

FIC 2021

MEET SWISS COMPANIES

Organizers:

 Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Ambassade de Suisse en France
Swiss Business Hub France

 **SWITZERLAND
GLOBAL
ENTERPRISE**
enabling new business

Partners:



swiss
cyber
security
DAYS 



Switzerland.

7th – 9th September 2021



WELCOME NOTE

Switzerland's strengths such as legal certainty and political stability also apply to the cybersecurity sector. Its greatest asset is high level of privacy protection, adequate regulations and the availability of highly specialized engineers.

Switzerland has a first-rate Internet infrastructure. Its reliable and economical power supply ensures trouble-free operation of servers in data centers and security operations centers (SOCs).

All of these reasons explain why many international companies choose Switzerland as an important location for their regional data centers.

In keeping with its humanitarian tradition, Switzerland is committed to improving cybersecurity worldwide and promoting the peaceful use of ICTs. The country hosts many organizations, such as the Internet Society, the Internet Governance Forum (IGF), the DiploFoundation, the International Telecommunication Union (ITU), ICT4Peace, the Geneva Center for Security Policy (GCSP) and the WEF Cyber Security Center.

The cantons of Vaud and Geneva have joined forces to create the "Trust Valley", a center of excellence in digital trust and cybersecurity to create a unique ecosystem and encourage the development of innovative projects.

Finally, the NCSC (National Cyber Security Centre) is the Confederation's centre of expertise in cybersecurity and the first point of contact for business circles, administration, educational institutions and the general public for any question relating to cybersecurity. It is responsible for the coordinated implementation of Switzerland's national strategy for the protection of Switzerland against cyber risks (SNPC) for the years 2018 to 2022.

Switzerland's expertise is recognized in engineering, encryption and algorithms. The country has a solid base in these areas. Indeed, many companies in Switzerland offer niche services in all important areas of cybersecurity, and that too with a very pragmatic approach.

There is no shortage of cybersecurity projects, and to respond to them, companies are innovating in solutions that exceed all expectations. You will have the opportunity to appreciate a sample of Swiss companies offering innovative solutions in terms of data protection, secure equipment, data confidentiality or cyber defense.

We are delighted to welcome you at the Swiss pavilion of the International Cybersecurity Forum, Stand F 38!



Patrice JACQUIER
Head SBH France
Paris



EXHIBITORS

ARMA
INSTRUMENTS



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

armasuisse Science and Technology
Cyber-Defence Campus




CYSEC



INNOVAUD 
TRUST 
VALLEY

ubcom.eu
UNIFY BUSINESS COMMUNICATION



PARTNERS



swiss
cyber
security
DAYS 



ROUND TABLE

REGARD FRANCO-SUISSE SUR LA CYBERSECURITE

Room Goya (1st Floor), 8 September 2021

2:45 p.m. – 4:30 p.m.

In French



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Département fédéral des finances DFF
Centre national pour la cybersécurité NCSC





PROGRAM

- 2:45 p.m. Welcoming participants**
- 2:50 p.m. Welcome Note**
- ❖ Roberto Balzaretto, Swiss Ambassador to France
- 2:55 p.m. Franco Swiss Cooperations in Cyberspace**
- ❖ General Marc Watin Augouard, Founder of the International Cybersecurity Forum (FIC)
 - ❖ Florian Schütz, Federal Delegate for Cyber Security, National Cyber Security Center (NCSC)
- And intervention by companies and start-ups from the Swiss pavilion: ARMA Instrument, Cyberpeace Institute, Trustvalley and UBCom
- 3:30 p.m. Swiss Cyber Security Ecosystem : Feedback from Kudelski Security**
- ❖ Olivier Spielmann, VP MSS, Kudelski Security
- 3:40 p.m. Cyber Security Strategy in Switzerland**
- ❖ Daniel Seiler, IT Project Manager, National Cyber Security Center (NCSC)
- And intervention by companies and start-ups from the Swiss pavilion: armasuisse Cyber Defense Campus, Compass Security, Cysec and Duokey
- 4:00 p.m. Radar of Swiss cyber security start-ups and presentation of Swiss Cyber Security Days**
- ❖ Beat Kunz, CEO Swiss Cyber Security Days (SCSD)
- 4:15 p.m. Q&A**
- 4:30 p.m. End of event**



