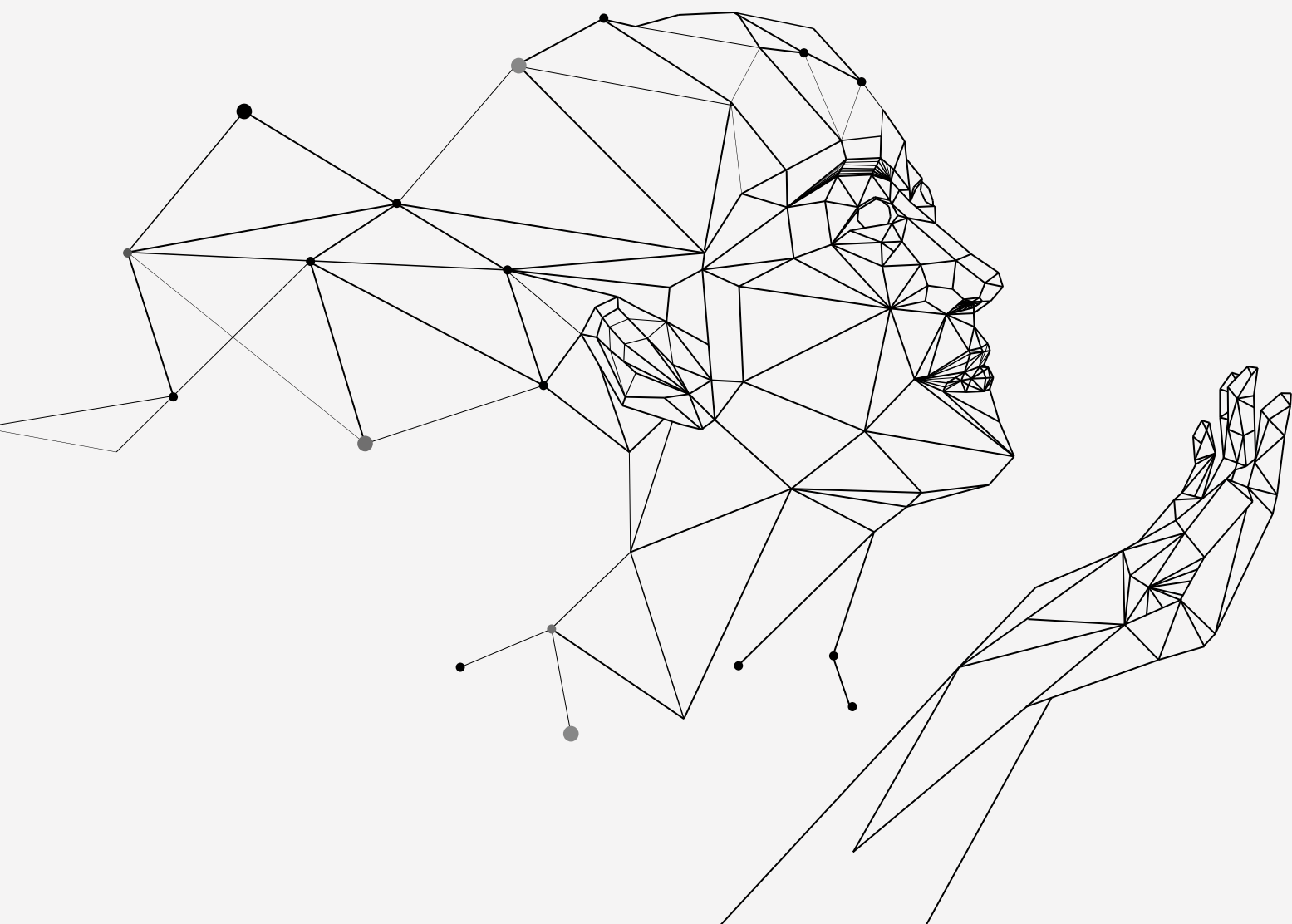


---

LET'S SHAPE  
TOMORROW'S WORLD  
WITH TODAY'S  
INNOVATIONS!

