130.000 to kick your startup
Explore the business potential of your technology

Supported by venture kick: Dr. Thomas Müller and Patricia Fischer, founders of Pearltec AG
St.Gallen / Zurich / Lausanne
January 26th, 2011
Since September 2007 venture kick provides spin-off projects at Swiss universities with pre-seed capital, coaching and access to professional investors. Members from a jury pool (100+ leading start-up experts across Switzerland) evaluate and support 16 spin-off projects in three sessions every month. The jury has executed 86 sessions with 290 projects presented. The selected start-up projects received not only pre-seed capital but also hands-on coaching in 69 kickers camps.

The results of venture kick at a glance …

- 669 applications received from more than 20 Swiss universities
- 290 candidates invited for jury presentations
- 151 start-up projects supported with CHF 5.45 mio. in pre-seed capital (up to CHF 130,000 for venture kick winners)
- 105 new Swiss companies incorporated and still active
- 937 new jobs (FTEs) have been created in Switzerland
- 103.5 mio. CHF financing volume attracted by the venture kick-promoted start-ups
- For each CHF of seed money granted by venture kick, the spin-offs were able to raise 19 CHF

The objectives for 2010 regarding job creation and financing volume have been significantly surpassed.
Mission statement

venture kick was launched on June 12th 2007 in the frame of the TV show „start-up” of the Swiss national television. The venture kick initiative closes a gap in the innovation chain. Many research projects pursued at Swiss universities could and should be turned into promising businesses. Unfortunately, the step from academia to the market often fails due to a lack of business interest or know-how from the potential entrepreneurs, as well as due to insufficient pre-seed capital, which is required for exploring market potential and structuring a strong business case in order to attract investors.

venture kick aims at early identification, structuring and promotion of promising business ideas with a clear vision: to double the number of spin-offs at Swiss universities, to accelerate the founding process and raise the attractiveness of these young companies for professional investors.

Double the number of spin-offs
We want more scientists at Swiss universities to explore the start-up potential of their research.

Cut time-to-market by half
We want to speed up the process of structuring business opportunities and start-up companies.

Secure more start-up funding and network
We want to improve the quality of projects to attract and secure fast VC/BA-Investments.

venture kick helps potential entrepreneurs by giving them the opportunity to win up to CHF 130,000 in pre-seed capital. Moreover, start-ups can also take advantage of the know-how of experienced experts and entrepreneurs and be granted access to a national network of investors and start-up experts. venture kick provides a unique and leading approach with a proven track-record of creating new high-tech start-ups in Switzerland:

Unique
venture kick combines donations “à fonds perdu” with an achievement-oriented awarding procedure to early-stage entrepreneurs. The beneficiaries of venture kick are selected by a pool of highly qualified Swiss experts (jury members) comprising private and public investors, entrepreneurs and start-up supporters.

Leading
venture kick is working in close collaboration with all Swiss universities and relevant organisations in the field of high-tech entrepreneurship. A strong link to these organisations is established thanks to the jury pool consisting of one hundred important individuals representing the Swiss start-up ecosystem.
venture kick is an initiative of private donors. Initial funding came from four leading foundations: GEBERT RÜF STIFTUNG, ERNST GÖHNER STIFTUNG, OPO-Stiftung and AVINA STIFTUNG.

1. Legal Structure
Venture kick is a sub-fund of the umbrella foundation “Foundation des Fondateurs” (FdF), a non-profit, tax-exempt foundation supervised by the Swiss Federal Supervisory Board for Foundations (www.fondateurs.ch).

2. Purpose
The fund’s objectives are to promote entrepreneurship and spin-offs from Swiss universities; a major potential for innovative ideas exist at Swiss universities which are all too often not transferred into practise. venture kick aims to help these innovative ideas to prevail at the early stage of their development.

3. Organization / Governing Bodies

3.1 Board of Trustees of Fondation des Fondateurs
The FdF board of trustees has delegated all strategic and managerial competencies of venture kick to the strategy board venture kick. The FdF board controls the business activities of venture kick based on an annual reporting (annual activity and accounting reports).

FdF members of the board of trustees: Dr. jur. Thomas Sprecher, President; Dr.phil. Philipp Egger, Vice-president; Lori Lutz-Dinkel, Member; Evelyn S. Braun, Member.

3.2 Strategy Board of venture kick
The strategy board defines the medium and long-term objectives and orientation of venture kick. It is composed of representatives of the supporting foundations and successful entrepreneurs. The representatives of the Fondateurs always compose the majority of the strategy board and select the additional members.

Members of the strategy board, elected 2010-2011: Dr. Pascale Vonmont, representing GEBERT RÜF STIFTUNG, delegate; Dr. Roger Schmid, representing ERNST GÖHNER STIFTUNG and OPO-Stiftung; Evelyn S. Braun, representing AVINA STIFTUNG; Dr. Igor Fisch, Selexis SA.

3.3 Management of venture kick
The strategy board has commissioned the operational management mandate to the Institut für Jungunternehmen, St. Gallen.

Two managing directors, Beat Schillig (head of the German-speaking part of Switzerland) and Jordi Montserrat (head of the French-speaking part of Switzerland) share the responsibility for managing venture kick.

Staff: Flavio Agosti, start-up support; Derek Barras, start-up support; Dr. Pius Küng, start-up support; André Brühlmann, start-up support; Philipp Winteler, start-up support; Diego Probst, scouting; Daniel Leutenegger, scouting; Simon May, promotion and management Support Centre; Nadine Reichenthal, promotion and administration; Esther Studer, media relations/communications; Thorsten Hainke, media relations/communications; Pascal Vermot, media relations/communications; Daniel Niklaus, online communications; Raphael Huber, administration.