ROUND TABLE - SPEAKERS



Roberto Balzaretti

Ambassador of Switzerland in France and the Principality of Monaco

Dr. Roberto Balzaretti joined the Federal Department of Foreign Affairs (FDFA) in 1991. Between 2008 and 2012 he served as Secretary General of the FDFA. In 2012 he was appointed Head of the Mission of Switzerland to the EU in Brussels, before returning to Bern in 2016, where he acted as Legal Advisor of the FDFA. The Federal Council appointed him Head of the Directorate for European Affairs and coordinator of the negotiations with the EU with the title of State Secretary on February 1, 2018. Dr. Balzaretti took up his post as Swiss Ambassador to France and the Principality of Monaco on December 2, 2020.



General Marc Watin Augouard

Founder of the International Cybersecurity Forum (FIC)

A graduate from Saint-Cyr and a former Inspector General of the Army-Gendarmerie, **General Watin-Augouard** led a working group that contributed to the drafting of Thierry Breton's report on cybercrime in 2005. As a Security advisor to the Minister of the Interior from 2002 to 2004, General Watin-Augouard was appointed Commander of the NPDC Gendarmerie Region. He is also the Founder of the FIC in 2007. Today, he is the Director of the CREOGN and a member of the FIC's steering committee.



Florian Schütz

Federal Delegate for Cyber Security at National Cyber Security Center (NCSC)

Florian Schütz, Federal Cyber Security Delegate, is responsible for coordinating all Federal Administration activities in the area of cyber-risks and acts as contact person for the cantons, the business and scientific communities. He heads the Confederation's competence center for cybersecurity, the National Cyber Security Centre (NCSC), and strives to use his national and international contacts to further Switzerland's interests and to promote mutual exchange. Florian Schütz has a Master's degree in Computer Science and a Master of Advanced Studies (MAS) in Security Policy and Crisis Management from the ETH Zurich, and has over ten years' private sector management experience in the area of IT security.



ROUND TABLE - SPEAKERS



Olivier Spielmann
VP MSS at Kudelski Security

Olivier Spielmann is the Vice President of EMEA Managed Security Services at Kudelski Security since 2013. Olivier joined the Kudelski Group in 2005 after working at a large security consulting company in Switzerland. As the Kudelski Group CISO for 9 years, he built a strong security governance, security operations and incident response experience. In 2013, he was assigned the challenge of building the Managed Security Services business for Kudelski Security, which he now runs. Olivier holds a master's degree in Communication Systems Engineering from the Swiss Federal Institute of Technology – Lausanne. Olivier is a Certified Information Systems Security Professional (CISSP) since 2003 and a Certified Information Security Manager (CISM)



Daniel Seiler
IT Project Manager at National Cyber Security Center (NCSC)

Daniel Seiler is responsible for the National Cyber Security Centre's (NCSC) IT-Projects. To implement the National Cybersecurity Strategy, NCSC's IT-projects are crucial. Daniel therefore focuses on managing those projects by connecting cybersecurity, compliance, technology and ethics. Daniel received his M.A. in law from the University of Basel and expanded his knowledge through further training in compliance, project management and leadership. From 2009 to 2015 he was the deputy head of the federal Post and Telecommunications Surveillance Service (PTSS). From 2015 to 2019 he was leading the Legal Transformation & Technology Law team at KPMG Switzerland. From 2019 to 2021, before joining the NCSC, he was deputy head of Cyber-Diplomacy at the Ministry of Foreign Affairs (MFA). As a guest lecturer at the University of St. Gallen (HSG) and at Zurich School of Applied Sciences (ZHAW), he lectures Privacy, Artificial Intelligence and Cybersecurity.



ROUND TABLE - SPEAKERS



Béat Kunz

CEO of Swiss Cyber Security Days (SCSD)

Béat Kunz has contributed to the development of numerous companies and projects of regional, national and international scope, notably for the Ecole Polytechnique Fédérale de Lausanne (EPFL) or the MCH Group in Basel/Lausanne, which is active in live marketing.

