

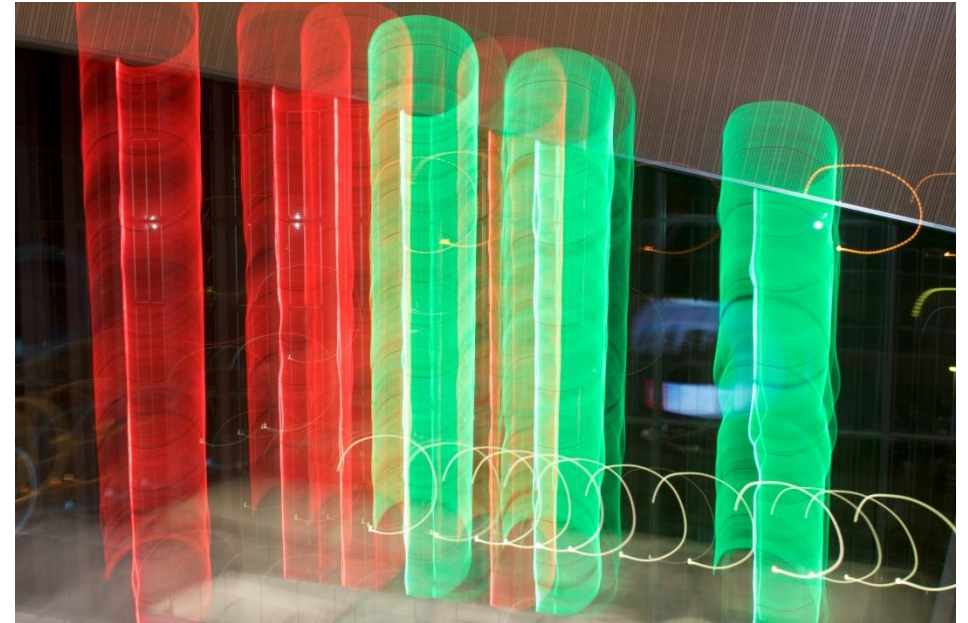


Some tips for CTI projects

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Content

- ❖ What is a CTI Project
- ❖ What are the basic conditions
- ❖ What you need to know regarding the Business case
- ❖ What you need to know regarding the scientific challenge
- ❖ Contact



CTI – Commission for innovation and technology



- ❖ Mission: encouraging innovation in Switzerland
- ❖ Means: financial support, consultancy and professional networks

The goal of CTI is to contribute to improving the competitiveness of Swiss companies, mainly at an international level and mainly SMEs.

January 2018, CTI becomes Innosuisse.

Conditions to be eligible

- ❖ The company must be registered in Switzerland
- ❖ There must be at least one Swiss academic partner
- ❖ The company must bear at least 50% of the work
- ❖ The company must put at least 10% cash in the project
- ❖ The IP must be clear between the partners
- ❖ A CTI project is a partnership and all partners must participate



The three pillars of a CTI project



Innovation

Market

Science

Innovation

- ❖ You must show that what you intend to do is new:
 - new product
 - new process
 - new material
 - new molecule...
- ❖ Who are the end users ?
- ❖ Is there a real need ?
- ❖ Is there a scientific challenge



Business case

- ❖ You must prove that the company will make money, thanks to the project
- ❖ Data, data, data...
- ❖ All figures must come from somewhere
- ❖ Show clearly the return on investment



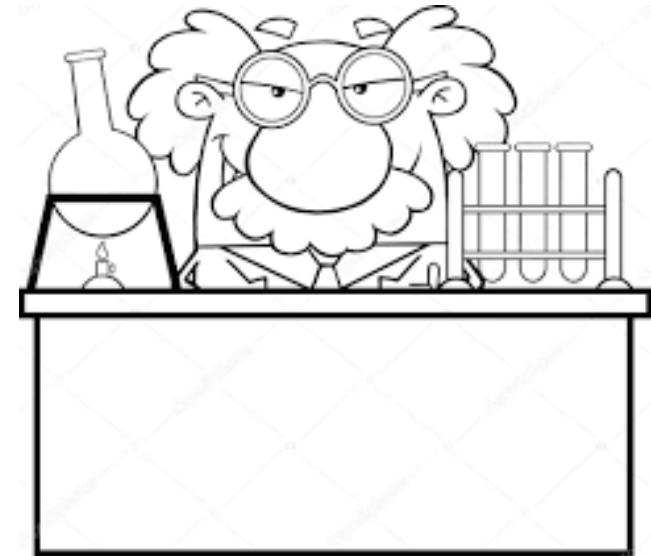
Business case : elements you must not forget



