

REAMIT Networking Symposium

9th January 2020
Crowne Plaza Nottingham, UK



LEVSTONE



WHYSOR



SenX



Valorial
ORDRES L'ALIMENT PLUS INTELLIGENT



Régis DEL FRATE
Valorial, France
Project Manager

Making the agri-food sector of
western France, the home of smarter
food



> **N°1 network**

devoted to agri-food innovation through a collaborative approach

> **2006** **LES PÔLES DE COMPÉTITIVITÉ** MOYENS DE SOUTIENS DE L'EMPLOI

Launch of the competitiveness cluster

> **Our core mission**

To identify, set up and support collaborative and innovative R&D projects



> **1 team of facilitators** *who know their onions*

See pages 6 & 7



> **An extensive work programme**





325
members
including 2/3 in industry

representing

more than
600
organisations

over
€3 billion
expected additional
cumulative turnover*

*for projects approved since 2014

over
3,000
contacts & potential
partners

Since 2006

404
innovative collaborative
projects approved

€675 M
invested in R&D

880
industry partners
& researchers involved
in projects

86%
industrial projects funded

194 projects
completed

over
1,300
new jobs expected*





Valorial's team



A team of **16 people** dedicated to stimulate innovation on our territories :

→ **project** managers (european and national),

→ **innovation** managers,

→ **communication** manager,

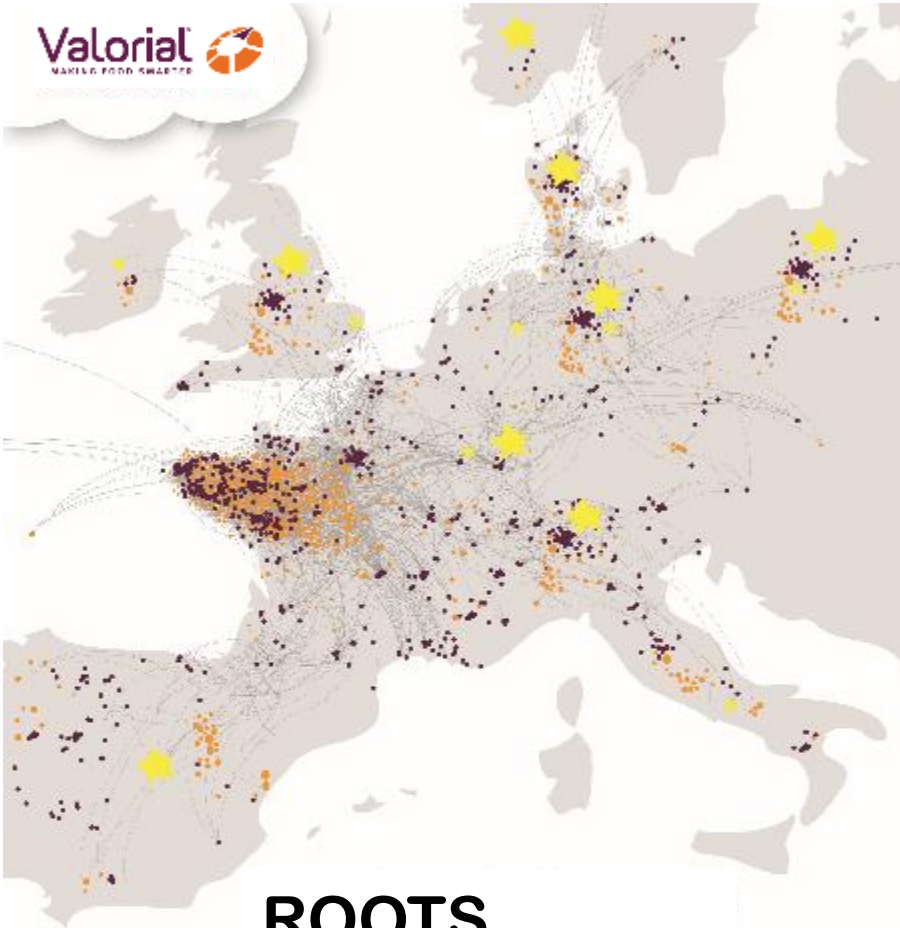
→ **international development** manager,



Valorial



MAKING FOOD SMARTER



**ROOTS
& STARS**

- International : a door to a wider network
- Identify networks of scientific and technological skills abroad and establish cooperations
- Host foreign delegations (organisation of thematic tour program, B2B meetings with Valorial's members, ...)
- Propose partners with specific skills for collaborative projects...