He has always been fascinated by the evolution of the economic world as well as that of research and innovation, and has followed the development of new and sustainable technologies with great interest. Being curious by nature, he became very interested in the field of cyber security in 2017. Therefore, he decided with a few associates four years ago to create a national forum dedicated to this topic, the Swiss Cyber Security Days, bringing together the main players in our country as well as on an international level.

Thanks to these various activities and functions, which have brought him into contact with personalities in economic, politics, finance, academia and law, Béat Kunz developed a vast network of contacts at both national and international levels.

He is always very enthusiastic about offering his knowledge and skills to companies and/or projects in transition, consolidation and development. In this respect, he is active in several boards of directors and steering committees (distribution - cyber security - energy efficiency and renewable energies).

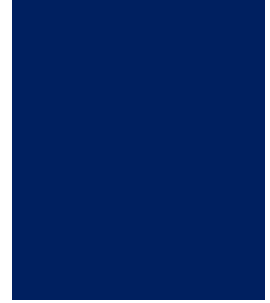


Moderator

Marie de Fréminville

President Starboard Advisory and Author of Cybersecurity and decision makers

Marie de Fréminville is an expert in governance, finance, cyber security and data protection. She is a non-executive director and founding partner of Starboard Advisory. She is a member of CSDA (Swiss Association of Women Directors) and IFA (French Institute of non-executive Directors). She worked for Airbus Group as Financial Controller and Corporate Head of Subsidiary Governance Department. She is the author of “Cybersecurity and Decision Makers“, rewarded by the Cyber Book Prize of the FIC 2020 (International Forum of Cybersecurity)



EXHIBITORS PROFILES

Meet Swiss Cybersecurity Companies & Startups

@ Swiss Pavilion F38



ARMA INSTRUMENTS



www.armainstruments.com

SECURE COMMUNICATION

NEUTRALITY, TRANSPARENCY AND UNMATCHED SECURITY

True secure communication security requires a symbiosis between secure software and purpose build hardware, rooted in zero-trust strategy.

ARMA Instruments is a secure communications provider. We develop and manufacture secure communications equipment and provide related (cyber) security devices. Operating on a zero-trust approach, ARMA owns and develops the IP of all necessary proprietary operating software in symbiosis with proprietary communications hardware for unparalleled device security. Our focus is on secure personal mobile communications for corporate, government and military use.

ARMA G1

The **ARMA G1** is a secure personal communicator operating over the cellular network. True security is only possible by controlling not just the software layer. You need to control the operating system and even hardware as well. ARMA owns and develop the IP of all necessary proprietary operating software in symbiosis with proprietary communications hardware for unparalleled device security. As smartphones and true security are opposites, our focus is entirely on text communications.





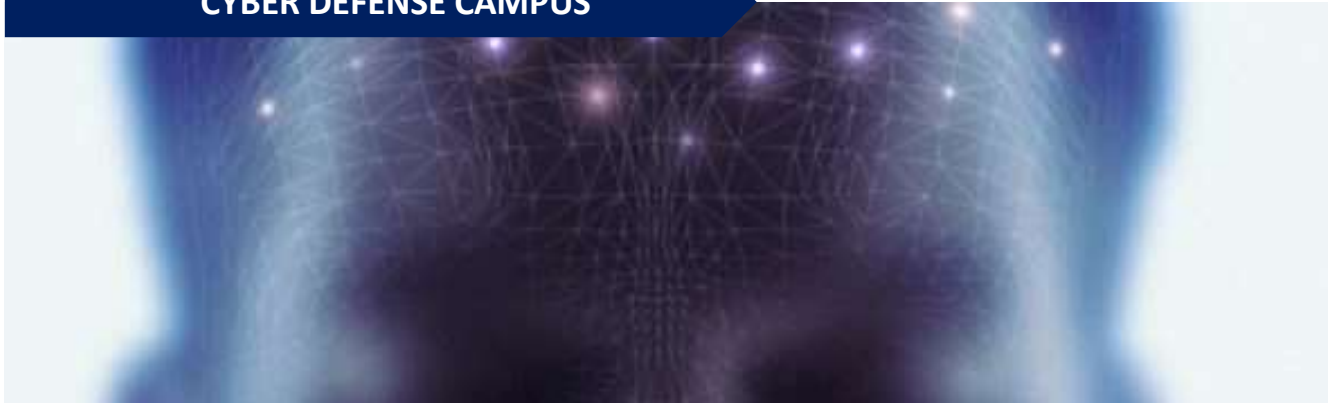
Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