---



# → Innovation accelerator: from public research to market

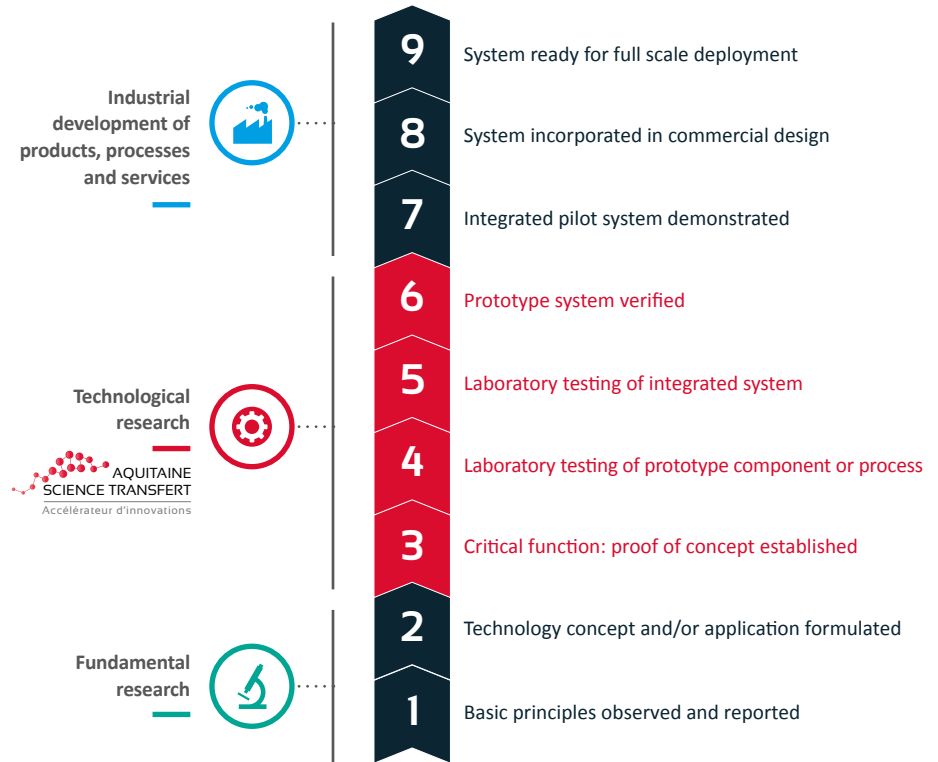
Created in July 2012, the Technology Transfer Office Aquitaine Science Transfert (AST) aims to accelerate the dissemination of innovations on the market. Our objective is to create socio-economic successes from inventions coming from French public research institutions.

Working as the link between academic researchers and businesses, AST supports innovative concepts from the researcher's invention until proof-of-concept has been established (pre-industrial prototype, pre-clinical trials, beta version of a web service, etc.)

AST invests both financial and human resources in **technological maturation, intellectual property protection (patents and software), market research and prospect research** to maximize the chances of success for each invention.

We take on the risk of innovation and speed up access to markets. The outcome being that companies acquire a patent-protected technology that has proven feasibility and a strategy for market access.

After a phase of technical development and marketing, the invention will be ready to launch.



## Technology Readiness Level Scale:

AST supports innovative concepts from the researcher's invention (Technology Readiness Levels 2 to 3, also called TRL 2 or TRL 3) until proof-of-concept is established (TRL 5 to 6): pre-industrial prototype, pre-clinical trials, beta version of a web service, etc.

## → OUR MISSIONS

1

Raise researchers' awareness of the value of their research results.

2

Detect forward-thinking innovative inventions from all research sectors.

3

Protect researchers' inventions (patents and software filings, copyrights...).

4

Strengthen the technological and commercial value proposition of future innovations (maturation, market targeting).

5

Transfer innovations to companies (licences, business creation backed by or resulting from public research etc.).

6

Negotiate research partnership contracts on behalf of research institutions which have authorized us to do so.



