

SECURED
COMMUNICATING
SOLUTIONS

A World-class cluster

The future's in good hands

A world-class Cluster



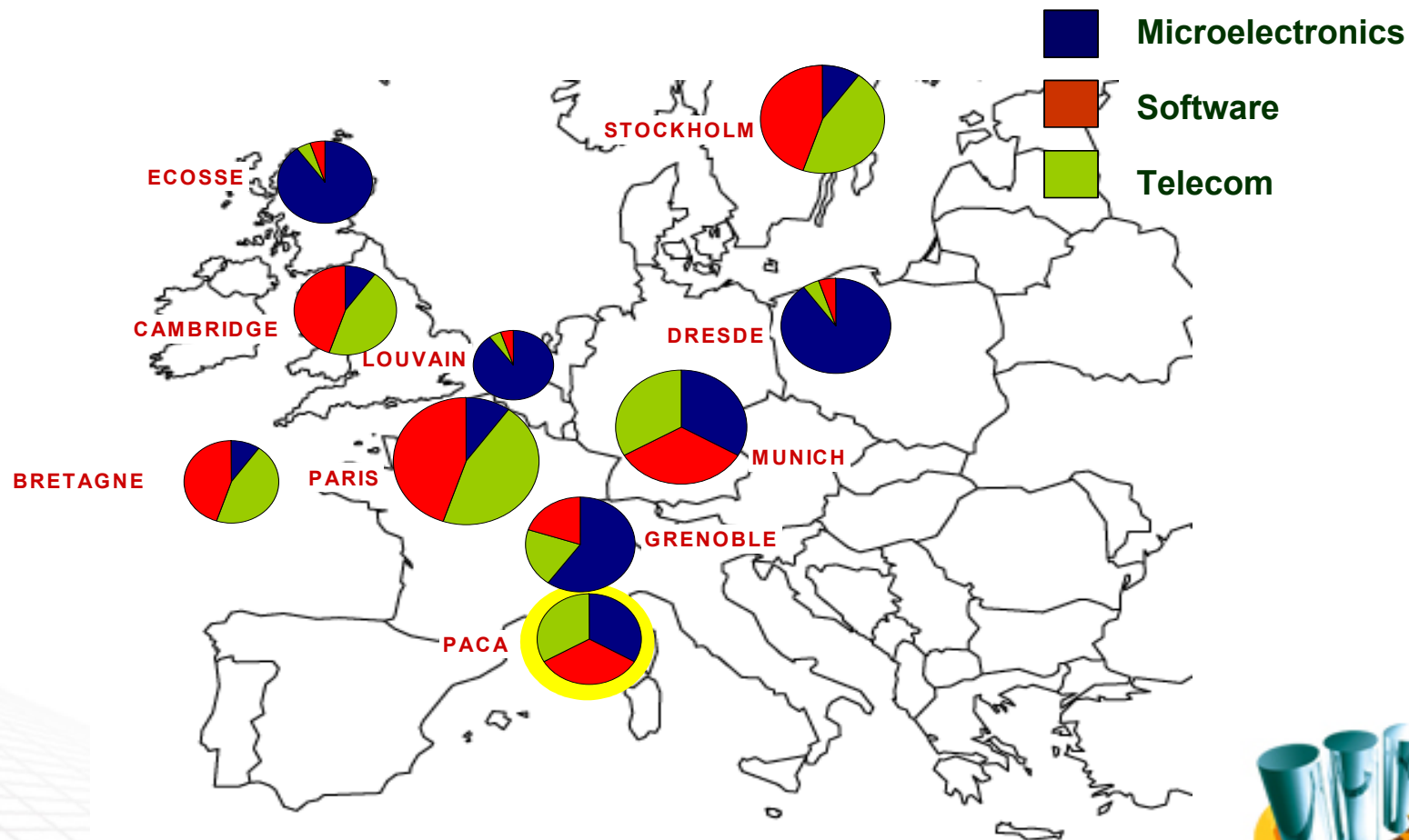
Competitiveness Clusters

- France has launched a wide-ranging industrial strategy focusing on the key factors of industrial competitiveness, particularly R&D-led innovation
- Many EU Member States have the same concerns and are turning towards sustainable economic development.
- Competitiveness clusters are underpinned by local synergies between the industry, research and education communities.



