

"Thermal, at the heart of energy"



Open Innovation Mindset



Open Innovation

Initial postulate:

Nobody creates alone





Second postulate:

The more, the Merrier



Draining and selecting New ideas



Innovation and esearch

Start-up & tech-provider screening

M&A screening activities Co-development eco-system Watchdog network **Supplier Tech-days Innovation Game Innovation community**

Patent Watch **Tech Watch** Competitive analysis

Customer advance development **Local Universities**

Fast Evaluation of tech-provider or an ideas Ideation (germination)

DEVELOPMENT PHASES

Research & project

Idea Committee

Idea Nurturina Scouting development incubators Metier = PWG (System) + X POC Accelerator PROJECT Innovation Project **TYPE Proof of Concept** (1 year) (3-6 months) M&A activities Standard Scientific netv Pre-evaluation (2 months) Tech Plan input Quick & smart sorting Knowledge **Bank of Projects** (1 week) **POC** Reservoir IDM Bank **CAPITALISATION** Bank of Ideas R&I Innovation Technical DECISION BODY

Exogenous & endogenous generation of innovative ideas Improvement of selection & evaluation process focus on added value

Which relationship with SME or Start-ups?

Open innovation means "open".

To identify new technologies, Valeo needs

- to share its concerns,
- to communicate on its dreams and further developments.
- Innovation is where technology meets market
 By disclosing their technologies, Start ups and SME meet their market
- Win Win
 - Start up and SME can identify markets they have never thought about
 - Valeo can identify technical solutions they have never thought about



