

The Vaucluse is strategically located for access to the Mediterranean arc and is right on the north/south crossroads for European commercial flows

Come and set up your business in Provence, with full support from **Vaucluse Développement**



- Helping you with administrative procedures
- Proposing global and detailed real estate offers for the entire Vaucluse
- Putting you in touch with the right people (government services, chambers of commerce, district authorities, job centres, banks, estate agencies, etc.)
- Helping you to obtain possible incentives
- HR consultancy (training, recruitment, financing)
- Providing assistance for employees and their families

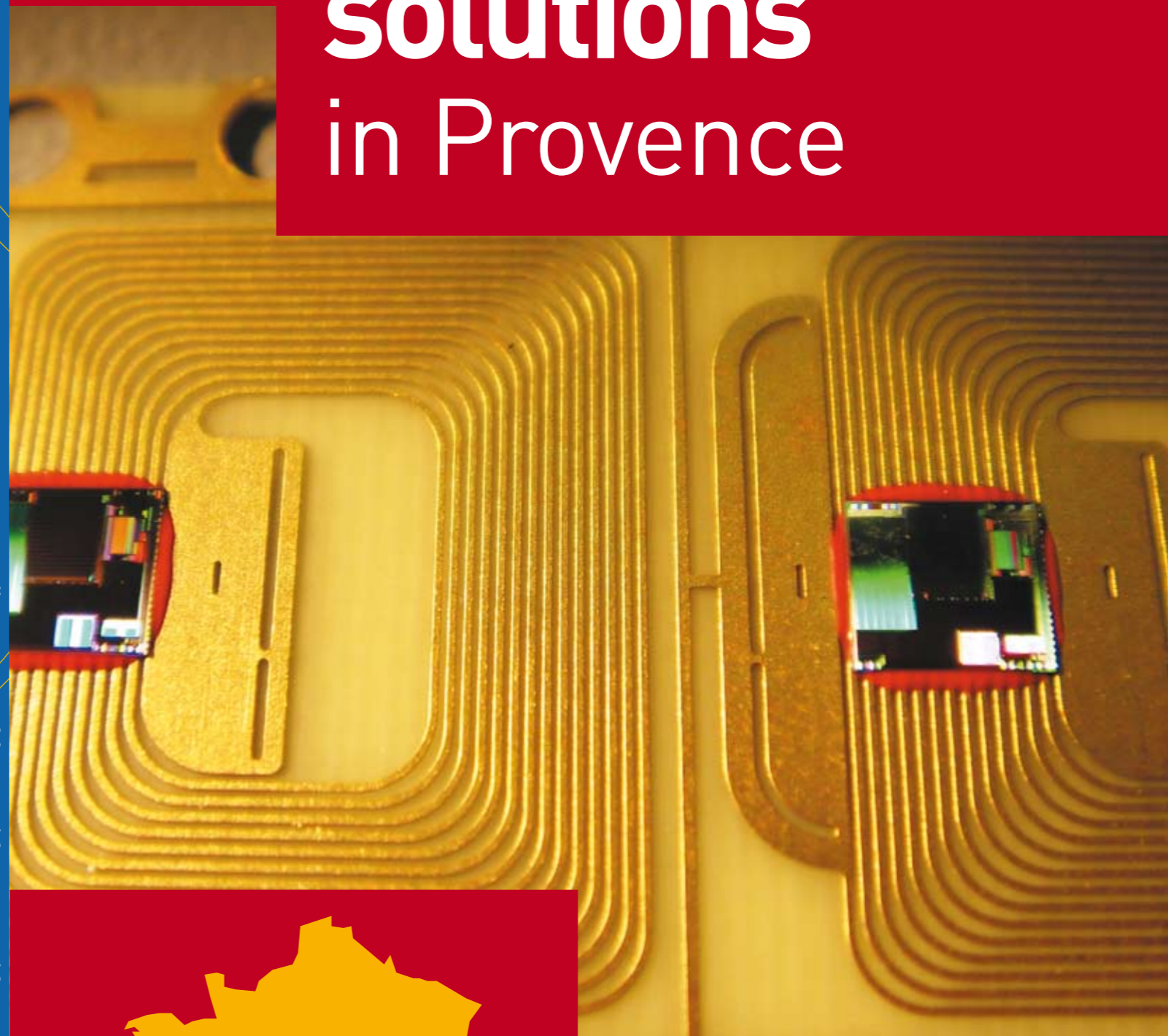
A one-stop shop for your entire project: **Vaucluse Développement**



Création: La vache Noire. Photographies: CG 84, CDT84, Agroparc, Smart Packaging Solutions, Vaucluse Développement



# Secure, communicating solutions in Provence



Economic Development Agency  
19, place de l'Horloge - 84000 Avignon  
Phone : + 33 (0)4 90 16 45 60 - Fax + 33 (0)4 90 86 40 18  
email : adev@adev-84.com



[www.investinvacluseprovence.com](http://www.investinvacluseprovence.com)



- Key ICT markets
- The Vaucluse is home to nearly 600 companies and more than 3,500 jobs
- Global competitiveness cluster dedicated to ICTs: 41,000 jobs, 8,000 R & D researchers and engineers, 14 schools, over 100 hundred associate projects

# AHEAD OF THE PACK IN THEIR SECTOR

**NEOPOST DIVA**  
Start-up created in 1996 in Cavaillon, Diva integrated the group Neopost in 1998. Leader of e-solutions and document flow management solutions, premier European in the field of e-receipt solutions in the transport sector, Neopost Diva currently employs 87 staff and hosts 6 digitalisation agencies.