Europe: a distinctive proposal

- Microelectronics, Telecoms and Software



MICROELECTRONICS

TELECOMMUNICATIONS

SOFTWARE

MULTIMEDIA

SCS Cluster

TRACEABILITY

MOBILITY

CONNECTIVITY

CONVERGENCE

ID SYSTEMS

SECURITY



Founding Members



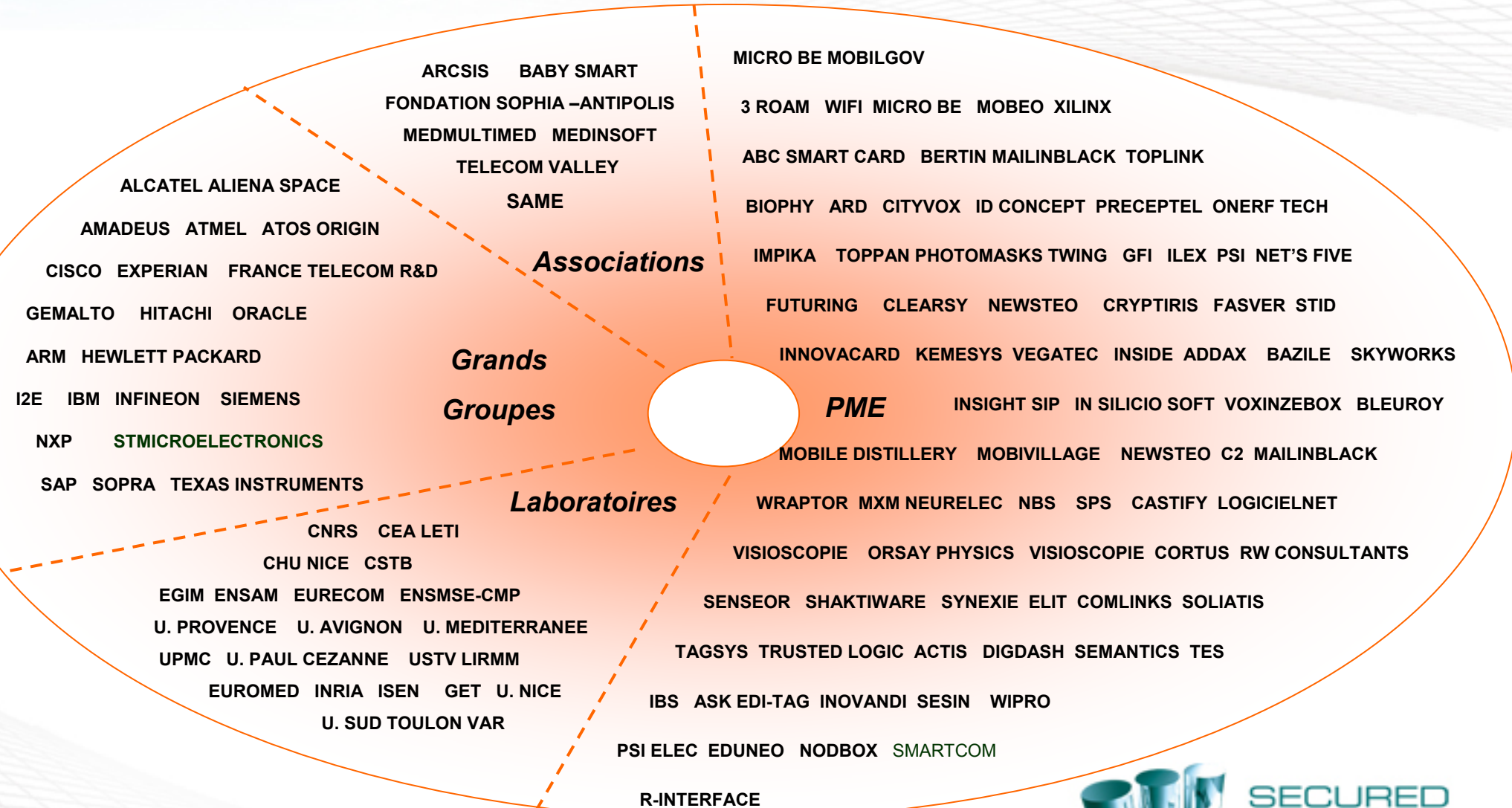
Regional Partners



Partners



In good company...