3.4 Pool of Experts
The evaluation of projects during the process is ensured by a pool of qualified and competent technical and business experts, which compose the jury present at the jury sessions. The list of experts can be found at www.venturekick.ch under “Jury”.

Organization
Activity report 2010

Advisory Board
- 3 ordinary strategy board meetings on January 20th, June 2nd and September 22nd;
- 1 extraordinary strategy meeting on June 2nd;
- several meetings between the management and the delegate of the strategy board.

Jury Sessions
In general, eight projects are presented at stage 1, and four at stage 2 and 3. The jury is composed of approximately eight to twelve members at each session.
- 12 jury sessions stage I, venture pitch (support of projects with CHF 10,000):
  26.01., 23.02., 09.03., 13.04., 25.05., 22.06., 06.07., 17.08., 07.09., 05.10., 19.10., 09.11., 07.12.;
- 12 jury sessions stage II, venture case (support of projects with CHF 20,000):
  13.01., 27.01., 24.02., 14.04., 05.05., 26.05., 23.06., 18.08., 08.09., 06.10., 10.11., 08.12.;
- 5 jury sessions stage III, venture kick (support of projects with CHF 100,000):
  03.03., 19.05., 07.07., 22.09., 03.11.

Kickers Camp
After each stage, the successful candidates can benefit from two days of intensive support. They receive a detailed feedback from the jury and are intensively prepared for the next stage.
- 27 two days intensive workshops for start-ups in the support process (13 camps stage I, 8 camps stage II and 6 camps stage III).

Venture Summit
A large part of the start-ups supported by venture kick as well as members of the jury, have participated at the venture summit, a unique in its kind 24-hour networking event held at Goldachschlucht and Seealpsee in the context of “Digging For Business Gold Nuggets” from July 2nd to 3rd (www.venturesummit.ch).

Communications
The initiative received an important media echo. Several of the supported projects have been featured in print media and even on TV.

In addition, many universities and other relevant institutions in the Swiss innovation and start-up scene have mentioned venture kick in their newsletters and on their online platforms.

The initiative has been promoted on well-known online platforms of the Swiss start-up and innovation scene (venturelab.ch, inno-swiss.com, ifj.ch, eStarter.ch, startup.ch, businessplan.ch), through the IFJ and venturelab newsletters (over 60,000 subscribers) and the start-up channel of news.ch.

It has also been presented at several events related to start-ups, such as the recurring “venture apéros” from IFJ in the German (about 11 monthly, reaching more than 8,000 people directly), and the Rezonance events in the French speaking part of Switzerland.

Finally, the initiative has been intensively promoted directly to all academic institutions, source of the potential spin-offs supported by venture kick. Intense and recurrent communication activities have been conducted through specific newsletters and mailing campaigns, personal promotion to partners (such as technology transfer offices, coaching and support organisms,…), presentations of the initiative in lectures or start-up related events on campuses (e. g. venturelab courses and events) as well through poster and flyer campaigns directly on site.
In 2010, a total of 171 projects applied to the venture kick program. The number of applications is usually around 15 per month. Approximately two thirds of these came from the German part of Switzerland, and one third from the French part. No application has been received from the Italian part in 2010. The full list of supported projects in 2010 can be consulted in the appendix.

46% of the registered projects originate at the Swiss Federal Institutes of Technology of Zurich and Lausanne, a considerable increase compared to 2009 (27%). The remaining applications are distributed among 20 different universities, an indication that venture kick has been able to launch a national initiative within a short time frame.

The analysis of submissions by sector shows that all high-tech disciplines are represented. However, most projects can be counted in the “Information & Communication Technologies”, the largest sector in 2010, followed by Biotech, Medtech, Cleantech, and Micro/Nanotechnology categories. The remaining applications are difficult to assign to a specific category due to their diversity and interdisciplinary character.

12% of all applications are made by women. This is remarkable if one considers the low proportion of women among doctoral students, professors and assistants pursuing scientific and technological disciplines as well as the low proportion of women active at high-tech companies (e.g., CTI label Companies). This encourages us to continue promotional efforts in favour of women pursuing a career as entrepreneurs.

In 2010, a total of 171 projects applied to the venture kick program. The number of applications is usually around 15 per month. Approximately two thirds of these came from the German part of Switzerland, and one third from the French part. No application has been received from the Italian part in 2010. The full list of supported projects in 2010 can be consulted in the appendix.

46% of the registered projects originate at the Swiss Federal Institutes of Technology of Zurich and Lausanne, a considerable increase compared to 2009 (27%). The remaining applications are distributed among 20 different universities, an indication that venture kick has been able to launch a national initiative within a short time frame.

The analysis of submissions by sector shows that all high-tech disciplines are represented. However, most projects can be counted in the “Information & Communication Technologies”, the largest sector in 2010, followed by Biotech, Medtech, Cleantech, and Micro/Nanotechnology categories. The remaining applications are difficult to assign to a specific category due to their diversity and interdisciplinary character.

12% of all applications are made by women. This is remarkable if one considers the low proportion of women among doctoral students, professors and assistants pursuing scientific and technological disciplines as well as the low proportion of women active at high-tech companies (e.g., CTI label Companies). This encourages us to continue promotional efforts in favour of women pursuing a career as entrepreneurs.

In 2010, a total of 171 projects applied to the venture kick program. The number of applications is usually around 15 per month. Approximately two thirds of these came from the German part of Switzerland, and one third from the French part. No application has been received from the Italian part in 2010. The full list of supported projects in 2010 can be consulted in the appendix.

46% of the registered projects originate at the Swiss Federal Institutes of Technology of Zurich and Lausanne, a considerable increase compared to 2009 (27%). The remaining applications are distributed among 20 different universities, an indication that venture kick has been able to launch a national initiative within a short time frame.

