



The Secure Communication Solutions Cluster tells us ...

A strong and well "consolidated" region!

Out of 67 selected projects, the Secure communication solutions cluster in the PACA region is one of six in the "world-scale project" category, and therefore that will have an international influence.

Jean-Charles Djelalian, Head of the PACA DRIRE Industrial Development Division tells us that this project is a sign of the maturity of the region in this field, due to the excellent convergence between the Aix-Marseille and Sophia-Antipolis regions, between microelectronics, software and telecommunications activities - and in particular requires the skills of Provence Promotion!



Jean-Charles Djelalian, Head of the PACA DRIRE (Regional Directorate of Industry, Research and the Environment) Industrial Development

> From silicon to applications... a wider field than microelectronics!

Jean-Charles Djelalian : The field is much wider than microelectronics alone, and includes all the added value brought in by this cluster. The final product (telecommunication, payment, identification, traceability systems) requires input from all activities in this business (microelectronics, software, multimedia and telecommunications) since its purpose is to exchange and process information in a secure manner.

To achieve this, the cluster intends to make all companies and laboratories in these sectors cooperate more closely than they do at the moment. By bringing the various players into relation with each other during the Research & Development phase, chip, software and network designs can incorporate consumer needs at the very beginning. The cluster federates about 80 distinct projects with more than 300 players originating from industry, services, the academic world and research laboratories.

> A well-arranged geotechnological puzzle

The advantage of this candidature is the union of its different "components": Sophia-Antipolis linked with Aix-Marseille, microelectronics linked with software and telecommunications. Sophia-Antipolis is internationally recognised as being the telecommunications cluster and the ambition of the Euroméditerranée project is to make the PACA region the "hub" between Europe and the Mediterranean.

The wealth of the regional economic fabric forms the solution to this success:

- the main microelectronic manufacturers installed in Rousset,
- the strong presence of Gemplus, the world leader in smart cards,
- the high tech concentration of companies in Sophia-Antipolis,
- the presence of two world standardisation institutes, also at Sophia-Antipolis,
- the quality of laboratories, training institutes and research organisations in the region,
- installation of the national multimedia nursery on the Belle de Mai recuperated site...

> For Provence Promotion to seduce...

Obviously, in this context we are also counting on Provence Promotion to help with the marketing and communication aspect of the cluster. Their objective will be to convince international investors to come to the Bouches-du-Rhône department and take advantage of the partnership with state-of-the-art laboratories for secure communication solutions.

> Jobs manna?

Estimates of jobs to be created by the cluster are very encouraging, but should be considered cautiously: the figures put forward have not been "tested" by economists and statisticians working for the State. In ten years, the SCS cluster expects the number of direct jobs in this sector in the PACA region to increase from 41000 to 65000. This is equivalent to a total of 85000 to 100000 jobs, allowing for the high ratio of induced jobs in this type of highly technological sector.

The cluster will be monitored and evaluated by a scientific commission to measure effects induced by labelling.

More specifically, the first results already confirm at least 10 jobs to be created in 2006 for additional teachers-research workers to be assigned to the Georges Charpak Provence Microelectronics Centre.

> Fairplay compulsory ...

I am sure that the cluster will confirm the excellence of the PACA region in secure information and communication technologies and will facilitate repetition of "success stories" like Gemplus, which is making further progress.

However, it is important to maintain equilibrium within the organization of the cluster, that all parties can express their opinions, and that no player uses the system to his own advantage. And this isn't so obvious! Remember that there are several companies in competition. Rigorous rules for the selection of R&D projects and for sharing intellectual property will help us to maintain the situation.