

# **Company Competitiveness and the dynamic of the territory The example of Sophia Antipolis**

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Europe Asia Young Leaders forum  
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# Agenda

- ✓ Sophia Antipolis has changed the economy of the Alpes-Maritimes
- ✓ The entrepreneurial dynamic of the French riviera
- ✓ The Provence Alpes Côte d'Azur Region: A new frontier to face globalisation



IBM

MONACO

NICE

GRASSE

TEXAS INSTRUMENTS

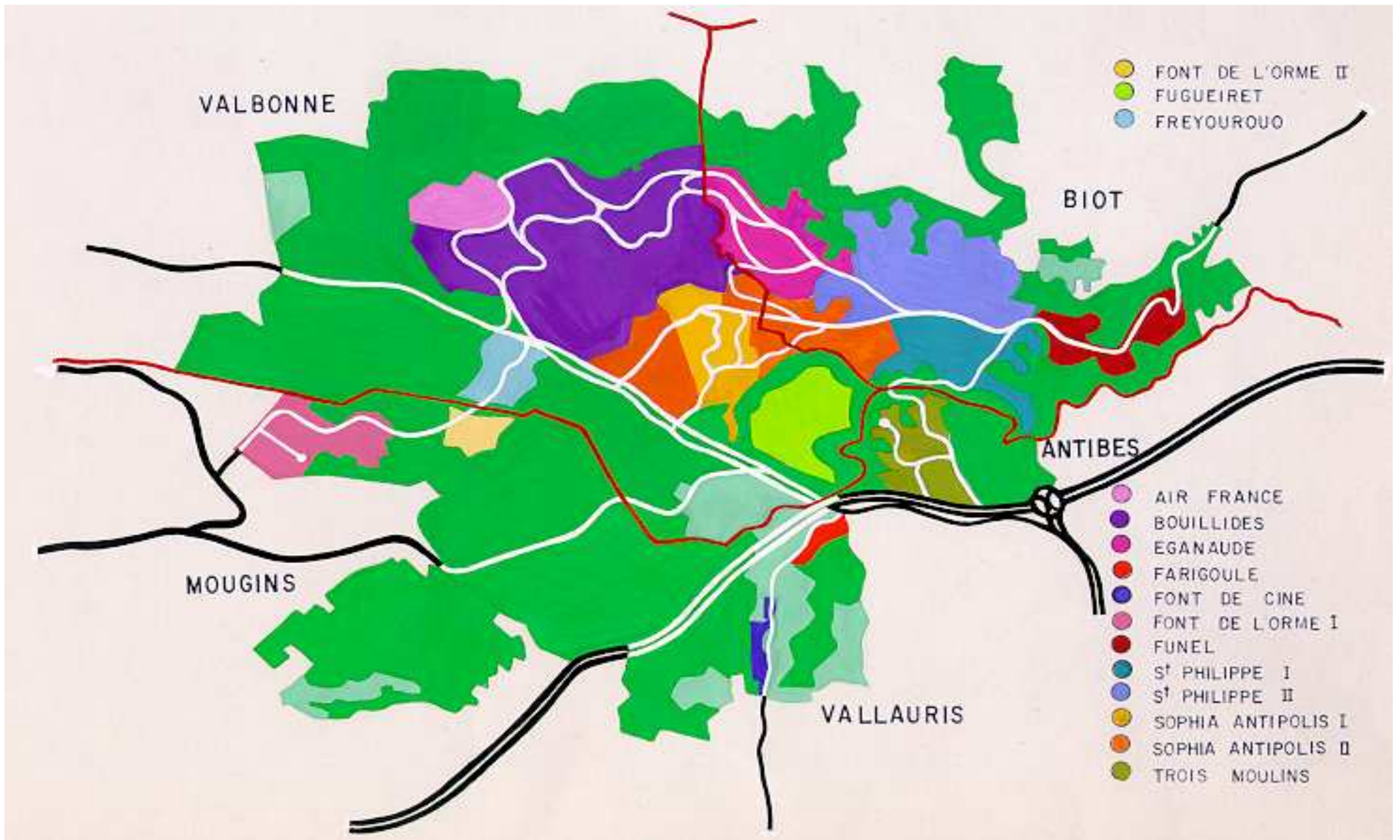
