Benefits of the Alsace Region for your project... Come and join us!

- A unique ecosystem for MedTech companies
- A dynamic and innovative business environment
- A world-renowned research and training base
- Easy access to the European markets
- An international region by its very nature
- State-of-the-art infrastructure
- Real estate solutions adapted to your needs
- An outstanding quality of life
- The best of France, in the heart of Europe
- and much more...
A closer look at the Medical Technology industry

Europe
- Market: €100 billion
- 25,000 companies, 95% of which are SMEs

France
- The second-largest European market after Germany

Sources: Eucomed, BPI

Alsace
A gateway to the European Medical Technology market!

Welcome to Alsace, in the heart of the well-known Franco-German-Swiss BioValley: Merck Millipore, Stryker, GE Healthcare, Bruker, Hartmann, Zimmer... In this area you will find a concentration of talented MedTech leaders and state-of-the-art start-ups within a radius of 145 km. All are able to benefit from an outstanding tri-national ecosystem open to Europe and the world:
- Direct access to the three leading countries for Medtechs in Europe, accounting for more than 45% of the European market,
- Globally renowned scientific experts and opinion leaders, particularly in the fields of image-guided minimally invasive surgery and biomedical implants, etc.
- Flagship projects in the e-health field,
- Around a dozen leading teaching hospitals within a 200 km radius.

Sources: «The European Medical Technology Industry in Figures» MedTech Europe 2013

France: The most attractive R&D Tax Credit in Europe!

France ranks first for corporate taxation relating to R&D activities. The tax credit amounts to 30% of annual R&D expenses. The credit basis considers all R&D expenses (salaries, payroll taxes, depreciation, patents, etc...). The cost of subcontracting to French or European public organizations is accounted for at 200%.

Source: Business France

Alsace in addition to being a business and scientific hub… is an international and vibrant region which has always attracted new talent:
- Alsace, the North-Eastern region of France bordering Germany and Switzerland: a favorite choice for foreign companies and individuals seeking a dynamic and welcoming location for their activities on the European continent.
- With its long standing multi-cultural and multilingual assets, Alsace is the first international region in France, with the seat of the European Parliament, Council of Europe and other international organizations, as well as with a large foreign community of professionals and students.
- With two European airports in Alsace, offering more than 100 direct regular flights and three international hubs within 2.5 hours, Alsace offers full access to Europe and the world. It is also at the crossroads of major European road and rail connections, including two High Speed TGV lines. Strasbourg : 1h46mn from Paris (4/16).
- An exceptional quality of life with an outstanding concentration of historic and cultural sites, diversity of lively cities and quaint villages, beautiful mountains allowing multiple outdoor activities, the best white wine in the world... and the highest concentration of Michelin-starred restaurants!

Sources: Alsace BioValley, Eurométropole

International excellence:
- 600 Life Sciences companies, including 250 MedTech companies
- 50,000 employees in the Life Sciences
- 9 Prizes (Nobel, Lasker, Leibnitz…)
- 15,000 scientists
- 3 universities listed in the world’s top 100 (Shanghai Ranking – 2014)
- 13 research centres and laboratories operating in the MedTech field

Source: Alsace BioValley, Eurométropole

Alsace, a winning location for your project
Highly concentrated innovation

Located in the heart of the Golden Triangle of R&D between Baden-Württemberg (Germany) and Northwestern Switzerland, Alsace is a true hub of scientific competence. This border region is home to one of the highest densities of laboratories and researchers in Europe. Winners of scientific awards, internationally renowned institutes and experts on various subjects deploy their know-how here and shine beyond the borders. Alsace is the 1st region in France in terms of the impact of its scientific publications for example in engineering sciences.

Internationally renowned Institutes

The IRCAD
Research Institute against Digestive Cancer
A world-renowned centre for minimally invasive surgery (research and training).
www.ircad.fr

The IHU
Institute of image-guided surgery
A biomedical innovation institute focusing on image-guided surgery (treatment, research and training).
13,000 m² I 14 state-of-the-art operating theatres
www.ihu-strasbourg.eu

The I-Cube laboratory
A leading laboratory in the field of biomedical engineering specialized in the engineering, IT and imaging sciences. Experts in medical robotics.
500 staff I 114 research teams
www.icube.unistra.fr

The Carnot MICA Institute
A research institute with industrial deployment as its end goal, specialized in functional materials, surfaces and interfaces, covering the whole chain from research through to application.
562 staff I 7 research laboratories
700 publications per year
www.carnot-mica.fr

Swiss and German R&D centres further boost the range of capabilities and add capacity to the sector including: KIT/Karlsruhe Institute for Technology/Karlsruhe (D), IMTEK/Institut für Mikrosystemtechnik/Freiburg (D), MITT/Minimal invasive Technologien/Tuttlingen (D), FHNW/Fachhochschule Nordwestschweiz/Muttenz (CH), SNI/Swiss Nanoscience Institute/Bâle (CH).

