Making western France, the home of smarted food

10.2023

Taste the first network dedicated to agri-food innovation in collaborative mode
Strong agrifood territory

Since 2006

4 Agencies:
Rennes, Quimper, Caen, Nantes

Normandie
Bretagne
Pays de la Loire

90k km²
100k employees
2800 agrifood companies
40 billions turnover
• **Food quality and safety**: Microbiological stability of foods during storage, development of real-time microbiological control methods, guaranteeing the safety of raw milk cheeses...

• **Production, processing and conservation technologies**: Preservation and improvement of nutritional and organoleptic qualities, Robotization/automation of processes, Functionalization of packaging materials, Securing BtoB exchanges...

• **Food - Nutrition - Health**: Managing the problem of portioning and waste in relation to satiety, demonstrating the effectiveness of a healthy diet, demonstrating the benefits/positive impacts of fermented foods on health and the intestinal microbiota...

• **Agricultural and agri-food marketing**: Co-create and test new digital tools for the agri-food industry, develop analysis methods in real spaces (consumption pathways)...

• **Functional ingredients**: Optimizing techno-functional properties, Functional ingredients for culinarity...
Extensive diversity of 500 members...

ADISSEO, AGRIAL, AGROM SERVICES, ALLAND & ROBERT, ALTHO, ANTOFENOL, AUBRET, AVRIL, BEL, BIOFOURNIL, BISCUITERIE DE L’ABBAYE, BLINI, BONDEUIL, BRIDOR, CONSERVERIE CHANCERELLE, COOPÉRATIVE ISIGNY SAINTE-MÈRE, COOPERL INNOVATION, DAUNAT SNACKING SERVICES, DELIFRANCE, DELTAVIT, DIANA FOOD, ENTREMONT SODIAAL, FLEURY MICHON, GILLOT, GROUPE CAVAC, GROUPE JEAN FLOCH, GROUPE EVEN, GROUPE BIGARD, GUYADER GASTRONOMIE, IDENA, INODRY, INSECTEINE, ISLA DELICE, JEAN HENAFF, JEAN STALAVEN, LACTALIS, LDC, LE GOUSSANT, LIS FRANCE, LOC MARIA BISCUITS, MARIE MORIN, MIX BUFFET, MYTLIMER, NEOVIA, OLMIX, PASQUIER, PROVIMI, PRUNIER, ROULLIER, SILL, SODEBO, SOLARENN, SOLINA, SOREAL ILOU, SAINT-MICHEL, STEFANO TOSSELLI, SURFACT GREEN, SVA JEAN ROZÉ, TARTEFRAIS, TENDRIADE, TERRENA INNOVATION, TRIBALLAT SOJASUN, TRISKALIA INNOVATION, VALOREX, YVES FANTOU...
Team led by one president (always from industry)

Board of Directors
40 members (industrials, research & training organisations, professional organisations).
+ Board : 12 members
• Research : 50 organisations as members
• Industry : Professional associations as members (ANIA, ABEA, AREA, LIGERIAA…)
• Authorities : state, 3 régions, 5 métropoles...

Initiated in 2006 by French government

50% by public funding (state, region, metropoles, others..)
50% by members (memberships & partners, projects, services provision…)

Financed
Part of a local Innovation Ecosystem

- Tech centers / CRITT
- Technology park
- Regional agencies
- Technological plateforms (B-com)
- Tranfert plateforms (SATT...)
- Chamber of commerce Innovation
- 11 pôles de compétitivité
- ...

**Innovation generalist**

**Global**
- Europe
  - France
    - SATT Valo
    - BDI
    - ADNie

**Instituts techniques**
- Actalia
- Praxens
- CTCPA

**Inter-régional**
- Act Food Bzh
- PFT N2S
- Technocampus

**Biotech Santé Bzh**

**Métropoles / EPCI**

**Local**
- Technopoles
- Cci Inno
- Solutions &Co
- Régional
- Cci Inno
- 11 pôles de compétitivité
-...
Collaborations at EU & International level (10)

- **F2F Health Matters**
- **Aurora**
- **Food Scale Up**
- **Biorural**
- **B-Resilient**
- **Farming4Future**
- **Biotech4Food**
- **Value4Pack**
- **Hub4Food**
- **Farm’Innov**

**Internationanisation** (funded by EU)
- Traceability and sustainability (funded by EU)
- Bioeconomy (funded by EU)
- Use of biomass (funded by EU)
- Biotech in agrifood (funded by EU)
- Packadging (funded by EU)
- Healthy food (funded by EU)
- Food Safety in Kenya (funded via AFD)

