

MONTPELLIER BIC SUCCESS STORIES



Dynamic, innovative, and pioneering... Montpellier Méditerranée Métropole's Business and Innovation Centre (BIC) produces exemplary results every year and celebrates the success of many local companies, a sign of its successful assistance method.

With personalized coaching, assistance programs, business networking, and much more, Montpellier BIC offers a wide range of services that promote the emergence of "champion" startups.

Leveraging three incubators – Cap Alpha, Cap Omega, and MIBI – startups assisted by Montpellier BIC benefit from a privileged environment that helps maximize their chances for success. Often international award-winners, these companies contribute to the proud image and wealth of our territory.



Mayor, City of Montpellier
President, Montpellier Méditerranée Métropole



Vice President, Montpellier Méditerranée Métropole
Delegate for economic development, higher education and research, innovation, French Tech, craft trades, operational planning and urbanism



BIC

MONTPELLIER

ALUMNI

SINCE 1987:

**+750
COMPANIES
ASSISTED**

3 INCUBATION
SITES

50 COMPANIES
CREATED / YEAR

**CAP
ALPHA**
**CAP
OMEGA**
MIBI

**+5,400
DIRECT
JOBS CREATED**

**+210 M€
ALLOCATED TO
RESEARCH**

**91.4%
3-YEAR
SURVIVAL
RATE**



AQUAFADAS / RAKUTEN

Created: 2006

Founders:

Claudia Zimmer
and Matthieu Kopp

www.aquafadas.com



Aquafadas, developer of innovative software, leading publisher for tablets and smartphones. Acquired in October 2012 by Kobo, a Canadian group specializing in e-books. Became a subsidiary of Rakuten in 2017.

The company's solutions are used by professionals in publishing, communication, design, and photography. Aquafadas notably launched AveComics, a sales and distribution platform for digital comic books.

Awards and honors: 30th in Deloitte Technology Fast 500 EMEA, 2011; 2nd in Deloitte Technology Fast 50 France, 2011; Top 100 Red Herring, 2011.

BIME

Created: 2009

Founders:

Rachel Delacour
and Nicolas Raspal

www.bimeanalytics.com



Bime makes Business Intelligence accessible to both small and very large companies, presenting its offering as an SaaS-based subscription service. The interest of the solution is that it brings together all sources of data available to a company, whether internal or online, for viewing and analysis with the user's web browser. Bime focuses on the solution's ability to enable subscribers to handle any volume of data, thus offering an adapted response for handling Big Data challenges. Emblematic of young French-style startups, the company has also established operations in Kansas City, Missouri. In 2015, the company was acquired by the American customer service platform Zendesk for 45 M\$ and officially changed its name to Zendesk France.

AWOX

Created: 2003

Founder:

Alain Molinié

www.awox.com



European leader for interconnected consumer objects, AwoX provides software components for connecting DLNA (Digital Living Network Alliance) certified devices, notably for manufacturers of consumer electronics products. The company has subsidiaries in Singapore and Palo Alto, offices in Taiwan and Shenzhen, and a network of resellers in China and Japan.

2014: listed on Euronext Paris stock market (21.5 M€) and acquisition of Cabasse, specialist in HiFi audio (30 employees, 7 M€ revenue).

In 2018, AwoX acquired Belgian group Chacon. Sales in 2018 reached 32 M€, with >75% internationally and a staff of 95 people.

Awards and honors: Top 3 for Software Technology Interoperability. Top 3 French provider for smart, connected lighting - 28% market share in 2015 (GFK). Top 3 French provider in multi-room hi-fi audio and home cinema.

BIOTOPE

Created: 1993

Founders:

Frédéric Melki,
Thomas Menut,
and Michel Geniès

www.biotope.fr



A leading ecological engineering firm in the French market, Biotope is the number one private company in ecological engineering and nature preservation, committed to supporting biodiversity protection, sustainable development, and the distribution of naturalist knowledge. In 2018, the company had 236 employees, generating 18.4 M€ in sales in over 40 countries.

Awards and honors: 2011 laureate of Performance Prize ("Growth" category); 2011 dual winner of Ambition Prize; 2011 winner of Ernst & Young Entrepreneur of the Year award for the Mediterranean region ("Green Business" category). Regional winner of INPI Innovation Trophy 2012. Winner of 3rd prize at Lettre M 30-year celebration in November 2014.

BIO-UV GROUP

Created: 2000

Founder:

Benoit Gillman

www.bio-uv.com



European leader in UV water treatment for public and private swimming pools, BIO-UV acquired a small California company in January 2006, Delta UV Corporation, enabling it to penetrate a promising market that represents 60% of the worldwide potential, and to export its in-house expertise relating to UV treatment for swimming pools and spas.