SCS World Market

- Electronic Passports
 - ◆ 150 M€ in 2006
- Health Care Cards & Terminals
 - ◆ 200 M€ in 2008
- IC's for Satellite Localization Systems
 - ◆ 540 M€ in 2005
- Security Software
 - ◆ 6 B€ in 2003
- Electronic Surveillance Systems
 - ◆ 50 B€ in 2005

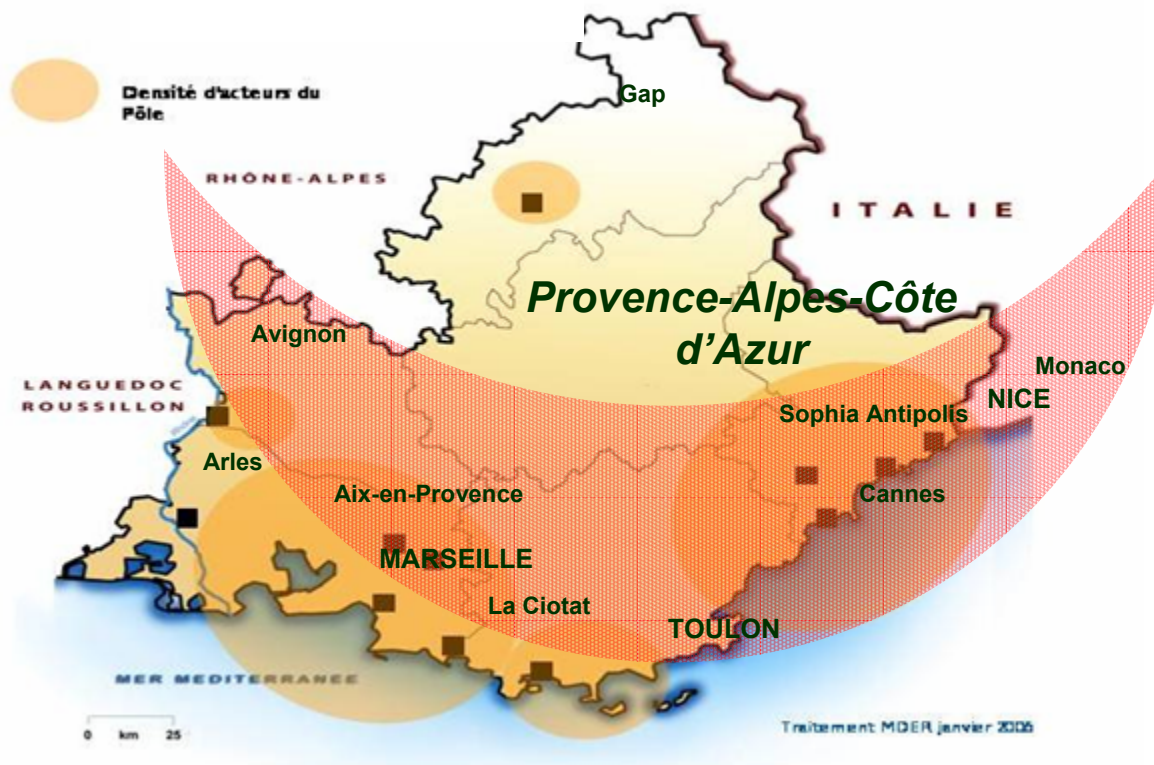
SCS Market 2008 est. 300+ B€



Dynamic Network

SCS cluster: A dynamic network of companies (Small or Medium Business and big groups), laboratories and training centers, strongly involved in projects.

Density of SCS Cluster actors



41,000 jobs in ICT

Cluster supported by **25** major international groups...

13,000 jobs, of which **6,500** in R&D

330 partners directly involved in SCS projects

1,200 researchers in the public sector

14 High-Tech schools providing for **1,500** engineers and PhD researchers every year

77+ projects labeled



Mission & Objectives

● Mission

- ◆ To design and develop new solutions integrating components, networks, software and systems to exchange and process information in a reliable and secure way

● Objectives

- ◆ To foster and encourage new, innovative, competitive projects
- ◆ To help SMEs to grow and develop
- ◆ To participate in the creation of suitable ecosystem inside the regional TIC

