


<p>Description</p>	<p><i>As part of the overall 3DEXPERIENCE Lab initiative, Dassault Systèmes' accelerator program for startups will help facilitate and nurture disruptive product innovation. Along with other qualification criteria, program participants must have legal startup status. Their physical products must be able to be developed using 3D technologies and must address at least one of the following five themes: City, Life, Lifestyle, Ideation and Fablab. Throughout the program, selected startups will have access to Dassault Systèmes' 3DEXPERIENCE platform, technical skills and mentoring - the same content, technology, applications and expertise that have transformed the design, engineering and manufacturing of most of the products society relies on today. In addition, Dassault Systèmes' worldwide ecosystem will help accelerate the startups' product launches and international presence.</i></p> <p><i>The unique market positioning of the 3DEXPERIENCELab is also reflected in the possibility of giving these startups access to the networks and connections within Dassault Systèmes' extended ecosystem at an international level.</i></p> <p><i>Through the creation of the 3DEXPERIENCE Lab, innovators all over the world are invited to join us in this mission. The open innovation laboratory, the 3DEXPERIENCE Lab embraces the concept of the social enterprise and draws upon our long history of expertise in virtual technologies to open new perspectives of innovation for a more sustainable world. The 3DEXPERIENCE Lab shapes a new framework of open innovation that merges collective intelligence with a cross-collaborative approach to foster entrepreneurship and bring new experiences to life, as well as to strengthen society's future of creation.</i></p> <p><i>The 3DExperience aims at several sectors:</i></p> <ul style="list-style-type: none"> <i>•City : develop zero carbon materials, develop clean electricity, master laser-based inertial fusion energy, develop repairable and inexpensive vehicles</i> <i>•Life : combine biomaterials, tissue engineering & 3D printing, design multipurpose prosthesis and new material for health industry, create realistic simulations of human organs</i> <i>•Lifestyle : 3D encyclopedia for clockmaking, textile handling, develop inclusive word</i> <i>•Fablab : 3d VR, develop collective intelligence tools, digital fabrication,</i> <i>•Ideation : bring new ideas into life, leverage simplicity of VR, positive social impact ideas, etc...</i> 		
<p>Participation Qualification</p>	<p><input checked="" type="checkbox"/> Foreign startups are qualified for this Open Innovation. If needed, please describe specific criteria for foreign startups.</p> <p style="text-align: center;"><i>Must be selected by 3DS. Must apply on https://3dexperiencelab.3ds.com/en/submit-your-project/</i></p>		
<p>Preferred Collaboration Types</p>	<p><input checked="" type="checkbox"/> PoC</p> <p><input checked="" type="checkbox"/> Investment</p> <p><input checked="" type="checkbox"/> Joint Partnerships and Development</p>	<p><input checked="" type="checkbox"/> R&D</p> <p><input checked="" type="checkbox"/> To be Negotiated (Undecided)</p> <p><input type="checkbox"/> etc ()</p>	
<p>Due Date</p>	<p><input checked="" type="checkbox"/> Time Zone (GMT, PST, etc.)</p> <p>2023-12-29</p>		
<p>Contact Information</p>			
<p>Contact Person</p>	<p>Jean-Michel Morin</p>	<p>Job Title/Team</p>	<p>Senior Director</p>
<p>Tel/Mobile</p>	<p>33161624050</p>	<p>E-mail</p>	<p>jean-michel.morin@3ds.com</p>
<p><input checked="" type="checkbox"/> The contact person noted above will participate in following video conference. - If not, please let your KOTRA representative know the participant of the video conference at least three days in advance of the meeting.</p>			

