



support organisations

setting up, establishing and developing businesses

| | | | |
|---|----|--|----|
| 1. Economic Promotion of the canton of Vaud | | 5. Infrastructure, sites and premises | |
| 1.1 A partner network at your service | 4 | 5.1 Strategic sites | 28 |
| 1.2 Office for Economic Affairs (SPECo) | 5 | 5.2 Technology parks and business incubators | 30 |
| 1.3 Foreign Direct Investment Agency (DEV) | 5 | 5.3 Accomodation, sites and premises | 34 |
| 1.4 Regional Economic Development Agencies | 6 | 6. Export, internationalisation, and promotion of industries and technologies | |
| 1.5 Networking events | 8 | 6.1 Support for exportation | 35 |
| 2. Financing and raising capital | | 6.2 Promotion of industries and technology | 36 |
| 2.1 Support organisations to contact according to the company's development phase | 9 | 6.3 Cluster promotion | 37 |
| 2.2 Financial incentives of the Office for Economic Affairs (SPECo) | 10 | 7. Online information for start-up entrepreneurs and SMEs | |
| 2.3 Connecting investors and businesses | 11 | 7.1 Economic information and statistics | 38 |
| 2.4 Seed capital and development capital | 12 | 7.2 Business directories | 38 |
| 2.5 Microcredit | 16 | 7.3 Professional groups and associations | 39 |
| 2.6 Loan guarantees | 17 | 7.4 Starting a business | 39 |
| 3. Coaching, support and consulting for businesses | | 7.5 Foreign direct investment | 40 |
| 3.1 Coaching and consulting in innovation | 19 | 7.6 Transferring a company | 40 |
| 3.2 Coaching and consulting in business creation | 20 | 7.7 Business taxation | 40 |
| 3.3 Support and general advice | 23 | 7.8 Intellectual property | 40 |
| 4. Technology transfer and partnerships with research institutes | | 7.9 Continuing education | 41 |
| 4.1 Technology transfer | 24 | 7.10 European research programs | 42 |
| 4.2 R&D project partnerships with research institutes | 26 | 7.11 Labor market | 42 |
| | | 7.12 Social insurance and pensions | 42 |
| | | 7.13 Sustainable development | 42 |
| | | 8. Index | 43 |



1.1 A PARTNER NETWORK AT YOUR SERVICE

The economic promotion group of the canton of Vaud is at the service of the business community for any creative project, company establishment, or business expansion.

Overall, Vaud's economic promotion group aims to:

- provide initial information to people hoping to set up their own business,
- facilitate the establishment of foreign companies in the canton,
- provide information on local government procedures,
- guide companies in their search for sites and premises,
- direct business leaders to private and public funding agencies and advisory resources,
- provide financial support for start-ups, company establishment, and business expansion
- promote the image of the canton in business circles at home and abroad.

Economic promotion in the canton involves the following three players:

- Office for Economic Affairs (SPECo)
- Foreign Direct Investment Agency (DEV)
- Regional Economic Development Agencies

These organisations will put you in touch with a broad network of substantial partners who can provide you with targeted services appropriate to your company's stage of development: raising capital, technology transfer, innovation, acquisition of land and buildings, consulting and coaching, exporting, and business internationalisation and promotion.

You will find the specific services offered by these partners in Chapters 2 through 6.

1.2 OFFICE FOR ECONOMIC AFFAIRS (SPECo)

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 start-up 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).



Office for Economic Affairs (SPECo)
Economic Promotion
Rue Caroline 11
CH-1014 Lausanne
Phone: + 41 (0)21 316 58 20
E-mail: info.speco@vd.ch
Internet: www.vd.ch/promotion-economique

1.3 FOREIGN DIRECT INVESTMENT AGENCY (DEV)

The Foreign Direct Investment Agency of the canton of Vaud (DEV) welcomes and assists at no charge foreign companies having an interest in establishing their business within the canton.

A one-stop shop, the DEV supports and accompanies foreign firms in all stages of their implementation, including referrals to government agencies, the sharing of experiences among similar projects, support for acquiring land and premises, assistance in filing applications for work permits, and contacts with potential local partners.

In its promotion of foreign investments, the DEV is the canton of Vaud's antenna for the GREATER GENEVA BERNE area (GGBa), a network for the acquisition of companies in western Switzerland (the cantons of Berne, Fribourg, Vaud, Geneva, Neuchâtel, and Valais). www.ggba-switzerland.ch



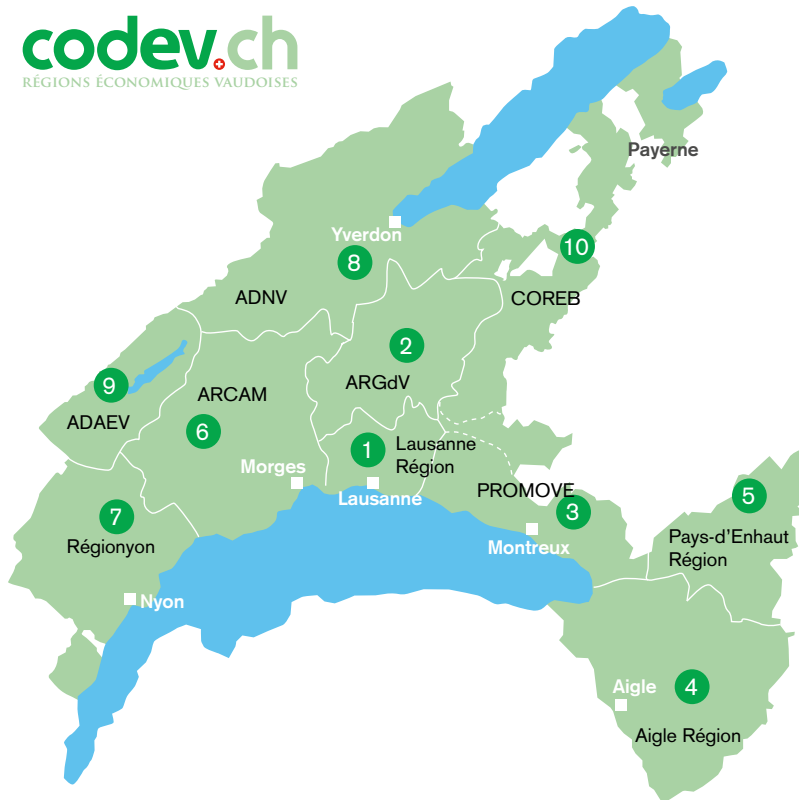
Foreign Direct Investment Agency (DEV)
World Trade Center
Av. de Gratta-Paille 2
PO Box 19
CH-1000 Lausanne 22
Phone: + 41 (0)21 644 00 60
E-mail: dev@dev.ch
Internet: www.dev.ch

1.4 REGIONAL ECONOMIC DEVELOPMENT AGENCIES

Regional Economic Development Agencies are local host platforms that help companies set up, settle, and thrive in the region. The agencies are made up of private members and public agencies that provide most of the financing.

These local organisations provide guidance, information services, advice and support in the areas of economic promotion, enterprise creation, and business development.

They support entrepreneurs in their dealings with cantonal and municipal government agencies, orienting them toward the organisations best suited to respond to their specific business needs. They create regional development strategies and manage a database of commercial land and premises in their territory.



