



BUSINESS LINE FINANCE ET INNOVATION PERFORMANCE

Taking Great Ideas from Lab to
Market – How we do it

Pitch perfect and boost the European Bio-Economy

Cross-border pitching, matchmaking and networking event

Date: Wednesday 7th November 2018

Location: Sheraton Brussels Airport Hotel, Brussels Airport, Belgium

Matchmaking & networking event
enabled by:

Interreg 
North-West Europe
BioBase&SME

 Superbio

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AYMING



ayming

Finance & Innovation
performance



Élu meilleur
cabinet de Conseil
par le Magazine
Capital en 2017



32 ans
d'expérience



1 500
employés



> 20 000
clients



167 M€
CA en 2016

Assets and Strengths

Our DNA - We are Project builders

EXPERIENCE

20+ Years in collaborative projects
10 years average @AYMING
PMP certified, ISO 9001 certified

EVALUATORS & CULTURE

3 H2020 Evaluators among our 6 expert Team Leader (ERC, FTI, ...)
Culture of innovation – putting in perspective with Story telling, graphic design

WORK FORCE

50 consultants(PhD, engineers)
Broad spectrum of scientific excellence/Topics

RECOGNIZED METHODOLOGIES IN PROJECT ENGINEERING - TOOLS

Projects followed up by the whole Team (pitch)
Long time Tested methodologies adapted towards call for proposal own specificity

MANAGEMENT OF INNOVATION

Beyond Grants, capability to assist Innovation management
Scouting, watch, IP, Business model & Business Plans

NETWORK

4000+ partners since 2004 involved in Projects we brought support



OUR AREAS OF EXPERTISE

Five approaches to supporting your innovation

Training

- Training in **preparing R&D projects**
- Training in **coordinating R&D projects**

Innovation management

- **Improving innovation processes**
- Collaborating more effectively
- **Positioning you** within collaborative networks and projects

Upstream and strategic support

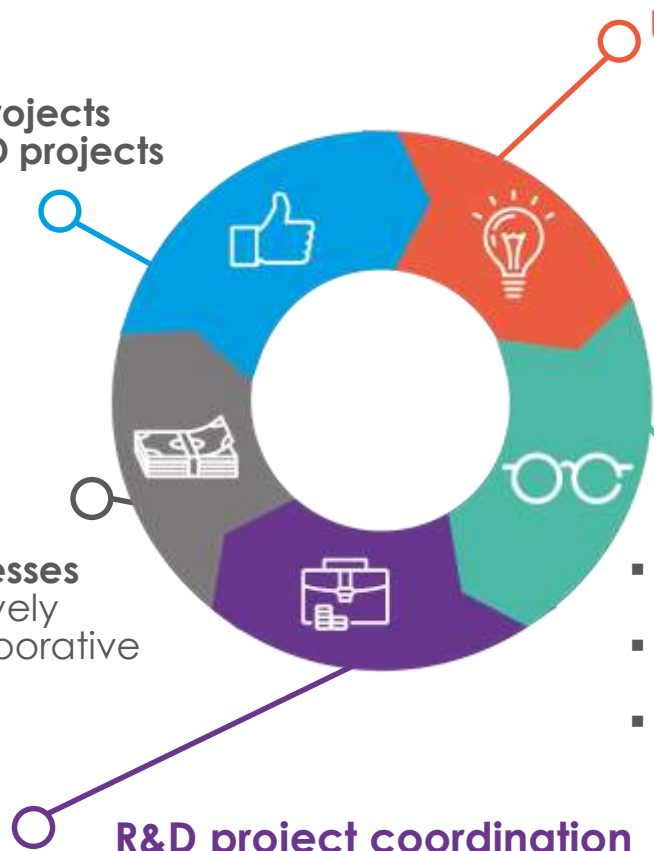
- **Support with decision-making**
- **Monitoring of calls for proposals**
- **Technology scouting** (scientific, technology and market ecosystems)
 - **Business plans**

R&D project engineering

- **Ideation** and emergence of new concepts
- **Maturation** to lay the foundations of a collaborative R&D project
- **Project engineering** and preparation of funding applications

