Samuel VEILLERETTE

CEO

TECH TRANSFER COMPANY

12/02/1983
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WORK EXPERIENCE

University Spin-off creation

Consulting | 2021 to Present

I support universities in their spin-off projects. This support objective is to enable the team in charge of a project to create a private management company to benefit from the experience and knowledge of the president of a similar company. The challenge of this support is to be able to save time on complex subjects, such as the drafting of the agreement between the subsidiary and its parent university, the definition of an initial strategic vision and a viable economic model or even the implementation of good practices.

CEO (Tech transfer company)

UTeam SA | 2015 to Present

UTeam, a subsidiary of the University of Technology of Compiègne (UTC) since 1987, ensures the development and management of partnership activities as part of the UTC's development strategy. In my current role, I lead team to link UTC research laboratories and the socio-economic environment, with:

. Negotiation and management of research contracts and services;
· Negotiation and drafting of intellectual property contracts;
· Accounting, administrative and financial management;
· Human Resource Management;
· Promotion of laboratories know-how and platforms;
· Management of lifelong training activities;
· Organization of scientific events;
· Hosting of innovative companies;
· Technology transfer;
· Support for start-ups from the ecosystem.

I increased the equity of the company by 950% in 7 years.
I managed the shock of the decrease in research contracts during the covid19 period by increasing the income related to external consulting.

Project Manager

UTeam SA | 2013-2015

In charge of administrative and financial projects (350 projects, 5 M€), I helped researchers from UTC's research units and departments to negotiate and manage their industrial projects. Management and organization of internal team processes, augmentation of cash flow.

Technology Transfer Officer

CNRS | 2009-2013

Technology transfer officer of the Heudiasyc UTC/CNRS laboratory (identification of strategic partnerships, assistance in setting up and negotiating contracts, advice to initiators of innovative projects, helping to set up and managing European projects and collaborative projects). In 3 years, I multiplied the revenue of the laboratory industrial contracts by 3. I was also responsible for writing project and managing the relationships of the Labex MS2T (Systems of Systems), funded by the French National Research Agency (10 M€).

Mechatronic Research Engineer

UTeam SA | 2008-2009

Research engineer, as part of a mission funded by ARI Picardie with the HORUS team of the Heudiasyc laboratory at UTC. I carried out mechatronic developments under CATIA V5 and performance tests of a counter-rotating rotary-wing drone prototype (presentation at the Paris Air Show in May 2009) and participated in the design of 3 other demonstrators.
Management and monitoring of the market study in partnership with the company ACTEMIS for the drone commercialization.

Mechatronic Research Engineer

ULB/ASL, Belgium | 2006-2008

Engineering end-of-study project in the Active Structures Laboratory (ASL) then research engineer, at the Université Libre de Bruxelles (ULB). Design of all mechanical assemblies and manufacturing management of an anthropomorphic haptic interface ; The Sensoric Arm Master (SAM) ; within the framework of a partnership with the European Space Agency for the teleoperation of the articulated arms (EUROBOT) of the international space station (EXOSTATION Project). The SAM exoskeleton was delivered to the space center.

Development of a new mechatronic devices like a tiny geophone and a Stewart platform for satellite vibration damping.
I calibrated this Stewart platform with my colleagues in weightlessness within the framework of a parabolic flight session in the ZERO-G campaigns of ESA (March 2008).

INNOVATIVE PROJECTS

National network of tech transfer companies

2016 to Present

I am a member (and the spokesperson) of a network bringing together all the French subsidiaries, backed by universities or engineering schools in France, with regional, national and international influence, in the field of research and innovation. University and school of engineering subsidiaries are local and trusted structures with access to the skills and inventions of researchers in their territory. They detect, evaluate, protect and bring these inventions to market by entrusting them to an existing company or a future startup. They provide companies with high-potential technological solutions to improve their competitiveness through their relationships with more than 150,000 researchers and offer privileged access to innovations from public laboratories.

Development of the UTeam Engineering Division

2016 to Present

In 2016, I created an in-house engineering division that has doubled its revenue every 1,5 years since. The objective was to recruit engineers to design with researchers innovative solutions to the economic and industrial problems of tomorrow through an expansion of technological capacities. Starting from 0 and without initial investment, the engineering division reached €1M in revenue in 2021. In 2019, I negotiated the division's largest contract (still active) with the start-up Pasqal for which my team of engineers is programming the operating system of the first French Quantum Computer.

Supervision of engineering student projects

2013 to Present

Following nominations for the "Grand Prix de l'Innovation" 2015 by Siemens (my exoskeleton project was ranked in the top 3), I had the opportunity to take over the EXOLIFE project and then work on the arm of Dreamaster exoskeleton with robotics student. This project was his end-of-studies project, carried out within the Strategy Department of the Siemens Company.

At the same time, I conducted numerous innovation projects on robotics with UTC students. In particular, we have developed a concept of a drone carrying a large fresnel lens for 3D printing of works of art in the desert. We have also worked on concepts of robotic artificial trees as a new smart building for transport, housing and the production of goods and services or even concepts of low-cost robotic prostheses.

President of Shell Eco-marathon school asso.

2001-2003

Shell Eco-marathon is a world-wide energy efficiency competition sponsored by Shell. Participants build automotive vehicles to achieve the highest possible fuel efficiency.

ACADEMIC HISTORY

Engineering degree in mechanical systems with innovative project management specialization.

University of technology of Compiègne | 2003 - 2007

University degree in Mechanical Engineering & Manufacturing Technology.

University of Evry | 2001-2003

PUBLICATIONS

J. De Miras, **S. Veillerette**, Aerial robot and method for catapulting an aerial robot. Patent WO2016124761A1. 2015.

P. Letier, M. Avraam, **S. Veillerette**, M. Horodinca, J.P. Verschueren, T. Fautre, E. Motard, L. Steinicke, A. Preumont, EXOSTATION : 7-DOF Haptic Control Chain Featuring an Arm Exoskeleton and Virtual Reality Tools, the 11th International Conference on Climbing and Walking Robots and the Support Technologies for Mobile Machines, September 8-10, 2008 Coimbra, Portugal.

P. Letier, M. Avraam, **S. Veillerette**, M. Horodinca, M. Bartomei, A. Schiele, A. Preumont. SAM : A 7-DOF portable arm exoskeleton with local joint control. 2008 IEEE/RSJ International Conference on Intelligent Robots and Systems, IROS. 3501 - 3506; doi: 10.1109/IROS.2008.4650889.

P. Letier, M. Avraam, **S. Veillerette**, M. Horodinca, J.P. Verschueren, T. Fautre, E. Motard, M. Ilzkovitz, A. Schiele, A. Preumont, EXOSTATION Phase B : 7-DOF Haptic Exoskeleton, 9th International Symposium on Artificial Intelligence, Robotics and Automation in Space, February 25-29, 2008, Los Angeles, California.

SKILLS

Team and Project Management

Business Development, Team enhancing, Projects & Risks Management, Budgeting, Planning.

Well-being

Positive attitude, diplomacy, large strategic vision, creativity, always towards perfectionism.

Tools

ERP/CRM, Office 365 suite, HTML, PHP, Docuwiki, CATIA V5, SolidWork, StudioTools, AutoCAD, Adams, Matlab-Simulink.

Language

English (Professional), French (Native language), German (Basic).

HOBBIES

Drawing/Painting, Badminton, Reading/Writing.