Global Open Innovation			
Company Information			
Company Name	L'Occitane	Company Logo	
Website	https://group.loccitane.com/ https://obratori.com		
Number of Employees	9000	Date of Establishment	1976
Company Address	Chemin du Pré-Fleuri 5, 1228 Plan-les-Ouates	Annual Sales (USD)	1,6 billion euros
Brief Introduction	<p>The L'Occitane group specializes in natural cosmetics made from plants grown in Provence, such as lavender, verbena and olive oil. These products are marketed through its historic brand: L'Occitane en Provence. L'Occitane's offering has expanded since the early 2000s, with its internationalization and the acquisition of brands such as Melvita, Erborian and Elemis. L'Occitane has also opened 90 "L'Occitane Spa" spas in some 30 countries.</p>		
Scope of Disclosure	<input type="checkbox"/> Confidential <input checked="" type="checkbox"/> Non-Confidential (Company logo will be used to recruit Korean startups)		
Needs Information			
Title	collaborating with start-ups, in a spirit of open innovation.		
Background	<input checked="" type="checkbox"/> We are looking for a long-term partnership for this open innovation. <input type="checkbox"/> We are looking for a partnership suited for short-term strategic implementation.		
Category	<p>L'Occitane, an international company specializing in cosmetics and skincare products, has set up its own incubator called "Obratori". The incubator faces a number of challenges in supporting the innovation and growth of the start-ups it supports. These start-ups must meet the following mission: to support innovation and high-potential projects with a "better for better for people and the planet" approach.. The aim of the incubator is to support twenty start-ups in the field of retail and beauty sectors, committed to more responsible consumption.</p>		
	<input checked="" type="checkbox"/> Commerce & Shopping <input checked="" type="checkbox"/> Community & Lifestyle <input type="checkbox"/> Consumer Electronics & Electronic Components <input checked="" type="checkbox"/> Consumer Goods <input type="checkbox"/> Data & Analytics <input type="checkbox"/> Education <input type="checkbox"/> Food & Beverage <input type="checkbox"/> Financial Services <input type="checkbox"/> Gaming <input type="checkbox"/> Information Technology (Software, Hardware)	<input checked="" type="checkbox"/> Manufacturing <input type="checkbox"/> Media & Entertainment <input checked="" type="checkbox"/> Platforms <input type="checkbox"/> Privacy & Security <input type="checkbox"/> Professional Services <input type="checkbox"/> Sustainability <input type="checkbox"/> Transportation <input type="checkbox"/> Biotechnology & Healthcare <input checked="" type="checkbox"/> Others (retail, lifestyle)	

Description	<p>The Obratori incubator enables incubated start-ups to benefit from personalized support to help them grow. Obratori offers mentoring, business advice, technical resources, networking and financing opportunities. The incubator also facilitates the integration of start-ups into the L'Occitane ecosystem. Collaboration with in-house R&D teams is wide-ranging, and includes L'Occitane's laboratories, marketing experts and distribution channels. The aim is to give start-ups access to L'Occitane's resources and expertise to develop their products, test them on the market and bring them to market.</p> <p>By meeting these challenges, the Obratori contributes to strengthening L'Occitane's innovation and growth by collaborating with innovative start-ups and promoting the emergence of new ideas and solutions in the cosmetics industry.</p> <p>The areas of innovation addressed by the start-ups in the Obratori incubator are :</p> <p>Beauty/Cosmetics</p> <ul style="list-style-type: none"> > Médène : brand of essential and vegetable oil compositions. > Abysssea : a brand offering a range of innovative seaweed-based nutri-cosmetics; 100% natural products with antioxidant and anti-inflammatory active ingredients that promote cell regeneration. > Le Rouge Français : The brand specializes in lipsticks made in France with vegan, organic, patented and certified products. > ECLO : a young brand of sensorial, colorful, all-natural, ultra-clean and regenerative make-up for the planet. <p>Medical</p> <ul style="list-style-type: none"> > Healphi : a young company specializing in the deployment and logistics of telemedicine solutions. It offers teleconsultation solutions for populations living in medical deserts. > My medical training : 1st search platform for continuing education for healthcare professionals > MyDietMonitoring : a tool digital created by dietitians for dietitians. This new tool enables professionals to keep in touch with their patients between consultations and optimize their nutritional follow-up. <p>Customer Experience</p> <ul style="list-style-type: none"> > Cliking : a customer satisfaction and loyalty management solution, designed to help companies build a strategy based on the ongoing collection of customer feedback and the implementation of automated loyalty and customer communication. > ZELIQ : an all-in-one sales solution that enables sales teams to identify the most relevant to convert them more quickly into customers by providing them with accurate data. <p><i>For responsibility</i></p>								
Participation Qualification	<p><input checked="" type="checkbox"/> Foreign startups are qualified for this Open Innovation. If needed, please describe specific criteria for foreign startups.</p> <p style="text-align: center;"><i>Must be selected by L'Occitane - Obratori.</i></p> <p style="text-align: center;"><i>Must apply on</i></p> <p style="text-align: center;">https://dealflow.edda.co/form/form-widget/embed/qAJmgWiNp2mh9qNaOSUM/o_b_r_a_t_o_r_i</p>								
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Contact Information									
Contact Person	Delphine Oung	Job Title/Team	Investment Manager						
Tel/Mobile	+33 461624050	E-mail	delphine.oung@OBRATORI.com						
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