

## Results of the 2009 edition

The success of the 2009 edition of Les Rendez-vous Carnot confirmed the success of 2008 and the existence of a real need for high level pluridisciplinary meetings between economic performers with innovating projects and the laboratories working in partnership research. This success marks Les Rendez-vous Carnot in the long term, as a structuring element of the French and European calendars for relations between the research world and the socio-economic actors.

In a difficult economic context, which makes a number of companies less available for their R&D projects (–10% patents filed during the first quarter of 2009 compared with the same period in 2008), Les Rendez-vous Carnot 2009 attracted slightly more participants than the 2008 edition. Furthermore, an **increase was noted in the number and quality of the appointments** (+6.5%), with the presence of people with projects who had come to find a research answer to their innovation requirements.

In 2009, 15 private contractual research companies, members of the ASRC and 3 “partnerships” of the German Fraunhofer institutes were invited to join the laboratories of the Carnot institutes and the department of Les Yvelines to widen the offer of partnership research offered to companies. This broadening is in keeping with the cooperation strategy conducted by the Association des institutes Carnot both towards the SRC, who globally intervene more downstream on the research and development side, and several European technological research institutes with which the Carnot institutes have undertaken to significantly raise the European capacities in R&D and their impact in terms of economic utility.

The opening of Les Rendez-vous Carnot to foreign companies was greatly appreciated by visitors and those with projects and this will be developed from the 2010 edition.

# LES RENDEZ-VOUS CARNOT 2009

## The 2009 edition in a few figures

- **500 exhibitor laboratories.**
- **Over 4 000 appointments** held between laboratories and companies.
- A participation of **more than 1 200** professional visitors.
- The quality of the meetings was unanimously acknowledged: **86% of the appointments** were considered by companies as **highly interesting or interesting.**
- The distribution of the **appointments with a high percentage of small or medium sized enterprises:** SME 69%, major companies 15%, other actors (public organisations, poles, regional authorities) 15%.
- The most represented branches of industry: the manufacture of computer, electronic and optical products, computer-related services and the edition of software. Engineering companies, for problems of sustainable development, also form a category that is well represented at Les Rendez-vous Carnot (almost 18% of those registered)
- A considerably richer programme of conferences and round table discussions: the quality of the programme and the speakers was particularly outstanding. **96% of the visitors were globally satisfied**, 31% of which were very satisfied.
- The participation of public and private partners (ministries, agencies, organisations and networks supporting innovation, professional associations and organisations ...), offered companies a highly appreciated palette of services in addition to the R&D offer: (financing, intellectual property, export, assistance,... These partners also contributed, some of them very significantly, to the promotion of the event among companies.
- **93% of the visitors think they will use the Rendez-vous Carnot exhibitors' catalogue** of research offers after the event **to look for new competences.**
- **97% of the people registered with an appointment praise the efficiency** of the pre-booked appointment formula (time saving, access to the right specialists and experts made easier, ...).

For the sole Carnot institutes, at the end of the Rendez-vous Carnot 2009, it is estimated that

► **250 contacts were made that should result in the signature of a R&D agreement** within the next 12 months (approx. 120) or that should allow another type of cooperation. This other cooperation could be, for example, scientific expertise, the supervision of theses, made to measure technical services, the joint participation in calls for projects, or even R&D agreements but at longer term.

► Furthermore, the institutes have made a number of contacts considered as being "to follow up", even if they are not of a nature to result in agreements at short term.



# LES RENDEZ-VOUS CARNOT 2009

## The professionals are talking about it:

### ► Efficiency!

- *“An efficient and friendly meeting.”* **G. Pottecher, IRH Environnement**
- *“A rare and highly efficient moment to clinch partnerships. A good year’s work in prospect for following up and materialising contacts.”* **Stéphane Schmoll, Deveryware**
- *“The fair is very well organised and allows us to be updated on the huge progress made in R&D. It offers the possibility of opening collaborations between SME and laboratories both at French and European level.”* **B. Istasse, EISIS**
- *“Excellent organisation for efficient appointments, well targeted and pertinent conferences; a meeting not to be missed.”* **L. Lapasin; Novaris**

### ► Time saving!

- *“These appointments enabled me to meet people who were available and to have a number of appointments in a very short time.”* **D. Guénaux, Orfidée**
- *“The organisation was perfect, even if some of the appointments could not be kept. The venue was very friendly and interesting. The idea of appointments accepted/refused is excellent as it saves a good deal of time, which is much appreciated, and you can move directly onto the essential.”* **P. Maiolino, Lexus It France**
- *“Les rendez-vous Carnot represent a wonderful opportunity to meet the main actors in applied research over a period of two days while being able to attend thematic conferences given by speakers that are references in their speciality. As an elected regional commercial judge and consultant in innovation to SMEs, I found a number of highly innovating replies to a wide panel of problems.”* **M. Dulac, MD Conseil et Participations**

### ► Targeted contacts!

- *“In just 2 days Les rendez-vous Carnot enable contacts to be made of a rare precision with the research world in France and Europe.”* **M. Zergaoui, Innovimax**
- *“It was the second time that I attended Les Rendez-vous Carnot. They enabled me to quickly identify quality partners without knowing them beforehand, hence the great utility of the formula.”* **E. Jacquet-Lagrèze, Eurodécision**



# LES RENDEZ-VOUS CARNOT 2009

- “According to the experience of the consultancy firm Nodal Consultants who specialise in the transfer of technology and in Research-Industry partnerships, *Les Rendez-vous Carnot offer a gathering immediately accessible to the greatest pool of scientific skills and diversified technologies available in France to economically develop and accelerate R&D and innovation in a profitable manner in the major companies and SME.*” **L. Berreur, Nodal Consultants**
- “An excellent opportunity for meeting people with projects in the knowledge economy branches.” **F. Rigaux, ARIST - CCIP**

In 2009, Les Rendez-vous Carnot confirmed the interest they present for all the innovation actors (enterprises, public and parapublic actors). The continuation and the development of this event in the future will allow **even more expectations to be met**, but will **also increase the national and international visibility of the practice of partnership research** to the benefit of enterprises and in particular the SME.