The analysis of submissions by sector shows that all high-tech disciplines are represented. However, most projects can be counted in the “Information & Communication Technologies”, the largest sector in 2010, followed by Biotech, Medtech, Cleantech, and Micro/Nanotechnology categories. The remaining applications are difficult to assign to a specific category due to their diversity and interdisciplinary character.

12% of all applications are made by women. This is remarkable if one considers the low proportion of women among doctoral students, professors and assistants pursuing scientific and technological disciplines as well as the low proportion of women active at high-tech companies (e.g., CTI label Companies). This encourages us to continue promotional efforts in favour of women pursuing a career as entrepreneurs.
Impact Analysis

Supported Projects
Until December 2010, exactly 290 candidates out of 669 applications have been invited for a stage I presentation, starting in September 2007. Out of the 290 presented projects, 151 have received CHF 10,000. Out of the 151 projects supported at stage I, 127 have been invited to present at stage II and 69 received the additional support grant of CHF 20,000. Out of these 69 projects the first 52 projects have presented at stage III, of which the following 26 spin-offs were granted the final kick of CHF 100,000:

- Dr. Stefan Tuchschmid, www.virtamed.com
- Dr. Jochen Mundinger, www.routerank.com
- Stéphane Doutriaux, www.poken.com
- Dr. Bettina Erns, www.preclinbiosystems.com
- Dr. Manuel Aschwanden, www.optotune.com
- Dr. Martin Bartholet, www.celeroton.com
- Dr. Sadik Hafizovic, www.zhinst.com
- Dr. Vincent Schicke, www.prediggo.com
- Dr. Fischer Patrizia, www.pearltec.ch
- Dr. Marc Gitzinger, www.bioversys.com
- Dr. Barbara Yersin, www.minsh.ch
- Dr. Giorgio Pietramaggior, www.labseed.com
- Dr. Wolfgang Moritz, www.insphero.com
- Dr. Kristin Kapitza, www.aiducation-international.org
- Dr. Nicolas Burri, www.streamforge.com
- Dr. Rémi Charrier, www.stereotools.com
- Dr. Christophe Canales, www.imina.ch
- Christof Roduner, www.mirasense.com
- Dr. Ralph Schiess, www.protemedix.ch
- Christoph Gebald, www.climeworks.com
- Michael Dubertuis, www.geroco.com
- Prof. Dr. Markus Aebi, www.malicsbo.com
- Dr. Jean-Christophe Zufferery, www.sensefly.com
- Dr. Francesco Dell’Endice, www.qualysense.com
- Dr. Nicolas Durand, www.abionic.com

The complete list of supported projects can be found on www.venturekick.ch under “Supported Projects”. The high quality of projects should be emphasized: The number of projects that would deserve a support grant from the experts jury perspective has regularly been above the financial resources currently available. Consequently, some promising projects could unfortunately not be supported.

105 Newly Created High-tech Start-ups with 937 Jobs
The quality of the projects supported by venture kick is demonstrated by the impressive number of companies effectively created, as well as by the amount of funds raised by these spin-offs. Out of the 151 projects, supported with a cumulated CHF 5.45 mio.:

- 105 have turned into spin-offs;
- they have raised over CHF 103.5 mio. in additional financing (own funds, business angels/VC’s investments, loans, CTI projects, prizes, etc.);
- they have created 937 new jobs.

So far only 10 out of the 151 or less than 7% of the supported projects have been stopped, but none of the incorporated companies. The average age of the incorporated companies is currently 20 months. The incorporation takes on average place 4.5 months after the first successful presentation of a project at the venture kick jury.

Taking into account the temporal gap between the company creation and the financing round, the current impact of venture kick is only partially visible. More company incorporations, fund raising and job creation of the projects supported so far are expected during the coming months.

Hence for each franc of support granted by venture kick, the spin-offs were able to raise another 19 francs.
The above results and the very positive feedbacks from experts, universities and spin-offs strongly motivate the initiators to further develop the support programme.

For 2011, the following figures are planned:

- 200+ applications;
- 168 projects presented in 29 jury sessions (104 venture pitch / 44 venture case / 20 venture kick);
- 84 projects funded (52 at CHF 10,000 / 22 at CHF 20,000 / 10 at CHF 100,000);
- 28 Kickers Camps (2-day intensive workshops in small groups);
- 1.96 mio. CHF in granted support.

A major challenge is to secure the financing of venture kick for the coming years: In addition to the existing commitments of the donating foundations 1.5 mio. Swiss francs is needed for the 2011/2012 budget, in order to valorise the existing innovation potential of Swiss universities and to realize the vision of doubling the number of spin-offs in Switzerland. To address this financing gap, relevant foundations and private individuals with an entrepreneurial background will be systematically approached as potential donors.

However, venture kick is confident to be able to secure additional support which will allow the organization to achieve the following goals by the end of 2012:

- 150+ newly incorporated innovative high-tech companies;
- 150+ mio. CHF financing volume invested in these companies;
- 1500+ high-quality and sustainable jobs.

Outlook

Optotune AG was incorporated 2008. They plan to grow to a 50+ employee company by 2014.
Highlights

For many Swiss startups, venture kick is a starting point for a sustainable and successful future. Here are some current examples:

Two «venture kickers» kicked the Swiss Technology Award 2010 with their technical innovation: Malcisbo and Optotune. Malcisbo (winner category Seed) identifies carbohydrate targets in pathogenic organisms. Optotune (winner category start-up) produces inexpensive, scalable, precisely focus-tunable lenses based on electro active polymer actuators. The picture shows Lino Camponovo (2.f.l., CEO Malcisbo) and Manuel Aschwanden (3.f.l., CEO Optotune).

