

Wädenswil Business Incubator (*grow*)

WHERE BUSINESS IDEAS GROW!





GROW SUPPORTS START-UP FOUNDERS AND YOUNG ENTREPRENEURS



ESTABLISHING A COMPANY

We help realize your business ideas,
quickly and efficiently.



CONSULTING

We give support on all technical, scientific
and business matters.



NETWORKING

We facilitate your company's development and connect you to the Zurich University
of Applied Sciences and other organizations.



FINANCING

We support you with start-up capital and help in the preparation of
grant applications.



LOCATION

We provide inexpensive, customized offices
and laboratories.

Title page: Aerial view of the ZHAW Reidbach campus and *grow*, Wädenswil

This page: View of the Tuwag Areal with the Shedhalle and other buildings
on the Einsiedlerstrasse (solar installation made possible by the Enertopia Association)

STARTING YOUR OWN COMPANY

SUPPORT FROM GROW

The Wädenswil Business Incubator known as *grow*, professionally supports young entrepreneurs like yourself. We help you to develop your business idea, set up your company, and pursue your way to success. *grow* facilitates your first steps to independence with a ready-made infrastructure, coaching and financial assistance. Integration into regional, national and professional networks helps expand your range of activity. *grow* is a non-profit foundation supported and funded by regional partners.

WÄDENSWIL: AN IDEAL LOCATION

With more than 20,000 inhabitants and its educational and research activities, Wädenswil is an ideal location for start-ups. Its transport connections are excellent: the city of Zurich is just 25 kilometres or a 20-minute train ride away. Direct trains to Zurich airport take less than an hour. The Lake of Zurich and the nearby mountains make Wädenswil a highly attractive place to work and live in. Wädenswil is also home to Agroscope (a Swiss federal research institute) and the Zurich University of Applied Sciences (ZHAW).

LABORATORIES AND OFFICES TO RENT

In collaboration with Tuwag AG, *grow* provides your start-up company with low-cost premises (offices and/or laboratories) as well as the infrastructure you need. The basic annual rent (excluding incidental costs) for office premises is CHF 125/m² per year in the first year, CHF 150/m² per year in the second year, and CHF 175/m² per year in the third year. If you require laboratory facilities, which typically include lab benches, extractor hood, etc., these are planned together with you as the future user and pre-financed by Tuwag AG: a moderate surcharge is added to the basic annual rent to cover this outlay.

WORK TOGETHER WITH PROFESSIONALS

The *grow* team will gladly help you with any concerns you have about your company's development. In addition, *grow* puts you in touch with researchers from different fields. Many start-ups find partners at the ZHAW or Agroscope for research projects involving

- biotechnology, chemistry, food and beverage innovation, natural resource sciences, and facility management (ZHAW)
- plants, the environment, food and health (Agroscope)

As an add-on all start-ups are linked through the *grow* association, which is a professional association made up of the *grow* companies. The *grow* association is designed to promote exchange among young entrepreneurs and other companies in the Zimmerberg Sihltal region.

Many *grow* company projects have been or are being supported by public funding (e.g. Eurostars or the Commission for Technology and Innovation CTI (Innosuisse from 2017)), enabling start-ups to collaborate closely with universities. Examples of successfully completed cooperation projects are:

- 'New drugs for chronic pain': Numab AG and the ZHAW Institute of Chemistry and Biotechnology
- 'Marker-free affinity measurement': Creoptix GmbH, the ZHAW Institute of Chemistry and Biotechnology, CSEM Landquart and the University of Applied Sciences of Northwestern Switzerland (FHNW)
- 'Fish and vegetables from city roofs': UrbanFarmers AG and the ZHAW Institute of Natural Resource Sciences
- 'Wireless disposable sensors': C-CIT AG, the ZHAW Institute of Chemistry and Biotechnology and CSEM Landquart
- 'Diagnostics – an orphan drug for treatment of gastric cancer': Orphanhealthcare, Orphanbiotec and the University of Zurich (UZH)





HOW TO JOIN *GROW*

WHAT YOU NEED TO QUALIFY FOR *GROW*

If you have a business idea in the life sciences, facility management or informatics, just tell us about it! Even if you are at the beginning of the foundation phase, it is not too early to contact *grow*. Your project idea will be reviewed by our management team at *grow*. If it convinces us, we will provide step by step guidance on establishing your company. In *grow* you will find competent partners for business development, technology transfer and comprehensive scientific know-how exchange, especially in the life sciences. Individual advice on corporate communication and operational support will advance the further growth of your company.

The following criteria are taken into account:

- Your business idea has high technical or scientific innovation potential.
- Your idea has growth potential.
- You want to develop your own novel products.
- Your technology will be used to create products for an international market.
- You can benefit from working with *grow* and/or the ZHAW and Agroscope in Wädenswil.

grow's service is free to all companies that join our organization. In return we expect you to do your best to exploit the full potential of your idea and to ensure that your company contributes to innovation and economic growth.