1 Lausanne region

Promotion économique de Lausanne Région

Phone: +41 (0)21 613 73 42

E-mail: promo@lausanneregion.ch

Internet: www.lausanneregion.ch

2 Gros-de-Vaud region

Association de la région du Gros-de-Vaud (ARGdV)

Phone: +41 (0)21 881 22 37

E-mail: region@gros-de-vaud.ch

Internet: www.gros-de-vaud.ch

3 Riviera-Lavaux region

Association pour la promotion économique de la région Montreux-Vevey (PROMOVE)

Phone: +41 (0)21 963 48 48

E-mail: info@promove.ch

Internet: www.promove.ch

4 Aigle region (Chablais)

Aigle Région

Phone: +41 (0)24 466 37 24

E-mail: aigleregion@chablais.ch

Internet: www.aigleregion.ch

5 Pays-d'Enhaut region

Pays-d'Enhaut Région

Phone: +41 (0)26 924 72 80

E-mail: info@pays-denhaut.ch

Internet: www.pays-denhaut.ch

6 Cossonay, Aubonne and Morges region

Association de la Région Cossonay -

Aubonne - Morges (ARCAM)

Phone: +41 (0)21 862 22 75

E-mail: info@arcam-vd.ch

Internet: www.arcam-vd.ch

7 Nyon region

Conseil régional du district de Nyon (Régionyon)

Phone : +41 (0)22 361 23 24

E-mail: info@regionyon.ch

Internet: www.regionyon.ch

8 Northern Vaud region

Association pour le Développement du Nord Vaudois (ADNV)

Phone: +41 (0)24 425 55 21

E-mail: contact@adnv.ch

Internet: www.adnv.ch

9 Vallée de Joux region

Association pour le développement des activités économiques de la Vallée de Joux (ADAEV)

phone: +41 (0)21 845 90 91

E-mail: adaev@valleedejoux.ch

Internet: www.adaev.ch

10 Payerne, Moudon and Avenches region (Broye)

Communauté régionale de la Broye (COREB)

Phone : +41 (0)26 663 90 80

E-mail: info@coreb.ch

Internet: www.coreb.ch



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1.5 NETWORKING EVENTS

SME and start-up breakfasts are organised eight to ten times a year by the Office for Economic Affairs (SPECo) in conjunction with its partners of the Vaud economic promotion network.

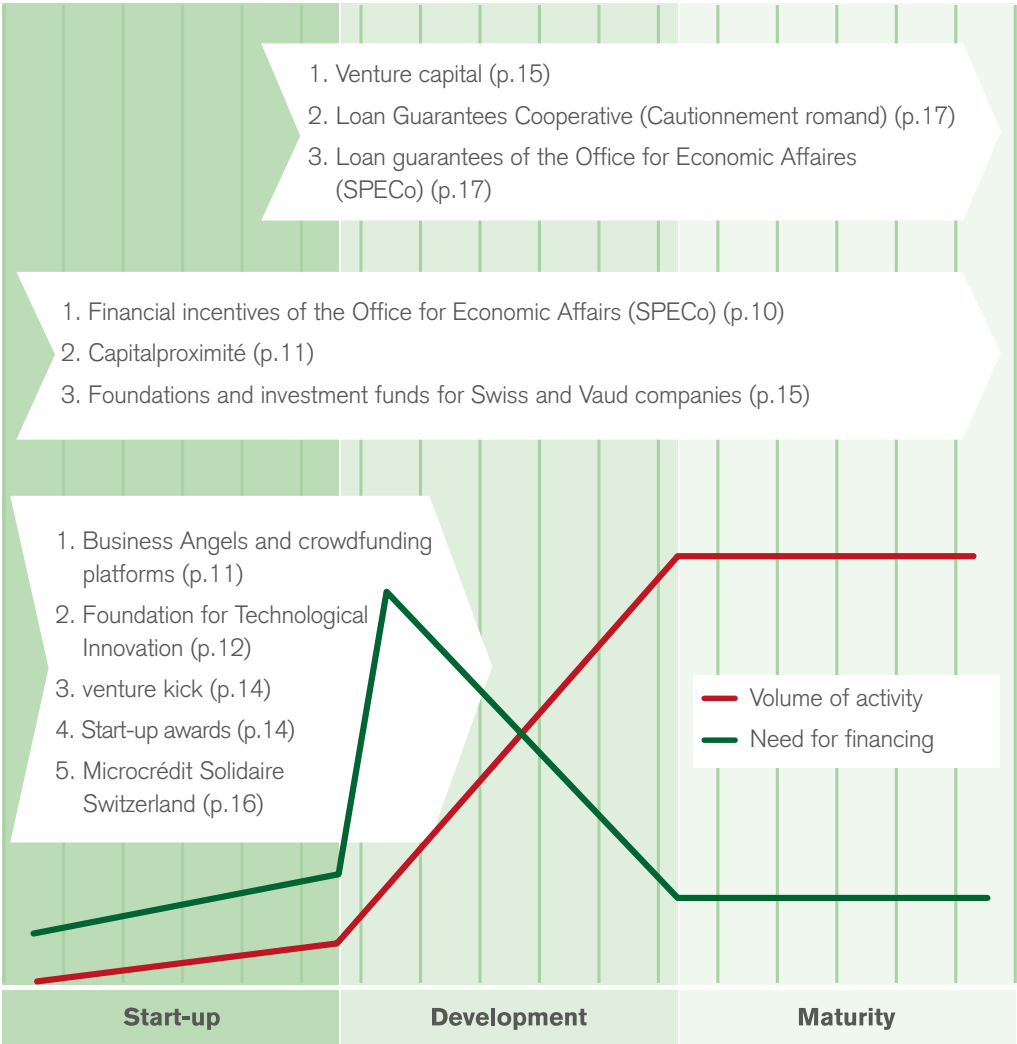
Their objectives are to:

- ➔ presenting topics of direct interest to SMEs and business start-ups (training, advice, and content provision)
- ➔ offering testimonials from companies with experience in the topic at hand
- ➔ providing SMEs and start-ups the opportunity to ask questions to experts in their fields and to share their experiences
- ➔ facilitating networking and discussion between entrepreneurs in the region

Please check the calendar and details of upcoming meetings on: www.petitdejeuners-vaud.ch

SPECo regularly supports other business development events related to a variety of general and specialised topics. Please see the full agenda at: www.vaud.ch/en/events/

2.1 SUPPORT ORGANISATIONS TO CONTACT ACCORDING TO THE COMPANY'S DEVELOPMENT PHASE



2.2 FINANCIAL INCENTIVES OF THE OFFICE FOR ECONOMIC AFFAIRS (SPECo)

The Office for Economic Affairs (SPECo) can provide direct financial support for specific business projects in the Canton of Vaud. These grants are intended to support the creation and establishment of new businesses as well as the development of SMEs and start-ups that plan to innovate, expand or internationalise their operations.

The maximum cumulative amount of support is CHF 100,000 for a period of 5 years. Companies involved with R&D and/or industrial production are eligible to receive financial aid from SPECo. Complete information can be found in the SPECo office or on the webpage www.vd.ch/promotion-economique.

Innovation support

Acquiring intellectual property rights (registering a patent or functional model)

Grant, maximum 50% or CHF 5,000 (external mandates)

Development of a new product
Developing or improving plant
Obtaining certification or approval

Grant, maximum 50% or CHF 30,000 (external mandates)

Marketing and Internationalisation support

Attending exhibitions or business conventions

Grant, maximum 50% or CHF 5,000

Market development (market analysis; new business opportunity research)

Grant, maximum 50% or CHF 30,000 (studies, external mandates)

Investment support

Loan guarantees

Guarantee, maximum 50% of bank loan and 33% of project costs between CHF 500,000 and CHF 5,000,000

Partial coverage of bank interest

Grant, maximum 50% of bank interest for 6 years

Training support

Training of technical or scientific staff

Grant, maximum 50% of employee gross income for 6 months; maximum CHF 15,000 per employee

Training in sustainable development

Grant, maximum 50% of the training cost from CHF 1,000 and CHF 3,000

2.3 CONNECTING INVESTORS AND BUSINESSES

Capitalproximité



Phone: +41 (0)21347 48 48
contact@capitalproximite.ch
www.capitalproximite.ch

Mission

Provide a platform for intercantonal matchmaking between private investors and companies looking for capital.