Conquers the world and enters winner’s podiums. Recently: Poken has been awarded the prestigious Prix Strategies. As a «CTI certified» labeled company, Poken is with its social business card the market leader in social networking hardware devices. According to Stéphane Doutriaux (1.f.l., Founder and CEO Poken), Poken gives its users a 360-degree experience of people connecting, sharing, and staying in touch on- and off-line!

Top in Europe: CEO Samuel Mueller, co-founder of Mirasense, celebrated a great success and confirmed the excellent reputation of Swiss Innovation in the world, by being awarded the title of Fast Start Winner at the ACES 2011 (Academic Enterprise Awards). His startup develops an algorithm and corresponding software library for the recognition of the omnipresent EAN barcode with camera equipped mobile phones.
The expenditures of CHF 3,481,424 for 2010 were held 8% below the established budget.

<table>
<thead>
<tr>
<th></th>
<th>Actual 2009</th>
<th>Actual 2010</th>
<th>Budget 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Support money – Total</td>
<td>1,850,000</td>
<td>1,850,000</td>
<td>1,960,000</td>
</tr>
<tr>
<td>Projects at CHF 10,000</td>
<td>470,000</td>
<td>510,000</td>
<td>520,000</td>
</tr>
<tr>
<td>Projects at CHF 20,000</td>
<td>480,000</td>
<td>440,000</td>
<td>440,000</td>
</tr>
<tr>
<td>Projects at CHF 100,000</td>
<td>900,000</td>
<td>900,000</td>
<td>1,000,000</td>
</tr>
<tr>
<td>Support process</td>
<td>644,000</td>
<td>777,600</td>
<td>796,400</td>
</tr>
<tr>
<td>Jury sessions</td>
<td>341,500</td>
<td>363,200</td>
<td>340,000</td>
</tr>
<tr>
<td>Communication and promotion</td>
<td>228,000</td>
<td>220,000</td>
<td>220,000</td>
</tr>
<tr>
<td>Management</td>
<td>155,000</td>
<td>155,000</td>
<td>155,000</td>
</tr>
<tr>
<td>VAT</td>
<td>103,626</td>
<td>115,624</td>
<td>120,912</td>
</tr>
<tr>
<td>Total (incl. VAT)</td>
<td>3,317,126</td>
<td>3,481,424</td>
<td>3,592,312</td>
</tr>
</tbody>
</table>

In addition to the funding contributions, the “Support Process” and “Jury Sessions” are to be considered as “direct project expenses” (according to Swiss GAAP AAR 21). For the year 2010 the project vs. operations part are of approximately 89% vs. 11%. For the third full year of operation, this can be considered as good.
Supported Projects

**Dr. Nicolas Durand**  
EPF Lausanne  
**Abionic SA**  
Based on an innovative nanotechnology approach, Abionic will develop and provide fast and low-cost screening tests for portable medical diagnostic use. As there are currently over 100 million people in Europe suffering from allergies, Abionic will firstly develop a novel personalized allergy diagnostic test that will allow patients to take the optimal medication.

**Alfredo E. Bruno**  
Uni Basel  
**Advanced Osteotomy Tools AG**  
HF-21 intends to innovate bone surgery in terms of speed, safety and precision using advanced software and opto-mechanical technologies combined into a single device, a compact automated Computer Assisted and Robot-Guided Laser Osteotome (CARLO) to perform all forms of osteotomies including craniomaxillofacial, orthopaedic, skullbase and dentoalveolar surgeries including dental implantology.

**Dr. Francesco Dell’Endice**  
Uni Zürich  
**QualySense AG**  
Our business is to manufacture devices, based on high-resolution spectroscopy, for the online sorting of food items with respect to quality and safety parameters.

**Dr. Jean-Christophe Zufferey**  
EPF Lausanne  
**senseFly Sàrl**  
senseFly produces smart flying cameras that can automatically survey a zone of up to 4 square kilometer in 30 minutes while recording high-resolution aerial images. Such images are fresh and timely maps of the environment that provide great added value to farmers or security agents in their decision-making process.

**Prof. Markus Aeberli**  
ETH Zürich  
**Malcisbo AG**  
Building on an innovative platform we identify novel carbohydrate targets in pathogenic organisms. We use the technology of glycoengineering to develop vaccines. The first product will be a vaccine to prevent Campylobacter infection in chicken.

**Michael Dupertuis**  
HEIG-VD - Haute École d’Ingénierie et de Gestion  
**GEROCO SA**  
Solution helping people managing their home energy consumption. Based on electronic devices and web interface, solution is not only providing complicated charts that could be understand by specialist. Only simple advices on HOW to reduce waste and earn money.