**NBG ID**  
Spin-off from the Neopost Group created in June 2002, NBG ID is an integrator specialised in the field of RFID tagging for transport and shipping companies. Now independent, NBG ID is located in Cavaillon at the MIN (wholesale trading centre). NBG ID develops key applications in the fields of logistics and transport, using a product-based approach (textiles, medicine, fresh produce, etc.).

**CBA**  
Created in 1986, CBA is the leader of the French management software market for district nurses. Its management and remote transmission software, Agathe, is completed with a help-desk and maintenance support provided on-line and with INTLA, an integrated software package containing different mobile card readers for medical auxiliaries and prescribing physicians (doctors). Its headquarters is based in Avignon in the regional technology centre, Agroparc.

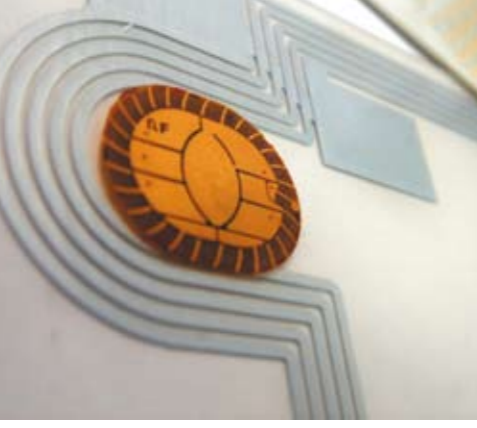
**TESTIMONIALS**  
**Marc Birling, CEO of CBA**  
«We immediately launched ourselves into health sector IT having selected a specific profession: district nurses. It is clear that there is a significant employment pool in the Vaucluse, particularly in the high-tech sector, served by two levels of advantageous transport networks (road and rail).»

**Bruno Fabre, General Manager of NBG ID**  
«The Vaucluse is an area where the price per metre square remains affordable for a company. Indeed, we are in a location that corresponds well with the spirit of start-ups, i.e. a reasonable rent and salaries that are on a different level than that in the Parisian region or in certain technology centres. Furthermore, I think that there is a strong political drive. We are provided with support and help. The business is Parisian and our customers are essentially based in Paris or in Europe.»

# A dynamic sector

**The Secured Communicating Solutions cluster integrates equipment and software to transmit, exchange and process information in a secure and reliable manner. The Vaucluse can offer many positive features that are appealing to ICT companies wishing to further develop their activities.**

Some 603 companies - representing 3,530 jobs in 2006 - are already located in the department. The companies cover diverse fields:  
 • **IT:** software, services  
 • **Telecommunications:** operators, equipment, services



- **Electronics:** control measurement, services.
- Organisations and subsidiaries of major groups develop their expertise in several fields:
  - **Egide:** production of ceramic modules for networks
  - **France Télécom:** regional headquarters Rhône/Durance
  - **UPC France:** cable services
  - **NextiraOne France:** network services, voice convergence, security
  - **Quadria:** IT and office automation services
  - **Néopost Diva:** digitization of transport documents
  - **SGIO:** maintenance, SAP Saint-Gobain

# An attractive environment

**The Vaucluse is host to many training and research bodies:**

- **IUP GMI:** professional university institute in mathematical engineering and computer science at the University of Avignon. Founded in 1991, each year it trains almost 500 students to Master's level in the field of computer science and applied mathematics (organisation and decision-making for telecom networks, multimedia and automatic information processing).
- **LI:** CNRS computer science laboratory, associated with the University of Avignon and the IUP GMI, focusing chiefly on European R & D projects in partnership with large companies from the sector. The LIA figures among the national and international leaders in its field (voice services, documentation research, man/machine dialogue, optimization and networks) and hosts around 60 researchers.
- **CNRS UMR 6012 Espace:** network HQ (60 researchers in four towns) based in Avignon. Specialized in geography, it created a dedicated geomatics service in 2003 that works principally in the fields of spatial dynamics, constraints, environmental risks and regional analysis.



