

Association Française des Sociétés de Services et d'Innovation

French Outsourced R&D Innovative Company Association



afssi.fr













# AFSSI, by et for R&D entrepreneurs



- » AFSSI represents companies involved in a dual business model, investing a significant part of their revenues in R&D to update and broaden their technology offering in order to run research programs on behalf of third parties. They manage a long term process to support their growth.
- » AFSSI provides advocacy, internal relationships, communications services for the members both large and small companies.
- » AFSSI challenges are driven by the vision of life science companies as top players in international competition. AFSSI works toward enriching the Life sciences industry with networking, partering and education opportunities
- » AFSSI entrepreneurs are consistent operators of life science development known as the new frontier of industry. Thanks to their know how and professionalism they make easier and faster the market access of innovative products in pharmacy, cosmetology, agro-food, etc.















# Services and Innovative Companies in Life Sciences sector

### An unique sector in Europe!

Born of a strategy of pharmaceutical companies to outsource certain phases of development, the sector of service companies and innovation has seen the birth of a multitude of **highly specialized and complementary companies**. These innovative companies evolve in the pre-clinical phases, but also clinical, constitute the force of our sector; **dynamic and highly qualified actors**, constituting a diversified fabric of scientific providers essential to the development of industries in the Life Sciences.









### Our ambitions

### The spokesperson for innovative companies



Recognition of research and innovation



Increased relationships with the contractors



Productive private / public partnerships



Implementation of adapted regulations



Stimulate exchanges between members and sector's actors



Represent and enhance the chain value



#### **AFSSI** members 2017

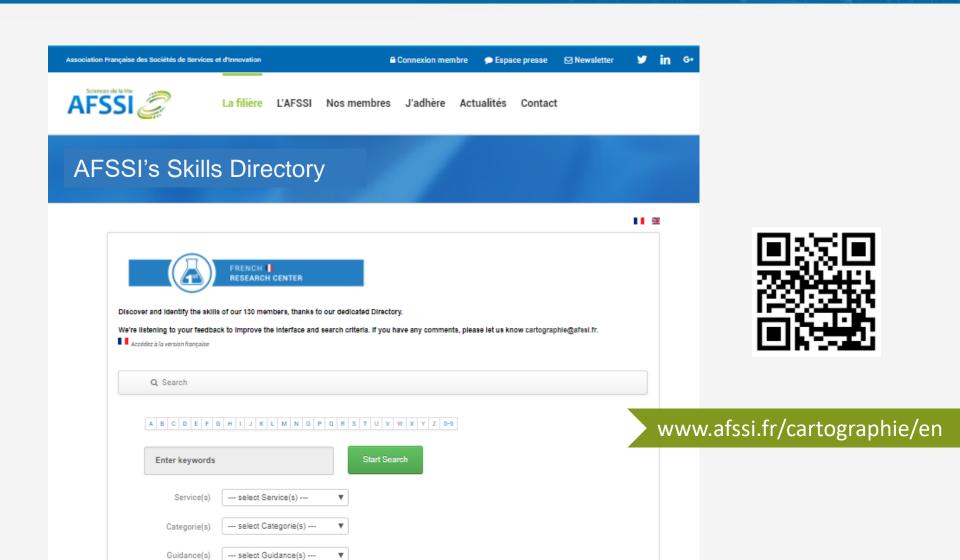
#### 130 members







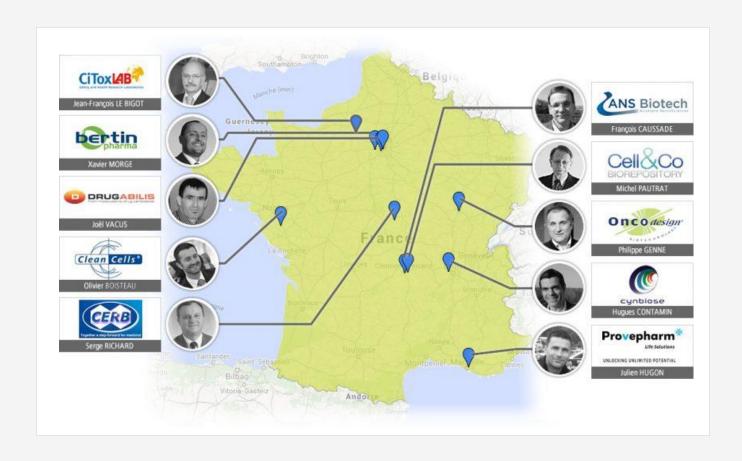
## **AFSSI's Skills Directory**





# Steering committee

#### PROFESSIONALISM | RESPONSABILITY | COMPETITIVENESS | LEADERSHIP





# AFSSI's partners





















































## Flashback on: AFSSI Summer School 2017















60%

of 900 appointments and unofficial meetings, met for the first time 40%

of these meetings were followed by subsequent contacts

(between 1 and 5 appointments already happened)

51%

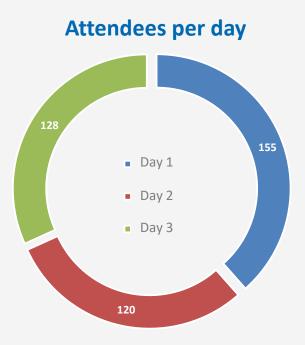
of these meetings are about to make new partnerships

(39% > 1 partnership || 12% > 3 partnerships)





# Flashback on: AFSSI Summer School 2017





- 44 AFSSI's members were enrolled (34% representativeness)
- 4 Months of organization / promotion:
  Launch of the project
  (Save the date was launched in March 23)
  - Average appointments by attendees in the business convention



## **AFSSI CONNEXIONS 2018**

Formerly AFSSI Summer School



In collaboration with



#### Expected public:

- Start-Up / SME / SMB / SMI
- Leading companies (pharmaceutical industry, cosmetics, food-processing industry)
- o Biotech company
- Academic
- High Schools and training center
- o Investors
- Local professional association and support structures
- Consulting firm (finance, insurance, IP, Business development)



#### **CONGRESS**

For a strong national sector,

crossroads of innovation in Health. Organized by the 1st French R&D center in the Life Sciences.



#### **BUSINESS CONVENTION**

Trade your relations with your pairs, hubs, platforms and purchasers,



#### **EXHIBITIONS**

Exhibit and associate your image during the annual event of the sector.



#### **PRESENTATIONS**

Present your structure and your innovations in 2 minutes during an elevator pitches session!



# Why your company should be there?



An unique French sector in Europe



French market is yours



Meet Europeans Clusters



Our members – experts available for you



Doing business with ultra-specialized companies



Translators will be there for you



# **AFSSI Connexions 2018 objectives**







#### WHY WOULD YOU COME TO MARSEILLE?

- » Find the skills, know-how and innovations you need ...
- » Attend targeted pitches on "Innovative Services" focus
- » Share your specific needs with a targeted community
- » Give a speech at our international dedicated session or during a pitch!

Finally a « packaged event » for all your purchases & collaborations!

Take the opportunity to use the wealth of the 1st French Health Research Center for your innovations



### Your contacts



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