# Researchers, research institutions: how to economically value your results?

*Aquitaine Science Transfert is your personal advisor to ensure your discoveries help build tomorrow's world.*

AST supports you by giving you dedicated human and financial resources for your projects. We also bring you our expertise in project management, marketing, intellectual property and legal affairs. AST also helps with the search for partners by identifying interested businesses, and negotiating research agreements on behalf of research institutions.

AST regularly launches calls for research results on specific research subjects in order to identify future projects. Have a look on our website [www.ast-innovations.com](http://www.ast-innovations.com) and tell us about your inventions!

## Aquitaine Science Transfert provides the following services:



Research partnership  
contract negotiation



Intellectual Property  
management



Studies  
and mapping



Valorization and transfer  
of technology



Valorization of  
research expertise



# Businesses: how to innovate with AST?

*When a new invention has been detected, the funds raised by AST allow you to reduce the inherent risks associated with putting innovative technologies on the market. Aquitaine Science Transfert allows you to:*



**Research and identify**  
potentially highly innovative  
technologies



**Co-mature projects**  
(by investing time and money)  
thus guaranteeing the future  
exploitation



**Benefit from**  
scientific **skills** and  
specific **techniques**



**Use our advisory,**  
marketing, intellectual  
property and contractual  
law services



**Identify**  
**academic partners**  
to lead R&D projects



Find out more about our patented technologies at [www.innovations-aquitaine.com](http://www.innovations-aquitaine.com) and contact our Business Unit Managers

## Since its creation in 2012\*, Aquitaine Science Transfert has:



**698**

Projects detected



**17**

Start-ups created

(which survival rate after 3 years is over 80%)



**18**

Products and services  
launched on the market



**285**

Technologies and software  
patented or protected



**48**

Exploitation agreements  
signed



**2 562**

Research partnership  
contracts signed

\*Figures from 31/12/2017

## → 3 key activity areas

Aquitaine Science Transfert is divided into 3 strategical activity areas based on the research expertise and economic sectors in the region. That being said, AST valorizes all fields of research!



### Health and Well-being

Aquitaine Science Transfert has a diverse portfolio of technologies in **medical equipment, therapeutic treatments, and life imaging.**

With a large industrial network (Sanofi Aventis, Agfa Healthcare, Merk Serono, ...), we also invest in emerging markets such as **e-health.**



**183**

IP registered patents



**40**

Partner laboratories



**19**

Licenses signed



**6**

Start-ups created



**175+**

Research partnership contracts negotiated and signed per year



### Aeronautics, Spatial, Defense & Systems

Aquitaine Science Transfert draws from the wealth of economic and academic fabric in the region (Aerospace Valley, Technopole Aerocampus, clusters etc.).

The reliability of **airborne systems, structural weight-reduction, new materials and photonic optics** and even **scientific instruments and lasers** has high stakes in our future; this is why AST has chosen to support these projects.



**213**

IP registered patents



**18**

Laboratories



**22**

Licenses signed



**9**

Start-ups created



**175+**

Research partnership contracts per year



### Energy & Green Tech

Aquitaine Science Transfert accompanies the region's 'green' players in **sustainable construction, ecomaterials, agri-food and energy production and storage.**

Amongst leaders in the creation of 'green' jobs in France, the Nouvelle-Aquitaine region (Bordeaux) is equipped with major infrastructures which are technological catalysts for innovation.



**138**

IP registered patents



**28**

Laboratories



**7**

Licenses signed



**2**

Start-ups created



**150+**

Partnership contracts per year



## SUCCESS STORIES !



### « Aquitaine Science Transfert allowed us to develop an operational tool for industrials »

I realize the importance of creating wealth from our research results. AST allowed us to continue our work and more importantly, allowed us to develop an operational tool for industrials.

**Dr. Thomas TOURDIAS**  
CO-INVENTOR, PH.D., BORDEAUX UNIVERSITY

### « The support from AST allowed us to prepare our company for fast growth »

The support from AST through a maturation programme, allowed us to consolidate the portfolio of patents Poietis uses today. This maturation also allowed us to rethink how Poietis is organized and prepare our company for fast growth.