With consolidated sales revenue of 12.4 M€ in 2018, the BIO-UV Group sells its systems throughout the world. Exports account for over 50% of the Group's sales. In 2018, Bio-UV carried out a successful IPO on the Euronext Growth stock exchange, raising 10M€.

DEINOVE

Created: 2006

Director:

Emmanuel Petiot

www.deinove.com



Deinove is a biotechnology company, a leader in radical innovation, focused on tackling challenges related to antibiotic resistance and the transition towards a biological production model for food and cosmetics industries.

Deinove has built extensive and unique expertise in the field of rare bacteria, which it knows how to decrypt, cultivate, and optimize to reveal unsuspected possibilities. Since it was founded, Deinove has been building and documenting an unparalleled reserve of biological diversity that it leverages via a technological platform unique in Europe.

The company has been listed on Euronext Growth* since April 2010.

BULANE

Created: 2009

Founder:

Nicolas Jerez

www.bulane.fr



Bulane's disruptive technology makes it possible to produce a clean and efficient combustible, in any environment, using the hydrogen and oxygen naturally present in water. Starting in 2009, Bulane began developing its Dyomix solution: a line of generators, services, and accessories for brazing professionals. Several dozen leading industrial players in Europe have adopted the new equipment, combining productivity, safety, quality, and respect for people and the environment. With these applications, Bulane now demonstrates the business relevance of hydrogen-based solutions, the promise of significant development in the short-term. The company is present in France, Germany, and Italy.

Awards and honors: "Jury Favorite" trophy in 2018 at 6th CSR Night at the Théâtre de Paris; 2017 winner of ArtinovArt's Innovation Trophies.

DIADOM

Created: 2000

Founder:

Bruno Méline

www.diadom.com



The French leader in home delivery for urinary and digestive medical consumables, Diadom works closely with medical teams to provide global support for patients, from the hospital to everyday life at home, notably by developing information and communication technology-based services.

Over 50,000 clients have used the company's services since 2000. Nearly 19,000 doctors in private practices and healthcare establishments have placed their trust in Diadom. In 2018, the La Poste group acquired Diadom to pursue its development strategy in the market for the "silver economy".

ID VET

Created: 2004

Founder:

Philippe Pourquier

www.id-vet.com



IDvet

IDVet develops, produces, and sells diagnostics reagents for detecting infectious diseases in production animals. The company's ELISA diagnostics kit is sold under the brand name ID Screen[®], and is used for analyzing serum, plasma, meat juice, and milk samples. IDvet also offers a global solution ranging from sample processing to results analysis, providing clients with its expertise in animal health.

IDVet products are imported into over 150 countries. Sales in 2018 reached 17.2 M€, with a staff of 92 people.

i2a

Created: 1988

Founder:

Jean-Philippe Duvergé

www.i2a.info



i2a has acquired unparalleled knowledge and expertise in the field of microbiology. Mastering complementary technologies, including robotics, fluidics, sensors, image processing associated with expert systems, and data processing software, i2a has been developing an innovative solution over the past several years to entirely automate bacteriology laboratory processes from sample arrival to final results. A major player in the French market (with about 75% of all hospitals using its products), i2a now wants to benefit from opportunities in international and non-clinical markets to become a major player globally.

IES SYNERGY

Created: 1992

Director:

Gilles Souviron

www.ies-synergy.com



ies
Beyond Charging

Since it was founded, IES Synergy, a pioneer in battery recharging, has worked with industrial companies around the world to elaborate electrical mobility solutions. The company's unique expertise has enabled it to develop a complete range of fast-charging solutions for all situations, notably charging stations for personal vehicles, fleets, and buses in urban areas, public places, and on the roadside. IES Synergy also makes mobile and embedded chargers for the industry.

With offices in Detroit, Munich, and China, through a joint venture with Wanma, the company generates 75% of its sales via exports.

In June 2019, IES Synergy raised 10 M€ from Paris Fonds Vert, a growth capital fund for the ecological transition in big cities.

IGE OSS & TECHSIA

Created: 2009

Founders:

Carine Gourbail, Laurent Etur

Stéphanie Gottlib, and Frantz Maerten

www.slb.com



igeoss
TECHSIA

The Schlumberger Montpellier Technology Center was created following the 2009 acquisition of Techsia (founded in 2000 by Stéphanie Gottlib-Zeh and Carine Gourbail), and the acquisition of Igeoss (founded in 2005 by Laurent Etur and Frantz Maerten). The Montpellier excellence center focuses on research and development of software for interpreting oil and gas exploration and production. The center hosts over 100 geoscience and computer science engineers developing Techlog, Petrel, and Malcom applications.

