



> UPDATES <

- > Nano 2012, further ambitious investments in Grenoble-Isère
- > Grenoble, an international benchmark for neuroscience



> SPOTLIGHT <

- > PIL'es, raising the logistics stakes



> TIME OFF <

- > Joining the Elite of soccer
- > Centenary of Olivier Messiaen



Alain Jutant, CEO of Nanoident Biometrics SAS

> INTERVIEW <

Nanoident chooses Grenoble-Isère

The world leader in the development and production of printed semiconductor-based sensors, Nanoident, has opened a biometrics subsidiary near Grenoble. According to the company's CEO, Alain Jutant, the choice of Grenoble-Isère for the launch of Nanoident Biometrics was no coincidence.

How did Nanoident start in 2004?

The firm started in Austria to look for new ways of putting a thumbprint sensor on a smart card. The solution identified by the company's founders (K. Schroeter and F. Padinger) is based on printed semiconductor technology. Unlike conventional silicon-based semiconductors, printed sensors allow the use of flexible substrates that are thin, may also be disposable, and are certainly easy to personalize. These devices are not expensive. The double advantage of being adaptable with low production costs has opened the way for a new generation of applications.

Tell us about applications in biometrics?

To streamline its organization Nanoident has turned its business units into subsidiaries, in Austria, Germany, the United States and France. Thanks to Bioident Inc, Nanoident is active in the biomedical applications (lab-on-chip) market, with established added value in pharmaceuticals, pollution control, allergy detection and bio-defence. We launched Nanoident Biometrics on 26 December 2006 at the Montbonnot site, near Grenoble. We are developing embedded biometric authentication solutions here, for mobile phones, smart cards and PCs, using the capture of finger or palm prints, or vein patterns. The aim is to secure

operations such as banking transactions, payments on-the-go and access to information systems.

What made you settle in Grenoble-Isère?

The study carried out with Invest in France, comparing four potential locations, led quite logically to Grenoble-Isère. The Grenoble area has big potential in terms of its job market and the presence of the Minalogic global competitiveness centre was a decisive factor. The convergence of nanotechnology and embedded software coincides with our two key concerns. Here, more than elsewhere, Nanoident can draw on the available talent pool, which operates on several different scales, ranging from start-ups to major international firms. The excellent qualifications and high productivity of local engineers also make the area more attractive. Above all we were looking for a solution-accelerator. Nanoident needs reliable partners to bring products using our processes onto the market rapidly. Grenoble-Isère is a fertile environment for massive deployment of new applications. In the immediate future we will be building new synergies and partnerships with firms in this sector, as well as more long-term strategies thanks to input from Grenoble research laboratories.

> UPDATES <

Birth of Acte International

Following the merger of Modsys and WethicA Europe, Acte International has been located in Voiron since 28 March. Its core business is international trade consultancy, assessing, securing, optimizing and managing its customers' procurement and international distribution operations. With partnerships in Asia, North America, Mexico and soon in Europe itself, the firm chose to locate to Rhône-Alpes on account of its buoyant economy and mountain-related values: taste for challenges, capacity for observation, team spirit, perseverance, technical excellence, curiosity and love of discovery. Customers include Marèse, Aubade, Dior and Lacroix, in fashion and haute couture, A. Raymond, Lafuma and King Jouet, in industry, L'Oréal and Forever Living Products in cosmetics. Acte International reported \$3m sales in 2007.

Radiall signs a major contract with Boeing

Radiall specializes in the manufacture of electronic components for wireless communications applications, telematics, and defence and aeronautics equipment. It has now undertaken to supply the electrical distribution connectors for the Boeing 787, better known as the Dreamliner. This success crowns the company's efforts to develop a new generation of modular composite connectors. It follows on from an existing contract, which means the B787 will be Radiall's flagship programme for the next 15 years. In 2004 it won one of Boeing's 2004 Supplier of the Year awards, garnering a similar prize from Airbus in 2006. With revenue of €200m in 2007 Radiall employs more than 450 people in the Voiron area.

Air Liquide obtains quality certification

The Advanced Technology Division (DTA) at Air Liquide qualified for EN-9100 certification last January. With a score of 96.5/100 the company is now listed in the Oasis global database. It also obtained renewal of its ISO 9001 V2000 certification. DTA, which is based in the Grenoble area, operates in China, the US and soon Japan. The division specializes in very-low temperature cryogenics, space, aeronautics and hydrogen energy. DTA employs 320 people and reported €71m sales in 2007. Air Liquide, which is represented in 75 countries, is the world leader in industrial and medical gases, and associated services.

