the selected project, with an overall envelope of €1.35 billion for the entire programme. The deadline for submitting applications is 1 October 2011.

### ➤ “Waste collection, sorting, recycling and reclamation”

Objective: to support the development of innovations and of industrial solutions in order to increase reuse and recycling, and the reclamation of materials coming from waste.

### ➤ “Intelligent electrical grids”

Objective: to improve grid automation and supervision, while guaranteeing increased resiliency and security.

### ➤ “Innovative solutions for decontamination and reclamation of sites and sediment”

Objective: to bring to light a French offer that is competitive with the most sustainable practices.

## INTERNATIONAL

▪ PUBLICATION

## The June 2011 edition of the monitoring bulletin for State aid available to competitiveness clusters

In the news this month:

- The commission is planning to reform the control rules for State aid.
- In terms of decisions, most of the European Commission’s decisions this month relate to the banking sector.
- In terms of case law, a ruling from the Grand Chamber of the CJEC has notably adopted an interpretation of the interested party within the meaning of article 88 § 2 of the EC Treaty (which has become article 108 § 2 of the TFEU).

## LANDMARKS

25

*This is the number of completed R&D projects published on the Internet site [www.competitivite.gouv.fr](http://www.competitivite.gouv.fr). The objective is to explain the objectives of the project, the initial scientific results and the recorded savings.*

## CLUSTERS IN ACTION

### FOCUS ON COMPLETED PROJECTS

#### ▪ ICT ENERGY

### Smart Electricity: the new generation of electric panel

Checking the consumption of one's electronic devices, controlling them remotely, providing the electricity consumer with interactivity with the electrical grid's manager.



Example of an electrical panel -  
Copyright Schneider Electric

Launched in late 2006, the "Smart Electricity" project was labelled by the Minalogic competitiveness cluster, that specialises in micro-nanotechnologies and embedded software. This project received aid as part of the 1st call for projects by the Single Interministerial Fund (FUI).

#### A new generation electrical panel for rational electricity usage in buildings

The project's objective is to design a better performing, intelligent and communicating electrical distribution panel for rational usage of electricity throughout buildings, in residential, tertiary and industrial domains. This new generation electrical panel is also perfectly consistent with the French and Community regulatory requirements in favour of energy savings.

**From the user's viewpoint**, the new intelligent panel and its infrastructure will firstly provide greater interactivity with the grid manager, while allowing the quick and remote deployment of services related to optimised energy management, in keeping with the subscriber's actual usage. Secondly, it will now be possible to remotely consult and even control the consumption of each of the building's electrical devices. This will allow for better control of electricity consumption and the associated expenses. Finally, these new functionalities provided to the user and to the grid manager will be accompanied by noticeable improvements of the electrical panel's "basic" functionalities: protection, reliability and command-and-control.

**On the national level**, it is hoped that this optimised consumption will also provide for better balance of the electricity supply and demand.

#### Technological innovations at the heart of the system

These functional innovations have been made possible by having the electrical panel include sensors, actuators, embedded intelligence (chips and software) and communications, in addition to a software infrastructure that will result in the intelligent panel's integration into a globalized electrical distribution management system. The "intelligent electrical panel" will therefore have functions to protect property and persons, for measurement, for the management of resources and loads, and for integration into a global electricity distribution infrastructure.



## Building convergence momentum between the fields of electricity, automatic systems and communication

One of the main challenges of the Smart Electricity project was to ensure the industrial accessibility of the innovations that include electromechanical, electronic and software technologies, and to do so at an affordable price, in order to maintain a significant competitive advantage. The Smart Electricity project also targeted the development of convergence momentum between the fields of electricity, automatic systems and communications.

### A project promoted by a large company in the energy sector, and by various partners in the Grenoble area

The Smart Electricity project was launched and steered by Schneider Electric, a large company specialising in energy management. It also involved various partners:

- Orange Labs, research & development division of the France Telecom-Orange group;
- Gaz électricité de Grenoble, local energy supplier;
- Sogeti Hightech, specialising in research, integration and the production of hardware and software units;
- Open, a service company specialising in the technologies needed for the development of information and communication systems;
- Orange Business Services, a France Telecom-Orange entity dedicated to communication services for companies;
- Arcelor Mittal, an iron and steel group;
- Scalagent, a SME that specialises in the production of mediation solutions in the telecom and industry sectors;
- Research laboratories, institutes and universities:
  - CEA-Leti, centre for applied research in microelectronics, and in information and health technologies;
  - G2Elab, electrical engineering research laboratory;
  - The Laboratoire d'Informatique de Grenoble (LIG).

Completing this project required 4 years and the equivalent of 120 man / years of R&D.

From 2008 to 2010, an experimental phase was undertaken with 7 homes in Grenoble, in partnership with Gaz Électricité de Grenoble, the local gas and electricity supplier. This highly instructive test period allowed for very concrete comparisons between the solution and the daily habits of the residents, and to adapt the solution on the basis of their comments.

### Initial results in scientific, technological and economic terms

In all, Smart Electricity resulted in 10 patents (including 2 in the filing process) and 21 publications. The project also created in the area of 15 jobs (more than half of which on open-ended contracts). Many innovative technological bricks were developed, that will soon be integrated into products and services offered by Schneider Electric or the other partners.





➤ ASTech is involved in a collective action promoted by the ICCs, that involves helping SMEs to implement their strategy and international network.

All of these actions are still in the experimental phase. Their efficiency should become visible over time. However, they have already demonstrated their positive momentum, that also involves the local public authorities.

These three clusters have therefore proven their ability to bring local actors together around the overall challenge of promoting the growth of SMEs, over and above the sole area of innovation.

