Seed Night
22nd April 2015
Forum Rolex Learning Center
EPFL
EPFL Alumni

With more than 30’000 graduates, spread over 80 countries, EPFL Alumni is an exclusive network of professionals working in research, management, industry and public service. All EPFL graduates have access to an invaluable community of people connected to EPFL that can provide career and project advice. EPFL Alumni supports EPFL start-ups through its mentoring and investment programs.

Geared towards early-stage ventures, those services are aimed at connecting promising entrepreneurs based on EPFL campus with industry mentors and business angels (Alumni of EPFL or not) through customized workshops and networking events. To do so, EPFL Alumni has partnerships with major business angels clubs in Switzerland.

Interested in our start-up programs? Send us an email at innovation.alumni@epfl.ch
They made this event possible

Innovaud is the access key to innovation in the Canton of Vaud. Offering neutral, free of charge support for innovative projects, startups and SMEs, we are focused on technology-based innovations or with very novel approaches. Support includes financing, access to innovation parks, coaching and promotion/networking. Innovaud helps innovative startups and SMEs in Life Science, Information and Communication Technology, Precision Industry and Cleantech. http://www.innovaud.ch, @innovaud, Linked’In: Innovaud

The Office for Economic Affairs (SPECo) supports companies that are located in the canton of Vaud, especially those involved in the sectors of advanced technology and industry. SPECo advises entrepreneurs from their startup phase through the internationalisation of their business. It guides business people through local and regional governmental processes and puts them in touch with organisations that are appropriate to their specific needs: consulting, financing, technology support, etc. SPECo can also provide direct financial support to SMEs and start-ups in advanced technologies and industries that meet the support criteria of the Economic Development Act (art. 31-34 LADE).
Swissom invests in promising companies that innovate in the IT & Telecommunication, Big Data, FinTech, eCommerce, Smart Mobility, eHealth, Media and Cleantech sectors (supprimer: ICT, media or cleantech sectors). As a committed investor and established ICT company, Swisscom can help you with its comprehensive know-how and valuable strategic experience – including on the international stage. Swisscom is one of the world’s top 10 corporate telco venture capitalists. Swisscom Ventures has already invested USD 100 million and is constantly reinvesting the proceeds.

Special thanks to our advisory committee:
Marie Ivorra, Stéphane Rousset, John Wanvig, Hervé Lebret
And to Claude Florin, Marc Gandar, Antoine Ghosn and Raphael Rollier for initiating the event in 2012
Seed Night, April 22, 2015 - EPFL

Program

• From 18h00: Welcome drink
• 18h30: Opening remarks
• 18h40: Philippe Leuba, Minister and Head of the Department of Economic Affairs and Sport, Canton of Vaud
• 18h45: Start-up pitches: Round 1: 90-second elevator pitches
• 19h15: Public vote: you elect your 4 champions
• 19h20: Raising seed money: entrepreneurs’ and investors’ perspectives with:
  o Claire Besse, angel investor and member of the BAS (Business Angels Switzerland)
  o Christophe Moser, Associate Professor at EPFL and co-founder of Composyt Light Labs SA, an EPFL spin-off acquired by Intel in 2014
• 19h50: Start-up pitches: Final Round: 6-minute presentation by the best four start-ups of Round 1
• 20h30-21h30: Networking cocktail and start-up exhibition
Moderation: Madeleine von Holzen, Director, EPFL Mediacom
eSMART provides dashboards for apartments and houses where people manage and control everything in the housing, like a car dashboard. It is designed to simplify life and make smart choices. The eSMART home automation system is ideal to wisely manage your home: from inside, on a tablet interface or on the go, from your smart phone, access all the functionalities for added comfort, security and energy efficiency. eSMART already offer its solution in more than 400 apartments and is now expanding in eastern Switzerland.

info@myesmart.com, +41 21 552 02 05, eSMART Technologies, Chemin de Prévenoge 2, CH-1024 Ecublens, http://myesmart.ch
DEPSys
CTO: Joël Jaton
COO: Guillaume Besson
Sector: Energy

Today we are living a real energy revolution driven by the nuclear exit and the growth of renewable energies. Electricity distributors need to ensure the distribution grid safety. But more there are solar panels; the harder it is to maintain the grid stability. The challenge is huge. DEPSys offers the GridEye solution: an adaptive “real-time” control platform for the distribution grid safety. Already chosen by one of the largest electricity distributors in Switzerland, GridEye is one of the most advanced technology in the field of SmartGrid.