Open to all sector participants, this tool is particularly focused on innovative and evolving companies.

Services

- Availability of a database providing standardised profiles of investors and businesses
- Certification of profiles by a network of experts accredited by 'platinn' in order to increase their chances of success

On a case-by-case basis, the parties may be supported in their undertakings (preparation of the business plan, closing the transaction, etc.). Please refer to the services provided by 'platinn' (page 20).

In the coming year, Capitalproximité will move towards a new name (matchINVEST) and a new platform (www.matchinvest.ch).

CTI Invest – National platform for meetings between investors and start-ups

Phone: +41 (0)79 251 32 09
vui@cti-invest.ch
www.cti-invest.ch

CTI Invest provides the opportunity for new businesses to present their ideas to a wide range of investors and venture capital firms at a national and international level.

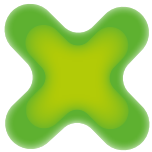
Business angels networks and crowdfunding platforms

(list not exhaustive)

- A3 Angels
www.a3angels.ch
- BioValley Business Angels Club (BioBAC)
www.biobac.ch
- BrainToVentures
www.b-to-v.com
- Business Angels Switzerland (BAS)
www.businessangels.ch
- Club Deal AG
www.cd-ag.com
- C-Crowd
www.c-crowd.ch
- Go Beyond
www.go-beyond.biz
- Raizers
www.raizers.com
- StartAngels Network
www.startangels.ch
- Verve Capital Partners
www.investiere.ch

2.4 SEED CAPITAL AND DEVELOPMENT CAPITAL

Foundation for Technological Innovation (FIT)



FIT fondation
pour l'innovation
technologique

Phone: +41 (0)21 613 35 35
info@fondation-fit.ch
www.fondation-fit.ch

Mission

To support the development of innovative technology companies working with a university or research institute in western Switzerland.

Services

- Provision of start-up or development loans to technology companies (CHF 100,000 to 500,000)
- The services of FIT are coordinated with Innovaud, the starting point for all innovation projects (www.innovaud.ch, page 19)
- For all FIT loan applications, please fill out the «electronic registration form for FIT loans» (available on the websites of www.fondation-fit.ch or www.innovaud.ch)

R&D financing by the Swiss Commission for Technology and Innovation (CTI)

Phone : +41 (0)31 322 24 40
info@kti-admin.ch
www.kti-cti.ch

Co-financing of up to 50% of R&D projects conducted jointly by companies and universities or research institutes in Switzerland. For an overview of all CTI services, see page 26.

Financial Benefits of FIT

| | FIT GRANT | FIT SEED | FIT EARLY |
|-------------------------------------|---|---|---|
| Amount | CHF 100,000.- per project, in the form of a grant to the project principal working in an institute or university located in the canton of Vaud | CHF 100,000.- per project to a company. Interest-free loan with a personal guaranty | CHF 300,000.- to 500,000.- per project to a company. Interest-bearing loan (5% base + 5% at final repayment), without a personal guaranty |
| Age of the company | Prior to start-up creation | Approximately 0-12 months | Approximately 12-36 months |
| Objectives of the assistance | Project validation by an institute or university, aimed at creating a company | Prototyping and commercial development of a product | Commercial development by «matching» private investors |
| Analysis and coaching | Expert collaboration in a university or institute | Coaching entity (EIP and CTI) | Selection entity (Défi Gestion) |
| Number of projects financed | Approximately 8-10 per year | Approximately 10-12 per year | Approximately 4-5 per year |
| Decision process | FIT selection committee (2 times per year) | FIT selection committee (10 times per year) | FIT selection committee (4 times per year) |
| Location | The grant recipients must be working in an institute or university in the canton of Vaud which is currently accredited by FIT: -- EPFL -- HEIG-VD -- UNIL/CHUV | The company must be based in western Switzerland | The company must be based in the canton of Vaud |

2.4 SEED CAPITAL AND DEVELOPMENT CAPITAL

venture kick



Phone: +41 (0)21 533 09 82
info@venturekick.ch
www.venturekick.ch

Mission

To rapidly finance the development of business ideas stemming from R&D.

Services

- Funds of CHF 10 million
- Project financing in three selective stages up to CHF 130,000 over a maximum period of nine months.
 - **Stage 1:** Structure and design of the business idea (CHF 10,000)
 - **Stage 2:** Development of the business plan (CHF 20,000)
 - **Stage 3:** Design and systematic development of the business plan along with initial commercial trials (CHF 100,000)
- Professional support and monitoring of the projects financed

Start-up awards

(list not exhaustive)

- Coup de Pouce ("Boost") prize for young entrepreneurs, awarded by Foundation Dr René Liechti
www.fondation-liechti.ch
- W. A. de Vigier Foundation prize
www.devigier.ch
- Venture Award
www.venture.ch
- PERL Trophies – Entrepreneurial prize, Lausanne region
www.lausanneregion.ch
- Swiss Startups Award
www.swiss-startups-award.ch
- Strategis - Entrepreneurship Award
www.prixstrategis.ch
- Swiss Economic Award
www.swisseconomic.ch/award
- Swiss Technology Award
www.swiss-innovation.com/award

Investment foundations and funds supporting Swiss/Vaud companies

(list not exhaustive)

- Dimension Investissements
www.dimension-investissements.ch
- Climate Cent Foundation (financing for environment projects)
www.klimarappen.ch
- Gebert Rûf Foundation
www.grstiftung.ch
- Hasler Foundation
www.haslerstiftung.ch
- Volkswirtschaft Foundation
www.volkswirtschaft-stiftung.ch
- Sandoz Foundation
www.sandozfondation.ch
- Technology Fund of the Federal Office for the Environment (FOEN)
www.technologyfund.ch
- One Creation
www.onecreation.org
- Renaissance PME - Swiss Investment Foundation (Vinci Capital)
www.renaissance-pme.ch

Venture and seed capital

(list not exhaustive)

- Aravis
www.aravis.ch
- BioMedPartners
www.biomedvc.com
- BlueOcean Ventures
www.blueocean-ventures.com
- BSI Health Capital
www.healthcapital.ch
- Debiopharm Investment
www.debiopharm.com

- Ecllosion ²
www.ecllosion2.com
- Emerald Technology Ventures
www.emerald-ventures.com
- Endeavour Vision
www.endeavourvision.com
- Global Life Science Ventures
www.glsv-vc.com
- Index Ventures
www.indexventures.com
- Invision Private Equity
www.invision.ch
- Jade Invest
www.jade-invest.ch
- KM Capital Partners
www.kmcapitalpartners.com
- Neuw Ventures
www.neuw.com
- Novartis Venture Funds
www.nvfund.com
- Polytech Ventures (seed capital funds)
www.polytechventures.ch
- Redalpine
www.redalpine.com
- SVC Ltd. for Risk Capital for SMEs
www.svc-capital-risque.ch
- Swiss Private Equity & Corporate Finance Association (SECA)
www.seca.ch
- Valley Road Capital
www.valleyroadcapital.com
- Vinci Capital
www.vincicapital.ch
- VI Partners
www.ventureincubator.ch