ORGANIZATIONS SUPPORTING *GROW*

- Town of Wädenswil
- Tuwag Immobilien AG
- ZHAW LFSM (School of Life Sciences and Facility Management)
- Zürcher Kantonalbank ZKB
- 'Zurich Park Side': the regional economic development association
- Agroscope
- Lake of Zurich and Zimmerberg Employer's Association
- HGV: the local trade association

Photos, previous page: A glimpse of the laboratories – Numab AG (left) and CCOS AG (above); general office space (below)

This page: Buildings at the Einsiedlerstrasse 34 (headquarters of many *grow* companies)



HOW COMPANY FOUNDERS AND GROW WORK TOGETHER



Thomas Riesen, founder and CEO, Swissprime Technologies AG

"After studying engineering and getting my MBA, I founded Swissprime Technologies AG in autumn 2009 with a focus on wireless solutions. Someone recommended that I contact grow and I was able to present my ideas to them shortly after the first meeting.

Although grow is particularly suitable for life science start-ups due to its proximity to the ZHAW, Swissprime benefited from its support in many ways. For example, we obtained inexpensive premises we could expand as Swissprime grew. This flexibility is very valuable. We were also able to count on coaching from the grow CEO as well as financial assistance. In addition to the consulting services, grow's network and its closeness to the CTI have helped us to develop as a business. What's more, grow is a kind of incubator that allows its start-ups to share experience and know-how. Even though our industry affiliations are different, this exchange is very helpful, because the initial challenges for founders are mainly the same.

Today, Swissprime's business concept has evolved and the focus is on intelligent locking systems. Swissprime has also grown in terms of personnel and experience. We continue to be part of the grow association, even though we are no longer located in the Tuwag Areal. The support grow gave us, especially the advice on further development of the company and support with communication issues, is still available to us."



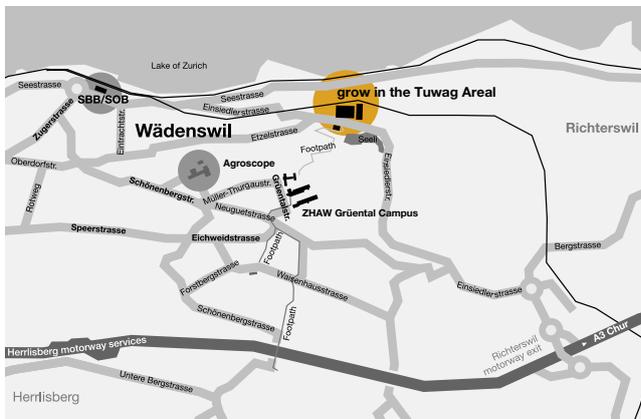
Dr. Mike Adams, CEO, Bacoba AG

"After my studies, completing my doctorate, two postdoc placements and several publications, I wanted to put my theoretical knowledge into practice and help develop an innovative drug. But first of all I had to secure funding and access to the necessary research infrastructure.

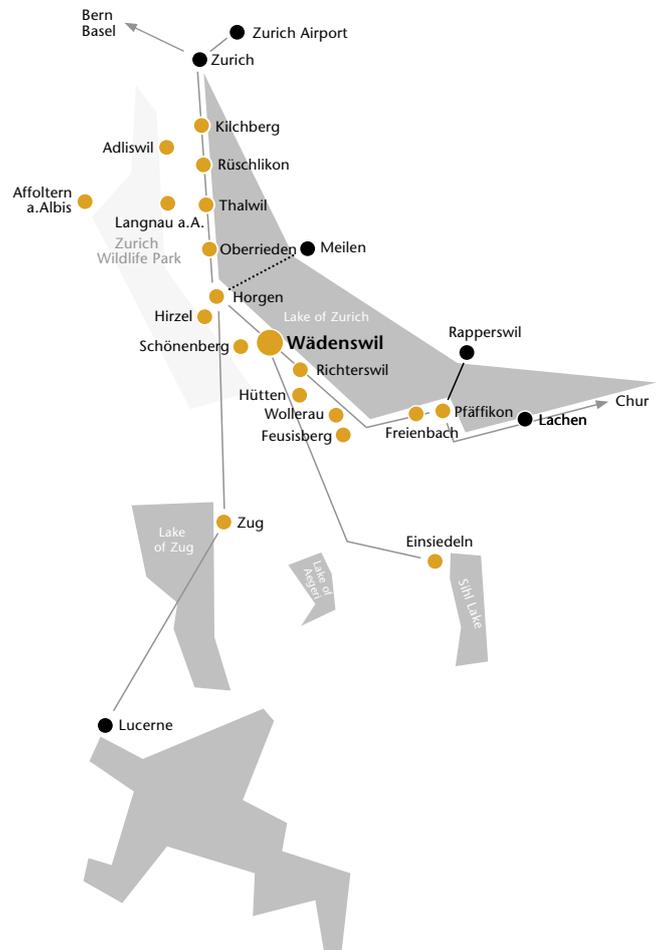
In 2013 I applied to the grow CEO and received support within a few days. A few weeks later I had a laboratory setup and research partners at the ZHAW and was able to start work. With grow's help the idea became a project, carried out in close cooperation with the ZHAW, for which we get support from the CTI in addition to money from our private investor. Meanwhile, our network has expanded to include several national and international partners, and the research is moving forward.

As a young start-up entrepreneur, I not only appreciate the technical cooperation grow makes possible, but also the daily interaction with top scientists from many fields. I previously had no experience of business development, so I was very grateful for Dolf van Loon's tips on how to do it right from the start. With so much support I can only recommend that anyone with a clever business idea gives grow a try. You only live once!"

WÄDENSWIL WITH THE TUWAG AREAL



ZÜRICH PARK SIDE



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