> FEATURE <



Nano 2012, more than €3b investments considered again in Grenoble-Isère

Grenoble-Isère, Europe's leading microelectronics research and production centre, has launched another ambitious investment programme to boost development in this sector. The Nano 2012 strategic investment programme decided by STMicroelectronics, IBM, CEA and the local authorities aims to provide competitive access to microelectronic systems, develop derivative technologies and enhance the area's competitive edge, in particular with regard to southeast Asia.

The programme, once realised, will make Grenoble-Isère the world centre for the development of (32 and 22nm) CMOS technologies and their derivatives, with

potential for creating 650 new jobs at Crolles and Grenoble.

After the €3.4bn invested in Grenoble-Isère over the 2002-7 period, as part of the Crolles-2 Alliance programme, the partners are ready to commit themselves to another comparable investment consisting of a €2.37bn R&D programme coupled with capital investment by STMicroelectronics amounting to \$1.25bn. National and local government will be full-scale partners in the undertaking (with contributions slated to exceed €500m) to create the conditions for an exceptional ecosystem and keep the micro and nanotechnology industry in Grenoble-Isère at the top of the global ranking.

Grenoble, an international benchmark for neuroscience

A new research centre, the Grenoble Institute of Neuroscience, has just opened. The aim of the new organization is to ease the passage between basic research and clinical applications, which explains the need for a genuinely pluridisciplinary approach. This is facilitated by bringing together 10 research teams under the same roof – 6,000 sq m of specially designed new premises, close to Grenoble's university teaching hospital with its neurology and psychiatry centre, neurosurgery expertise, MRI and nuclear medicine resources.

All the elements are combined to rise to one of the main challenges facing us this century, namely an ageing population with all the attendant pathologies. Claude Feuerstein, the head of GIN, plans to enrol several of the institute's research teams in the national campaign against Alzheimer's disease and consolidate the leadership



position of Rhône-Alpes in research into a cure for Parkinson's disease.

The new resources made available to research are in keeping with Grenoble-Isère's ambition to become one of the top centres of neuroscience research in Europe.

> SPOTLIGHT <

PIL'es, raising the logistics stakes

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Aerial view of the Chesnes international business park

Logistics is a key component in the economic development of Nord-Isère, the northern part of the Isère department and home to the largest land-based logistics platform in southern Europe. This rapidly evolving business has gained increasing strategic leverage as a key component in the response to the financial challenges associated with successful supply chain management. In Nord-Isère the Southern Europe Logistics Intelligence Centre (PIL'es) is working hard to promote a high-performance, quality industry.

The notion of an industry busily stacking pallets on a loading bay is definitely outdated. Logistics is much more than just another horizontal activity. It is a strategic business that impacts directly on a high-cost factor, time, with the promise of substantial savings for those smart enough to manage it effectively.

Logistics, at the meeting point of strategic challenges

Over the last 15 years logistics has contributed to increasingly rational supply chain management. Logistics' ultimate aim is to expedite flows at the lowest possible cost, regardless of whether it is dealing with raw materials or the data on which the procurement of such materials depends. It concerns the whole process, from supplier to customer, and as such logistics has become an essential factor in competitive differentiation. Mastering this activity makes possible a series of quality-building services: meeting deadlines, guaranteed procurement, product traceability, handling of product returns, after-sales service, etc. In short logistics is the key component in a supply chain striving to achieve customer satisfaction. It has become an essential part of corporate performance, reducing the margin of uncertainty between

the supply side, constantly meeting new requirements, and increasingly specific demands.

PIL'es, a bridgehead serving southern Europe

With more than 12,000 jobs and 70 specialist firms located between Grenoble and Lyon logistics is certainly on a roll. But the business does not enjoy an immediately positive image, occupying as it does some 1.6m sq m of space and sending 5,000 trucks back and forth across Nord-Isère every day. So in November 2007 the local authorities set up PIL'es to promote the development of next-generation logistics in Rhône-Alpes. With the support of the Nord-Isère Chamber of Commerce and various local development agencies, five companies launched a quality-building process: NYK Logistics France, Prologis, Chevallier Logistique, Schneider Electric and Métal Centre. An action programme has been engaged to make Nord-Isère a centre for experimenting next-generation logistics. PIL'es is concentrating on improving the image of the business and associated trades. Accordingly, in 2008, it opened a training course for locally based executives to enhance their sense of leadership, through a better grasp of technicalities