---

**VKick Stage 30 / active**  
www.abionic.com / nicolas.durand@abionic.com  
+41 (79) 753 57 66

**VKick Stage 30 / active**  
www.aot-swiss.com / abruno@bluewin.ch  
+41 (78) 716 69 59

**VKick Stage 30 / active**  
www.qualysense.com / francesco.dellendice@qualysense.com  
+41 (76) 494 29 51

**VKick Stage 30 / active**  
www.sensefly.com / jean-christophe.zufferey@sensefly.com  
+41 (78) 697 72 37

**VKick Stage 30 / active**  
www.malcisbo.com / markus.aebi@micro.biol.ethz.ch  
+41 (79) 373 10 36

**VKick Stage 30 / active**  
www.geroco.com / michael.dupertuis@geroco.ch  
+41 (79) 641 14 82
<table>
<thead>
<tr>
<th>Name</th>
<th>Company</th>
<th>Stage/Contact Information</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Christoph Gebald</strong></td>
<td>Climeworks GmbH</td>
<td>Vkick Stage 30 / active</td>
</tr>
<tr>
<td></td>
<td></td>
<td><a href="http://www.climeworks.com">www.climeworks.com</a> / <a href="mailto:contact@climeworks.com">contact@climeworks.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>+41 (76) 468 12 49</td>
</tr>
<tr>
<td><strong>Dr. Ralph Schiess</strong></td>
<td>ProteoMediX AG</td>
<td>Vkick Stage 30 / active</td>
</tr>
<tr>
<td></td>
<td></td>
<td><a href="http://www.proteomedix.ch">www.proteomedix.ch</a> / <a href="mailto:ralph.schiess@proteomedix.ch">ralph.schiess@proteomedix.ch</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>+41 (79) 691 96 89</td>
</tr>
<tr>
<td><strong>Christof Roduner</strong></td>
<td>Mirasense AG</td>
<td>Vkick Stage 30 / active</td>
</tr>
<tr>
<td></td>
<td></td>
<td><a href="http://www.mirasense.com">www.mirasense.com</a> / <a href="mailto:rodunerc@inf.ethz.ch">rodunerc@inf.ethz.ch</a></td>
</tr>
<tr>
<td><strong>Serge Weydert</strong></td>
<td>Habtronics GmbH</td>
<td>Vkick Stage 25 / active</td>
</tr>
<tr>
<td></td>
<td></td>
<td><a href="http://www.habtronics.com">www.habtronics.com</a> / <a href="mailto:s.weydert@habtronics.com">s.weydert@habtronics.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>+41 (76) 536 88 99</td>
</tr>
<tr>
<td><strong>Dr. Kynan Eng</strong></td>
<td>YouRehab AG</td>
<td>Vkick Stage 25 / active</td>
</tr>
<tr>
<td></td>
<td></td>
<td><a href="http://www.yourehab.com">www.yourehab.com</a> / <a href="mailto:kynan.eng@yourehab.com">kynan.eng@yourehab.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>+41 (76) 539 54 18</td>
</tr>
<tr>
<td><strong>Ajay Lakhwani</strong></td>
<td>Namahe Sàrl</td>
<td>Vkick Stage 25 / active</td>
</tr>
<tr>
<td></td>
<td></td>
<td><a href="http://www.namahe.com">www.namahe.com</a> / <a href="mailto:ajay.lakhwani@gmail.com">ajay.lakhwani@gmail.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>+41 (76) 774 85 49</td>
</tr>
</tbody>
</table>

**Climeworks GmbH**

It is our goal to commercialize a patent pending, highly efficient technology for CO2 capture from ambient air, which has been developed at ETH Zurich. With this technology we will provide our customers with a competitive and environmentally friendly solution for their CO2 supply.

**ProteoMediX AG**

Research, development and commercialization of molecular diagnostics for cancer detection, monitoring, and disease management.

**Mirasense AG**

We offer the key technology that allows cellphones to be used for the recognition of 1D barcodes as found on virtually all consumer products. Our technology runs on ordinary camera-equipped cellphones and achieves superior recognition rates and speed.

**Habtronics GmbH**

Habtronics is a therapeutic device which has been designed primarily to facilitate the recovery of patients whose walking function is impaired by neurological incidents.

**YouRehab AG**

Patients suffering from stroke and other neurological disorders currently receive no therapy once they leave the hospital or clinic. ICTuS will provide low-cost therapy systems to improve patient recovery and help them return to active living.

**Namahe Sàrl**

Develop IT system that enables complete supply chain transparency from the house of poor women, who work from home on apparel in underdeveloped countries to the retail stores; establishing highest levels of social responsibility by removing exploitation. This would further lead to the development of a Social Platform. Just like Facebook has become an application platform, on top of which third-party developers create and monetize services, the Namahe Platform will enable the creation of "social mashups" giving transparency into the supply chain.
Flavio Rump  
ETH Zürich  
Goodshine GmbH  
We make fun and viral applications on Twitter that (consumer) businesses can use to gain new followers and gather valuable information about their customers and prospects.

Matthias Peterhans  
Uni Bern  
CASCination AG  
We will develop an certify a clinically applicable surgical navigation system for interventions on soft tissues.

Jean-Philippe Hagmann  
FHNW - Fachhochschule Nordwestschweiz  
KA-TI (GLAESER Baden AG)  
I developed a school desk made out of 100 % cardboard. Due to its ecological quality and its very low price, a school desk can be donated to each child. This height adjustable and stable desk can be painted and decorated by the kids.

Luca Augsburger  
EPF Lausanne  
StrokeLab SA  
StrokeLab Inc. is a diagnostic tool company based in Geneva, Switzerland. StrokeLab is aiming at providing a service focused on intracranial aneurysms (IAs) rupture risk assessment and plan to extend its activities to the field of strokes in the future.

David Bonzon  
EPF Lausanne  
Pandora Underwater Equipment  
Safety is One of the main important points in scuba diving activities; that is why the most important safety exercise for diver is learning secure ascent. Our Product (called: SUb) Is focusing on divers safety as SUb Is able to manage divers ascent. It Assures divers to avoid a decompression sickness that could cause them serious injuries.