NICE COTE D'AZUR  
INTERNATIONAL AIRPORT

SOPHIA ANTIPOLIS

ANTIBES  
JUAN-LES-PINS

CANNES

ALCATEL SPACE INDUSTRIES



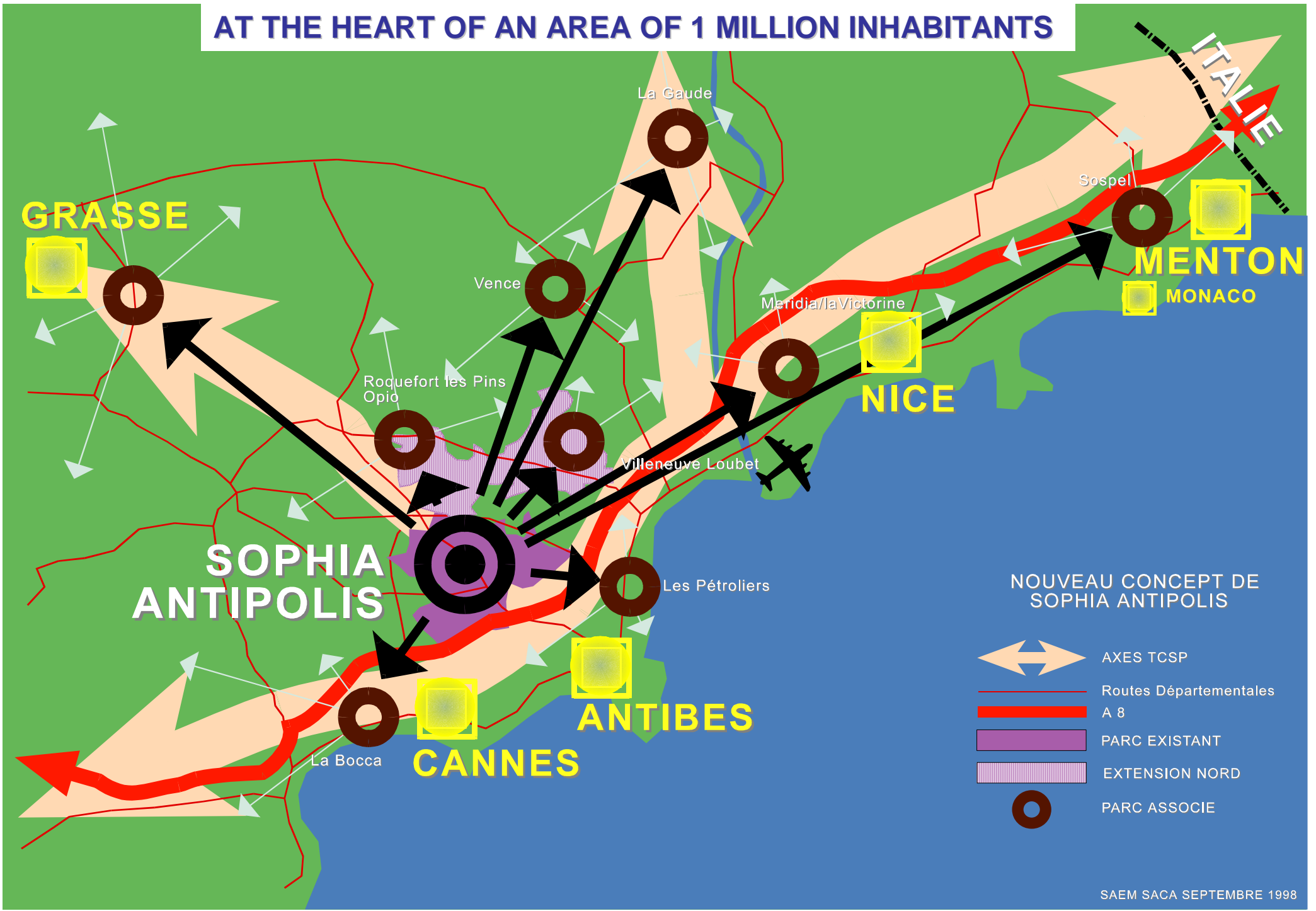
SAEM SACA

Michel Bernasconi







# Key figures of Sophia Antipolis

- **26.600 jobs**
- **1.272 companies**
- **150 foreign capital companies (1/3 U.S)**
- **68 staff nationalities**
- **4.000 researchers and over 5000 students**
- **1 800 000 m<sup>2</sup> constructed on completion**
- **8 hotels (9th under construction)**
- **5 students' residences (6th under construction)**