armasuisse Science and Technology
Cyber-Defence Campus

ARMASUISSE

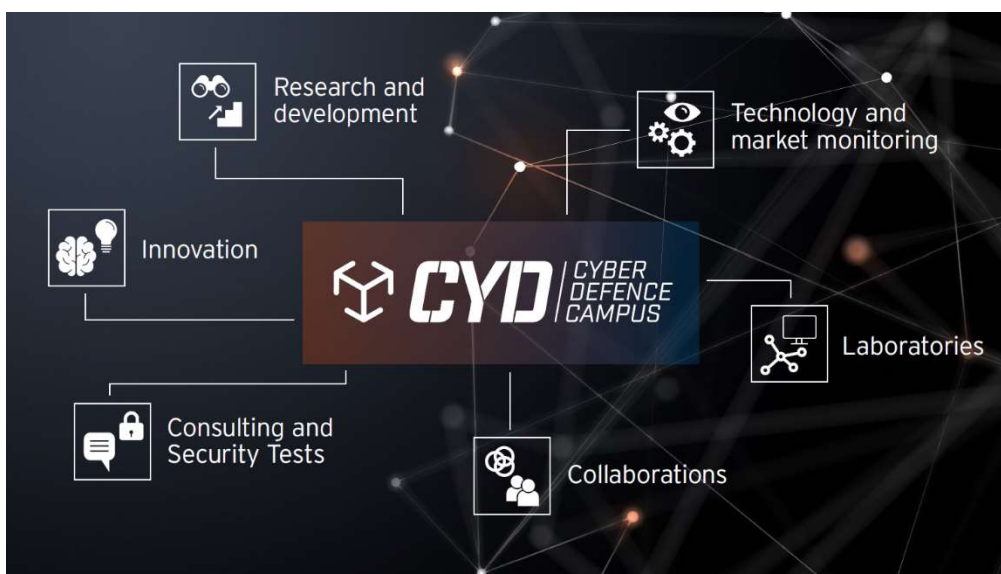
www.cyd-campus.ch

CYBER DEFENCE CAMPUS



Cyber threats have substantially increased in recent years. To this end, the Cyber Defence Campus (CYD) was founded in January 2019 in order to anticipate cyber developments more quickly. It forms the link between DDPS, industry and science in research, development and training for cyber defence.

One of our mission is to transfer new research developments and technologies into Proof of Concepts and prototypes for the Swiss Armed Forces. To achieve this goal, we work closely with academic institutions and industrial partners. Collaboration with startups and the established security-relevant technology and industry base (STIB) occurs via a Public-Private Partnership (PPP) or in projects funded by armasuisse through research mandates. Organizations interested in collaborations should contact us here.





COMPASS SECURITY – Hacking-Lab

www.compass-security.com
<https://hacking-lab.com>



Compass Security is a Swiss company with more than 55 employees working in own offices in Switzerland, Germany and Canada. Founded in 1999 by Walter Sprenger and Ivan Bütler, Compass Security has developed into a technically outstanding and IT-Security consulting company recognized throughout Europe.

Hacking-Lab AG, the software engineering division of the group lead by Chris Zwicker, designs, engineers, and operates the *Hacking-Lab Cyber Range*, a widely used virtual training, assessment, and competition environment.



The *Hacking-Lab Cyber Range* offers continuing education and lends itself to cross-training IT professionals to become cyber security specialists. Numerous educational institutes - high schools, colleges, and universities – as well as military forces, companies and organizations use the online platform as their cyber security training environment. The offering is completed by event formats such as hackathons and international CTFs (Capture-The-Flag Challenges), as well as skills assessments and practical professional examinations.



A CYBERSPACE AT PEACE FOR EVERYONE, EVERYWHERE



The CyberPeace Institute is an independent and neutral non governmental organization whose mission is to ensure the rights of people to security, dignity and equity in cyberspace. We assess the impact of cyberattacks from the human perspective, focusing on the rights of people.