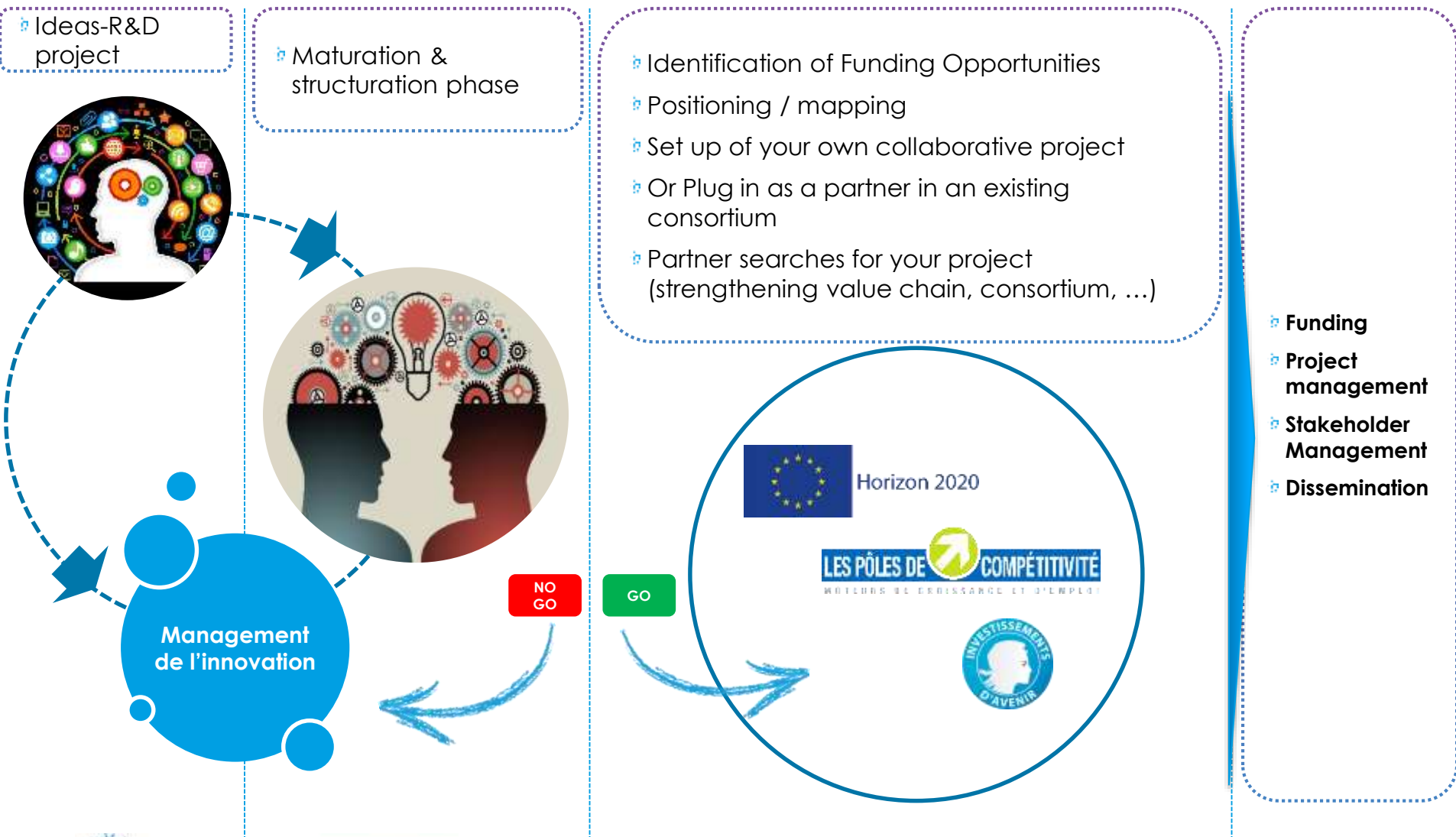
R&D project coordination

- Supporting and **managing R&D projects**
- Exploiting and **communicating your results**



Understanding– Identifying– a prerequisite

Your ideas R&D projects: base of our missions



KNOWLEDGE OF THE DIFFERENT FUNDING AVAILABLE

Our Playground



TRL

Projects to increase the participation of industry, industrialise and commercialise the results

**H2020
Fast Track to Innovation
SME Instrument**

Innovative solutions to societal challenges

Subjects based on the Industrial Roadmaps

Market-oriented
TRL 7-8



**Eurostars 2
& ERA-NET**

**KIC
Knowledge
Innovation
Communities**


LIFE+
Climate
&
Environment
2014-2020

**H2020 Pillar 2
Industrial
Leadership**

**H2020 Pillar 3
Societal
Challenges**

**H2020
Public-Private
Partnerships
Joint
Technology
Initiatives**

Applied
research
TRL 4-6

Market-oriented R&D projects, transnational framework

Promoting innovation and entrepreneurial spirit

Applied research, generic key technologies

Upstream
research
TRL 1-3

Encouraging scientific excellence

**H2020 Pillar 1
Excellent Science**

Grants



aymms

Financ
performance

< €3m

> €5m

Scale of project (funding)