Rue Galilée 7, Y-PARC, CH-1400 Yverdon-les-Bains, Tél : 0041 24 445 58 49, michael.devivo@depsys.ch
http://www.depsys.ch
Scan Trust
CEO: Justin Picard
Sector: ICT

Brands are clearly expressing the need to find the appropriate solution to disrupt counterfeiters and also guarantee the integrity of their supply chains. The team’s expertise in anti-counterfeiting technologies and its understanding of the industry gives us a huge advantage. We currently have two pilot projects that are being implemented and four more are in the pipeline. Once we will have successfully implemented our solution, these pilots will turn into revenue. A number of other business opportunities are in negotiation, whether it can be with channel partners or system integrators.

Contact: Justin Picard, 1015 Lausanne, Switzerland
http://www.scantrust.com, Email: justin.picard@scantrust.com, Tél: +41 78 689 86 95
Nowy wants to make it easier for people to interact with each other when they are in the same room, bus, or metro. For this, we make discovering the best nearby interaction opportunities easy, fast, accurate, and safe. Our technology simulates how people normally interact, but does it much faster, more complete, and fully automatic, by using your smartphone. Find out more about us and what we do at www.nowyapp.com
EcoRobotix is developing a revolutionary robot for ecological and economical weeding of row crops. Fully automatic and solar-powered, the robot can work for long periods of time without any maintenance, and performs weeding with an efficiency of >95% of weeds destroyed. It allows an overall reduction of herbicide in the order of 65%, while providing lower operational costs than standard weeding techniques. In product development stage, the company plans to sell the first machines in 2016. The first market is weeding of sugarbeet, with a market potential of several thousands of machines sold per year. Other cultures can be worked with the same machine, resulting in a huge world potential market.

Steve Tanner, Rue du Village 6, CH-1435 Essert-Pittet, +41 (0)79 906 26 78
steve.tanner@ecorobotix.com, www.ecorobotix.com
GlobalDiagnostiX is a digital medical radiography system specifically designed for developing and emerging countries.

A Medtech company will be created to industrialize and deploy this new technology. A social business model will allow this for-profit venture to maximize its primary goal: providing durable access to appropriate and affordable medical equipment in the Global South. It will offer ultra-robust, high-tech and low-cost digital x-ray machines adapted to the context. In addition, maintenance services will be developed and included in the initial price, which will be 10 times lower than the total cost of existing solutions.

Bertrand Klaiber, EPFL - ENT – CODEV - EssentialTech, CM 1368, Station 10, EPFL, CH-1015 Lausanne
Phone: +41 21 693 6019, Email: bertrand.klaiber@epfl.ch, www.globaldiagnostix.org
Medical therapies work according to the « one drug fits all » principle. However a patient’s reaction to a drug is as diverse as our population. Personalized medicine is the future for more effective treatments with fewer side effects. And organoids promise to be the first step. They are personal miniature organs on a laboratory dish, that can be used for drug testing or generating safe transplantable tissues. SUN bioscience has developed an efficient high-throughput long-term culture platform for organoids, which is already being tested in high profile laboratories across Europe.

Sylke Hoehnel, PhD, EPFL - SV - LDCS, Station 15, CH-1015 Lausanne, Switzerland, sunbioscience@gmail.com
http://www.sunbioscience.ch
PlayfulVision provides real-time, video-based analytics and statistics for different sports, including volleyball, tennis and equestrian. Our statistics reveal what has been impossible to obtain so far, including 3D position of the athlete and the ball. The company’s dream is to equip coachees and sportsmen with ground-breaking analytical data, while helping the fans to see their beloved sport like they have never seen it before.
BestMile is a Swiss startup active in developing solutions and services for urban mobility with a focus on the last mile. BestMile is a mobility solution provider, which develops a cloud-based fleet management software for public transport vehicles and especially autonomous driverless vehicles. The Company was created in January 2014 by two EPFL alumni (Swiss Institute of Technology in Lausanne) with experience in planning of transport systems as well as operation of innovative vehicles. Based at the EPFL Innovation Park, BestMile also has a subsidiary in the USA since August of 2014.