Dr. Dominik Bell  
ETH Zürich  
Aeon Scientific AG  
We are developing a technology for electromagnetic guidance of microobjects. Our focus is on wireless control of microinstruments within the human body in order to enable new diagnostic and therapeutic methods.
**Kassem Jouni**  
**EHL - Ecole Hotelière**  
**Hoskit Sàrl**  
Most hotel software at the moment are not automated and are very complex and expensive for small to midsize hotels. Starting with a Central Reservations System that is attractive for this market segment, Hoskit solutions aims to assist hotels with all IT matters in the future.

| **Shaban Shaame** |  
| **Uni Genève** |  
| **EverdreamSoft Sàrl** |  
| The arrival of the Internet and, more recently, highly-advanced smart phones has brought about a revolution in media consumption patterns. As a passionate young start-up specializing in these new technologies, we’re perfectly positioned to take advantage of this booming market. By filling in the gap occupied by more traditional large media players, who are often slow to adopt new technologies, we can provide simple, ergonomic and innovative products to a public that values mobility. |

| **Martin Odersky** |  
| **EPF Lausanne** |  
| **Scala Solutions Sàrl** |  
| A company to provide support, consulting, training, and enterprise tools for the open source Scala programming language. |

| **Susanne Wechsler** |  
| **Uni St.Gallen** |  
| **Bookbridge Foundation** |  
| We train teachers and supply schools with books. Thereby we strive for a worldwide balanced access to education. Our books originate from private and public donations. After a successful pilot project in Mongolia, we plan additional education centers in different countries. Revenue from building bridges for and with companies make the project sustainable. |

| **Dipl.Ing. Sven Dietz** |  
| **ETH Zürich** |  
| **BioScript AG** |  
| Our software will allow users to manage experiments, obtain results and make sense from the data obtained in an intuitive way. |

| **Tej Tadi** |  
| **EPF Lausanne** |  
| **MindMaze** |  
| Mindmaze offers a novel cost-effective, interactive rehabilitation method for stroke patients and a unique neuro-feedback feature to monitor their performance. |
Marc Spafford  
FHNW - Fachhochschule Nordwestschweiz  
Delicious AG  
Cookkits offers a line of cooking kits facilitating fine dining at home. All kits contain fresh premium ingredients so that the preparation of delicious dinner recipes is accessible and fun. Food components are ready to cook in pre-measured quantities for one to two adults, ordered online and distributed in office locations where customers pick them up on their way home. The end result is a high quality meal that is healthy, ready in less than half an hour, requiring little effort yet giving a sense of pleasure and achievement.

Michael Iten  
ETH Zürich  
Marmota  
The high-tech fiber optic monitoring solution of Marmota offers an unprecedented amount of data at an affordable price in a growing market of sensor technologies.

Dr.-Ing. Thorsten Schwenke  
ZHAW - Zürcher Hochschule für Angewandte Wissenschaften  
Theelin GmbH  
We develop and market sophisticated equipment and services for the mechanical characterization of orthopaedic implants and other medical devices. With our specific know-how, we help our customers to meet their testing needs while saving time, costs, and while gaining a scientific competitive advantage for their products at the same time.

Dr. Irmgard Irninger  
Uni Genève  
BARDiag AG  
Develop a blood test for detection of cancer (such as lung, colon, prostate, leukemia) based on BARD1. Different aberrant forms of the protein BARD1 (normally a tumor suppressor) are expressed by cancers. They are biomarkers of cancer and correlated with cancer progression. Thus their detection in the blood can be developed towards a screening and diagnostic test.

Ago Cluytens  
EPF Lausanne  
Dealers  
DealOnTheWay is a mobile marketing service that helps retailers attract new customers. DealOnTheWay offers discounts and specials that are close to customers. Any consumer can register and receive deals through various channels, including the free DealOnTheWay smartphone application, website, e-mail and SMS. DealOnTheWay allows retailers to increase foot traffic, build customer loyalty, deepen their understanding of consumer behaviour and boost revenue.

Evgeny Milyutin  
EPF Lausanne  
Azbooka  
Azbooka is a website which aims at improving students’ math knowledge by making the process of homework more efficient: with our online software approach we will deliver an affordable individualized teaching service.
Andrea Girardello  
ETH Zürich  
**AppAware**  
In this way a user becomes aware (App-Aware) of what other people are installing on their Android phones right now or in his/her proximity. This helps users find new applications for mobile phones.

Adrian Gschwend  
BFH - Berne Fachhochschule  
**netLabs GmbH**  
IVIE brings the benefits of Web 3.0 to visually impaired people and lets them interact with the Internet efficiently, offering a completely new web experience.

Michael Raps  
FHNW - Fachhochschule Nordwestschweiz  
**4DAgent GmbH**  
A framework for software agents in building-CAD tools (Building Information Modelling Tools; BIM) which allows rapid development of agents for repetitive tasks, as well a common interface for such agents in different CAD tools.

David Christen  
Uni Zürich  
**ServiceHunter AG**  
By taking care of all administrative and legal paperwork, the unique all-in-one package for micro-services offered by ServiceHunter allows individuals to work legally with the simplicity of eBay.

Co-Founder & CEO Marcus Kuhn  
Uni St.Gallen  
**connex.io**  
To do so it leverages the dispersed data available in sources such as phones, email clients, and social networks and aggregates, improves, and distributes all your contact information. This happens continuously so you have all your up to date contact information everywhere, anytime.

Vladimir Cmiljanovic  
Uni Basel  
**PIQUR**  
The technology applied is the result of a long-standing collaboration between two research groups from the University of Basel.
### Nicolas Ecabert
**HEPIA - Haute école du paysage, d'ingénierie et d'architecture**

**EcaVert**
Eca Vert has developed a vegetalized wall to filter waste water from pesticide treatment. This product has two patents, one for the structure itself and the other one for the seeding process.

**Contact**
VKick Stage 15 / active
nicabert@hotmail.com
+41 (78) 923 05 83

---

### Dr. Pauli Rämö
**ETH Zürich**

**CellVision**
CellVision will be a computational system that discovers drug action in cells using image analysis, machine learning and population modelling algorithms developed at ETH. CellVision will sell software and provide consultancy to users.