The Institute grounds its analysis on evidence and links the impact on people with the technical reality of cyberattacks, and assesses the violation of laws and norms. We advocate this evidence based and human centric approach as essential to the process of redress, repair and/or justice for victims. By engaging with vulnerable communities to understand their needs for cybersecurity support and amplifying the stories of their experiences we aim to build awareness of the real impact of cyberattacks. We partner with a broad range of partners to provide free and trusted cybersecurity to NGOs and vulnerable communities.





CYSEC



CYSEC

<https://www.cysec.com>

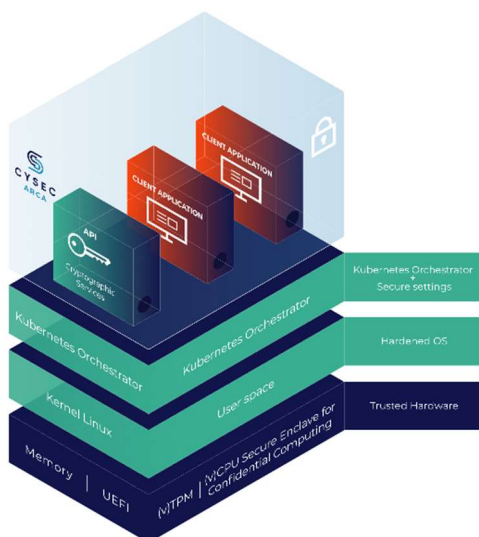
DATA SECURITY

IMPROVE YOUR BUSINESS

We ensure the integrity and confidentiality of your data in the cloud and in the edge with CYSEC ARCA Trusted OS

About Company

CYSEC SA is a data security company with headquarters at the EPFL Innovation Park in Lausanne, Switzerland, and offices in Paris, France and Singapore. CYSEC partners with leading cybersecurity research centers to develop technological innovations in the area of Confidential Computing and delivers its cybersecurity solutions for any vertical sector.



About Cysec's Product

CYSEC ARCA is a trusted Operating System for secure container environments that solves the challenge of securing data in use.

CYSEC ARCA is a confidential computing solution, a trusted execution environment (TEE) for sensitive Kubernetes containers and workloads, with a hardware root of trust that provides a full-stack protection of sensitive data while ensuring that key management is pain-free and performance is not compromised.



Team



DUOKEY

www.duokey.ch

PROVIDE ENCRYPTION SERVICES



DuoKey is a cybersecurity startup founded by experienced entrepreneurs and cryptographer. We are partnering with one of the top security firm who patented an innovative Multi-Party Computation (MPC) scheme bringing 8+ years of research in MPC and privacy-preserving encryption. We are part of the Microsoft for Startups - a global incubator program that helps scale promising technology.

Are you excited at the challenge of keeping millions of customers' data safe? Security is the #1 concern of our customers moving to the cloud and the DuoKey cryptography team is dedicated to providing the security features our customers need. We enable customers to confidently move sensitive workloads to the cloud where they can benefit from strong security controls that help meet internal and external compliance requirements. DuoKey Key Management Service is based on innovative Multi-Party computation (MPC) that provide encryption services without needing to rely on HSM (Hardware Security Module)

DuoKey for Double Key Encryption (DKE) on Office365

To access the content you must have both keys: customer-controlled key and customer's key in Microsoft Azure. The customer key is managed using our innovative encryption based on MPC (Multi-Party Computation) or FIPS 140-2 Level 3-4 HSM. Since one key is always in your control, Microsoft never has access to your data. DuoKey innovative cloud-native key service approach is fully integrated with Office 365 through our new service offering, making it both easy and affordable for enterprises to facilitate DKE of critical Office 365 assets



DIGITAL TRUST & CYBERSECURITY



Innovaud is the innovation and investment promotion agency for the canton of Vaud, in western Switzerland (French-speaking Switzerland). Its objectives are to help tech-oriented companies (startups, scale-ups, SMEs, large companies and multinationals) develop their businesses and carry out innovation projects. Innovaud acts as a one-stop shop for foreign companies interested to set up in our region. Innovaud is an initiative from the canton of Vaud's government, carried by the Department of Economy.