http://www.bestmile.com, 079 218 89 96, raphael.gindrat@bestmile.com
Gamaya offers a comprehensive end-to-end solution for large-scale diagnostics of vegetation for precision agriculture and environmental monitoring. Our solution is based on a novel methodology for acquisition, processing and analysis of airborne hyperspectral imaging (HSI) data and its subsequent translation into actionable information for agronomists and natural resource management professionals. Examples of analytical products include optimum rates of application for fertilisers and crop protection chemicals, yield prediction, as well as detection of weeds and environmental stresses. We provide the world’s smallest and lightest HSI sensors with unique ‘snapshot’ design that redefine the utility of small unmanned aerial systems.

http://gamaya.com, yosef.akhtman@gamaya.com, Tel: +41 22 575 3552, skype: j.akhtman
linkedin: ch.linkedin.com/in/akhtman
Rovenso makes agile Remote Operated Vehicles that preserve humans from hazardous operations in nuclear decommissioning and emergency response. On this market, two things are missing: robots that can quickly carry heavy loads in rough terrain and intuitive human-machine interfaces to drive these robots efficiently. We come with ROVéo, an agile heavy-duty rover combined with an immersive and haptic interface allowing highly productive teleoperation.
If you use cloud services to store and backup your files but are concerned about the privacy of your files, ukeepit can come to your aid. It adopts a very unique and powerful approach to do this. Before placing your files on the clouds, ukeepit fragments the files, encrypts each fragment individually using military grade encryption, and then distributes the fragments over the clouds (some on Dropbox, some on Google drive, and so on). No single cloud has a whole file any more! And ukeepit achieves this with just one right-click - privacy protection does not get any easier.

radhakrishna.achanta@epfl.ch, damien.firmenich@epfl.ch, BC314 (building BC), Station 14, EPFL 1015 Lausanne, Switzerland, +41 21 693 13 98, +41 21 693 12 72, https://www.ukeep.it
Artmyn
Cofounder: Loïc Baboulaz, Julien Lalande
Sector: Imaging and Visualisation

The art business has not yet transitioned to the era of Internet connectivity and powerful mobile digital devices. Market research shows that 82% of online art buyers finds it difficult to judge of the quality of an artwork from a simple digital image. ARTMYN provides a unique disruptive end-to-end solution for a true-to-life, interactive visualisation of artworks on computers, tablets and other mobile devices. ARTMYN complete solution ranges from data acquisition with custom portable devices, to highly optimised data processing for a straightforward visualisation on web-connected devices.

EPFL-I&C-LCAV, BC Building, Station 14, CH-1015 Lausanne
www.artmyn.com, loic.baboulaz@epfl.ch, julien.lalande@epfl.ch, ledgard.marta@gmail.com
Intento develops wearable neuroprostheses that promote brain reorganization and functional recovery in paralyzed stroke patients. Based on patent-pending innovations in neuromuscular electrical stimulation, our solution extends the applicability and benefits of the “Constraint-Induced Movement Therapy” - the most effective upper-limb rehabilitation approach for mildly impaired patients - to severely and completely paralyzed patients.

Andrea Maesani, EPFL STI IBI-STI CNBI Station 11, CH-1015 Lausanne, +41 21 69 37831, +41 76 77 65 473
Email: andrea.maesani@intento.ch, www.intento.ch
SThAR develops predictive software based on the emergent science of sociothermodynamics. Our models describe and predict social trends and collective human behavior to optimize the success of marketing campaigns (for promoting products, brands, or electoral information), to forecast consumption patterns and evolution of sales, and to develop smart geomarketing strategies.

Alberto Hernando de Castro, Incubateur La Forge, PSEC 0 31, EPFL Innovation Park-C, CH-1015 Lausanne, www.sthar.com, alberto.hernandodecastro@epfl.ch
Saphetor provides big-data analysis for next generation DNA sequencing in clinical diagnostics. We seamlessly combine the world’s leading genetic databases, coupled with advanced software. To empower the medical professional to accurately identify the cause of cancer or genetic disease, and connect the patient to treatment options and clinical trials, we provide timely reports based on the most up-to-date information from academic and clinical research tailored to the patient’s DNA data.

Saphetor S.A. EPFL Innovation Park, Bâtiment C, 1015 Lausanne, Switzerland, www.saphetor.com, Tel: +41 22 548 0009, Mob: +41 79 657 3492
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