MATOOMA

Created: 2012

Founders:

Frédéric Salles,
John William Aldon,
and Nadège Salles

www.matooma.fr



An expert in connecting and managing populations of connected objects, Matooma enables clients to connect objects using its multi-operator SIM cards. The company's M2M Manager web platform handles logistics, commercial, and financial applications.

In early 2016, Matooma launched its new M2M solution to connect and manage all types of IoT networks, with an infrastructure able to handle security and interoperability for the 20 billion connected objects expected globally by 2020. The company was acquired in 2019 by the Wireless Logic Group in England.

Awards and honors: October 2015, Mobility Awards: "Best Internet of Things Solution". February 2017, Growth Champion in Occitanie Region; 10th place nationwide in the top 500 companies in France with the strongest growth from 2012 to 2015.

MEDTECH

Created: 2002

Founder:

Bertin Nahum

www.medtechsurgical.com



Medtech is positioned as an innovative player in the market for computer-assisted surgery. The company's first robot designed for surgical interventions, BRIGIT[®], is dedicated to orthopedic surgery. Medtech then developed ROSA[™], its second-generation robotic neurosurgery platform. Medtech opened its capital to the Newfunds investment fund in 2010 and created a subsidiary in New York in 2011. In 2013 the company was listed on the stock exchange, raising 20 M€. In 2016, the company was acquired by Zimmer Biomet, medical device manufacturer and world leader in musculoskeletal healthcare.

Awards and honors: 2013 Frost & Sullivan Prize for "European Company of the Year in Neurosurgical Robotics"; 2014 winner of Deloitte Technology Fast 50 "Revelation" prize for the Mediterranean region.

MEDINCELL

Created: 2003

Founder:

Anh N'Guyen

www.medincell.com



MedinCell is a pharmaceutical laboratory that develops a portfolio of long-acting injectable products in various therapeutic areas, combining its technology with active ingredients in already known and marketed drugs. The company has developed a new way to administer medications: with its BEPO technology, gel is injected beneath the patient's skin, releasing active ingredients regularly over the course of several months. The range of application is extremely broad: it may be used to treat pain, administer a contraceptive, handle psychiatric treatment, and even anesthetize patients. In 2018, MedinCell was listed on the stock exchange and raised 30M€. In 2019, MedinCell received 7.5 M€ from the European Investment Bank, and a subsidy from the Bill and Melinda Gates Foundation to work on a preventive product against HIV. MedinCell technology could ensure several months of prevention with a single injection under the skin.

Awards and honors: #LetsgoFrance Trophy 2019 in the category "France, a sustainable economic model".

MON CHASSEUR IMMO

Created: 2012

Founder:

Frédéric Bourelly

www.monchasseurimmo.com



Mon Chasseur Immo provides secure transactions for property purchases, offering a new purchasing experience with optimized price-quality performance.

The company's technology platform enables real estate buyers to mandate property agents to search for goods and carry out negotiations. Buyers can access all the information related to their project on the platform and are thus able to manage issues remotely while benefiting from full support from their agent.

Mon Chasseur Immo's sales revenue increased by a factor of four in 2018 and the company raised 3.5 M€. It employs 15 people in Montpellier and 54 affiliated real estate agents.

Awards and honors: Ranked 29th in Deloitte In Extenso Technology Fast 50 in France.

OCEASOFT

Created: 2003

Founder:

Laurent Rousseau

www.oceasoft.com

A DICKSON COMPANY
OCEASOFT
Environmental Monitoring & Compliance Experts

OCEASOFT designs, calibrates, and sells smart connected sensors for monitoring physical parameters such as temperature, humidity, CO₂ levels, and differential pressure. Its solutions are mainly designed for life science and agri-food industries. The company provides a complete vertical offering, from the sensor level to data integration into information systems, leveraging its expertise in three key areas: sensors and calibration, wireless communication, and software platform development. The company was listed on Euronext Alternext in January 2015. In February 2017, OCEASOFT signed a major contract with an industry-leading American pharmaceutical company. Sales in 2018 reached 8 M€, with >56% internationally and a staff of 70 people. The company was acquired in late 2019 by Dickson, an American specialist in environmental monitoring.