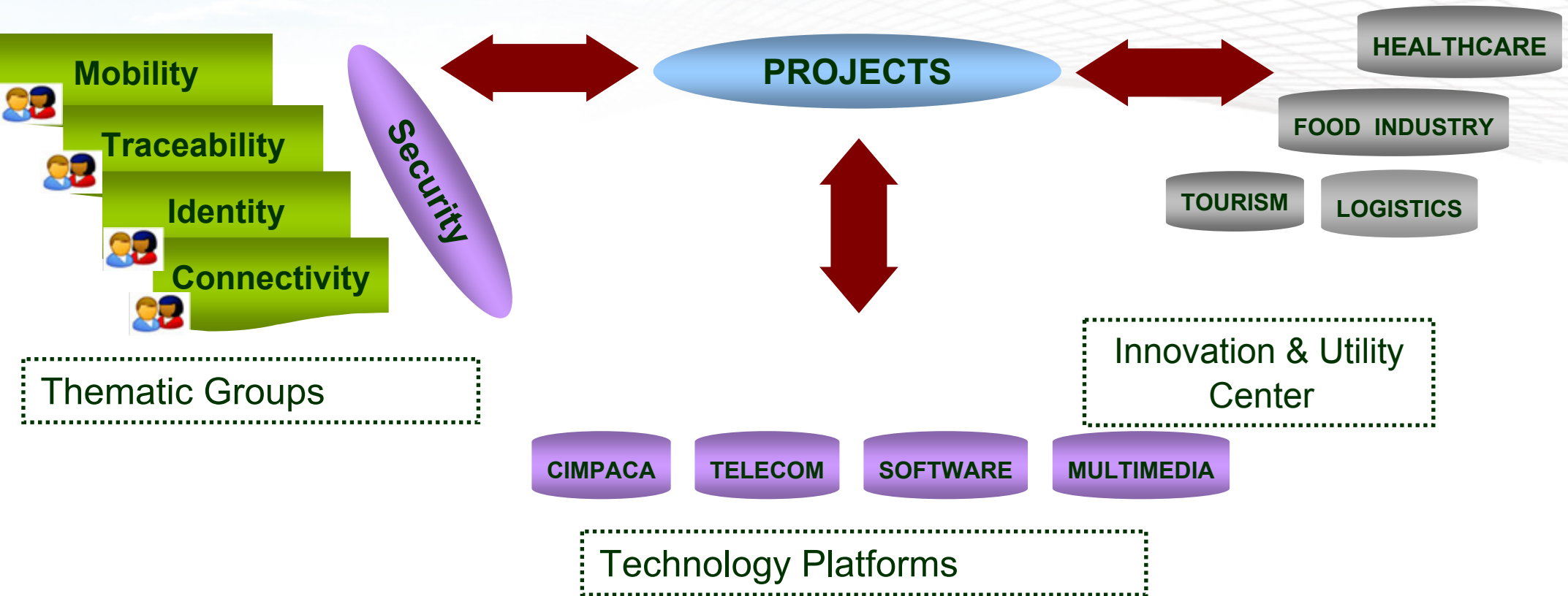


SCS Structure

- **Bernard PRUNIAUX** (ATMEL)
 - ◆ President
- **Pierre LAFFITTE** (Foundation Sophia-Antipolis)
 - ◆ Vice-president
- Board of Directors
 - ◆ Large industry
 - ◆ Academic/Research
 - ◆ Associations/ Small-medium enterprises
- Operations
 - ◆ **Jean Claude NATAF** (STMicroelectronics)
 - Director
 - ◆ **Philippe MONTEILLIER** (GEMALTO)
 - Communication
 - ◆ **Georges FALESSI**
 - Projects
 - ◆ **Bruno DELEPINE** (NXP)
 - International Development