Outstanding training, adapted to the needs of health companies

With its comprehensive and high performance training system, Alsace attracts 67,000 students at the Université de Strasbourg (listed among world’s top 100 universities*) and the Université de Haute Alsace/UHA. Alsace also benefits from a dense network of engineering schools covering many scientific fields : biomedical, mechatronics, biotechnology, chemistry, physics, polymers and materials, etc.
www.alsacetech.org
* Shangai Ranking 2015

SATT Conectus Alsace, entry point to Alsatian research for industrial R&D

The first French tech transfer acceleration company, Conectus Alsace brings public lab innovations closer to market through investing in proof of concept and licensing. SATT Conectus also initiates and manages public-private research partnerships.
www.conectus.fr/en

Some companies already here:

• The Haras Biocluster, located in the immediate proximity of the IRCAD and the IHU, on the outstanding site of the Former Haras Royaux (royal stud farms) of Louis XV.
• Ircad 2, hosting two major international companies in the field of the surgical industry.
• PhB, a new business center hosting innovative companies.
• The Technoparc (opening scheduled)

Real estate solutions adapted to your needs:

Four sites devoted to welcoming companies specializing in the medical technologies sector:
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• Ircad 2, hosting two major international companies in the field of the surgical industry.
• PhB, a new business center hosting innovative companies.
• The Technoparc (opening scheduled)

With its location in the heart of the European region in the immediate proximity of the former Haras Royaux (royal stud farms) of Louis XV, Alsace was awarded the «Metropole French Tech» label for its outstanding ecosystem, including the Strasbourg MedTech Campus. The IRCAD-IHU Strasbourg Cluster is specialized in the development of innovative surgery to deliver personalized patient care, combining the most advanced minimally invasive techniques and the latest medical imaging methods. It offers an exceptional environment for education and translational R&D, thus providing a highly fertile ground for partnerships in the field of MedTech. Every year, 5,000 surgeons from all over the world are trained by a team of 800 international experts, to obtain high-level skills. The WebSurg virtual University, which offers free access to full courses, has built a community of 325,000 members and ranks number one for web referencing in the field of surgery.
Alsace is home to many talented companies...

An outstanding scientific and business environment

Founded in Strasbourg in 2011, Defymed develops innovative medical devices for cell therapy. «Our first product was a bioartificial pancreas to treat patients with type I diabetes. It takes the form of a bag designed to contain insulin-secreting cells. This medical device has the ability to restore the physiological secretion of insulin to regulate blood sugar. Being based in Alsace has enabled Defymed to recruit high quality personnel, to forge top level partnerships and to develop our products more quickly thanks to a scientific and business environment unique of its kind in Europe».

Séverine SIGRIST, PhD.
CEO

Developing the products of tomorrow

As a leader in the production and distribution of single use medical devices, the company Hartmann France has been based in Alsace since 1972. It seeks to be a valued partner for health professionals thanks to its extensive medical experience, with its ambition being to provide innovative solutions to better meet the needs of clients. Almost 1,000 staff are involved in fulfilling this corporate purpose within the Marketing, Sales, Supply Chain and Production departments. «Our growth is based on a qualified and multilingual workforce in addition to an outstanding location for the European supply and distribution chain for our products. With the support of the Alsace BioValley cluster, we are busy developing the products of tomorrow».

Michel Kuehn, Chairman of the Board
COD, Hartmann Group

The first Artificial Larynx of all times, “Made in Alsace”

Created in late 2014 in Strasbourg PROTip Medical has developed the first Artificial Larynx of all times. This medical device has successfully been implanted in human in 2013, clinical trials are ongoing in various European countries. Through close collaboration with Strasbourg Teaching Hospitals and the competitiveness cluster (Alsace BioValley) PROTip Medical has been able to access many human and financial resources. Hence positioning the company as a world leader in the field of laryngology implants against certain larynx troubles (aspirations).

Maurice Berenger,
CEO ProTip Medical

Alsace has a world-class life science environment!

A successful health cluster to help your company grow!

Alsace BioValley is a world-renowned health cluster enjoying established connections with American, Canadian, Japanese, German, Swiss and Belgian clusters. Its MedTech experts will identify new growth, financing and innovation opportunities for your company. Access unique business solutions (collaborative R&D projects, tailored introductions to new partners and clients, financial engineering, etc.) and take advantage of their established networks in the heart of Europe.

www.alsace-biovalley.com/en/
www.biovalley.com

In Alsace: everything you need to innovate!

An incubator to create your business more smoothly.

SEMIA, the incubator of innovative companies in Alsace, helps projects especially in the life science and health sector by providing human, financial and technical support.

www.smia-incubateur-alsace.com

Join over 600 Life Science Companies that have chosen the UpperRhine Valley to set up shop!

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The **Alsace Business & Tourism Development Agency** promotes the region’s **industry, innovation, research & education, arts & culture,** and **tourism.** It contributes to the region’s growth and global outreach by attracting companies, entrepreneurs, visitors, scientists, and students. Our team provides a **wide range of free and fully confidential services** to assist and inform interested foreign companies about doing business in Alsace. Our multilingual experts provide a step by step assistance to companies **setting up and developing operations** in Alsace.

### 5 steps to success

**Access Alsace adds value to your project**

**STEP 1** **PLANNING**

Optimize a European market strategy for your operation. We have been working for 60 years with international companies on these key planning elements.

**STEP 2** **INFORMATION**

Finalize your business plan. We provide accurate information on costs, support, human resources, regulations, utilities, real estate, and suppliers, to help you build set-up options.

**STEP 3** **VALUE CHAIN**

Access to strategic networks, partners and providers. Franco-German tax adviser? English-speaking accountant? Pick’n’pack logistics provider? We will find them for you!

**STEP 4** **INFRASTRUCTURE**

Get your business up and running smoothly. We find land, buildings, offices, incubators; apply for public support programs; help expats find housing, work permits, education, ...

**STEP 5** **IMPLEMENTATION**

Fast track your project. Creating the company; getting power, telecom, broadband, permits; hiring local staff; … and much more, until your subsidiary is up and running

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