Scale-Up Vaud delivers a successful first year

The first year of Scale-Up Vaud – Switzerland's first initiative to support high-growth companies – has been a fruitful one. The 14 companies named Vaud Scale-Ups in 2016 account for 899 total jobs, including 632 in Switzerland (as of January 2017). They created 140 new jobs in Switzerland in 2016, compared with 83 in 2015. These young businesses post annual job growth of at least 20%. And as part of Innovaud's Scale-Up Vaud initiative, they can benefit from enhanced visibility and support to further fuel their expansion. BestMile and Lunaphore have recently joined their ranks, bringing the total to 16.

While many programs already exist to support entrepreneurs in the startup phase, companies that have grown beyond this phase still face business development challenges and have a whole new set of needs. Scale-Up Vaud was designed to fill that gap. It provides targeted support to growth-phase businesses, as part of its mission to promote and catalyze innovative, job-creating companies in Vaud. 14 such firms were named Vaud Scale-Ups in 2016. So who are these promising young enterprises?

They come from a wide range of fields encompassing life sciences, manufacturing and information & communication technology (ICT). They include **Abionic, Atracsys, DEPsys, DomoSafety, Elite, eSmart, GreenMotion, INGPHI, NetGuardians, Nexthink, Pix4D, RegenLab, SenseFly and Sophia Genetics**.

More details, including the number of jobs at each scale-up, are available on the Scale-Up Vaud website http://www.scale-up-vaud.ch, under "The Scale Ups > Stats."

Vaud Scale-Ups:

- Are an average of **9.2 years** old
- Posted annual job growth of **29%** between January 1, 2014 and January 1, 2017
- Created **140 jobs in Switzerland in 2016**

Several partners have also joined the initiative since 2016. For instance, **platinn** provides coaching services to help CEOs with key issues such as negotiating partnerships, navigating a business through rapid-growth phases and establishing the right strategic positioning. **Alliance** helps companies set up joint ventures with research institutes and universities, while **Switzerland Global Enterprise (S-GE)** supports scale-ups in their international expansion efforts, most notably through Swiss Business Hubs in 21 countries. The **Vaud Chamber of Commerce and Industry (CVCI)** offers legal advice, especially in the areas of human resources and taxation.

Two new scale-ups join the community

To be a Vaud Scale-Up, a company has to be at least three years old, be innovation-oriented and have average annual job growth of over 20%. It also has to be aiming to become a global leader in its market. Today two new companies fit the bill: BestMile and Lunaphore.

Best Mile

BestMile is a Swiss company with offices in Lausanne, London and San Francisco, developing distributed and highly scalable cloud technology leveraging the full potential of autonomous vehicles to tackle global mobility challenges. BestMile provides the first fleet automation platform allowing for the intelligent operation and optimization of autonomous vehicle fleets, regardless of their brand or type and managing both fixed-route and on--demand service types.

Since its creation in 2014, BestMile built a proven track record as the leading company for fleet automation in the autonomous mobility industry. BestMile was the first company to offer on-demand autonomous mobility services and is now enabling the first instance in which electric autonomous shuttles are circulating through a city center on both pedestrian areas and open roads, and servicing the public on a daily basis.

Lunaphore

Lunaphore is a Swiss company, founded in 2014, building an innovative and fully automated tissue processing device for cancer diagnostics. The cutting-edge technology, based on microfluidics, allows obtaining faster and more precise diagnostic results than standard techniques, as demonstrated through clinical trials on cancer patient samples. Different prototypes have so far been tested in hospitals in Switzerland and internationally. Lunaphore, which has been many times recognized for its innovation, strives to become a leading medical device company for cancer tissue diagnostics.

Innovaud is an agency created to promote innovation in Vaud Canton. Its initiatives are designed to support budding entrepreneurs and established businesses alike by helping them secure financing, providing them with coaching, getting them set up in Vaud technology clusters, and promoting them. It is an initiative of the Canton of Vaud and is carried out jointly by the Department of Economics and Sport and the Department of Education, Youth, and Culture.

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