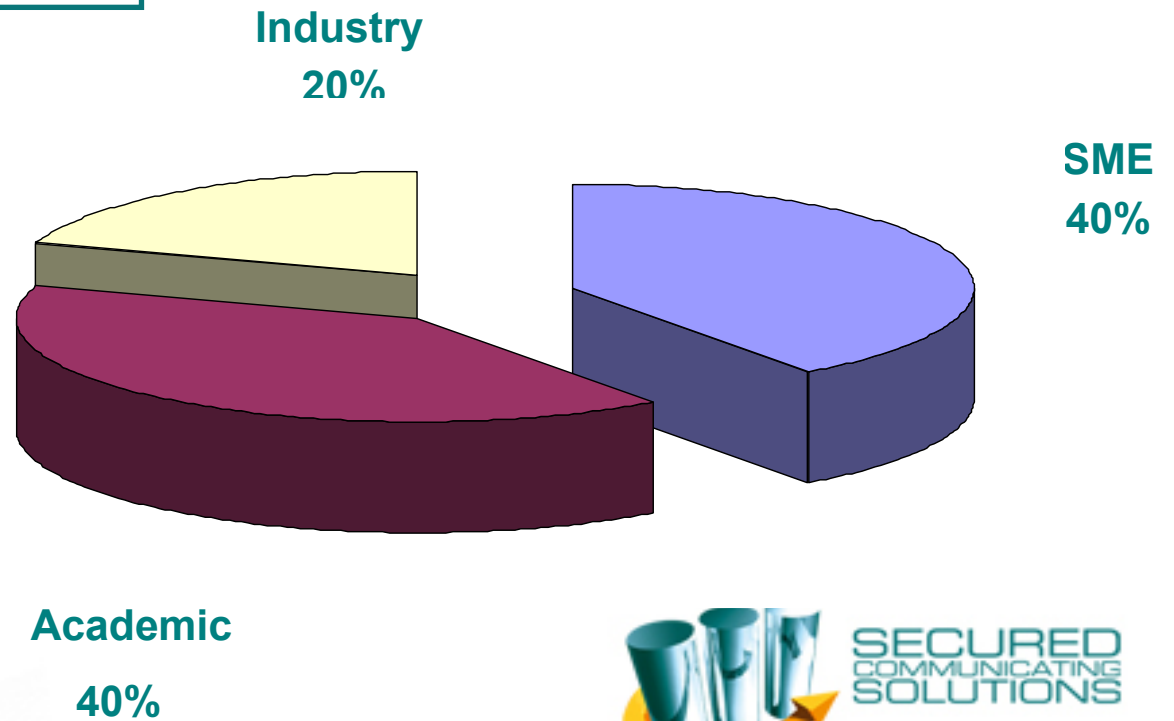
Overview



Communication, Promotion, International Activity, Partnerships, Technology Awareness, Small Business Support, Facilitation, VCs / Incubators, Training

Projects breakdown by group

- 77 projects labeled
- 40% of SME involved
- 200+ M€ spending in R&D



Secured Communicating Solutions

● Technology

- ◆ Smart cards
- ◆ Tags and RFID
- ◆ Contactless products
- ◆ Wireless Sensor Networks
- ◆ Telephony, mobile, Internet
- ◆ Communication networks
- ◆ Satellite communications
- ◆ Business communications

● Applications

- ◆ Identity
- ◆ Traceability
- ◆ Mobility
- ◆ Connectivity
- ◆ Security



Example of Market Applications

1. Health :

- Platform for maintaining elderly people at home
- Virtualization and tracability of hospital documentation and patient information/data
- Full implantable deafness communication system

2. Security and Safety :

- Intelligent car driving environment information platform
- Satellite Network Application for government agencies
- Local Communities (Cities) new services deployment using mesh network
- Individual recognition in mass events (stadium,..) using video 3D facial analysis
- Forest fires prevention and detection using sensors and communication network

3. Retail :

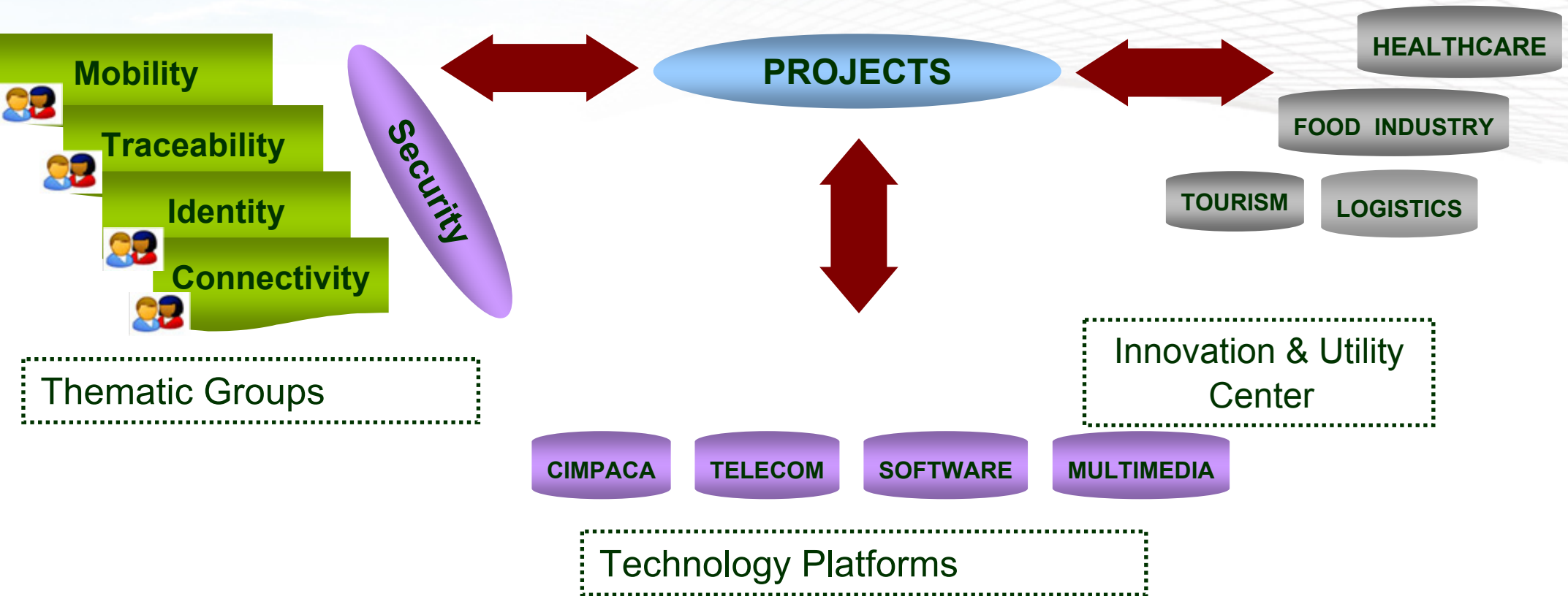
- ◆ Goods quality information from producer to the store
- ◆ Localization of goods in proximity shopping centers
- ◆ Vine Graps treatment tracability

