

▶ INVEST IN CÔTE D'AZUR

Smart Grid companies



The European laboratory of research, experimentation
and standardization in the Smart Grid industry



TEAM
CÔTE
D'AZUR

CREATIVITY FOR BUSINESS

THE CÔTE D'AZUR ECONOMIC DEVELOPMENT AGENCY



CÔTE D'AZUR AN ACTIVE NETWORK FOR YOUR GREEN BUSINESS



▶ INNOVATE FASTER WITH

- A top destination in France for foreign R&D investments
- Sophia Antipolis: the leading European ICT technology park (1,400 companies, 20,000 engineers)
- French Riviera Eco-Valley: Major National Interest Project dedicated to sustainable development - 3 million m² of greenbuilding on 10.000 ha

▶ BOOST YOUR R&D WITH

- Scientific and academic excellence: 36,000 skilled and multicultural students
- Public research expertise: a strong innovative impulse (130 public research labs, 2,000 researchers)
- Dynamic competitive clusters of international renown: Capenergies, Environmental Risks, SCS

▶ INTERACT EASIER WITH

- An international metropolis of 160 nationalities
- 1,500 companies financed by foreign capital
- 100 direct flights from Nice International Airport
- A strategic position within the EMEA region

LAUNCH YOUR COMPANY WORLDWIDE VIA NICE INTERNATIONAL AIRPORT!

100 destinations
to 30 countries

Less than 2 hours
away from Major
European Capitals

25 connections
are serviced by
same day return flights

Business
low cost leader
in France

Daily direct flights:

Paris: 33 • New York: 1 • Dubai: 2 • Stockholm: 2
• Copenhagen: 4 • London: 15 • Amsterdam: 6
• Frankfurt: 4 • Munich: 5...

Nice airport: 2nd airport in France, 10 Million passengers, 60% of international passengers



▶ IMPROVE QUALITY OF LIFE WITH

- 2nd ecologically dynamic area of France
- 4 international schools
- "Village" price real estate

FOR YOUR BUSINESS CHOOSE FRENCH RIVIERA



ENHANCE YOUR INNOVATION POTENTIAL WITH CUTTING-EDGE EXPERTISE



▶ TOP-FLIGHT RESEARCH, STANDARDISATION AND TEST TEAMS

Competitive Clusters (Secured Communicating Solutions, Capenergies, Risks, Telecom Valley, ARCSIS), University Nice-Sophia Antipolis, CNRS, ENSMP, ADEME, CSTB, INRIA, ETSI, EURECOM, CARMA etc.

- **Center for Energy and Processes**
Renewable Energies Group: decentralized production of electricity through systems based on thermal and photovoltaic conversion of solar energy and wind energy.
- **European Telecommunications Standards Institute**
M2M Board Team: building standards for European smart meters.
- **Scientific and Technical Center for the Building Industry**
Renewable Energies Department: solar photovoltaic, solar thermal, low temperature geothermy.
- **French Agency for Environment and Energy Management**
Renewable Energies Department: smart grid, clean vehicles

▶ STATE OF THE ART INCUBATORS

- PACA EST, Telecom ParisTech in Sophia Antipolis
- Cleantech Business Innovation Center Nice Côte d'Azur in the French Riviera Eco-Valley (2.500 m²)

DYNAMIC COLLABORATIVE CLUSTERS



Non Greenhouse gas emitting cluster
316 members - 141 labeled projects
for 365 M€ of total investment
(112 M€ of public funding) a total
investment of 365 M€.

Enthalpia: creating a thermodynamic solar farm at low temperature with storage capabilities.



Secured communicating Solutions
cluster 201 members - 212 labeled
projets for 374 M€ of total
investment (143 M€ of public funding)
*Smartmmo: making small and middle size
tertiary buildings smart and communicating.*

NICHA ECO-VALLEY OR SOPHIA ANTIPOLIS!



RECRUIT THE **BEST TALENTS** FOR YOUR BUSINESS DEVELOPMENT with tailored education and training



▶ A POOL OF **TECHNICIANS AND ENGINEERS**

Ecole Nationale Supérieure des Mines de Paris, Polytech'Nice, University of Nice Sophia Antipolis, Skema Business School.

- *Energy Systems Optimization Masters*
- *International Energy Management Masters*
- *European Masters in Renewable Energy: Photovoltaics, Wind power and Hybrid systems.*

▶ SPECIALIZED **MANAGERS**

With qualifications such as the Masters degree in Strategic Management of Sustainable Development awarded by the SKEMA Business School in Sophia Antipolis.



THEY
CHOSE THE
CÔTE D'AZUR

Accent • Augier • Cisco • Cristopia • Enoleo • Grid Pocket • IBM • M2M Solution • Orange Labs • SAP • Schneider Electric • Sophia Antipolis Energie Développement • ST-Ericsson • Veolia Environnement • Wit...



CÔTE D'AZUR THE EUROPEAN LABORATORY FOR **SMART GRID** PLAYERS

N°1 National Interest Project
in France dedicated to sustainable development

N°1 European science park
Sophia Antipolis, the leading ICT science park

European Standards Organization
recognised by the EU for the ICT industry

IBM Industry Solution Center
for Smart Grid

- **PREMIO** Biggest Smart Grid platform in France
Optimizing generation, distribution, storage of renewable energy sources and energy efficiency.

The commitment of the French Government to improve the energy situation in the south of France with innovative Smart Grid projects.

Targets of local authorities led by the Alpes-Maritimes County Council and the Nice Côte d'Azur Chamber of Commerce and Industry:

- 25 % of RE_n by 2020
- 15 % increase in energy efficiency by 2013



3 STEPS TO SUCCEED ON THE CÔTE D'AZUR



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THE CÔTE D'AZUR ECONOMIC DEVELOPMENT AGENCY

1/ CHECK YOUR IDEA

We provide you with:

- Legal and Tax information;
- Economic information: potential suppliers, customers, R&D laboratories, specific training...
- Sector information tailored to your specific needs;
- Simulation of costs (salaries, utilities, public incentives, set-up costs).

Your economic development partner, gives your company free and confidential assistance at every stage of your project.

2/ LAUNCH YOUR PROJECT

We help you by:

- Showing you the available real estate, pre-selecting the most suitable sites for you;
- Connecting you to investor pools and helping you apply for public funding;
- Assisting you with recruiting people and facilitating the administrative formalities.

3/ DEVELOP YOUR BUSINESS

We can introduce you to local networks where you'll be in contact with partners in the public and private sectors: enterprise clubs, competitive clusters...

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