Success stories

Bio-economy related projects

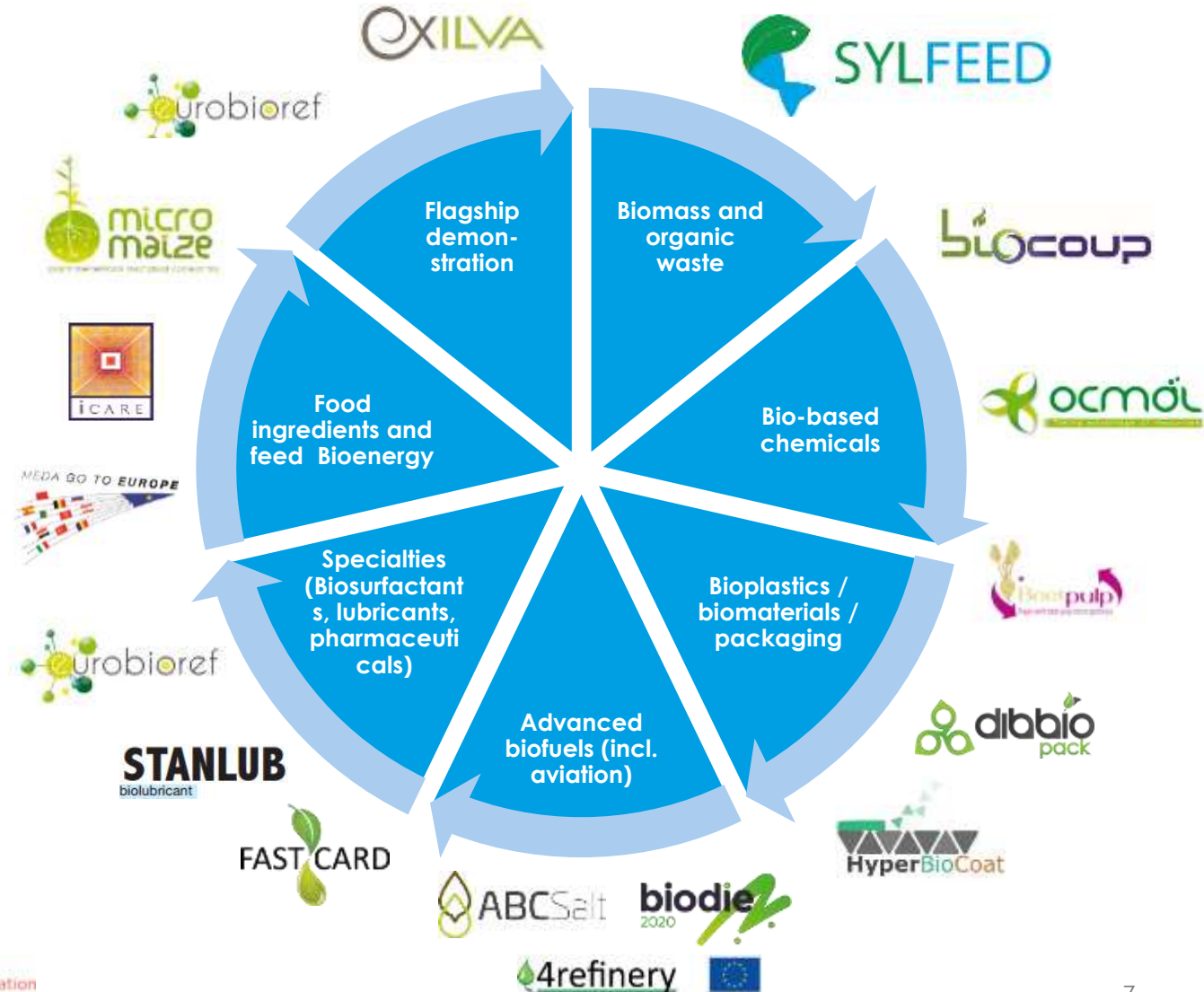
60 % Success rate on BBI JU



60 Bioeconomy projects funded



Ayiming has **successfully implemented** **> 20 projects** over the past years



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YOUR CONTACT



ayming

business
performance
consulting

Pascal SALVADOR

psalvador@ayming.com

Business Development Manager + 33 (0)4 72 35 85 89

France + 33 (0)6 21 39 72 80

Finance & innovation performance

55 avenue René Cassin

CP418

69338 LYON Cedex 09