**Contact**
VKick Stage 15 / active
raemoe@imsb.biol.ethz.ch
+41 (76) 206 71 47

---

### Behrooz Kasree
**Uni Genève**

**Scientis Pharma SA**
Skin hyperpigmented lesions (mark of pregnancy, lentigines, post acne hyperpigmented scars etc.) are very frequent dermatologic problems. Such problem items have been treated since many years by creams containing hydroquinone as the active substance. Hydroquinone has been recently banned by FDA and European authorities since it has been identified as a toxic and carcinogenic compound. Methimazole is an FDA-approved oral medication used for the treatment of hyperthyroidism. We have shown, for the first time, that if methimazole is made into a cream (topical 5% methimazole) it removes the skin hyperpigmented lesions after 4-6 weeks of application in human.

**Contact**
VKick Stage 15 / active
behroozkasraee@yahoo.com
+41 (78) 880 66 98

---

### Sascha Jaumann
**ETH Zürich**

**inspire AG / Präzoplan**
The PRÄZOPLAN is a planar guided milling machine for high-precision parts. A high productivity and high precision is achieved by the introduction of a planar guided stage into the design of standard milling machines. The concept contains only one guidance to support the movement in two directions. So there is no addition of errors and mass of conventional two guidances and a high precision and a high dynamic in consequence of this fundamental new concept.

**Contact**
VKick Stage 15 / active
www.inspire.ethz.ch / Jaumann@inspire.ethz.ch
+41 (78) 289 05 23

---

### Eric Pajot
**BFH - Berner Fachhochschule**

**Share**
Invite people to select and use all types of vehicle directly by cell-phone. The "User Contextual Identification" allows to the Fleet Manager (rental & car sharing operators, corporates, vehicle owner, …) to define himself "User's community", personal rights & duties and specific tarification during the day, night, weekend, vacation, ... A dynamic process to wake up "sleeping" resources and enjoy transversal and sustainable mobility for and by everyone.

**Contact**
VKick Stage 15 / active
contact@pajot.ch
+41 (79) 201 96 79

---

### PhD Alexandre Alahi
**EPF Lausanne**

**VisioSafe**
VisioSafe is a low-cost web-based video recording service with video analytics capability to remotely monitor your home or SME. Any camera can be viewed, recorded, controlled over the Internet via a mobile phone (iPhone, Smartphone) or via any web browser.

**Contact**
VKick Stage 15 / active
www.visiosafe.com / alexandre@visiosafe.com
+41 (76) 539 34 21
Dr. Maurizio Rigamonti  
Uni Fribourg  
Sugar Cube  
Managing document collections is a cumbersome task facing with multiple formats, compatibilities issues and structural lacks. Leveraging on our expertise on document analysis we provide new unified tools based on the PDF format that settle these matters.

Joerg Ewald  
ETH Zürich  
AppBuffet  
AppBuffet aims to become the premium place for downloading safe, secure and high quality smartphone applications.

Dr. Martin Held  
ETH Zürich  
HMPP - New technologies and products for White Biotech  
BPL developed a screening platform employing microbeads for very fast screening of microbial clones. Based on this platform, dedicated assay technologies are developed for screening of microbial production strains for synthesis of biologics.

Guillaume Zufferey  
EPF Lausanne  
Simpliquity Sàrl  
We developed an augmented reality lamp which brings digital capabilities to standard paper brochures. In stores or exhibitions, customers explore and configure products in an interactive and engaging way (e.g. cars, mobile phones, insurance contracts).

Marc Rocklinger  
EPF Lausanne  
Powersens  
We develop and put to market stand alone electronic insoles that measures continuously plantar pressure and informs diabetic people with biofeedback signals in order to avoid plantar ulcers.

Clemens Par  
ETH Zürich  
swissauder  
Our IP packs stereo or multi-channel information in one single channel without quality losses. 50 up to 88% of technical resources, storage capacity and bandwidth can thus be saved, and mono signals may be reproduced stereophonically with significantly increased sound quality. Major applications may be found with professional audio, film, television, broadcasting, ITC, satellite transmission, industrial products, measurement techniques and consumer electronics.
Dr. Michal Piorkowski  
**EPF Lausanne**  
**Bmob - parking data provider**

Bmob will provide drivers and municipalities with reliable parking occupancy information. Bmob will help drivers finding an available parking spot while municipalities will take advantage of Bmob’s data to optimize their parking policy. Bmob focuses its efforts on providing availability data regarding parking spots located by the street (on-street). Bmob’s mission is to guide drivers to the closest available parking spot. Bmob will reduce parking search times, traffic and make the city a better place. Bmob focuses its efforts on (on-street) parking solutions which is the largest and preferred parking solution in most cities.

Dr. Nils Goedecke  
**ETH Zürich**  
**MicroDuits GmbH**

Miniaturized laboratory equipment for biological applications; understanding and healing diseases begins in biolabs. These high-tech biolabs have an increasing demand for microfluidic technology. We design and manufacture microfluidic devices biosips that allow for addressing today’s challenging tasks in bi-research, e.g. a sensor for measuring cell contractions.

Dr. Matteo Sorci  
**EPF Lausanne**  
**nViso Sàrl**

Companies would like more new products to be successful in the marketplace, but current evaluation methods do not accurately predict customer decisions. We develop new technology-assisted methods to improve the customer-evaluation process.

Renaud Richardet  
**FHNW - Fachhochschule Nordwestschweiz**  
**Braindrop**

Reduce information redundancy inside large organization with social network analysis. Support people to share more documents and snippets (microsharing). Knowledge-based social networking, Twitter for the enterprise.

Armin Mäder  
**ETH Zürich**  
**Qvanteq AG**

Qvanteq develops novel stent technologies to overcome the adverse effect of today’s available coronary stent platforms.