2.4 SEED CAPITAL AND DEVELOPMENT CAPITAL

Regional development funds

- Capital fund development of Lausanne region
www.lausanneregion.ch
- Fund for regional innovation, Northern Vaud
www.adnv.ch
- Regional development fund of the Broye
www.coreb.ch
- Fund for the encouragement of the regional economy of the Pays-d'Enhaut
www.pays-denhaut.ch
- Regional innovation support fund of Régionnyon
www.regionnyon.ch

«Growth of SMEs» Initiative

Created by the Swiss Economic Forum (SEF) and UBS, this program gives innovative companies the opportunity to have their strategy examined by independent experts, to reduce their risks, and to find more easily the capital they need for their growth.

www.sef4kmu.ch

2.5 MICROCREDIT

Microcrédit Solidaire Switzerland



Phone: +41 (0)21 646 94 93

ms@microcredit-solidaire.ch

www.microcredit-solidaire.ch

Mission

To assist those seeking economic independence by starting a small business in Switzerland but who have thus far not had access to bank credit.

Services

- Advice and assistance for projects aimed at starting up or reviving a small business
- Analysis by volunteer professional experts of the projects
- Financing in the form of microloans up to CHF 30,000 at an annual rate of 4%, repayable within a maximum of four years
- Personalised assistance, especially in the start-up phase

2.6 LOAN GUARANTEES

The Office for Economic Affairs (SPECo) and the Loan Guarantees Cooperative (Cautionnement romand) can provide financial guarantees for any enterprise.



Office for Economic Affairs (SPECo)
Economic Promotion



| TARGET GROUP | Industrial production-related businesses | Industrial, craft, or commercial enterprises |
|------------------|--|---|
| TYPE OF PROJECTS | Industrial projects requiring investment associated with the development of a new product, infrastructure, or production facility, and helping to create or preserve jobs. | Any project involving business start-up, development, revival, or succession (financing for machinery, plant, stock, equipment, working capital, etc.). |
| CONDITIONS | <ul style="list-style-type: none">→ The guarantee relates to an investment loan granted by an organisation subject to the federal banking law→ The funds must cover a fair portion of the project (at least 1/3)→ Submission of a business plan and account statements | <ul style="list-style-type: none">→ The guarantee relates to a loan granted by a bank→ The applicant must demonstrate managerial capacity→ Submission of a business plan and account statements |



Office for Economic Affairs (SPECo)
Economic Promotion



AMOUNT

- The amount of the guarantee can be up to 50% of the loans received, but no more than one-third of the total value of all investments
- The guarantee can be granted for a maximum period of ten years
- The guarantee can normally amount to between CHF 500,000 and CHF 5,000,000
- The guarantee can be for an amount of up to CHF 500,000. It can cover up to 100% of the bank loan
- The guarantee is granted for a period of no more than ten years, depending on the project

CONTACT

Office for Economic Affairs
(SPECo)
Economic Promotion
Phone: +41 (0)21 316 58 20
info.speco@vd.ch
www.vd.ch/promotion-economique

Vaud branch of Cautionnement romand:
Loan Guarantee Cooperative
(CVC – Coopérative vaudoise de promotion du cautionnement)
Phone: +41 (0)21 721 11 81
vaud@cautionnementromand.ch
www.cautionnementromand.ch

3.1 COACHING AND CONSULTING IN INNOVATION

Innovaud – Innovation Promotion Agency



Phone: +41 (0)21 601 64 25
contact@innovaud.ch
www.innovaud.ch

Mission

To help companies (start-ups, SMEs, and multi-nationals) and innovation leaders to realise their potential.

Innovaud acts as an antenna in Vaud for platinn, a platform for the promotion of innovation, which has a network of active coaches throughout western Switzerland (www.platinn.ch, see page 20).

Services

Innovaud's incubation and coaching services are free of charge and focus on the following areas:

- **Advices and support:** Innovation projects are monitored by Innovaud throughout their development to maximise their chances of success
- **Project organisation:** Innovaud builds bridges and implements innovative projects involving companies and research centers by establishing business partnerships
- **Networking:** Innovaud directs project managers to appropriate actors in the network and facilitates access to available support in terms of accommodation, financing, and coaching
- **Promotion:**
 - Promotion of businesses supported by Innovaud through press releases, social networks, and the organisation of various events, including those of 'InnovaudConnect'
 - Coverage of innovation activities and the dissemination of news about innovative developments and achievements in the canton of Vaud

3.1 COACHING AND CONSULTING IN INNOVATION

platinn - Business innovation platform for western Switzerland



Phone: +41 (0)26 347 48 48

info@platinn.ch

www.platinn.ch

Mission

To provide coaching and strategic consulting services to both start-ups and small and medium-sized enterprises (SMEs) with the objective of strengthening their innovation systems.

Services

- « **Network of business coaches** » : active throughout western Switzerland
- « **Coaching organisation** » : developing and enhancing the organisation, resources and processes
- « **Business coaching** » : developing business models
- « **Cooperation coaching** » : organising and implementing cooperation projects
- « **Financial coaching** » : help in researching and defining financial strategies

3.2 COACHING AND CONSULTING IN BUSINESS CREATION

GENILEM



Phone: +41 (0)21 601 56 11

info@genilem.ch

www.genilem.ch

Mission

To support and advise entrepreneurs and innovative businesses in the start-up phase.

Services

- Project and consulting advice prior to start-up
- Provision of management tools
- Personalised support for three years covering the commercial, financial and human aspects of the business
- Communication links with regional economic players

The Vaud antenna for the platinn network is the association Innovaud (see. page 19). Coaches in the EPFL Innovation Park are part of the platinn network (see page 30).

CTI Entrepreneurship

Un programme de formation de la CTI

 **Start-Up et entrepreneuriat**
CTI Entrepreneurship



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Commission pour la technologie et l'innovation CTI

Phone: +41 (0)21 693 83 00
info@startuptraining.ch
www.startuptraining.ch
www.cti-entrepreneurship.ch

Mission

To stimulate entrepreneurship in Switzerland through the proposed training modules focused on practical matters and intended to educate students and promote start-ups with high growth potential.

Services

- Organisation of various training modules in the fields of innovation or technology
Business Concept: Bi-annual evening courses for university faculty, students and researchers who have new business ideas and are interested in forming start-ups
Business Creation: Provision of tools, knowledge bases, and consulting advice on aspects of entrepreneurship
Business Development: Teaching of business steps, concrete concepts, and practical advice on aspects of running a growing business
- Access to guidance and consulting advice from entrepreneurs and experienced coaches

Programme CTI - Start-up



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Agence pour la promotion de l'innovation CTI

Phone: +41 (0)31 324 04 35
info@ctistartup.ch
www.ctistartup.ch

Mission

At the level of the Swiss Confederation, CTI - Start-up offers help from the federal government in support and coaching for creating and developing technology businesses with high growth potential.

Services

- Support to young companies through business coaches as well as experts from different fields
Phase 1: Assessment of the business idea based on fundamental criteria
Phase 2: Assessment of the business concept, focused on developing a business strategy within a sustainable and competitive business plan
Phase 3: Monitoring and supporting the development with a view toward obtaining the CTI - Start-up label and evaluation of the potential for market entry
Phase 4 (optional): Additional support
- Co-financing of R&D projects conducted jointly with businesses, universities, and research institutes

3.2 COACHING AND CONSULTING IN BUSINESS CREATION

Réseau Entreprendre ® Suisse Romande (Entrepreneurial Network of western Switzerland)



Phone: +41 (0)78 838 56 56
suisse-romande@reseau-entreprendre.org
www.reseau-entreprendre-suisse-romande.org

Mission

To support inventive business talent and those interested in buying into new companies who, through their entrepreneurial potential, their specialty fields, and their target markets, are likely to expand their SME business and create jobs.