**Accelerator** in agrifood (funded by EU)

**Education** in Agritech (funded by EU)
- Biotech in agrifood (funded by EU)
- Brings - network - knowledge - acceleration opportunities - direct funding to SMEs

**Communication dédiée PJ**

**Farm’Innov**

**Valorial**
Looking forward to innovate together!

Adrienne GENTIL
Projets européens et développement international / International project manager
Mob. : + 33 (0)7 84 17 84 92
Tél. : +33 (0)2 99 31 53 05
ECCP profile : Valorial
<table>
<thead>
<tr>
<th>Process driven</th>
<th>1</th>
<th>Presenting the benefits of VALORIAL &amp; organise membership campaigns (Organise event, tradefairs etc with members as well as ValorialMorning with partners)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Propose relevant networking</td>
<td>2</td>
<td>Organise the ESTIVALORIAL to bring together our members, inform them and network them Propose value-added contacts for our contacts, track and follow them up</td>
</tr>
<tr>
<td>Strengthening Valorial in its ecosystem</td>
<td>3</td>
<td>Expand and boost members' international collaboration networks &amp; Deploying the European AHFES / REAMIT project Integrate Valorial as a partner in European projects &amp; Define/implement regional, national and European alliances</td>
</tr>
<tr>
<td>Increase awareness of the members and of Valorial</td>
<td>4</td>
<td>Define and implement the communication plan &amp; Manage digital communication tools Hosting delegations &amp; Deploy the European project COSME F2F, AURORA-, DIVAx</td>
</tr>
<tr>
<td>Providing and building knowledge</td>
<td>5</td>
<td>Organise the Success Food Day &amp; COSPI &amp; ValorialConnections Producing and distributing monitoring information for members (monitoring letters, monitoring files, thematic focus, European webinars, etc.) Organise exploratory missions abroad</td>
</tr>
<tr>
<td>Providing advice and engineering for R&amp;I projects</td>
<td>6</td>
<td>Carrying out actions to detect and develop projects: meetings with members and prospects, Deploying tools for the emergence of projects: working groups, AAP, disseminating the EEN partnership offer, etc. Accompany members &amp; prospects in the preparation of projects or applications Contract Obtaining accreditation / Providing approval or support for projects Obtaining funding for supported projects, including monitoring of PAATo make an assessment of completed projects</td>
</tr>
<tr>
<td>Providing advice on innovation management</td>
<td>7</td>
<td>Prospect and implement Innovation consulting missions – Manage the governance (Bureau, Board, GA, Coter,...) Conducting strategic reflections / cooperation alliance projects / new services (Gold Label &amp; Barometer...)</td>
</tr>
<tr>
<td>Governing</td>
<td>8</td>
<td>Leading team including Monday morning, team meetings and processes Manage HR (interviews, training,...)</td>
</tr>
<tr>
<td>Developing human capital</td>
<td>9</td>
<td>Carrying out the reporting for the public authorities (activity report + surveys) Administering Valorial (IS, premises, time and expenses recording...) Manage finances and accounting</td>
</tr>
<tr>
<td>Optimising the administration and management of Valorial</td>
<td>10</td>
<td></td>
</tr>
</tbody>
</table>
Large expertise

**Experience team of 20 people**, project & innovation managers, business, international, fin& admin experts etc..

**Thematic experts** 15 experts from tech centers, business, academic

**Partenaires** 10 Membres du Club
1.1. BUSINESS ACCELERATION PROGRAM

1.2. TRAINING SEMINARS

2.1 DISCOVERY MISSIONS IN FRANCE

2.2. EXPERT MISSION IN KENYA

Private sector support and partnership building

Sharing experiences in the agricultural and agri-food sectors and strengthen cooperation

Previous similar project in Burundi
Bring together innovators

More than 4000 "innov'actors« & potential partners

380 members of which 2/3 are industrials

More than 800 structures

500 innovative collaborative projects since 2006

1 Billion invested in R&D (since 2006, 350 projects with leverage effect 2€ private =1€ public)
<table>
<thead>
<tr>
<th>Committed to food progress</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Resourcing (Ressourcement)</strong></td>
</tr>
</tbody>
</table>
| **Valorial events** (Val connection, successfooday...)

**Studies & newsletters** (3 thématique/month, country...)

**International mission**

**From idea to proposal** (partner search, funding, proposal...)

**Accompany project life** (meeting, admis...)

**Committee of expert "Labelisation"**

**Research & Innovation (R&I)**

<table>
<thead>
<tr>
<th><strong>Network (Réseau)</strong></th>
</tr>
</thead>
</table>
| **Networking on & offline**

**Pavilion on exhibitions**

**Workshop & B2B**

**Partners Search**

**Diagnosis & barometer**

**Innovation management consulting**

**Renovate (Renovation)**