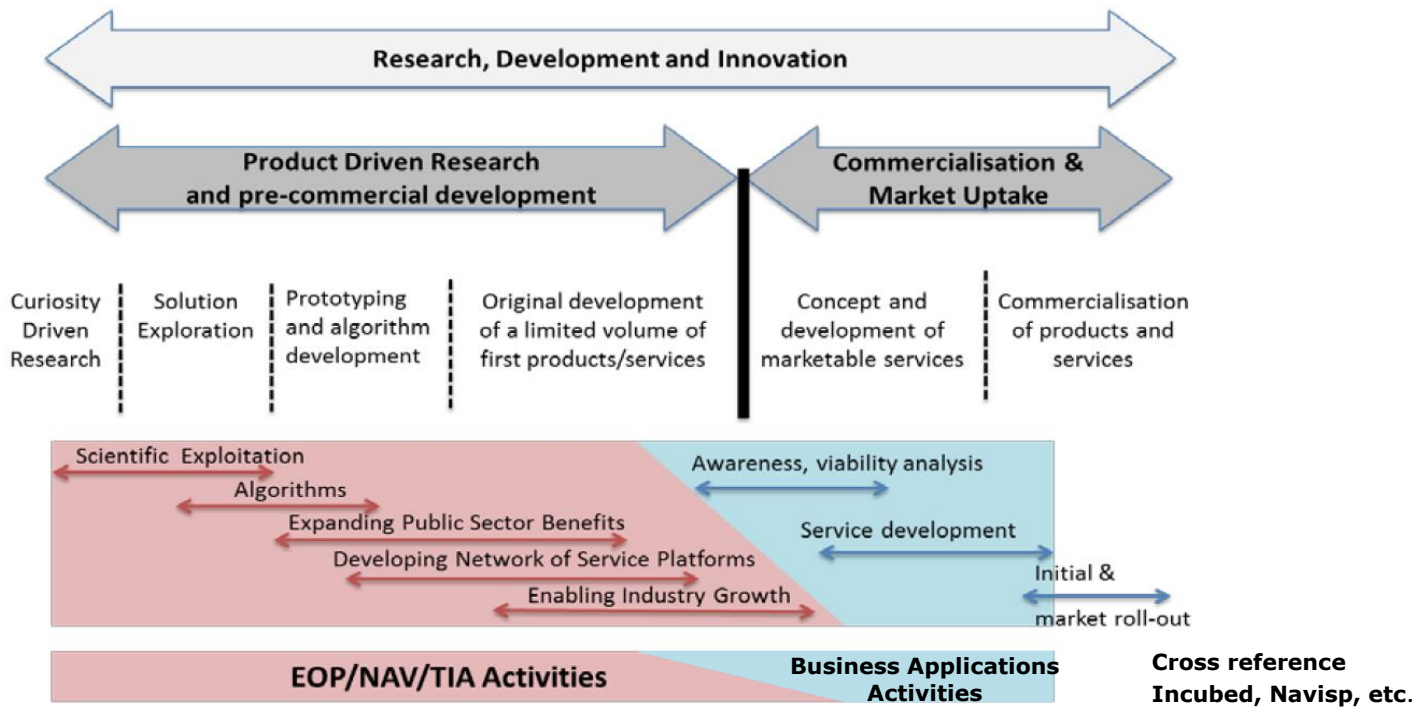


→ YOUR BUSINESS  
POWERED BY

SP | Ian Downey, 08 February  
2018

# → OVERALL FRAMEWORK OF ESA SPACE APPLICATIONS



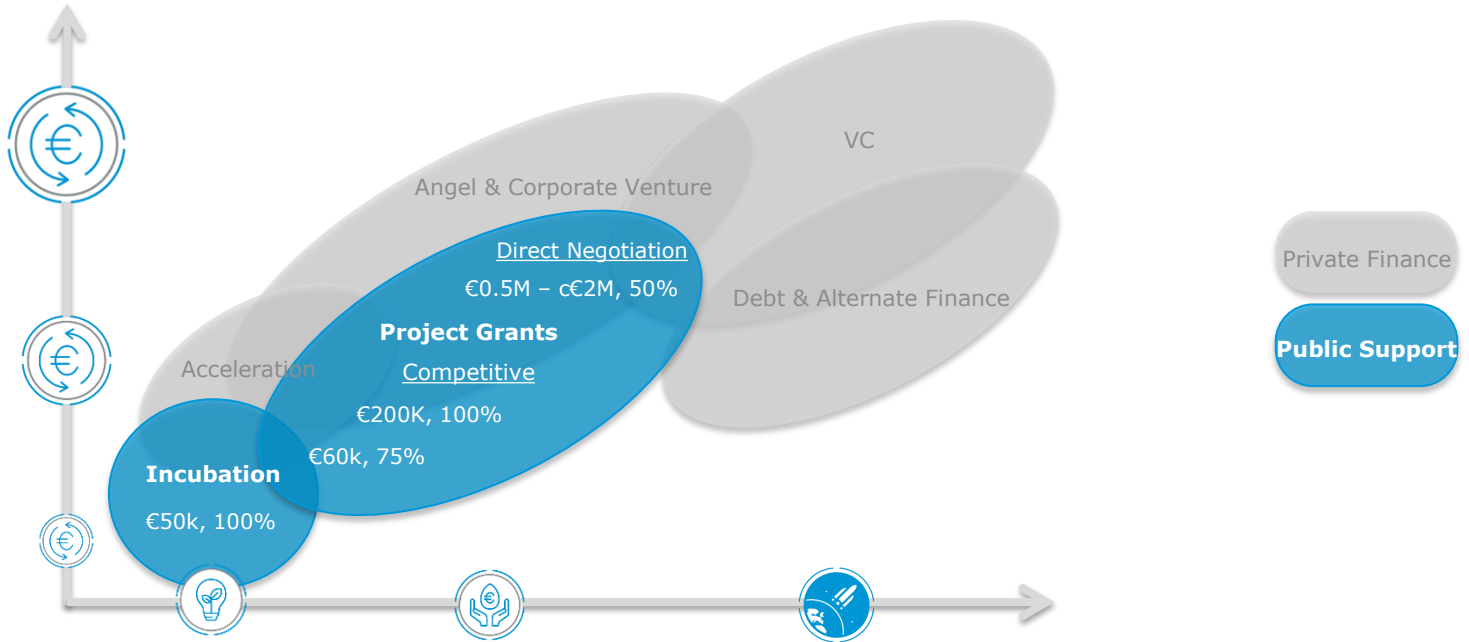
Focus of EOP/NAV/TIA and IAP activities in the generic product innovation life-cycle

## → FUEL FOR YOUR BUSINESS

Could you be leveraging Space technology and data for the benefit of life on Earth?



# → FINANCE OPTIONS



## → FUNDING MECHANISMS

and more..



Typically: ~ €150K



Up to 100% funding

Defined Thematic Areas & Time

and more..



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Max: €60K



75% funding



Up to 75% funding  
(50% UK)



## → WHAT ESA LOOKS FOR IN SERVICE VALUE CHAIN

### **Customer/User**

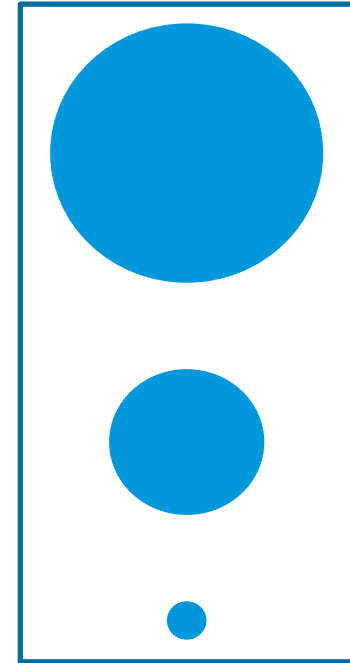
- representing broader markets (champion), enabling market access, open for new solutions, first reference case, willing to pay for service(s)

### **Service provider**

- familiar with market (already in market), operational services (24/7), solution agnostic