Services

- Personalised support for up to two years by a volunteer experienced entrepreneur with CEO skills
- The Laureates Club: an opportunity for friendly discussion and collective education among entrepreneurs
- Financing through unsecured loans
- Integration into economic networks
- Access to the international Entrepreneurial Network of 11,500 entrepreneurs in 7 countries

The «Create Your Business» guide

Developed jointly by the Vaud Cantonal Bank (BCV) and the Vaud Chamber of Commerce and Industry (CVCI), this guide provides practical information, advice, and useful tools to help develop your entrepreneurial project under the best conditions.

This guide is available free of charge from the BCV (www.bcv.ch/create) or CVCI (www.cvci.ch, under 'Services/Creation').

Useful links

- Awareness and training for entrepreneurship
www.venturelab.ch
- A national platform for meetings between investors and start-ups
www.cti-invest.ch
- A Swiss information platform for start-ups
www.startupticker.ch
- The directory of Swiss start-ups
www.startupmonitor.ch

3.3 SUPPORT AND GENERAL ADVICE

Vaud Chamber of Commerce and Industry (CVCI)



Phone: +41 (0)21 613 35 35

cvci@cvci.ch

www.cvci.ch

Mission

To be the spokesman and representative of businesses in Vaud, to defend their interests, and to provide a platform for building business relationships among member companies.

Services

- Advice on business creation
- Social funds (AVS/AI/APG/AC, family allowances) and 2nd pillar pension plans
- Legal support and advice (corporate law, labor law, social insurance, contracts, taxation, work permits)
- Provision of business infrastructure (offices, meetings rooms, equipment)
- Support in export procedures (ATA, proofs-of-origin, Business Network Switzerland)
- Commercial mediation and arbitration
- SWISSFIRMS website to promote companies over the internet (www.swissfirms.ch)

Centre Patronal



Phone: +41 (0)58 796 33 00

info@centrepatronal.ch

www.centrepatronal.ch

Mission

To assist, inform and advise managers in the private sector (business leaders, professional groups, associations).

Services

- Social funds (AVS/AI/APG/AC, family allowances) and pension plans (2nd pillar)
- Interprofessional retirement plans
- Support and legal advice (corporate law, labor law, social insurance, contracts, taxation, work permits)
- Hotline and legal review for all labor law issues
- Administration (accounting, personnel) for groups or professional associations
- Organisation of training courses (www.romandieinformation.ch)
- Issuing of economic and legal publications to support business creation and management
- Support for business creation and management
- Provision of company infrastructure (offices, meetings rooms, equipment)

4.1 TECHNOLOGY TRANSFER

HEIG-VD/Center for Engineering and Technology Transfer (CeTT)

CeTT

Centre d'Etudes et de Transferts Technologiques
de la HEIG-VD

Phone: +41 (0)24 557 28 00
info@cett.ch
www.cett.ch

Mission

To provide technological support to businesses and to manage partnerships between the Vaud School of Engineering and Management and SMEs or public authorities.

Services

- Technological support to SMEs and public authorities in their applied research projects in innovation and the development of new technologies as well as new methods or services (finance & control, marketing & communication, logistics, quality assurance, etc.)
- Specialty services such as measuring, testing, prototyping, expert examination, consulting, etc.)
- Protection, management and market development of HEIG-VD intellectual property (patents, licenses, transfer of technology and knowledge)
- Access to public funds for financing applied research projects
- Contract assistance



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EPFL / Office of Technology Transfer



ÉCOLE POLYTECHNIQUE
FÉDÉRALE DE LAUSANNE

Phone: +41 (0)21 693 70 23
<http://tto.epfl.ch>

Mission

To promote the transfer of technologies and innovations from the Federal Institute of Technology Lausanne (EPFL) to industry.

Services

- Development of strategies for advancing research results in the market
- Protection and management of EPFL intellectual property
- Support for the development of EPFL technologies through the ENABLE program (<http://enable.epfl.ch/enable>)
- Negotiation of partnership agreements and technology transfer (model partnership agreements are online at : http://tto.epfl.ch/nos_contrats_de_recherche_1)
- Encouraging the creation of start-ups

CHUV-UNIL / Pactt Technology Transfer



Phone: +41 (0)21 314 69 72
pactt.info@chuv.ch
www.pactt.ch

Mission

Promote to industry the transfer of technologies and innovations emerging from the University Hospital Center of Vaud (CHUV) and the University of Lausanne (UNIL) to industry.

Services

- Management of CHUV and UNIL intellectual property
- Development, negotiation and management of contracts for partnerships and the transfer of technology and knowledge
- Market development of the portfolio of innovations emerging through partnerships with industry
- Advice to researchers who wish to create a start-up

4.2 R&D PROJECT PARTNERSHIPS WITH RESEARCH INSTITUTES

CTI - The Swiss Commission for Technology and Innovation



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Agence pour la promotion de l'innovation CTI

Support for the transfer of knowledge and technology

Phone: +41 (0)58 464 92 87

wtt.support@kti.admin.ch

www.kti-cti.ch

Mission

To encourage R&D projects in companies that partner with Swiss research institutes. Promotional activities are concentrated primarily in the fields of life sciences, engineering, micro-nanotechnologies, and materials science.

Services

- Financing of R&D projects conducted jointly by businesses and universities/research institutes (up to 50% of total project costs)
- Participation in international R&D programs (mainly in Europe) to facilitate access and participation of Swiss partners
- Support for pioneering work in Swiss SMEs through the networking of innovators and businesses
- Provision of consultancy services in innovation in seeking academic and scientific partners

Eight national network themes

- Carbon Composites Schweiz
www.cc-schweiz.ch
- Inartis
www.inartis-network.ch
- Innovative Surfaces
www.innovativesurfaces.ch
- Swiss Biotech
www.swissbiotech.org
- Swiss Food Research
www.swissfoodresearch.ch
- Swiss Wood Innovation Network
www.s-win.ch
- Swissphotonics
www.swissphotonics.net
- Verein Netzwerk Logistik
www.vnl.ch

Alliance - Linkage program between industrial companies and research centers in western Switzerland

alliance

Phone: +41 (0)21 693 35 75
alliance@alliance-tt.ch
www.alliance-tt.ch

Mission

To develop synergies and cooperative R&D work between firms and academic institutions and research institutes in western Switzerland.

Services

- Network of technology consultants involved with businesses to identify their needs and translate them into concrete projects
- Seek partners in laboratories of academic institutions and research centers
- Dissemination of technology information and organisation of themed conferences

Innovaud - Innovation Promotion Agency

As the starting point for any innovative project, Innovaud supports Vaud businesses in organisational planning in order to identify their opportunities and challenges in technological innovation. In connection with the services provided by existing network partners (CTI - Start-up, platinn, Alliance, etc.), Innovaud's innovation advisors conduct an initial diagnosis.

Innovaud is the antenna in Vaud for 'platinn', a platform for innovation promotion that uses a network of active coaches throughout western Switzerland (see page 19).

5.1 STRATEGIC SITES

The Canton of Vaud has for many years intensively pursued a policy of developing strategic sites. Throughout the area there are 50 strategic sites dedicated to operations and/or facilities. Some offer improved sites, properly zoned and rapidly accessible to interested companies.