4. Toursim :

- ◆ Mobile services (Check-in/out,...) for travel destination
- ◆ Augmenting services delivery in snow parks
- ◆ Personal Health services in Tourist package



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Thematic Groups 2007

Innovation is fostered by **theme**. Teamwork is around identification of **differentiated solutions** containing **disruptive** technology to be delivered in **attractive markets**

- **MOBILITY**, especially:

- Tourism
- Leisure
- Multimedia convergence

- **TRACEABILITY**, especially:

- Logistics
- Risk assessment
- Healthcare
- Food and textiles

- **IDENTITY**

- Personal ID
- Access control, electronic ID
- Payment and ticketing, interoperability and multi-applications

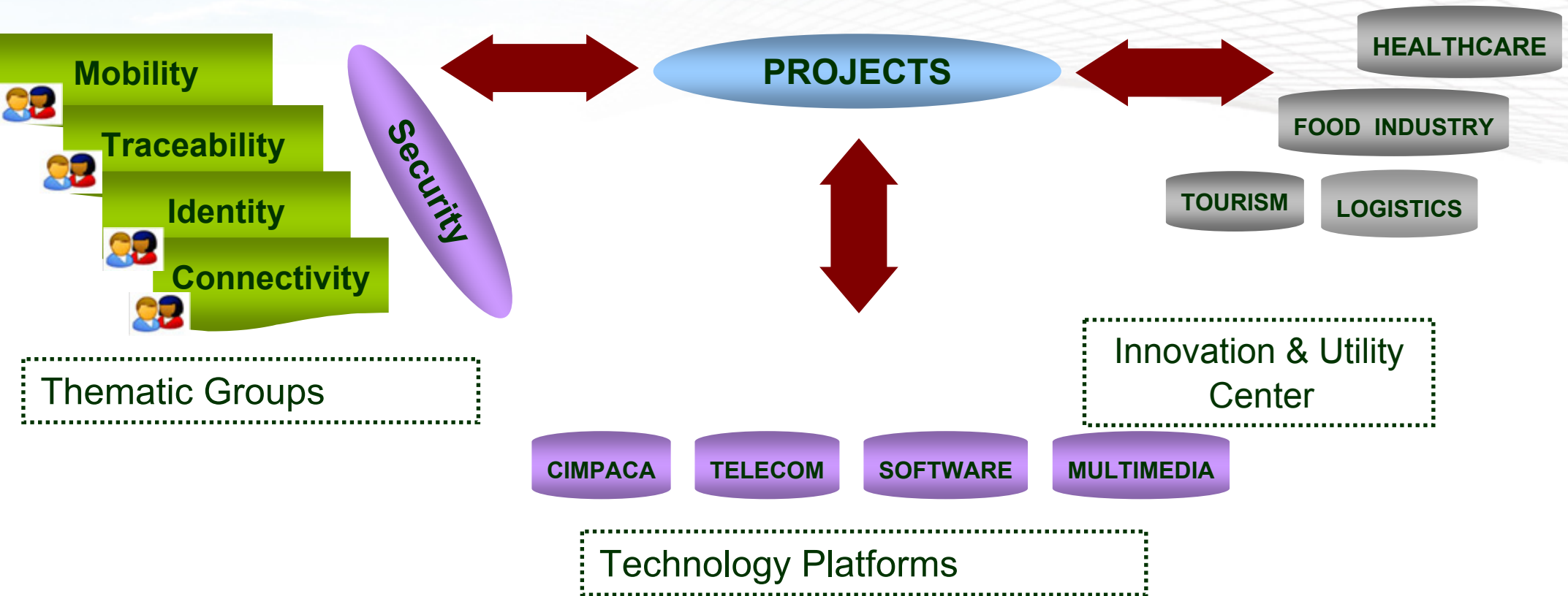
- **CONNECTIVITY**

- Wireless networks
- Telecoms for business, HR
- Network security and telecoms convergence