### **Industrial team**

- strong leadership, good management, right mix of know-how, completeness of the team



**Power of Influence**



## → CURRENT OPPORTUNITIES

### Competitive Tenders in 2018

- Space Based Services for Smart Airports (Open 29/01/18, Closes 06/04/18)
- Integrated Applications for Microgrids in Developing Economies (Closes 16/02/2018)

### Kick-Start Activities 1st semester 2018

- Industry 4.0 & High Value Manufacturing (Open 24/01/2018, Closes 07/03/2018)



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## → UPCOMING OPPORTUNITIES

### **Competitive Tenders planned in Q1/2018**

- Proving Train Integrity using Satellite Navigation Services (Intended Tender)
- Space and UMS based maritime Services (Intended Tender)
- Space Based Services for Distributed Energy Networks
- Space Based Services to support Resilient and Critical Infrastructures

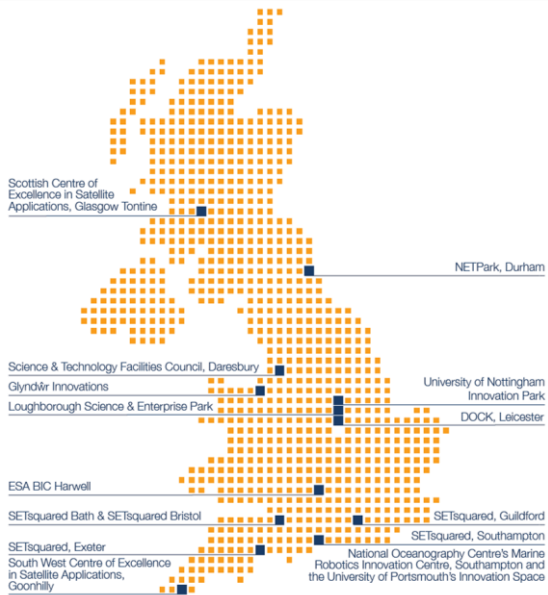
### **Kick-Start Activities proposed for 1st semester 2018**