- ❖ A value chain
- ❖ An implementation strategy
- ❖ A description of your clients
- ❖ Your market share
- ❖ A competition analysis
- ❖ The business risks of the project
- ❖ The added value for the Swiss economy

Scientific challenge

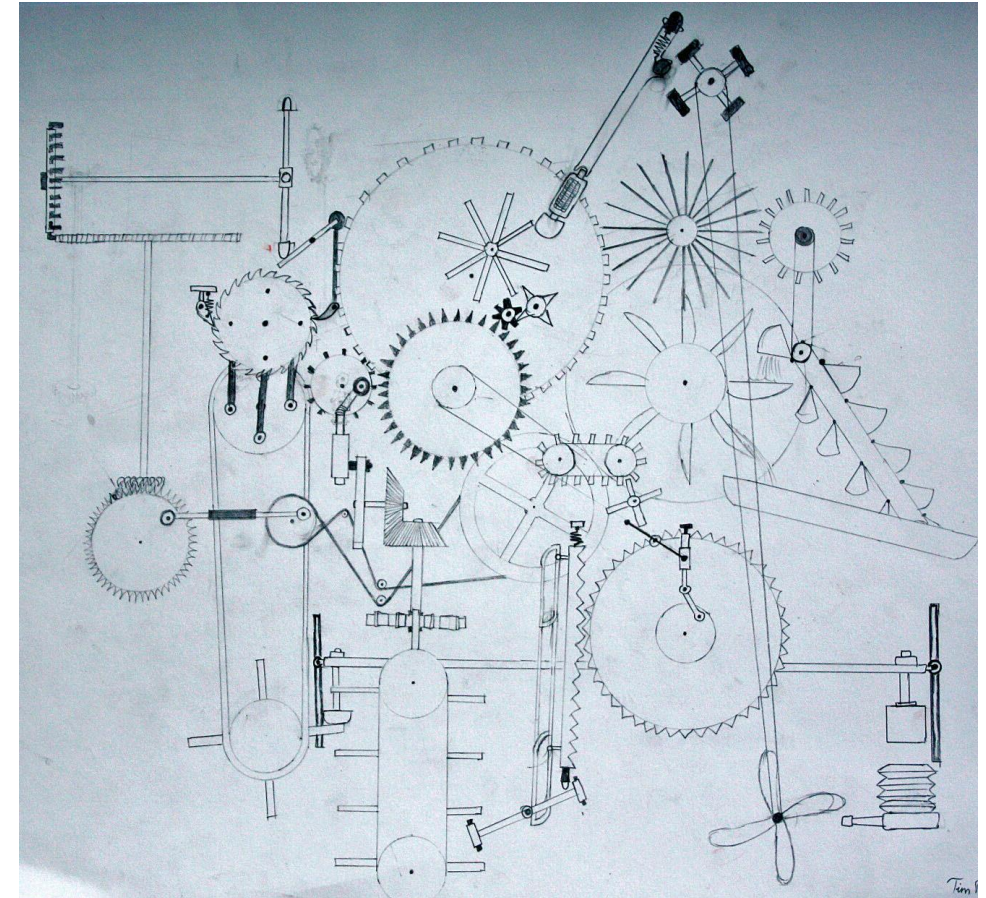
- ❖ Must be real science
- ❖ Describe the scientific challenge
- ❖ State of the art
- ❖ Position of the lab
- ❖ Will the project bring something to the scientific community ?
- ❖ What are the global scientific risks of the project ?



Work packages

- ❖ Description
- ❖ Activities
- ❖ Milestones
- ❖ Goals
- ❖ Deliverables
- ❖ Risks of the work package if any

Do not forget the Management work package !



Financial plan

- ❖ Directly deducted from the work packages
- ❖ Make sure that both rules are respected:
 - 10% cash
 - 50% work share

The more expensive the project, the more difficult to be accepted.
Split it in two if necessary.