For further detailed information on these strategic sites as well as the availability of land or premises in the canton of Vaud, please contact the regional agencies (www.codev.ch, see page 7).

For foreign companies wishing to set up in the canton of Vaud, the Foreign Direct Investment Agency (DEV) also provides a database of land and available premises available (www.dev.ch).

List of strategic sites by region

Aigle Region

Villeneuve Gare, Les Fourches, Roche, Aigle Rhône, Aigle Centre, Bex

COREB

Avenches, Payerne Centre, Moudon, Payerne Aéroport

ARGdV

Aclens - Vuflens, Venoge Parc, Daillens

ADNV

Yverdon Gare Lac, Montagny - Chamard, Grandson Poissine, Chavornay, Vallorbe, Parc Scientifique et Technologique d'Yverdon (Y-Parc), Orbe Sud, Sainte-Croix

ADAEV

Vallée de Joux

Lausanne Region

La Sauge, Le Rionzi, Beaulieu, Bourdonnette - En Dorigny, Les Cèdres, Arc-en-Ciel - Pont Bleu, Malley, Vernie - Crissier, Ley - Outre, Vallaire - Venoge, Biopôle Vennes, EPFL Innovation Park

Oron

Palézieux Gare (contact the municipality)

ARCAM

Littoral Parc, Morges Ouest, Morges Gare, Morges Est, Eclépens

Nyon region

Coppet Gare, Eysins - Nyon, Prangins - Nyon, Nyon - Gravette, Nyon Gare, Asse - Mondre - Vuarpillière, Gland - Vich, Rolle - Mont-sur-Rolle

PROMOVE

Vevey Centre, St-Légier-La-Chiésaz

Technology parks and business incubators

- A ● **EPFL Innovation Park**
Ecublens (p. 30)
- B ● **Y-Parc** - Yverdon (p. 30)
- C ● **Biopôle** - Epalinges (p. 31)
- D ● **Aéropôle** - Payerne (p. 31)
- E ● **Microwelding Technopole of Sainte-Croix**
Sainte-Croix (p. 32)
- F ● **Environmental Technopole of Orbe**
Orbe (p. 32)
- G ● **Ateliers de la Ville de Renens**
Renens (p. 33)
- H ● **StartUp Hotel - École hôtelière de Lausanne**
Lausanne (p. 34)

● Cantonal strategic sites



5.2 TECHNOLOGY PARKS AND BUSINESS INCUBATORS

EPFL Innovation Park (EIP)

EPFL Innovation Park

Phone: +41 (0)21 693 46 65

info@epfl-innovationpark.ch

www.epfl-innovationpark.ch

Target market

R&D antennas for large companies, SMEs, start-ups, and academic or industrial spinoffs seeking out synergies with institutes and universities.

Accommodation offer

- 10,000 sq. meters modular surfaces for companies and 3,000 sq. meters of common areas (conference and presentation rooms, cafeteria)
- Approximately 30,000 sq. meters for R&D antennas for large companies
- Services: administrative support, coaching, management consulting, and business strategy consulting, network of partners for seeking financial support

Incubation offer

- The Garage: «open space» workplaces at moderate rents
- The Forge: co-working space for young entrepreneurs
- Conference rooms, telephone lines/Internet
- Free coaching services
- Six month duration with renewal available

Active coaches on the EIP site are part of the 'platinn' network (see page 20).

Y-Parc – Swiss Technopole



Phone: +41 (0)24 524 10 10

info@y-parc.ch

www.y-parc.ch

Target market

Start-ups, SMEs and multinational companies involved with R&D and/or manufacturing.

Accommodation offer

- 25 hectares of buildable land for sale
- Approximately 10,000 sq. meters of rental space available (for offices, laboratories, workshops, and industrial facilities)
- Reception, telephone service, assistance with administrative procedures and coaching (Innovaud), special events and networking
- Easy access to R&D institutes of the School of Engineering and Business-Vaud (HEIG-VD)

Incubation offer

- Y-START: for companies originating from or having strong synergies with the HEIG-VD
- «Open space» workplaces or private offices from 15 sq. meters
- Shared infrastructure (conference rooms, cafeteria, office space, telephone/Internet)
- Coaching and entrepreneurship training
- Personalised back office administrative and accounting services
- Maximum duration of two years

Aéropôle Broye



Phone: +41 (0)26 663 90 80
info@coreb.ch
www.aeropole.ch

Target market

Businesses and activities with high added value in the aviation and aerospace industry and related fields.

Accommodation offer

- More than 40 hectares of improved land (equipped with electricity, gas, water, fiber-optic cable) in the immediate vicinity of the Payerne airfield
 - Aéropôle I: 15 acres with direct access to the runway reserved for businesses related to aviation and aerospace
 - Aéropôle II: 25 acres without access to the runway for connected activities (industry and services)
- Military and civilian airfield with a 2,900 meter runway, instrument controlled flights, and customs formalities for goods and people

Biopôle



Phone: +41 (0)21 651 90 00
info@biopole.ch
www.biopole.ch

Target market

Businesses and activities with high added value in the field of life sciences.

Accommodation offer

- 80,000 sq. meters of buildable area or convertible at the option of the lessee
- 35,000 sq. meters of rental space, unimproved or equipped (offices, laboratories, services), distributed through 6 buildings
- Access and connection with laboratories and institutes of CHUV, UNIL and EPFL
- Special events and networking
- Coaching services (Innovaud)

5.2 TECHNOLOGY PARKS AND BUSINESS INCUBATORS

Environmental Technopole of Orbe (TecOrbe)



Phone: +41 (0)21 318 75 35
info@tecorbe.ch
www.tecorbe.ch

Target market

SMEs and start-ups in the various areas of clean-tech, most particularly those businesses in the development phase or moving into the production phase of their project.

Accommodation offer

- Approximately 3,000 sq. meters of offices and workshops convertible at the option of the lessee
- Showroom, conference room and industrial facility on demonstration as pilot projects
- Services: support for promotion and networking (participation in conferences and trade fairs), management and financial consulting, coaching ('platinn' network)
- Opportunity to participate in a business consortium of the Granit Group

Incubation offer

- 10 modules with a total surface of 400 sq. meters
- Logistical support: reception, secretarial, telephone, accounting
- Technical support: mechanical workshop (prototyping), analytical laboratory, coaching
- Promotional support: a wide network of public community facilities can accommodate pilot projects

Microwelding Technopole of Sainte-Croix



Phone: +41 (0)24 557 73 60
info@technopole1450.ch
www.technopole1450.ch

Target market

Businesses and activities in the field of microwelding and related techniques.

Accommodation offer

- 10,000 sq. meters of space, including four buildings from 1,600 to 2,800 sq. meters
- Classroom, auditorium, and conference room
- Services: office and logistical supports, coaching ('platinn' network), R&D consulting, promotion and networking support
- «Domiciled» or «temporary» companies (accommodation only for the time of a specific project)
- Offers high-level training in the field of microwelding (with a diploma recognised nationally and internationally)

Incubation offer

- 2 to 3 areas of 50 to 100 sq. meters
- Two year duration with the possibility for renewal

Ateliers de la Ville de Renens

LES ATELIERS renens
LES ATELIERS de la Ville de Renens
LES ATELIERS de la Ville de Renens

Phone: +41 (0)21 632 71 01

ateliers@renens.ch

www.ateliersvdr.ch

Target market

Young companies active in the field of visual communication, graphic design, architecture, or design.