Fabrizio Lo Conte  
**EPF Lausanne**  
**esmart-home**

Electronic modules, developed in the Electronic lab of EPFL, are plugged in electrical outlets and communicate through a failure-tolerant power-line network. The modules are used to control/monitor lights and household appliances against failure/efficiency.
<table>
<thead>
<tr>
<th>Name</th>
<th>Institution/Company</th>
<th>Contact Information</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chris Mutel</td>
<td>ETH Zürich</td>
<td><a href="mailto:mutel@ifu.baug.ethz.ch">mutel@ifu.baug.ethz.ch</a></td>
<td>Brightway is a web platform for life cycle assessments (LCA), such as carbon and water footprinting. Brightway is an advanced approach to LCA calculations that leverages web technologies to make sustainability assessments easier, faster, simpler, and more communicative.</td>
</tr>
<tr>
<td>Laura Heymann</td>
<td>EPF Lausanne</td>
<td><a href="mailto:laura.heymann@gmail.com">laura.heymann@gmail.com</a></td>
<td>Gourmetz is the online eurolocal market. European, it will group exceptional artisan food products from around the European Union onto one website, for the promotion and sale of these same products. Local, it will focus on the sale of food products made by small sized producers, in an artisan manner, and who do not have easy access to large distribution channels. Just as does the Saturday market, it will give customers access to a range of quality products, as well as to their producers, through a highly personalized and interactive website.</td>
</tr>
<tr>
<td>Andreas Brühlhart</td>
<td>HEG-FR - Haute école de Gestion</td>
<td><a href="mailto:andreas.bruehlhart@hef.ch">andreas.bruehlhart@hef.ch</a></td>
<td>Biocomp develops and markets natural fibre composites products for various sports and leisure applications, such as poles, skis, or helmets. Thanks to their high mechanical performance-to-weight ratio, and their low environmental impact, these new materials offer a sustainable alternative to traditional engineering.</td>
</tr>
<tr>
<td>Alessandro Cumbo</td>
<td>FHNW - Fachhochschule Nordwestschweiz</td>
<td><a href="mailto:alessandro.cumbo@fhnw.ch">alessandro.cumbo@fhnw.ch</a></td>
<td>I have developed a novel type of environmentally friendly nanomaterial with remarkable virus recognition properties.</td>
</tr>
<tr>
<td>Daniel Pinschewer</td>
<td>Uni Genève</td>
<td><a href="http://www.arenavax.com">www.arenavax.com</a> / <a href="mailto:daniel.pinschewer@unige.ch">daniel.pinschewer@unige.ch</a></td>
<td>ArenaVax’s aim is to commercialize an innovative proprietary vaccine platform. Our novel platform technology offers important competitive advantages over existing gold standards in the field.</td>
</tr>
<tr>
<td>Matthias Amberg</td>
<td>Uni Basel</td>
<td><a href="mailto:matthias.amberg@gmail.com">matthias.amberg@gmail.com</a></td>
<td>We aim at providing an Internet / Webservice based technology developed at University of Basel which allows for far reaching image manipulation of faces as well as full 3D reconstructions of face shape and textures from a single image.</td>
</tr>
</tbody>
</table>
BizTelligence
BizTracker – a video security and consumer behavior information system that has a unique offer in the video security and CRM-market. In addition for the cost of a traditional analogue video security system, prospects get an IP-video security system that is capable to measure and visualize customer frequency and stop times and by integrating POS data manage a complete store by conversion rates from store entrance to POS.

Timo Hafner
Uni St. Gallen
Gastros AG
The InductWarm-System is an innovative new system in order to keep food warm at a buffet. The main advantages lay in its aesthetics and flexibility how to present food, the convenience and the energy efficiency.

David Becker
HWZ - Hochschule für Wirtschaft Zürich
zkipster – zkip the hassle
The idea behind it is to professionalize workflows of event planners and nightlife hosts by offering an internet based solution, which allows to interact and access guest list data in real time from different handsets.

Amin Shokrollahi
EPF Lausanne
Kandou Technologies
A large part of the energy consumption in electronic devices is due to communication between components (e.g., processor and memory), and capabilities of these devices are often limited by the speed with which this communication takes place. We have developed a novel technology that dramatically lowers the energy consumption and increases the speed of the communication bus without affecting other components.

Nils Reinke
ZHAW - Zürcher Hochschule für Angewandte Wissenschaften
Winterthur Instruments
Measurement system for fast non-contact and non-destructive testing of industrial coatings. It can be used to determine coating thicknesses, material parameters (e.g., porosity) and contact quality (e.g., to detect delamination). The system is based on optical/thermal measurements and works with all types of coating and substrate materials.

Eva Kohli
Uni Zürich
Luva.ch
With the introduction of the Luva label, the very first hood available in the form of an accessory will enter the market.
**Basilio Noris**  
EPF Lausanne  
**WearCam**  
A lightweight, portable, head-mounted eye gaze-tracking device, designed both for adults and children. It has a very wide field of view and works outdoors as well as indoors.

**Samuel Maeder**  
Uni Bern  
**Gonado**  
Companies of the leisure industry are able to connect with their prospects and customers in the social web. They can advertise to specific target groups, based on the customer’s buying history and purchase intentions.

**Ferdinand Felder**  
ETH Zürich  
**Phocone AG**  
The modularized production process is very simple and can be up-scaled easily. Using our modules, OEM will be able to realize novel applications in different fields such as medical diagnosis, security, and process control.

**William Lüthi**  
Uni St.Gallen  
**Calosens**  
Calosens is developing an analytical device for the in-vitro-diagnostics market that allows to analyse probes much faster, more sensitive (+/- 3nW) and more specific. In cases of bacterial infections (Meningitis/Sepsis) there is still a high mortality rate of up to 30% as the adequate medication and dose can not be appointed fast enough. This will improve with our device resulting in higher survival rates and reducing the risks of building new antibiotic resistance.