PRADEO

Created: 2010

Founder:

Clément Saad

www.pradeo.com

pradeo
TRUST YOUR APPS WORLD

A key international player in the field of application security, Pradeo offers innovative solutions to protect smartphones and mobile terminals, leveraging its unique patented Trust Revealing™ technology. This technology provides a much needed and particularly innovative response for facing threats related to the boom in the mobile application market and the consequences of those threats, including violations of privacy, financial loss, and mobile terminal security. In 2018, Pradeo was chosen by IBM to secure its platform dedicated to mobile terminals, using cybersecurity solutions developed in Montpellier.

Awards and honors: Winner of 2016 UBIMobility competition for the Best Innovation Dedicated to Connected and Autonomous Cars; first prize in Huawei Digital IN-Pulse Challenge; Zephyr Award in 2015 for Best Mobile Opportunity, by Silicon Valley Telecom Council; received France Cybersecurity Label awarded by the French government.

PREDICT

Created: 2004

Founder:

Alix Roumagnac

www.predictservices.com

predict
Risques sous haute surveillance

Predict offers decision-making assistance services for managing climate-weather risks for companies, municipalities and individuals, both in France and abroad.

Support for designing preventive organizational plans, and Predict's ongoing monitoring of hydrometeorological events, enables users to be warned ahead of time in case of pending risks, such as flooding, storms, rising tides, major snowfalls, fires, tornados, tsunamis, and more. Users also benefit from pertinent and personalized advice for managing crises and activating safety operations in a timely manner.

Awards and honors: In 2015, Predict was rewarded at the opening ceremony of the European Forum on Disaster Risk Reduction (EFDRR) for its action to prevent natural disasters. Laureate of the Hydro Innovation Trophy at HydroGaia in 2017, for its Semaphore project (Extreme Risk Events Threat Assessment Service) to manage major disasters at an international level.

SENSORION

Created: 2009

Director:

Laurent Nguyen

www.sensorion-pharma.com

Sensorion
The inner ear diseases company

Specialized in treating inner ear disorders such as tinnitus, severe vertigo, and hearing loss, Sensorion launched its first clinical trial in 2015. The company was listed on the Alternext Paris stock market in April 2015 (23 M€ in market capitalization on introduction date) and, in parallel, raised an additional 8 M€ from an international family office specialized in life sciences. In 2019, Sensorion increased its resources to match its ambitions, with 42.8 M€ in funding, mainly from investors specialized in life sciences.

SMAG GROUP

Created: 2001

Director:

Stéphane Marcel

www.smag-group.com



Neotic, a Montpellier SME founded in 2001, designs and develops software for farming. It joined forces with Maferme (in Châlons-en-Champagne, France) in 2012 to become SMAG – Smart Agriculture – a major publisher of web solutions for the agricultural and agro-industry. The company is the symbol of a rapidly changing farming sector, now communication-oriented, connected, and intelligent. SMAG is now one of the leading French providers of agronomic information systems. In 2014, SMAG became a subsidiary of InVivo, the leading French cooperative farming group. The company now employs nearly 200 people at five sites.

URBASOLAR

Created: 2009

Directors:

Arnaud Mine

and Stéphanie Andrieu

www.urbasolar.com



The Urbasolar group is the leading French specialist in the solar photovoltaic sector. An integrated player, Urbasolar now operates a park of 350 MW comprised of over 500 photovoltaic plants. Highly present throughout France, the Urbasolar group is building a significant international dimension by developing, producing, and operating photovoltaic plants in Kazakhstan, the Philippines, Burkina Faso, Senegal, Kenya, and many other countries.

In 2019, the company was acquired by the Swiss group Axpo, the leading Swiss producer of renewable energies, whose goal is to become the European leader.

TEADS

Created: 2011

Founders:

Loïc Soubeyrand,

Loïc Jaurès, and Olivier Reynaud

www.teads.tv



Teads, a startup originally founded in 2011 in Montpellier, is the inventor of outstream video advertising and the creator of a monetization platform for publishers. Teads solutions for native video advertising include a series of formats that can be inserted into media content, such as inRead, published within articles. These solutions enable the creation of an unprecedented large inventory of premium advertising that is changing the rules of the video advertising game. Teads employs 450 people in 26 offices across 18 countries. The innovation team based in Montpellier and Paris comprises about 100 people. The company was acquired by the Altice Group in March 2017 for 285 M€.

WYNID

Created: 1991

Director, France:

Olivier Guiot

www.verifone.fr



In 2011, Wynid Technologies (created in 1991) joined the Verifone group, a world leader in secure electronic payment technologies. The company's products and solutions cover all types of credit card payment, from magnetic strips to contactless technology, with or without signature capture. Solutions integrate existing and emerging technologies compliant with the latest security standards. Verifone has deployed millions of products in over 140 countries.



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