Accommodation offer

- 8 workshops from 52 to 90 sq. meters with telephone and Internet

- Contract without long-term commitment and with no deposit guarantee
- Conference room, reception and exhibition lobby, and cafeteria
- Diverse services, consulting and coaching ('platinn' network)

Incubation offer

The 'Ateliers de la Ville de Renens' work closely with :

- UniverCité, a co-working space for students and researchers in the biomedical sciences and design (www.univercite.ch)
- Design Studio Renens, that provides 10 incubation areas of 20 sq. meters (www.designstudiorenens.ch)



Startup Hotel - École hôtelière de Lausanne



Phone: +41 (0)21 785 11 11
incubator@ehl.ch
www.incubator.ehl.edu

Target market

Start-ups and young SMEs wishing to develop projects related to tourism and the hospitality service industries.

Incubation offer

- Four offices of 25 sq. meters, shared or private, with four workstations per office
- Conference rooms, food court, gourmet restaurant, bar, fitness, Internet, mailing address, IT and print shop support, cleaning services, reception
- Three month contract, automatically renewable from month to month up to one year, with the possibility of renewal
- Student Business Project: 10 weeks of work by 5 students, supervised by EHL experts, to support you in market research, concept development, business planning, etc.
- Personal coaching with industry experts in tourism and hotel services
- Access to the EHL network (alumni, investors and potential customers)

5.3 ACCOMODATION, SITES AND PREMISES

Accommodation and co-working offers

- Espace Création Renens
www.inartis-network.ch
- La Muse co-working space – Lausanne
www.la-muse.ch/coworking/Lausanne
- UniverCité, Renens
www.univercite.ch
- Passage 9, Lausanne
www.passage9.ch

Organisations involved in the real estate sector

- Vaud real estate
www.cvi.ch
- Vaud Federation of entrepreneurs
www.fve.ch
- Swiss Association of Real Estate Professionals (USPI Vaud)
www.uspi-vaud.ch

Specialised sites for finding land and premises

(list not exhaustive)

- www.newhome.ch
- www.homegate.ch
- www.immoscout24.ch
- www.immostreet.ch

6.1 SUPPORT FOR EXPORTATION

Switzerland Global Enterprise



Phone: +41 (0)21 545 94 94
info.lausanne@s-ge.com
www.s-ge.com

Mission

To promote exports, imports and foreign direct investment.

Services

- Information and advice for companies on international commercial markets and opportunities
- Finding business partners, specialised service providers, and private as well as public organisations in key international markets, particularly through the 26 Swiss Business Hubs in 22 countries
- Organisation of Swiss display stands at international trade fairs abroad
- Easy access to international experts in exportation through the "Expert Directory" platform (expertdirectory.s-ge.com)
- ExportHelp: Support on technical and administrative issues
- Access to the services of the "Enterprise Europe Network" (EEN), including grants to attend international trade fairs

SERV – Swiss Export Risk Insurance



Phone: +41 (0)21 613 35 84
inforomandie@serv-ch.com
www.serv-ch.com

Mission

To insure the exports of Swiss companies against political and commercial risks.

Services

- Insurance and guarantees for the entire range of export transactions, from financing manufacturing production to full payment for services (credit risk insurance, manufacturing risk, contractual guarantees and confiscation risk)
- Coverage of exports of consumer goods and investment as well as services
- Additional benefits for the private market and flexible solutions tailored to each company

6.2 PROMOTION OF INDUSTRIES AND TECHNOLOGY

Office for the promotion of industries and technologies (OPI)



Phone: +41 (0)22 304 40 40
admin@opi.ch
www.opi.ch

Mission

To promote the economic development in the Lake Geneva region through the promotion and growth of industry and companies involved in new technologies.

Services

- **Strategic coaching** – Involvement in business growth through the personalised support of consultations, of coaching ('platinn,' CTI - Start-up) or through mandates and working with an expert network
- **Qualified matchmaking** – Organisation of business meetings between two or more actors, brought together on the basis of identifying opportunities for potential collaboration
- **Promotion** – Highlighting businesses through media communications, special events, and economic missions in order to increase their local and international visibility

Useful links

- Exportation - Information on procedures
www.cvci.ch
(under Service/Foreign Trade)
- Cleantech Switzerland
www.cleantech-switzerland.com
- Medical Cluster
www.medical-cluster.ch
- Swiss Biotech Association
www.swissbiotech.org
- Swiss Health
www.swisshealth.ch

6.3 CLUSTER PROMOTION

In their respective fields, the four following platforms for sector promotion pursue the same mission and offer the following services:

Mission

To promote companies and research institutes in western Switzerland active in specialty fields.

Services

- Organisation of display stands, trade missions, and business presence in professional events in Switzerland and abroad
- Organisation of economic and scientific events in the region
- Networking companies, institutes and other partners
- Provide a database of companies and research institutes in western Switzerland

Alp ICT - Platform for promoting information technology in western Switzerland



Phone: +41 (0)22 304 40 40
info@alpict.ch
www.alpict.ch

BioAlps - Platform for promoting life sciences in western Switzerland



Phone: +41 (0)22 304 40 40
contact@bioalps.org
www.bioalps.org

CleantechAlps - Platform for promoting environmental technologies in western Switzerland



Phone: +41 (0)27 606 88 60
info@cleantech-alps.com
www.cleantech-alps.com

Micronarc - Platform for promoting micro-nanotechnologies in western Switzerland



Phone +41 (0)32 720 09 00
info@micronarc.ch
www.micronarc.ch

7.1 ECONOMIC INFORMATION AND STATISTICS

- SECO - Economic status
www.seco-admin.ch
(sub-themes/economic status)
- Conjoncture vaudoise - Economic statistics and analyses
www.conjoncturevaudoise.ch
- FOSC - Official Swiss gazette of trade
www.fosc.ch
- OFS - Federal Statistical Office (national statistics)
www.statistique.admin.ch
- Vaud statistics
www.vd.ch/scris
- Economiesuisse - Federation of Swiss companies - information on major economic policy themes
www.economiesuisse.ch
- SIX Swiss Exchange - Information on Swiss financial services
www.six-swiss-exchange.com

7.2 BUSINESS DIRECTORIES

- Commercial registry of Canton Vaud
www.vd.ch/rc
- Vaud business directory
www.vd.ch
(sub-themes / Economie / Entreprises)
- ZEFIX - Central index of business names
www.zefix.admin.ch
- ARESO - Directory of business resources in western Switzerland
www.areso.ch
- RET - Directory of technical companies (industrial subcontractors)
www.le-ret.ch
- SWISSFIRMS - Database of member companies of the Swiss chambers of trade and Industry
www.swissfirms.ch
- Search engine of microtechnology companies
www.microtech-search.ch
- Search engine of life sciences companies
www.alps-lifescience-search.com

7.3 PROFESSIONAL GROUPS AND ASSOCIATIONS

- Swiss Biotech Association
www.swissbiotech.org
- Medical Cluster
www.medical-cluster.ch
- Energy-Cluster
www.energie-cluster.ch
- SwissBanking - Swiss bankers association
www.swissbanking.org
- OVCF - Vaud chamber of fiduciaries (chartered/certified public accountants)
www.ovcf.ch
- CVCI - Vaud chamber of commerce and industry
www.cvci.ch
- Centre Patronal - Swiss employers' association
www.centrepatronal.ch
- Vaud Banks Association
www.banques-finance-vaud.ch
- SME Association of western Switzerland
www.pme-cevd.ch
- GIM-CH - Swiss group for mechanical engineering
www.gim-ch.ch
- GRPM - Defense and security equipment manufacturers' group of western Switzerland
www.grpm.ch
- GRI - IT industry association of western Switzerland
www.gri.ch
- GESO - Electronics group of western Switzerland
www.gesonet.ch
- FVE - Federation of Vaud entrepreneurs
www.fve.ch
- ANV - Association of Vaud notaries
www.notaires.ch
- USF - Swiss union of fiduciaries (chartered/certified public accountants), Vaud section
www.usf-vaud.ch
- AVDEP - Vaud association of private schools
www.avdep.ch
- Swiss Association for Standardisation (SNV)
www.snv.ch