# AT THE HEART OF AN AREA OF 1 MILLION INHABITANTS



## NOUVEAU CONCEPT DE SOPHIA ANTIPOLIS

-  AXES TCSP
-  Routes Départementales
-  A 8
-  PARC EXISTANT
-  EXTENSION NORD
-  PARC ASSOCIE

# A concentration of specific competences

**1. Information technologies**  
**300 co. / 11700 empl.**

Electronics  
Software development  
Telecom / Networks / Multimedia  
E-commerce / Internet

**2. Education and training**  
**65 est. / 3 200 empl.**

from elementary schools to engineering studies

**3. Life sciences and fine chemistry**  
**50 co. / 2 300 empl.**

Pharmacy  
Dermatology  
Biotechnology  
Medical imaging

**4. Environment and energy saving**  
**19 est. / 300 empl.**

From solar energy to new materials

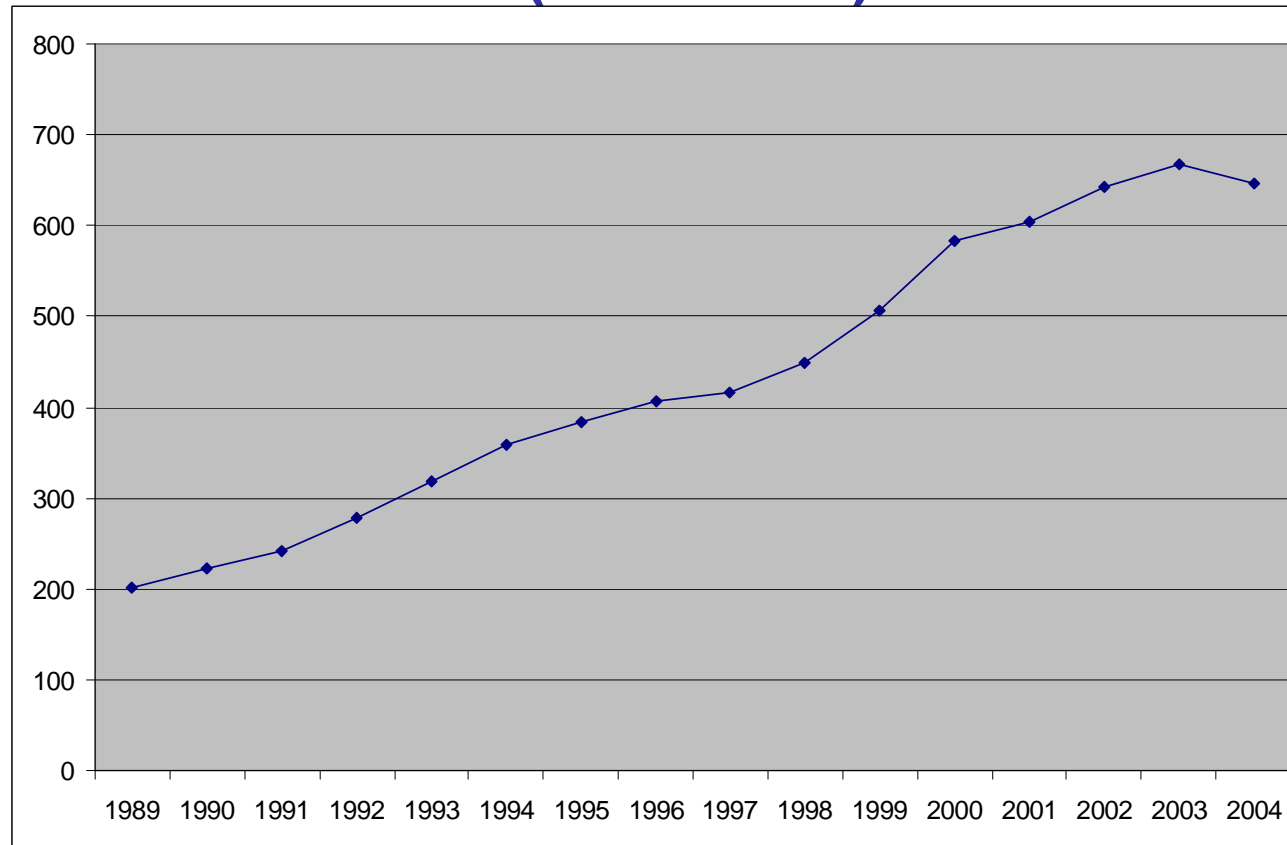
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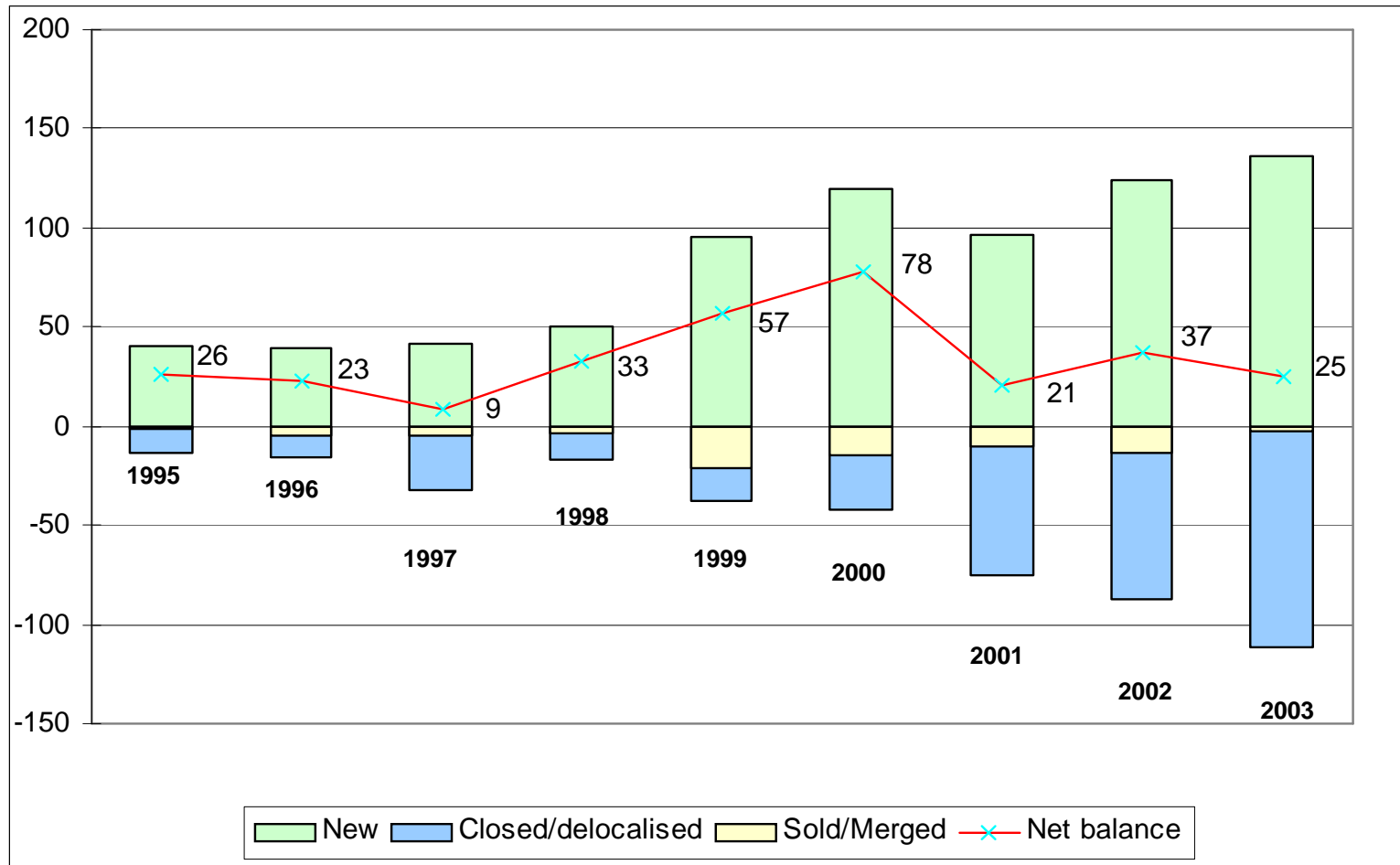
## Steps of development of Sophia Antipolis