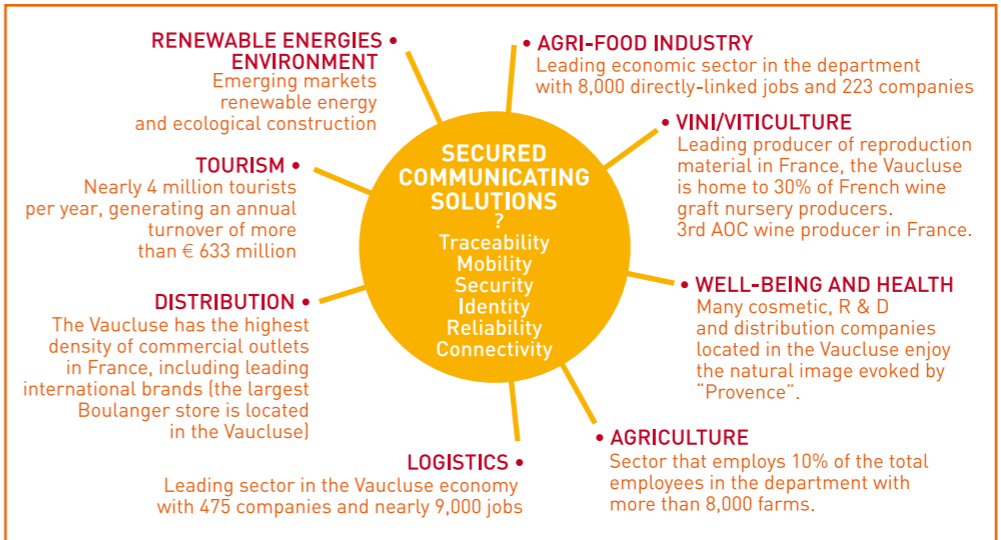
Locations and structures that can host and support activities in the ICT sector are already present in the Vaucluse: **AGROPARC**, a regional technology centre, **CREATIVA**, an enterprise zone, **IMPULSE**, a regional incubator associated with the universities of Avignon and Aix-Marseille and **MedIN**, an Innovation Relay Centre.

# Expertise...

**The Vaucluse is particularly well positioned to host projects requiring the following skills:**

- **SME software packages and professional solutions:** backing the development of industrial ICT user markets - and numerous innovative SMEs - to design and distribute tailor-made solutions, particularly for the agri-food, logistics and transport sectors.
- **Services - second-level outsourcing:** boosted by its appealing environment, exceptional infrastructures and its proximity to Lyon and Paris, the Vaucluse has been able to develop its expertise in value-added outsourcing activities, particularly in the fields of maintenance and development (software, integration, SAP maintenance) and CMR (call centres, integration).
- **Language processing and document research:** the LIA computer science laboratory in Avignon, pools R & D expertise at a European level and encourages innovative companies to develop projects in these areas.
- **Geomatics:** the spatial studies research network, UMR 6012 Espace, has its HQ in Avignon, another bonus for companies from the geomatics sector.

# ...and key markets



# A global competitiveness cluster

**The Secured Communicating Solutions (SCS) competitiveness cluster** covers the fields of microelectronics, telecommunications, software and content (multimedia). The challenges for the cluster are threefold:  
 • provide the best expertise on a global scale in the field of secured communicating solutions  
 • develop new products throughout the entire value chain, by reducing time-to-market and by improving R & D productivity  
 • increase presence on new markets: tourism, health, environment, logistics, mobility, digital identity, security, intelligent transport, etc. The Cluster's objective is to create **25,000 immediate jobs** in the Provence-Alpes-Côte d'Azur region, thus reaching a minimum of a total of **100,000 jobs** in the information and communication technologies (ICTs) sector by 2015.

**Cluster players**

- ten major industrial groups are brought together to sponsor cluster projects: Alcatel Space, Texas instruments, Amadeus, Philips, IBM, Hewlett-Packard, France Télécom, Gemplus, SAP and ST Microélectronique.

**90 BILLION**  
By the year 2015, **RFID** tags will be inserted on some 90 billion food products. €20 billion is the turnover generated by packaging deals in France: from October 2006, new regulations providing for the **traceability** of materials and objects destined to come into contact with foodstuffs presents a fast track to the development of **intelligent packaging**.



# KEY TECHNOLOGIES IN 2010

Future growth technologies in terms of appeal and competitiveness were highlighted in a government study. For example:

- **Information and communication technologies**
  - Micro-energy management
  - RFID and contactless cards
  - Tools and methods to develop information systems
  - Securing electronic content transactions
  - Data acquisition
  - Content management and distribution
  - Web technologies, etc.
- **Transport**  
All aspects of modelling and their implementation
- **Distribution and consumption**  
All aspects of security and traceability
- **Agriculture and food**  
Food to enhance well-being and health



- associations and clubs bring together these major industrial players as well as SMEs and public works: Telecom Valley, Arcsis, MedinSoft, Babysmarts, Medmultimed and SAME.
- regional universities: Marseilles, Avignon, Toulon, Nice, etc.
- engineering schools with backing from local authorities, particularly the regional council. The cluster is striving to integrate, in an operational manner, more ICT-related SMEs in its organisation.