

# Business Case Study

## A TAILOR-MADE STRATEGY FOR A SUCCESSFUL IMPLEMENTATION



**Kléaria** is a start-up of the French National Centre for Scientific Research (CNRS) that develops a water analysis system capable of instantly revealing any traces of pesticides or heavy metals.



***DISCOVER THEIR BACKGROUND!***




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# The challenge

## RELOCATE THE COMPANY TO A DYNAMIC ECO- TECHNOLOGY REGION

Previously hosted on the CNRS site in Sophia Antipolis, Kléaria wanted to set up its pilot site in the heart of Nice's Eco Valley.



To set up the structure in an area favorable to its international and French deployment strategy,  
To find the necessary financing for the establishment.



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# Our strategy

## TO LOOK FOR SPECIFIC PREMISES FOR THEIR ACTIVITY AND SUPPORT ENGINEERING



- Search for premises with a clean room,
- Assistance in finding financing adapted to their location: regional development bonus and Ariane scheme,
- Support in establishing contacts with the ecosystem:
- "Business tour" to meet local talent.



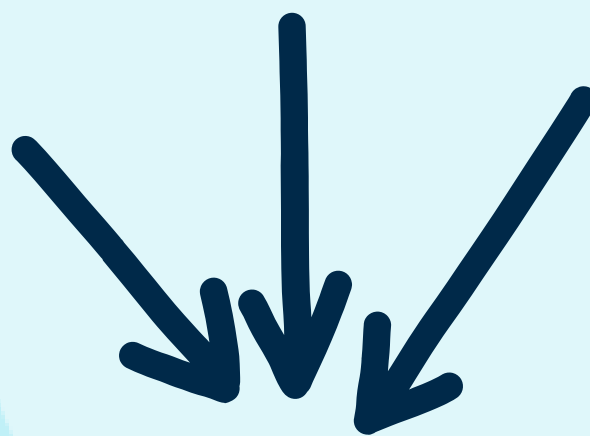
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# The result

## ESTABLISHMENT OF THE COMPANY'S HEADQUARTERS IN A STRATEGIC AREA WITHIN AN ECO-TECHNOLOGY REGION!

Thanks to the dynamics of Nice Eco-valley  
Kléaria has been able to benefit from an ecosystem conducive  
to its development.



Creation of the subsidiary and installation of the structure in the  
Nice Eco-Valley,  
Participation in the harmonious development of the territory in  
the Cleantech sector,  
Creation of their first product "Panda" following successful  
fundraising.



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# Testimonial

**“ Team Côte d’Azur was an essential partner throughout our implementation. The team guided us towards the most strategic sources of funding for our project and supported us in putting together our dossier.**

**The agency also helped us establish contacts with local people, which enabled us to integrate into the Côte d’Azur ecosystem.**

**”**

**Clément Nanteuil,  
CEO and founder**

**le aria**



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# DO YOU WANT TO SET UP ON THE CÔTE D'AZUR?



learia

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DID, GET IN TOUCH  
WITH OUR EXPERTS  
TO BENEFIT FROM  
PERSONALIZED  
SUPPORT!**



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Team Côte d'Azur is an agency dedicated to the prospection of French and foreign companies for the economic development of the Côte d'Azur.



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