The Trust Valley is a public-private partnership aimed at promoting the excellence of the Lake Geneva region in the field of digital trust and cybersecurity.

The Trust Valley is coordinated by the cantons of Geneva and Vaud as well as several universities and cyber security companies. Public authorities, academic institutions and economic players are joining forces to promote this unique center of expertise and encourage the emergence of innovative projects, encouraging the creation of start-ups and implementation of collaborative projects among actors of the ecosystem.

Such as the **Tech4Trust**, the first Swiss startup acceleration program in the field of digital trust and cybersecurity open to all companies in Europe. The benefits for STARTUPS are gain visibility to potential customers, get fundraising with the right investors, synergies with corporate companies & academics, access to the Trust Valley ecosystem and its top-level partners, exclusive coaching & mentoring sessions with a high-level experts, improve your strategy through the workshops.

Expertise wanted: Threat Intelligence, Quantum security, Forensics, Neurotechnology, Industrial IoT, Critical Infrastructure, Robotics, Access Control, Cybersecurity, Authentication, Data Privacy, Blockchain, Anti-counterfeiting, Traceability, GDPR, Authenticity Verification, Cloud Security, Anonymized, Data Management, Edge Cloud. **Fields:** Space, Smart Cities, Agritech-food, Health, Finance & Insurance, Mobility, Education, Industrial Sector, ICT.

Contact Trust Valley initiative & Tech4Trust info@trustvalley.swiss

<https://trustvalley.swiss/tech4trust> / www.innovaud.ch

www.ubcom.eu

CYBERSECURITY, DATA SOVEREIGNTY, ARTIFICIAL INTELLIGENCE



UBcom is a cybersecurity consulting agency founded in 2014, in Martigny.

Strategically, UBcom has its headquarters in Switzerland where data protection is enshrined in the Constitution as an inalienable right

The company then opens a subsidiary in France and Luxembourg.

The agency is involved in cyber risk prevention, data protection and secrecy management.

We are guided by three fundamental principles:

- Sovereignty
- Governance
- Technology Innovation

UBcom has developed for its customers a service offering to allow:

- Perform a cyber-flash audit with: Cyber Manager
- Evaluate your customers' vulnerabilities by a one-shot operation UBScan
- Identify toxic flows likely to corrupt your customers' information system
- Organize the remediation and upgrading of information systems to reduce technical debt
- Protect systems & network infrastructure through a range of solutions selected and labeled by us in order to improve performance and efficiency
- Protect whistleblowers, investigative journalists, business leaders, and anyone exposed to cybercriminal espionage



Contacts

Organizers

Swiss Business Hub France

+33 (0)1 49 55 67 85

par.sbhfrance@eda.admin.ch

Switzerland Global Enterprise

+41 (0)44 365 54 45

bkuster@s-ge.com

Partners

JURA France SAS

+33 (0)8 10 31 02 40

info@fr.jura.com

Swiss Cyber Security Days

+41(0) 79 321 0344

beat.kunz@scsd.ch

Moderator

Starboard Advisory

+41(0) 76 537 89 86

marie.defreminville@starboard-advisory.com



Contacts

Swiss Companies

ARMA INSTRUMENTS

Tim Dollee – Chief Operating Officer
+41(0) 44 974 6003
timdollee@armainstruments.com

ARMASUISSE

Colin Barschel – Scientific Project Manager
Industry Relations
+41(0) 58 484 6224
Colin.Barschel@armasuisse.ch

COMPASS SECURITY / HACKING-LAB

Chris Zwicker – Managing Director
+41(0) 55 214 12 88
chris.zwicker@hacking-lab.com

CYBERPEACE INSTITUTE

Coralie Romet – Executive Assistant
+41(0) 22 518 98 72
cromet@cyberpeaceinstitute.org

CYSEC

Patrick Trinkler – Co-Founder & CEO
+41 (0) 76 581 1265
patrick.trinkler@cysec.com

DUOKEY

Nagib Aouini – CEO & Founder
+41 (0)76 413 21 36
Nagib.aouini@duokey.ch

INNOVAUD / TRUST VALLEY

Frédéric Dubois – Key Account Manager
Innovaud
+41 (0)78 907 06 23
Frederic.dubois@innovaud.ch