**Fabien GUILLEMOT**  
PH.D., INVENTOR AND CEO OF POIETIS



### « Thorough and very quick to respond, AST helped me every step of the way »

After 10 years of fundamental research, we found sufficient results to exploit. I then contacted our TTO for help to protect my invention. Thorough and very quick to respond, they were able to clearly explain the steps I'd need to take and helped me every step of the way in order to transfer this technology quickly (protection, technology maturation, market research etc. ). I will certainly do it all again if I have the chance.

**Dr. Marc DUSSAUZE**  
PH.D., INVENTOR, HEAD OF RESEARCH CNRS

### « We signed the license just two years after the project started »

We signed the license with Aquitaine Science Transfert just two years after the start of our maturation project! It's hugely stimulating and rewarding to have a project, make it happen, create jobs and especially to be part of scientific excellence. At the moment, we are commercializing 2 products available in several ranges.

**Antoine DUBROUIL**  
PH.D., INVENTOR AND CEO OF FEMTOEASY



« We worked successfully for two years with the University of Pau and Pays de l'Adour on this collaborative research project for a new pheromone diffuser to fight pests in vines and corn. »

**Stéphanie MAGNET**  
DIRECTOR R&D, M2I DEVELOPMENT

### « M2i Life Sciences, a precursor with numerous awards »

**April 2018:** two Montgolfier prizes reward M2i Life Sciences in the categories Agriculture - Agribusiness and Chemical Industry for its contribution to an innovative agro-ecology that contributes to reducing the use of pesticides and promoting a healthier and more sustainable agriculture.

**November 2017:** M2i Life Sciences receives the prestigious Pierre Potier Prize in Environmental Chemistry for its outstanding work - supported by an AST maturation programme - on the design of a new innovative synthesis of the grape worm pheromone, a pest of European vines.

**Philippe GUERRET**  
DIRIGEANT DE M2I DÉVELOPPEMENT

M2i, through its subsidiary M2i Biocontrol, is a leader in pheromones for the biological protection of crops.

Find out more about  
our technologies  
and expertise offers  
in our catalogue at:



[www.innovations-aquitaine.com](http://www.innovations-aquitaine.com)



## AERONAUTICS, SPATIAL DEFENCE & SYSTEMS

Contact our Business Unit Manager -  
Aeronautics, Spatial, Defence and Systems.

**Jacky CHARTIER**

[j.chartier@ast-innovations.com](mailto:j.chartier@ast-innovations.com)

**Tel:** +33 (0)5 33 51 43 05

**Mob:** +33 (0)6 26 53 07 19



## HEALTH AND WELL-BEING

Contact our Business Unit Manager -  
Health and Well-being.

**Jean-Luc CHAGNAUD**

[jl.chagnaud@ast-innovations.com](mailto:jl.chagnaud@ast-innovations.com)

**Tel:** +33 (0)5 33 51 43 26

**Mob:** +33 (0)6 26 53 43 97



## ENERGY & GREEN TECH

Contact our Business Unit Manager -  
Energy and Green Tech.

**Jacques SUSPERREGUI**

[j.susperregui@ast-innovations.com](mailto:j.susperregui@ast-innovations.com)

**Tel:** +33 (0)5 33 51 43 36

**Mob:** +33 (0)6 09 51 55 24



**AQUITAINE  
SCIENCE TRANSFERT**  
Accélérateur d'innovations

### HQ – Talence Office

Bâtiment A31 – 3ème étage  
351, cours de la libération  
33405 Talence cedex - France

**T.** +33 (0)5 33 51 43 00

### Pau Office

Avenue de l'Université  
BP 81121 - 64011 Pau - France

**T.** +33 (0)5 40 17 52 92

[contact@ast-innovations.com](mailto:contact@ast-innovations.com)



Aquitaine Science Transfert  
(SATT Aquitaine)



@SATTaquitaine



SATT Aquitaine



[www.ast-innovations.com](http://www.ast-innovations.com)

#### Founders shareholders



#### Founders partners