The driving force behind the logistics projects in Grenoble-Isère

- NYK Logistics France, a subsidiary of Nippon Yusen Kaisha, has invested \$26m to serve its customers, which include Toyota and Yamaha.
- Schneider Electric has concentrated its logistics activities at two locations to optimize flows and cut costs.
- King Jouet, France's third largest toy retailer, is investing €15m in 2008 to set up a 20,000 sq m logistics platform.
- Caterpillar Logistics has located its base for southern Europe near Grenoble.
- Opti-time, the Grenoble-based French market leader for software systems for managing delivery rounds, is the result of the merger of Magellan and Delia Systems.
- Concorde Logistics, a joint venture involving Unitrans Ltd, the B2B specialist, and Azenn, which distributes electronic components.
- Acte International (see opposite)
- Chevallier Logistique is currently building the first high environmental quality (HQE) logistics base on the Chesnes business park, with 2,700 sq m office space and 24,000 sq m of logistics space, designed for rental.
- And more than 60 other companies.

related to information systems, quality, safety and employment law.

The industry, which is currently registering 10% annual growth, is keen to contribute to regional development, a process from which everyone stands to gain. By 2020 a multimodal hub should link up the logistics bases of Nord-Isère with Lyon Saint-Exupéry airport, the port on the Rhône at Vienne, as well as the rail freight network and the future TGV fast-train link between Lyon and Turin.

Setting our sights on the next 15 years is the best way of growing a high added-value sector, strategically located at the meeting point of northern and southern Europe.

Decathlon's logistics platform
© CCI NI

Joining the Elite of soccer

© Laurent Dastrevigne / GF38



Grenoble-Foot 38 celebrates its qualification for France's major league

On 12 May, in a brand new stadium opened in February, a jubilant crowd watched Grenoble's football club, the GF 38, qualify for promotion to France's major league next season. Only the country's top 20 teams compete in this elite division.

Breaking with tradition Grenoble is the first foreign-owned football club in France. In 2006 the Index Corporation of Japan, which specializes in the supply of

content for mobile phones, took a majority share in GF 38. The decisive factor for Kazutoshi Watanabe, the CEO of Index was the city's dynamic economy.

Promotion to the major league holds the promise of a boost to the local economy. "It's a fine collective victory, with encouraging prospects for a city that already boasts a large number of athletes," says Mr Watanabe.

Centenary of Olivier Messiaen

The 11th edition of the festival in honour of Olivier Messiaen, one of the most important 20th century composers, will be an exceptional event, coinciding as it does with the centenary of his birth. The festival, celebrated from 10 to 20 July in the midst of the French Alps, in Grenoble-Isère, "his true homeland" as the composer liked to say, will feature 14 concerts and two days of study focusing on the composer's career. With international guests such as Myung-Whun Chung, conducting the Radio France philharmonic orchestra, Mireille Delunsch, Régis and Bruno Pasquier, Marc Coppey, Tedi Papavrami and Peter Hill, the festivities should be truly memorable. The cen-

tenary year will be marked by 600 concerts in more than 140 towns in 27 countries, with the Turangalîla symphony being performed by leading orchestras – the Berlin Philharmonic, the London Philharmonia, the Concertgebouw of Amsterdam and the Orchestre de Paris. Messiaen travelled widely, with several appearances in New York and of course Paris, but he was particularly affected by Japan. His Seven Haikai is a metaphor for the birdsong of Karuizawa. The composer wrote almost all his works in the mountains of Dauphiné, notably his *Et exspecto resurrectionem Mortuorum*. He pioneered the study of rhythm, applying his findings to his own music and leaving

a vast treatise, running to several volumes, entitled the *Traité de rythme, de couleur et d'ornithologie*.

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AEPI is the Grenoble-Isère Economic Development Agency. It provides companies with all the information and assistance they require to set up business in Grenoble-Isère: economic data, offers of building land, offices and industrial premises, meetings with local decision-makers, help with overall project management, notably funding, available grants, etc. Come and contact us.

USA: Sharon Reh binder
Tel: (1) 310 473 2818 - Fax: (1) 310 388 5382
Email: sharon@france.com

China: Lei Zhong
Tel: (86) 21 61 35 20 49 - Fax: (86) 21 63 41 12 06
E-mail: lzhong@investinfrance.org

Japan: Takako Suzuki
Tel: (81) 3 3288 9640 - Fax: (81) 3 3288 9558
Email: t.suzuki@ccifj.or.jp

Italy: Sophie Chelkoff
Tel: (39) 348 26 26 480
Email: sophie.chelkoff@acsan-consulting.com



Agence d'Etudes et de Promotion de l'Isère

1, place Firmin Gautier - 38027 Grenoble Cedex 1
Coordination: Anne Giraudel - Tel: 33 (0) 476 709 703 - Fax: 33 (0) 476 709 719
Website: <http://www.grenoble-isere.com> - Email: a.giraudel@grenoble-isere.com

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