- ❑ Valorial support its members in joining European projects such as : FIT, SME Instrument, H2020...



- ❑ Valorial act as a (sub)partner in European projects : REAMIT (Interreg NW), AHFES (Interreg Atlantic), NF4 (Cosme), Soft Grasping (H2020)...



- ❑ Valorial is close or part of european networks such as : Interclustering, Smart Specialisation Platform (S3P Agri-Foods, Industrial...), ERRIAF , EIT Food, BBI, national contact point, ACTA, Food4Life...





○ What is a Collaborative project, for us ?

□ Minimum = **2 private companies + 1 research structure**
(academic labs / university / technical centers...)

➤ **Complementary skills**

- To develop new knowledge and skills (research work)
- To improve the project success chances

□ **Co-funded** by public funds (State, Régions, Europe,...)

Innovate = take risks

Collaborate = reduce risks (by mutualizing)

Valorial expertises & areas of excellence



Food quality & safety



**Innovative technologies
(processes, packaging)**

**5
areas
of excellence**

*with a cross-cutting sustainable
development approach*



**Food uses
& marketing**



**Animal & human
nutrition & health**



**Functional
ingredients**

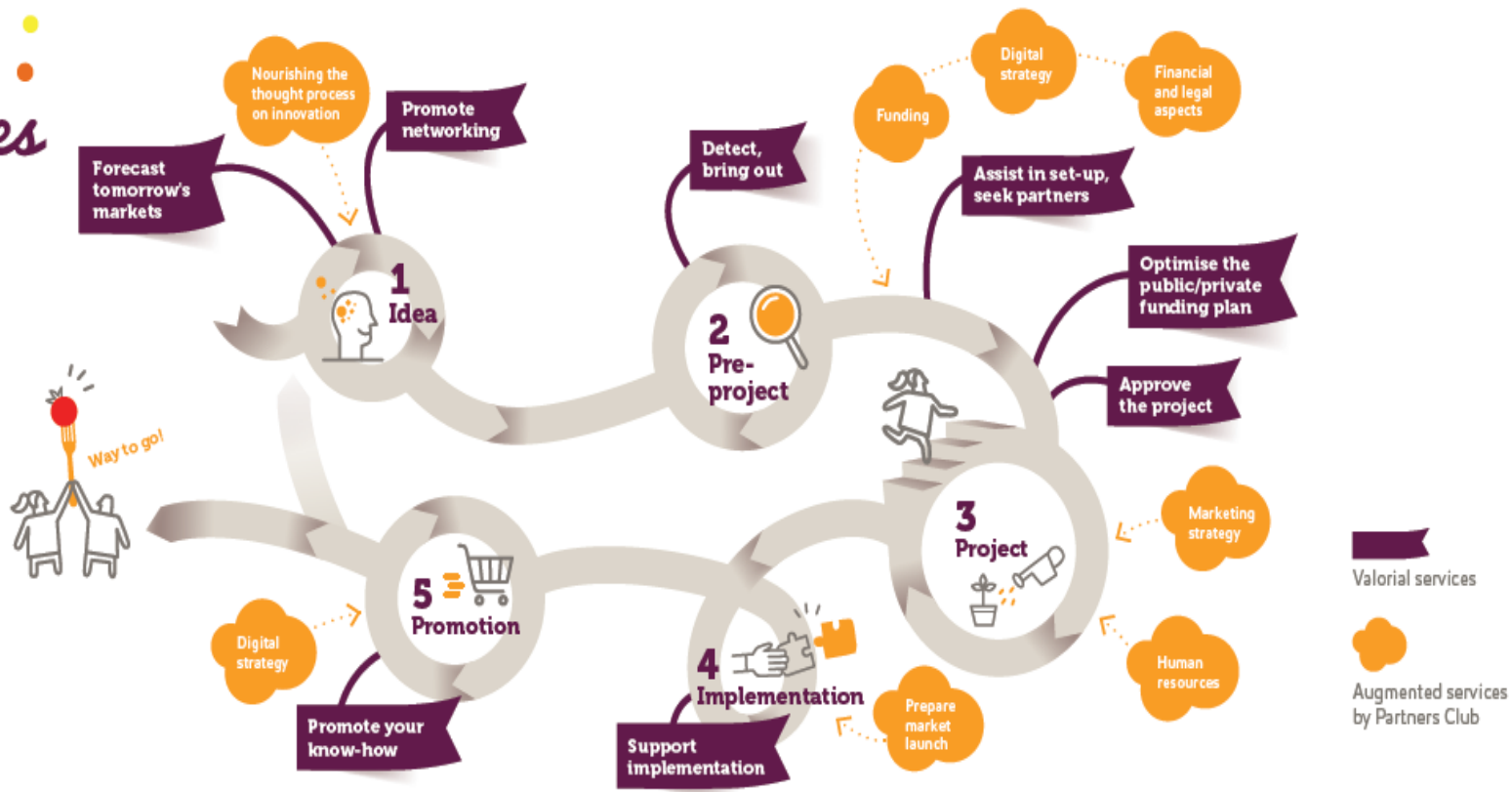


From idea to market...

5 milestones on the road to innovation

YOUR R&D PROJECT

- 1 GENERATE OPPORTUNITIES
- 2 ASSESS THE CONCEPTS & CHOOSE
- 3 DEVELOP & FINE-TUNE
- 4 IMPLEMENT & INDUSTRIALISE
- 5 MARKET

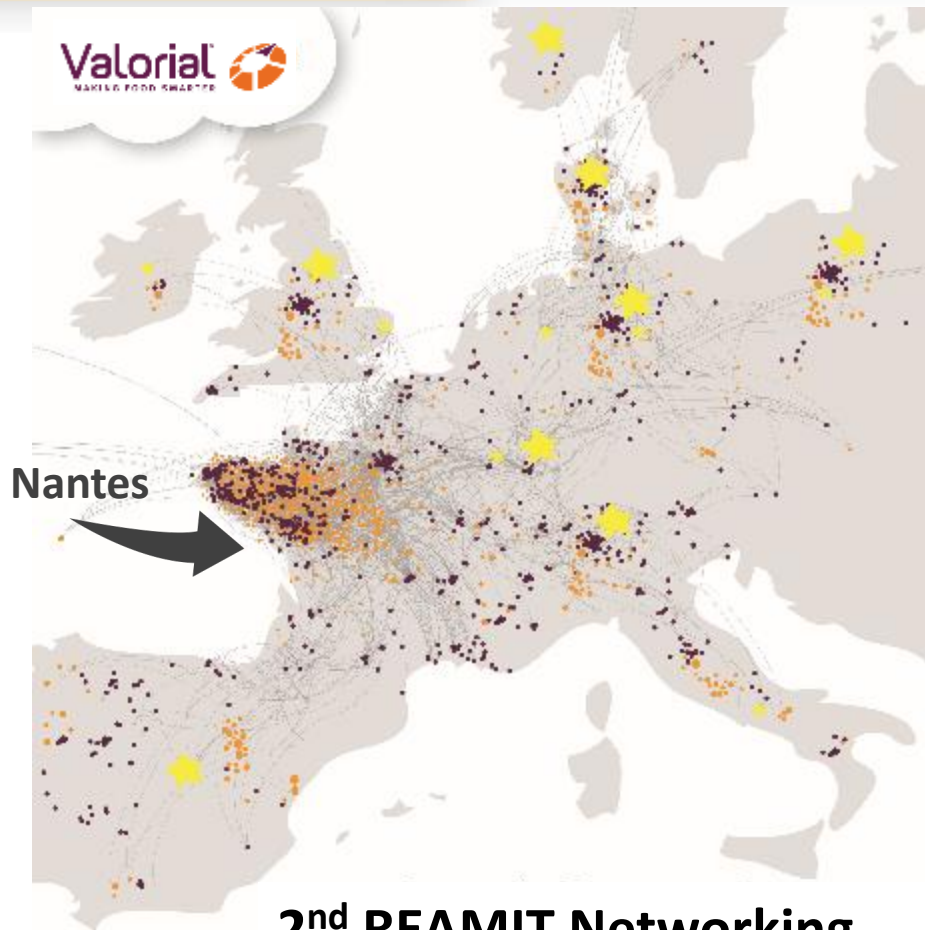




Valorial activity in REAMIT

- **Subpartner of Images & Réseaux**
- **Business support partner**

- 1 → As a business support partner : help Images & Réseaux to find end-users
- 2 → Organize a Symposium in France : November 5th, 2020



2nd REAMIT Networking Symposium

Nantes, Thursday 5 november 2020

Program (indicative) :

- Presentation, by the REAMIT partners, of **work carried out and results obtained**
- Presentation of (french) **companies offering products or services related to food wastage**
- **BtoB meetings** between participants

Save the date !!

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