Start-up Phase	Plateau 1	Growth	Plateau 2
<b>Exogeneous</b>	<b>Endogeneous</b>	<b>Exogeneous and endogenous</b>	<b>Endogenous and Exogeneous</b>
Attraction of French and foreign subsidiaries and public R&D labs	Lay off and departure of subsidiaries	Telecom, software company arrival and growth	Telecom reversal
<b>Spin-off from labs and reverse spin-off effect</b>	<b>Laid-off employees became entrepreneurs, Subcontracting to former companies</b>	<b>Entrepreneurial excitement in IT</b>	<b>Self employment based on advanced skills</b>
<p>Employement 14 300</p> <p>15 700</p> <p>24.000</p> <p>26.000</p>			
1974	1990	1994	2001
			2004

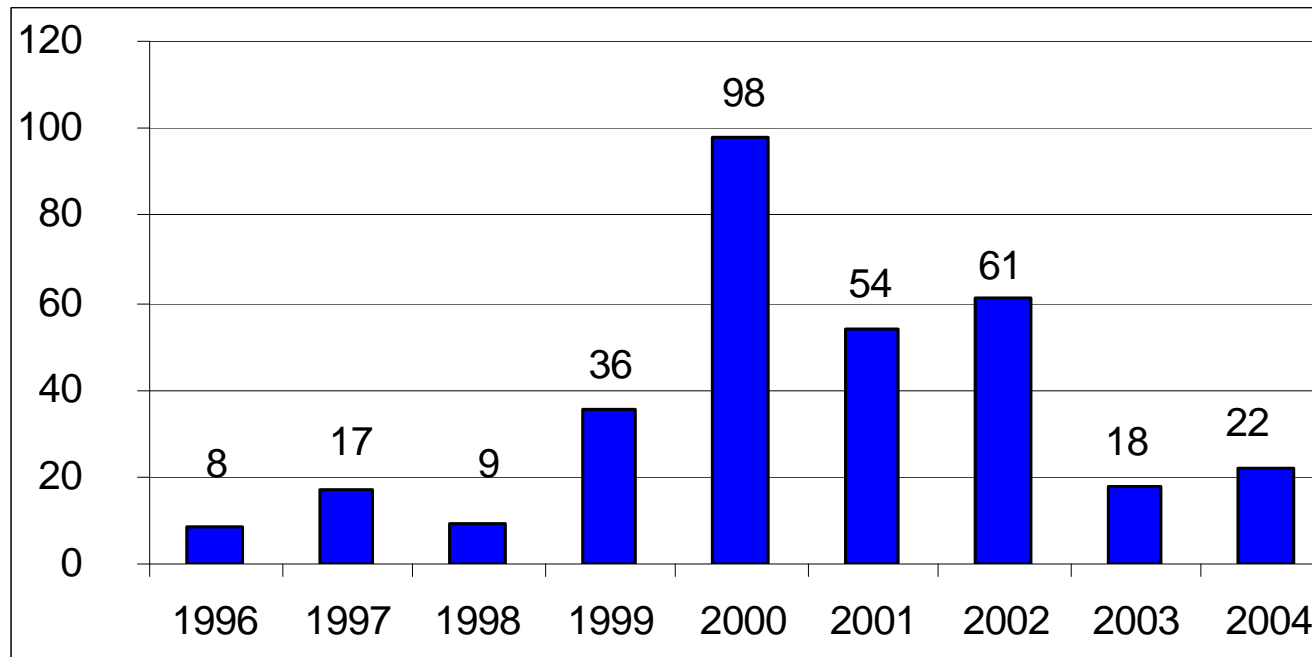
## Number of independent technology-based companies in Sophia-Antipolis and AM (1990-2004)



# E T I Demography (1996-2004)



## Amount of VC raised by independent technology-based companies



# Sophia Antipolis as an Innovative Milieu

1. **High-level Educational Institutions:** UNSA, EURECOM, CERAM
2. **R&D centers linked or partially linked to institutions:** INRIA, CNRS, GALDERMA, UNSA, CASA,..
3. **Scientific park and innovation centers**
4. **Institutions dedicated to technology transfer**, sme's or innovation: Incubators, Anvar, University Transfer, CERAM; International venture capital Summit.
5. **Key entrepreneurs or persons:** P. Laffitte, Club des dirigeants, Entrepreneurs
6. **Big companies with significant activities in manufacturing and R&D:** Thales, Amadeus, Alcatel Space, IBM,...
7. **Technological policies:** Telecom, Software, Initiative Riviera Technology
8. **Technological fairs** GSM, Milia, SAME.

Edquist C. (1997) System of Innovation, Technologies, Institutions and Organizations, Pinter, London.