Bruno Descorps – Project Manager Trust Valley
+41 (0)77 512 81 43
descorps@epfl-innovationpark.ch

UBCOM

Frans Imbert-Vier - CEO
+41 (0)79 907 84 78
fiv@ubcom.eu



Contacts

SWITZERLAND

DDPS, The Federal Department of Defense, Civil Protection and Sport
www.vbs.admin.ch

Digital Switzerland
Selnaustrasse 25
8001 Zürich
info@digitalwitzerland.com
www.digitalswitzerland.com

EPFL - Ecole Polytechnique Fédérale de Lausanne
CE 3 316
Centre Est – Station 1
CH-1015 Lausanne
Tel : +41 (0)21 693 11 11
www.epfl.ch

ETH ZURICH – Swiss Support Center for Cybersecurity
Dr. Patrick Schaller – Prof. Computer Science
CNB F 100.5
Universitätstrasse 6
8092 Zürich, Switzerland
Tel : +41 (0)44 632 51 82
www.sccc.ethz.ch

FDFA, Federal Department of Foreign Affairs, Division for Security Policy (DSP)
International Security Division
Effingerstrasse 27
3003 Bern
sts.ais@eda.admin.ch
Tel: +41 (0)58 463 58 00 / (0)58 485 65 10
www.eda.admin.ch/eda/en/fdfa/foreign-policy/security-policy.html

Federal IT Steering Unit (FITSU)
Federal Chancellery
Federal Palace West Wing
3003 Bern
Tel. +41 58 462 21 11
info@bk.admin.ch
www.isb.admin.ch

FINMA, Swiss Federal Financial Market Supervisory Authority
Laupenstrasse 27,
3003 Bern
info@finma.ch
Tel: +41 (0)31 327 91 00
www.finma.ch

GCSP, Geneva Center for Security Policy
Maison de la paix
Chemin Eugene-Rigot 2D,
P.O. Box 1295, CH 1211
Geneva 1
info@gcsp.ch
Tel: +41 (0)22 730 96 00
www.gcsp.ch

Global Cybersecurity Association
Neunbrunnenstrasse 151
8050 Zürich, Switzerland
contact@globalcybersecurity.ch
www.globalcybersecurity.ch

GOVCERT – Swiss Government Computer Emergency Response Team
Federal Department of Finance FDF, Federal IT Steering Unit FITSU, Report-ing and Analysis Centre for Information Assurance MELANI
Schwarztorstrasse 59,
3003 Bern, Switzerland
reply@melani.admin.ch
Tel +41 (0)31 323 45 07
www.govcert.admin.ch

ICT for Peace Foundation
Route de Ferney 198e
1218 Le Grande-Sarconnex, GE
Switzerland
www.ict4peace.org



Contacts

Information Security Society Switzerland (ISSS)

Kochergrasse 6
3011 Bern
sekretariat@iss.ch
Tel: +41 (0)31 311 53 00
www.iss.ch

MELANI, Reporting and Analysis Center for Information Assurance

www.melani.admin

National Cyber Security Centre NCSC

Schwarztorstrasse 59
CH – 3003 Bern
www.ncsc.admin.ch

Swiss Security

Dr. Thomas Dübendorfer
Chairman
Chairman@swisssecurity.org
Tel : +41 (0)79 347 2761
www.swisssecurity.org

FRANCE

ANSSI – Agence National de la sécurité des systèmes d'information

Tour Mercure, 31 Quai de Grenelle
75015 Paris, France
communication@ssi.gouv.fr
Tél : +33 (0)1 71 75 84 00
www.ssi.gouv.fr

EPITA – School of Engineering and Computer Science

14-16 Rue Voltaire
94270 Le Kremlin-Bicêtre
contact@epita.fr
Tél : +33 (0)1 44 08 01 01
www.epita.fr

Security Interest Group Switzerland (SIGs)

c/o Bridge Head AG
Sulzbergstrasse 34
5430 Wettigen
Switzerland
www.sig-switzerland.ch

Swiss Cyber Experts

Mark A. Saxer
Saxer Perspective Communications
Grabenwiese 26, CH – 8484
Weisslingen/ZH
info@swiss-cyber-experts.ch
Tel. +41 (0)79 753 78 27
www.swiss-cyber-experts.ch