SECURITY and **COMMUNICATION** are common to all Thematic Groups



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Technology Platforms (1 of 2)

- Need to develop new platforms - CIM PACA / microelectronics:
 - ◆ Fast access to shared equipment
 - ◆ Building blocks to accelerate collaborative projects
- R&D projects identify key areas for development
- Regional resources developed for workgroups
 - ◆ Labs, academic communities, small and large industry
- Targeted platforms for software, telecoms, multimedia



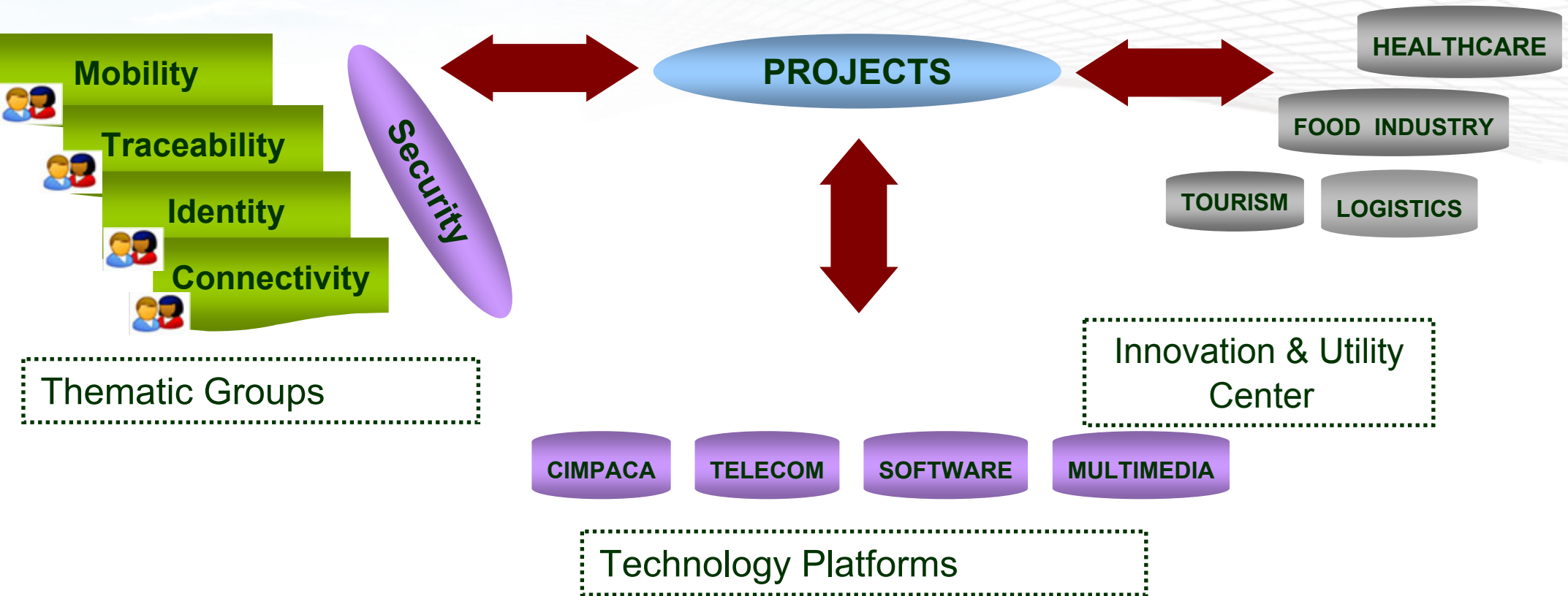
Technology Platforms (2 of 2)

- SCS advantages

- ◆ Assist regional development in new markets
- ◆ Improve added value and international competitiveness of regional value chain
- ◆ Validate industrialization techniques
- ◆ Optimize investment in cost-intensive equipment
- ◆ Attract investment in the PACA Region
- ◆ Become a test / demo center for leading equipment manufacturers



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Innovation & Application Centers

- SCS advantages
 - ◆ Evaluate projects
 - ◆ Define applications and behavior evolution in the markets addressed by our thematic groups
 - ◆ Put in place pilot schemes and demos for solutions in development
 - Measure user acceptance
 - Demonstrate the business value of innovative solutions
 - Increase the competitiveness of the region
 - Attract investment and ensure professional training
- First centers already in development
 - ◆ Tourism
 - ◆ Health
 - ◆ Logistics
 - ◆ Foods industry