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# Building a cluster

Micro Electronics

+

Software

+

Telecom

=

**Secured Communications solutions**

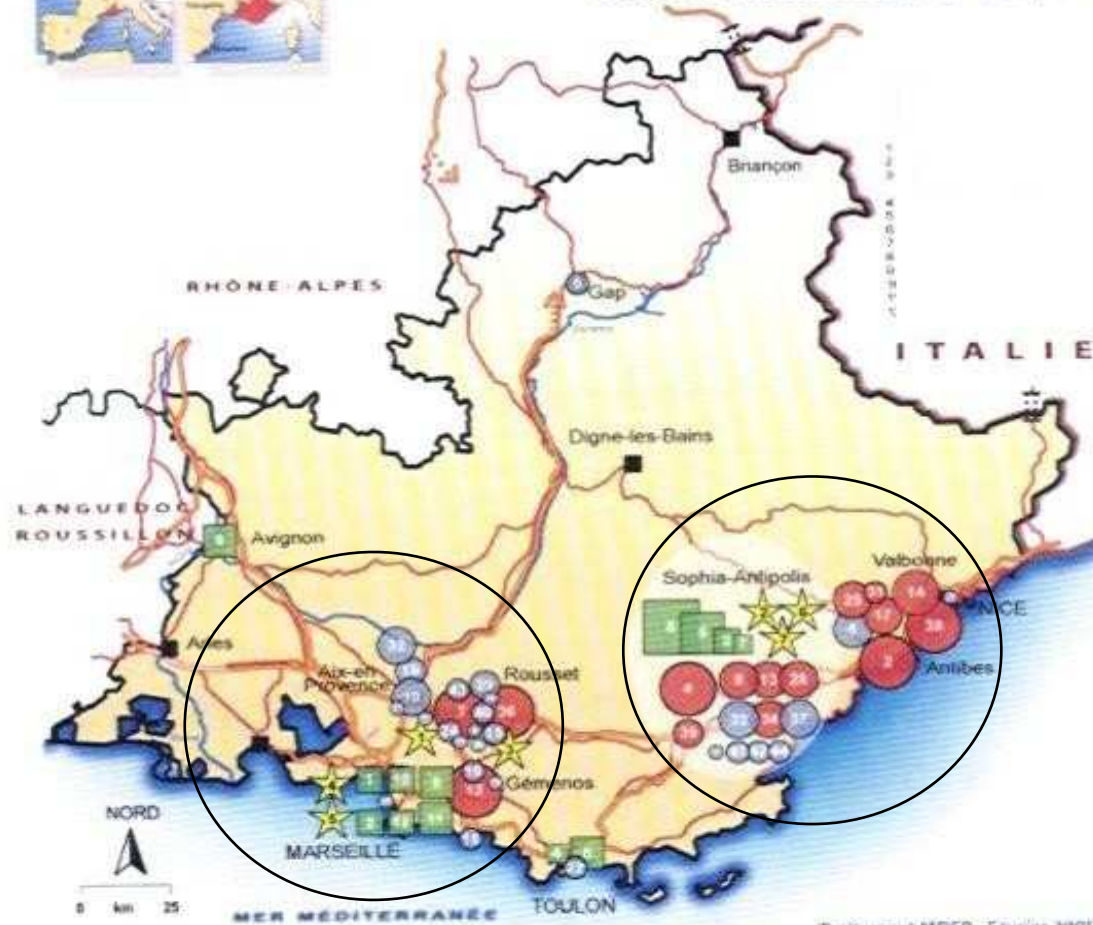
# Secured Communications solutions





- 41.000 people in IT
- 25 international groups with 6500 people in R&D (Alcatel Space, Amadeus, Atmel, Gemplus, HP, IBM, Philips, SAP, STMicroelectronics, Texas instrument,...)
- Sme industries
- 1.200 public researchers
- 1.500 engineers graduate per year.

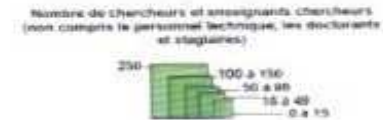
# Atouts de la région PACA et du pôle SCS ...



## Solutions Communicantes Sécurisées en PACA acteurs fondateurs du pôle



-  Public laboratories
-  Large international companies
-  Other companies
-  Associations- structures interface



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- contactless paper tickets

**ASK to deliver  
700.000 contactless  
cards**



**for Taipei**

Thanks for your attention

# Sophia Antipolis