Alliance is above all a multidisciplinary team



CTI projects (EPFL)



I&C



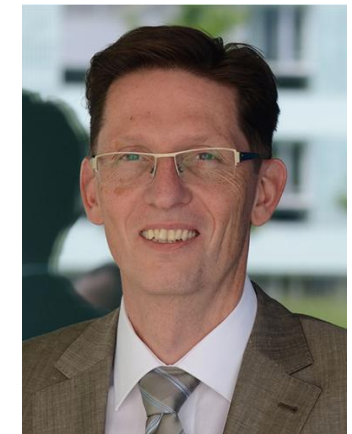
Life Sciences



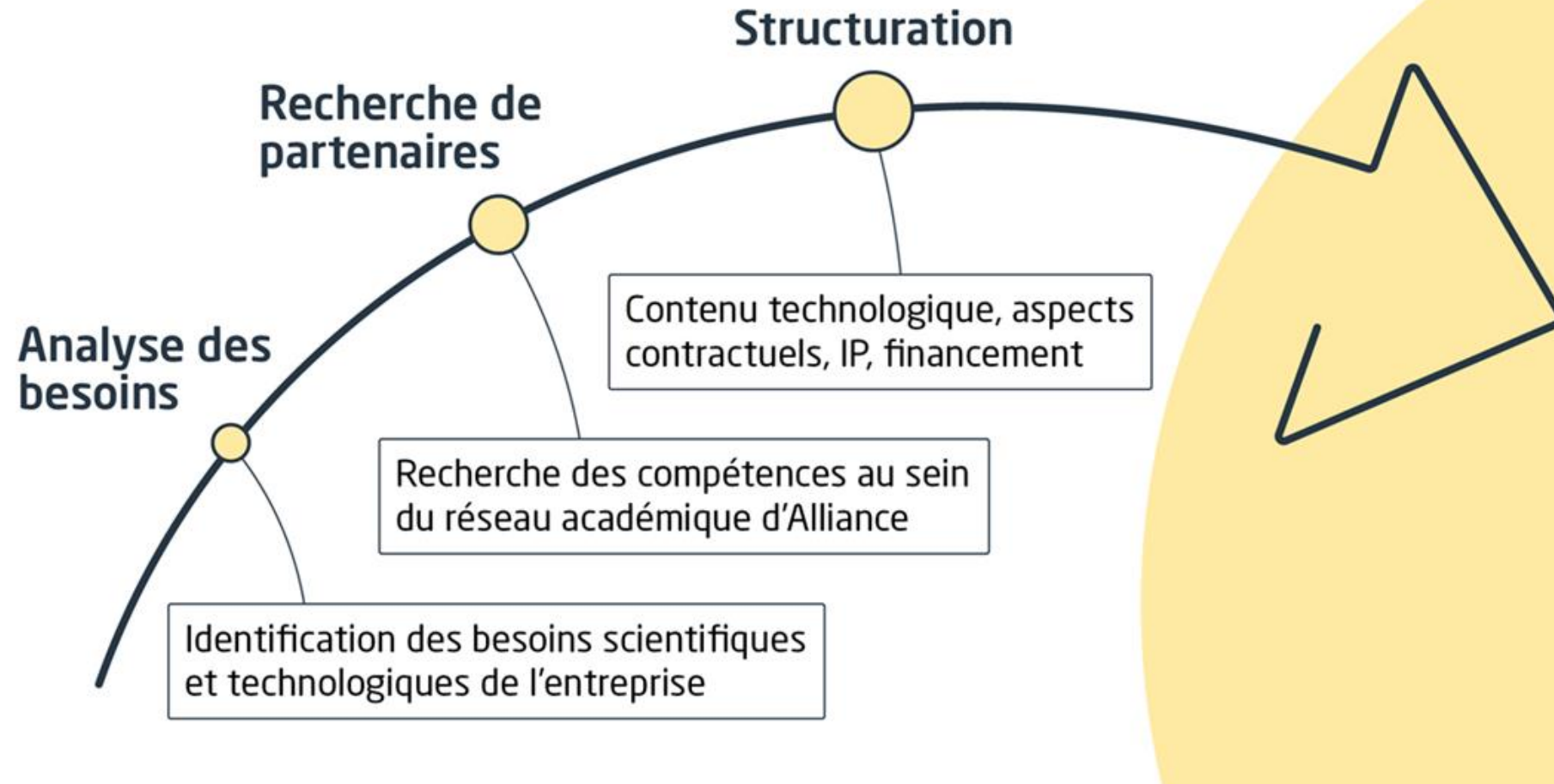
Engineering



Micro/nanotech



Des besoins de l'entreprise au projet



More information on www.kti.admin.ch

And on www.alliance-tt.ch

Alliance innovation mentors
are at your disposal to help
you set-up your project!

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Thank you for your attention !



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