Support & market intelligence for SMEs

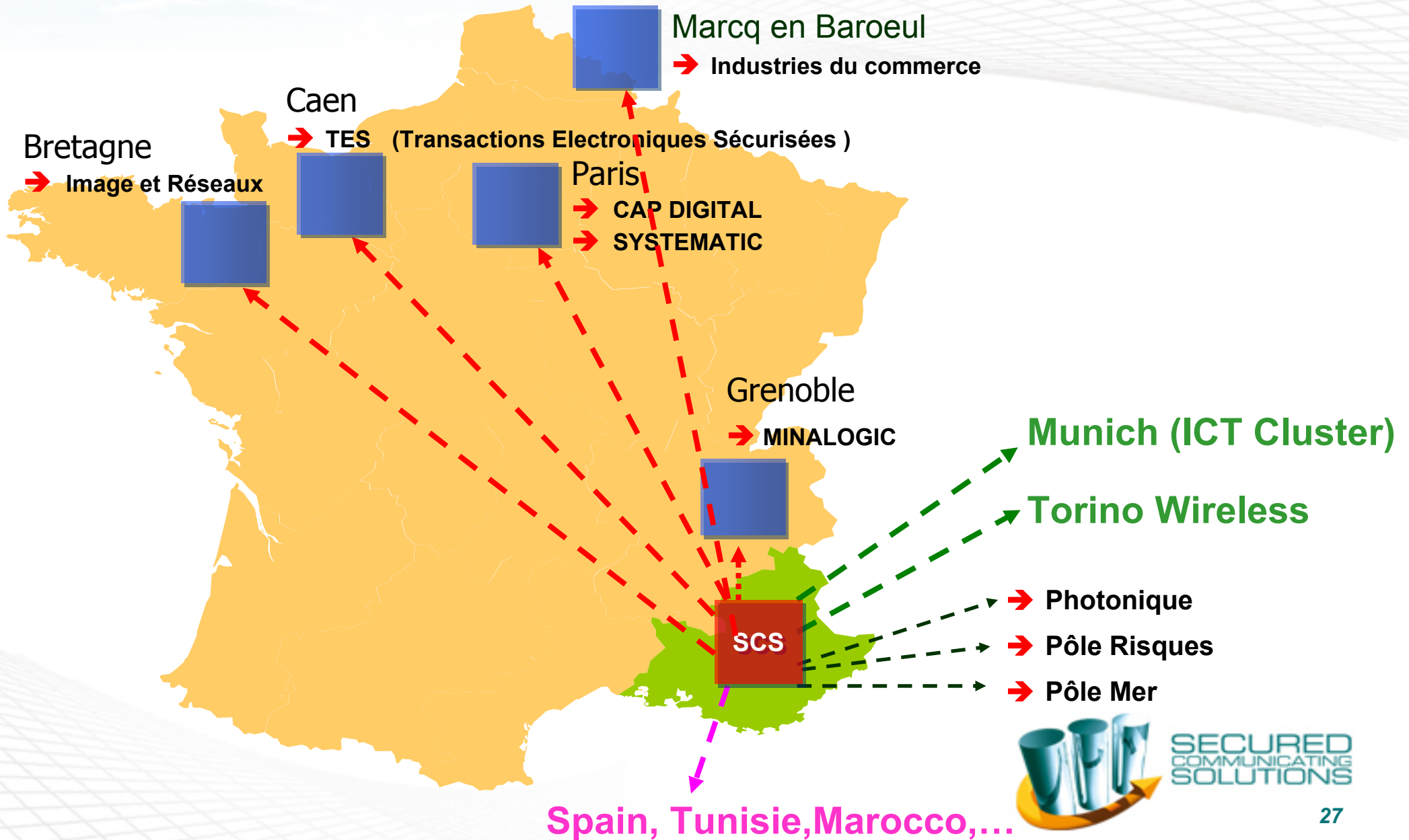
- Formalize and validate innovative projects
- Project development assistance
 - ◆ Supply market research and intelligence data
 - ◆ Confirm international business prospects
 - ◆ Identify potential partners or customers
 - ◆ Analyze existing intellectual property
 - ◆ Validate innovation schemes
 - ◆ Study scientific approaches
 - ◆ Identify the competition



International Relations

- Partnerships with international clusters
 - ◆ Torino Wireless, Tunisia,.....
- Objectives
 - ◆ Business opportunities
 - ◆ Collaborative projects
 - Join existing projects
 - Develop new projects

A vision of Network



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