- Organic Best Practices and Ecosystem Preservation
- Social Inclusion
- Atlantic Area

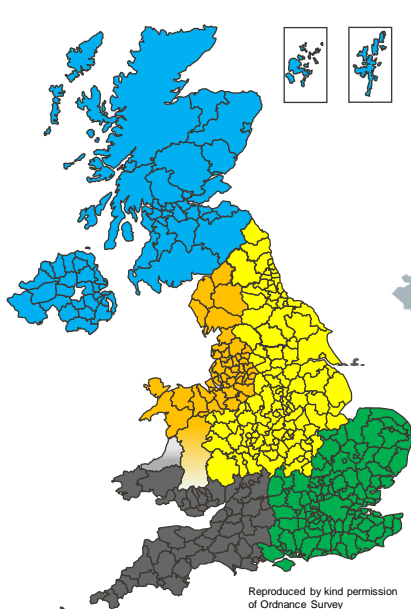




# → FUTURE INTERACTION – UK INCUBATOR NETWORK



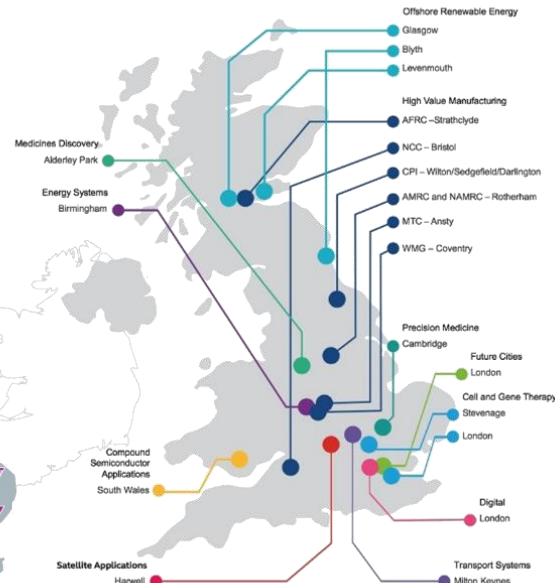
UK SPACE  
**INCUBATOR NETWORK**



Business Applications  
Regional Ambassador Platforms



▲ Accelerators (163)  
▼ Incubators (205)



Satellite Applications Catapult  
Regional Centres  
European Space Agency

## → ESA FOR YOUR BUSINESS

Zero equity seed funding (€60K- €2M)



Zero equity starter funding (€50K)

Commercialisation of downstream applications



Incubation of new businesses and technologies

Access to ESA network of partners



Access to ESA network of partners

Use of ESA brand for credibility



Use of ESA brand for credibility

Access to Space resources



Access to Space resources

apply at

**[business.esa.int](https://business.esa.int)**

apply at

**[spacesolutions.esa.int](https://spacesolutions.esa.int)**

## → ESA OFFER TO YOU

Work together with ESA to make your idea commercially viable, with:



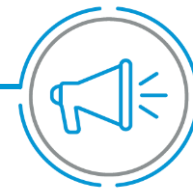
Zero-Equity  
Funding  
(€60k-€2M+)



Tailored Project  
Management  
Support

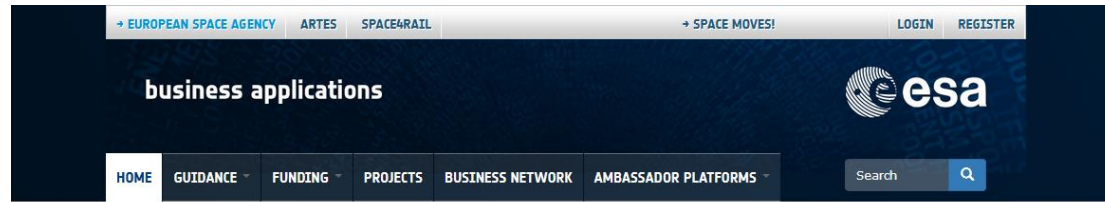


Access to  
ESA Network  
& Partners



Use of the  
ESA Brand for  
Credibility

## → ESA BUSINESS APPLICATIONS PORTAL



€190M+ invested in  
300+ projects since  
2008.

Our Business  
Network counts  
500+ companies.

### • Contacts for ESA Business Applications:

- Ian.Downey@esa.int, UK Ambassador Platform
- ☎ +44 1235 444 319
- Tony.Sephton@esa.int, Countries and Outreach Office
- ☎ +44 1235 444 310

business.esa.int

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OPPORTUNITIES

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COMMUNITY PORTAL

Ambassador Platforms



ONE SINGLE GATEWAY

for all ESA Business  
Applications programmes