ESIEA – Ecole d'Ingénieurs en Informatique

74 bis Av. Maurice Thorez,
94200 Ivry-sue-Seine, France
Tél : +33 (0)1 43 90 21 21
www.esiea.fr

UTT – Université de Technologie de Troyes

12 Rue Marie Curie,
10300 Troyes, France
Tél : +33 (0)3 25 71 76 00
www.utt.fr

Université de Limoges

33 Rue François Mitterrand
BP 23204
87032 Limoges – France
Tél : +33 (0)5 55 14 91 00
www.unilim.fr



MOM – B2B MEETINGS

Minutes of the Meetings

With different cybersecurity companies



MOM – B2B MEETINGS

Company:-----

Date of the meeting: -----

Notes:-----



MOM – B2B MEETINGS

Company: -----

Date of the meeting: -----

Notes: -----



MOM – B2B MEETINGS

Company: -----

Date of the meeting: -----

Notes: -----



MOM – B2B MEETINGS

Company:-----

Date of the meeting: -----

Notes:-----



MOM – B2B MEETINGS

Company:-----

Date of the meeting: -----

Notes:-----



MOM – B2B MEETINGS

Company:-----

Date of the meeting: -----

Notes:-----



MOM – B2B MEETINGS

Company:-----

Date of the meeting: -----

Notes:-----



SWISS BUSINESS HUB FRANCE

Your International Development Partner

SWITZERLAND GLOBAL ENTERPRISE

On behalf of the Swiss Confederation (State Secretariat for Economic Affairs SECO), Switzerland Global Enterprise (S-GE) operates worldwide to promote business development and the influence of the Swiss economic center. S-GE relies on a network of local representations called Swiss Business Hubs located in the export regions of Swiss companies. These local branches are situated in the Swiss embassy or consulate general.

Swiss Business Hub France

Ambassade de Suisse | 142, rue de Grenelle | 75007 Paris | France | T +33 1 49 55 67 85

OFFICIAL PROGRAM



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Ambassade de Suisse en France
Swiss Business Hub France



SWISS BUSINESS HUB FRANCE

SBH France supports companies from Switzerland and Lichtenstein who wish to strengthen their presence on the French market. It also advises French companies planning to set up activities in Switzerland.

SBH France has a vast network of contacts in French and Swiss economic and academic circles. It stands out for its experience in the business world. It is an ideal partner to support you in your strategic development projects.

EXPERTISE

SBH France offers its services to all companies regardless of their sector of activity. It has particularly developed expertise in biotechnologies, medtech, robotics, microtechnologies, innovative materials, fintech, embedded systems, predictive analysis and cybersecurity.

Promotion Of Exports

The Swiss Business Hub France offers Swiss companies a wide range of tailor-made services to respond as closely as possible to the diversity of their development projects on the French market.

INFORMATION + ANALYSIS

- General information on French business culture in the private or public sphere
- Information and analysis on existing market opportunities
- Product analyses, Customer analyses, analyses competition

COMMERCIAL PARTNERSHIPS

- Assistance in finding business partners
- Identify key and targeted contacts, support in making contact, follow-up and qualification of contacts
- We accompany during the first meetings with potential partners

MARKETING SUPPORT

- Identify targeted potential prospects
- Communication support
- We accompany and advice for public contracts.

Promotion Of Investments

SBH France offers free tailor-made support to French companies who wish to establish themselves in Switzerland:

INFORMATION

- About different markets and major players in the key sectors
- On general conditions related to doing business in Switzerland

Advice

- On Swiss business culture
- Guide in choosing ideal structure, social taxation

Create Contacts

With local organizations in charge of economic development, research centers and universities

Contacts

PATRICE JACQUIER
Head Swiss Business Hub France
patrice.jacquier@eda.admin.ch
T +33 1 49 55 67 83

MICHAËL EHRLICH
Head of Investment Promotion
Swiss Business Hub France
michael.ehrlich@eda.admin.ch
T +33 1 49 55 67 07

MAYA ROLEWICZ
Export & Project Officer
Swiss Business Hub France
maya.rolewicz@eda.admin.ch
T +33 1 49 55 67 84