The clusters are therefore establishing themselves as the integrators of services and as a bridge between local actors in the service of economic development.

▪ STRATEGIES

## Arve-Industries: economic intelligence in the service of companies in the Haute-Savoie region

The Arve-Industries competitiveness cluster has developed several tools in support of economic intelligence, in order to develop the culture surrounding strategic information and its protection.

### Within the cluster, the “EI pool” in order to collect, analyse and disseminate strategic information

With the creation of an “EI pool”, the cluster has developed a system for developing and orienting the strategic reflections of the directors, company managers and economic decision-makers within the territory. Each day, the “EI pool” works to collect, analyse and disseminate strategic information regarding the markets and technologies of the future, that are sources of growth for both companies and the region. The result of collaborative and forward-looking efforts, the EI pool builds on the expertise of two sources of economic intelligence and strategic competence within the territory: the Chambre de métiers et de l’artisanat de la Haute-Savoie and the Observatoire stratégique de la sous-traitance industrielle.

### The “EI pack” for anticipating and monitoring the markets and technologies of the future



Launched in late 2010, the “EI pack” is a monitoring service shared by the cluster’s 273 SME members. Its purpose is to anticipate and monitor the markets and technologies of the future, and to detect signals that could then become business opportunities. In partnership with the State, the cluster also regularly makes efforts to increase the awareness of companies with regard to the protection of strategic data. It also encourages the dissemination of best practices. At the heart of the competitiveness cluster’s strategy, economic intelligence promotes the value of industrial know-how, cooperation and synergies between actors. This effort is a lever of growth and competitiveness for industrial companies, the “décolletage” sector and the territory.



In concrete terms, a newsletter entitled “Flash industr’IE” provides the cluster’s members with various monitoring reports in strategic fields. Moreover, more than 4000 information elements have been collected, analysed and disseminated. They cover 10 strategic domains including mechatronics, the medical sector, transportation, etc.

Finally, as indicated by the directors of two of the cluster’s SMEs:

*“The sector monitoring helps us to keep abreast of technical developments and future needs of the sectors that we’ve targeted, in order to adjust our commercial strategy on the basis of market trends.”*

*“All of this information has helped us to confirm the orientations that we’ve adopted both technically and commercially, and to validate our company’s choices. The set-up of the EI pack, the monthly summary published by the cluster, gives us an opportunity for a quick analysis of the new information about the markets and technologies, worldwide competition and the patents related to our business sector.”*

#### Contact

 [Séverine Verguet](#) - Economic Intelligence manager for the cluster

#### ▪ INTER-CLUSTER PARTNERSHIP

### The Tenerrdis and Capenergies are bringing together key actors in the French solar industry




Providing a forum for manufacturers in the solar thermal and photovoltaic field, in order to support French industrial capacities... That is the objective of the Tenerrdis and Capenergies clusters, and of the Institut National de l’Énergie Solaire (INES - National Solar Energy Institute).

As such, the key French participants in the solar sector gathered to attend the Tenerrdis solar collaborative conference on 13 and 14 April 2011 in Chambéry. More than 50 participants discussed the sector’s structure. They also simultaneously demonstrated the importance of collective efforts.

With its more than 170 participants, this event highlighted the strengths of the French solar sector:



*The participants in the solar sector gathered in Chambéry. Copyright Tenerrdis*

-  French equipment makers involved in innovative photovoltaic production processes have a strong growth potential;
-  Suppliers of electrical equipment are playing a key role in the performance of installations, their optimisation and their safety;
-  The routing of photovoltaic electricity to the electrical grid, notably in French island territories, is promoting the deployment of intermittence management and storage technologies.



At the end of this event, and with the support of the INES, the Tenerrdis and Capenergies clusters will continue their efforts to bring together the participants in the solar sector:

- By encouraging the growing innovation of the manufacturers of photovoltaic modules, by gathering around a France quality label based on objective technical and environmental performance criteria;
- By accompanying French industries in their projects to demonstrate ground-level power plants (photovoltaic, solar concentration, solar thermodynamics) in order to better position themselves for exports;
- By encouraging the recognition of the strategic stakes of solar thermal power for the production of renewable heat;
- By encouraging French participants to play an increasingly central role on the European and international levels while taking part in European projects and international collective initiatives.

More than ever in the current context, innovation and international development, the cornerstones of the clusters, will prove to be decisive for the SMEs in their networks.

Tenerrdis and Capenergies will once again be pooling their strengths to organise the first conference on hydrogen and fuel cells, on 2 and 3 November 2011 in Grenoble.

#### ■ INVESTMENTS

### The Private investors club of the Cancer-Bio-Santé cluster is continuing its growth and efforts

A 6<sup>th</sup> meeting of the Club in May 2011 provides an opportunity for a very favourable review of its efforts since January 2009: 6 meetings, 25 members and 20 supported companies.



On 13 May 2011, the Private investors club of the Cancer-Bio-Santé cluster held its 6<sup>th</sup> meeting in Toulouse. It was an opportunity to announce the arrival of two new members, to welcome four new companies looking for financing, and to once again take stock of its efforts. Created in January 2009 with 13 members, the Club now consists of 25 banks, capital risk companies, “business angel” networks and institutional investors. In particular, its efforts have included working with 20 companies.

Four new companies presented their activities and explained their financing needs. At the end of this initial contact, the discussions between companies and investors are continuing and will perhaps lead to the set-up of financing solutions to assist with the growth of these 4 companies, as was the case during the roundtable carried out for the Vectalys company in mid-2010, and for five other fundraising actions that are now being finalized.



[\\_ Consult the archives \[http://www.competitivite.gouv.fr/spip.php?article116&lang=fr\]](http://www.competitivite.gouv.fr/spip.php?article116&lang=fr)

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