7.4 STARTING A BUSINESS

- GENILEM - Support program for business creation
www.genilem.ch
- CTI Entrepreneurship - CTI training program for business creation and development
www.cti-entrepreneurship.ch

7.5 FOREIGN DIRECT INVESTMENT

- DEV - Vaud association for foreign direct investment promotion
www.dev.ch
- VAUD.CH - International website portal for the promotion of the canton of Vaud
www.vaud.ch/invest
- SWITZERLAND GLOBAL ENTREPRISE
www.s-ge.com

7.6 TRANSFERRING A COMPANY

- CVCi - Useful advice and information
www.cvci.ch
(under services/transmission)
- RELEVÉ PME - Platform dedicated to corporate succession and company transfer
www.relevepme.ch
- Capitalproximité - Platform for bringing together companies and private investors
www.capitalproximite.ch
- KMU Next - Foundation dedicated to business succession
www.kmunext.ch

7.7 BUSINESS TAXATION

- ACI - General information on the website of the Vaud cantonal tax administration office
www.vd.ch/taxes
- SPECo - Information on opportunities for tax holidays in the canton of Vaud
www.vd.ch/promotion-economique
(in benefits)
- AFC - General information on the website of the Swiss federal tax administration office (direct tax, VAT, withholding tax, etc.)
www.estv.admin.ch

7.8 INTELLECTUAL PROPERTY

- IPI - Federal institute of intellectual property
www.ipi.ch
www.ip-search.ch
- WIPO - World Intellectual Property Organisation
www.wipo.int

7.9 CONTINUING EDUCATION

- HESAV - The University of Health Sciences in Vaud
www.hesav.ch/the-hesav
- MoT - Executive MBA in Management of Technology
www.mot.epfl.ch
- CRPM - Management training center, western Switzerland
www.crpm.ch
- FSRM - Swiss Foundation for Research in Microtechnology (training in microtechnology and precision engineering)
www.fsrn.ch
- SANU Foundation (training in sustainable development)
www.sanu.ch
- ARIAQ (training in the fields of sustainable development and the life sciences (pharma, biotech, medtech)
www.ariaq.ch
- CEFCO - Continuing education center of western Switzerland
www.cefco.ch
- RomandieFormation - Continuing education in western Switzerland by the Swiss employers' association
www.romandief ormation.ch
- SwissUni - Swiss university association for continuing education
www.swissuni.ch
- Cantonal institutions of education and professional development
www.vd.ch/formation
- UNIL-EPFL - University and the Swiss Federal Institute of Technology of Lausanne
www.formation-continue-unil-epfl.ch
- HEIG-VD - University of Engineering and Management of the Canton of Vaud
www.heig-vd.ch/dfc
- IMD - International Institute for Management Development
www.imd.org
- IDHEAP - Graduate School of Public Administration
www.idheap.ch

7.10 EUROPEAN RESEARCH PROGRAMS

- EURESEARCH - Information on the framework of European Union research programs
www.euresearch.ch
- EUREKA - R&D program for industrial companies
www.eurekanetwork.org

7.11 LABOR MARKET

- SDE - Information on the Employment Service of the Canton of Vaud (hiring the unemployed, applications for residence permits and work permits, collective bargaining agreements (CCT) and standard contracts and procedures for mass redundancies, etc.)
www.vd.ch/emploi
- SEM - State Secretariat for Migration
www.etrangers.ch
(sub-themes/work and work permits)

7.12 SOCIAL INSURANCE AND PENSIONS

- OFAS - Guidance on social insurance in Switzerland for SMEs
www.ofas.admin.ch/kmu
- SASH - Information on the Service for Social Insurance in the canton of Vaud
www.vd.ch/assurances-sociales

7.13 SUSTAINABLE DEVELOPMENT

- Öbu - Association for the promotion of sustainable development in businesses
www.oebu.ch
- Philias - Foundation for the promotion of Corporate Social Responsibility (CSR)
www.philias.org
- Actares - Shareholders for a sustainable economy
www.actares.ch

| Support organisations | Pages | Support organisations | Pages |
|--|-----------|---|---------------|
| Aéropole de la Broye | 31 | EPFL Innovation Park (EIP) | 30 |
| Aigle Région | 7, 28 | EPFL - Office of Technology Transfer (TTO) | 25 |
| Alliance | 27 | Foreign Direct Investment Agency (DEV) | 5, 28 |
| Alp ICT | 37 | Foundation for Technological Innovation (FIT) | 9, 12, 13 |
| Association de la région Cossonay-Aubonne-Morges (ARCAM) | 7, 28 | Genilem | 20 |
| Association de la région du Gros-de-Vaud (ARGdV) | 7, 28 | « Growth of SMEs » Initiative | 16 |
| Association pour le développement des activités économiques de la Vallée de Joux (ADAEV) | 7, 28 | HEIG-VD - Center for Engineering and Technology Transfer (CeTT) | 24 |
| Association pour le Développement du Nord Vaudois (ADNV) | 7, 16, 28 | Innovaud | 19, 27 |
| Association pour la promotion économique de la région Montreux-Vevey (PROMOVE) | 7, 28 | Lausanne Région | 7, 16, 28 |
| Ateliers de la Ville de Renens | 33 | Loan Guarantees Cooperative (Cautionnement romand) | 9, 17, 18 |
| BioAlps | 37 | Microcrédit Solidaire Switzerland | 9, 16 |
| Biopôle | 31 | Micronarc | 37 |
| Capitalproximité | 9, 11 | Microwelding Technopole of Sainte-Croix | 32 |
| Centre Patronal | 23 | Office for Economic Affairs (SPECo) | 5, 10, 17, 18 |
| CHUV-UNIL - Pactt Technology Transfer | 25 | Office for the promotion of industries and technologies (OPI) | 36 |
| CleantechAlps | 37 | Pays-d'Enhaut Région | 7, 16, 28 |
| CODEV (Vaud Economic Development Coordination Agency) | 6, 7, 28 | Platinn | 20 |
| Communauté régionale de la Broye (COREB) | 7, 16, 28 | Régionyon | 7, 16, 28 |
| CTI | 12, 26 | Réseau Entreprendre® Suisse Romande | 22 |
| • Entrepreneurship | 21 | SERV – Swiss Export Risk Insurance | 35 |
| • Invest | 11 | SME and start-up breakfasts | 8 |
| • Start-up | 21 | Startup Hotel – Ecole hôtelière de Lausanne | 34 |
| CVCI - Vaud Chamber of Commerce and Industry | 23 | Switzerland Global Enterprise (S-GE) | 35 |
| Environmental Technopole of Orbe (TecOrbe) | 32 | Venture kick | 14 |
| | | Y-PARC | 30 |



Economic Promotion

Office for Economic Affairs (SPECo)
Rue Caroline 11
CH - 1014 Lausanne

Phone: + 41 (0)21 316 58 20
E-mail: info.speco@vd.ch
Internet: www.vaud.ch/businesses

