



SPACE SOLUTIONS



YOUR BUSINESS POWERED BY SPACE

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ESA UK Business Applications Ambassador
South East, London & East of England

ORBIT 23/11/22

ESA UNCLASSIFIED



European Space Agency



THE EUROPEAN SPACE AGENCY

The European Space Agency (ESA) is Europe's gateway to space since 1975.

Dedicated to the peaceful exploration and use of space for the benefit of humankind.

We work together with our 22 Member States to push the frontiers of science and technology, and promote economic growth in Europe.



1. Science & Exploration. Human space flight and interplanetary missions.



2. Space Safety. Looking at asteroid strikes space debris and cyber security.



3. Enabling & Support. About launchers and rockets and the manufacturing operations of spacecraft and satellites.



4. Applications. Looking at the use of space data, e.g. satellite navigation, communications and earth observation.



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ESA SPACE SOLUTIONS

The largest space innovation network in the world.

The go-to place for businesses using space to improve everyday life.

"In ESA Space Solutions our aim is to show that space is open for business and has the power to improve our everyday lives on Earth."

Are you an entrepreneur, are you running a start-up or an established business?

ESA Space Solutions can help you with

- funding support,
- business incubation,
- access to investors
- and business expertise.



SPACE SOLUTIONS



**BUSINESS
APPLICATIONS**

**BUSINESS
INCUBATION**

**TECHNOLOGY
TRANSFER**



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ESA SPACE SOLUTIONS

Programme Objectives

- Promote space applications and services to a wide range of customers.
- Support the development of new operational services for these customers
- Projects must make use of at least one space asset.
- Support cross-fertilisation with other disciplines.

The programme is designed to have different entry points

BUSINESS APPLICATIONS

BUSINESS INCUBATION

TECHNOLOGY TRANSFER



Zero-equity funding (from €50k to €2M+ per activity)



A personalised ESA consultant



Technical support and commercial guidance



Tailored project management support



Access to our international network of ESA and partners



Access to our network of investors



Credibility of the ESA brand

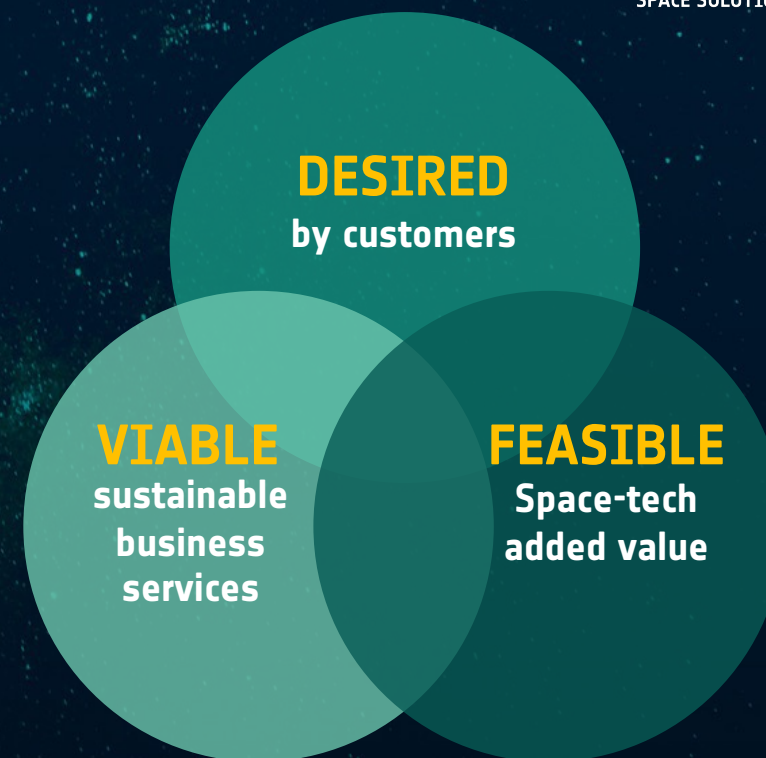
WHAT ESA IS LOOKING FOR

INNOVATIVE SERVICES THAT:

- Start from **market demand**, not technology push
- Are focussed on **business development**, not technology development

OBJECTIVES:

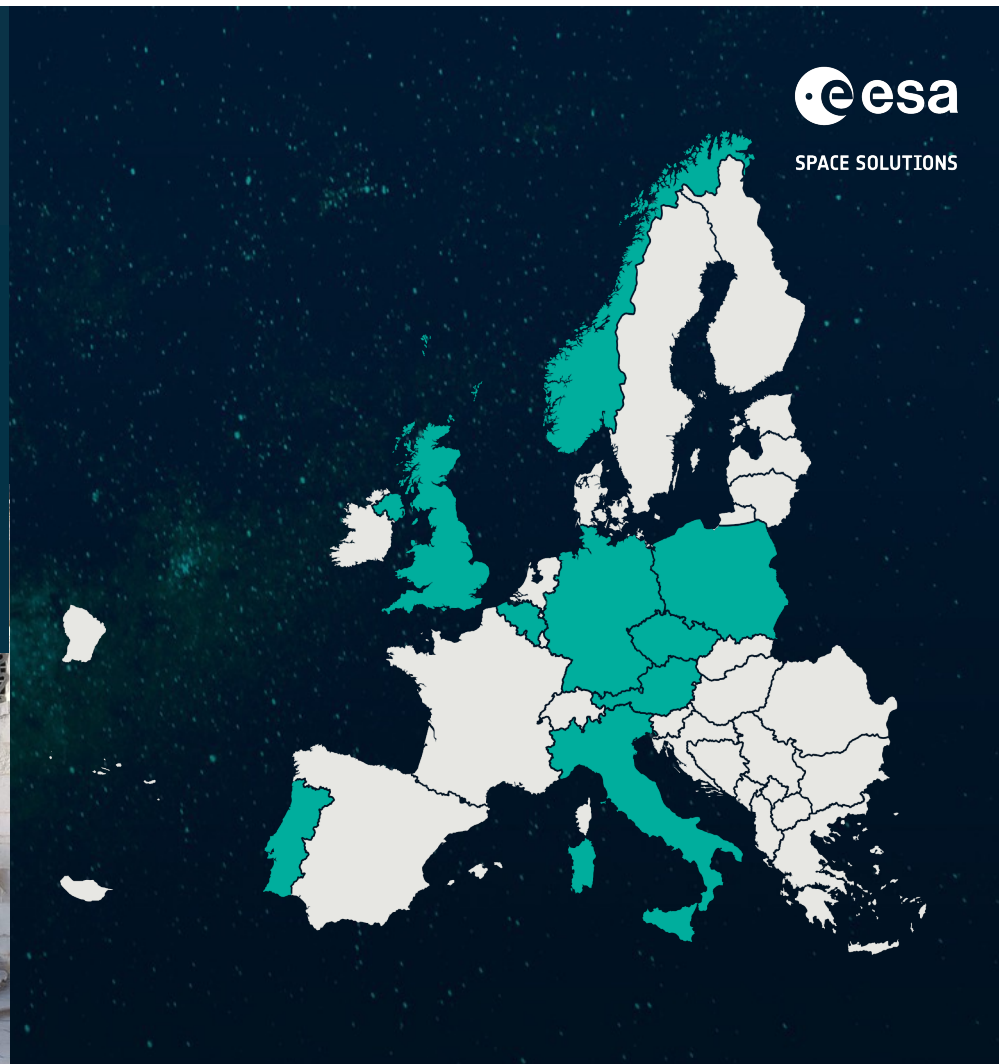
- Foster utilisation of **existing space capabilities**
- **Avoid research** and new technology developments
- Work in close partnership **with users/customers**
- Develop integrated and **sustainable services**



THE AMBASSADOR NETWORK

A TOOL AT YOUR DISPOSAL!

- Ambassadors are present in 9 countries & we are your local interface for your ESA Space Solutions
- Ambassadors create and manage relationships with the non-space industry
- Ambassadors are also advisors for companies from the initial stages of awareness to the different types of funding opportunities inside of ESA's [ARTES \(Advanced Research in Telecommunications Systems\) 4.0 programme](#)



UK AMBASSADOR PLATFORM

- **ESA UK Business Applications Ambassadors**
- **Providing UK wide, regional & sector focused support to broaden the reach of space applications**
- We can advise you on:
 - The application process and how to prepare an Activity Pitch Questionnaire (APQ)
 - Give you an overview of ESA Space Solutions funding opportunities

Our main activities are participating in non-space events, by re-distributing social media messages, and most importantly consulting companies on how ESA's Directorate of Telecommunications and Integrated Applications (TIA) can support industry.



SPACE SOLUTIONS



Pier Lion
Francesco Stoppato
Network Co-ordinator



Ken Gordon
Scotland & NI



Paul Bhatia
Midlands & North



Grant Day
South West & Wales



Dr Lucia F. de la Bella
South East, London & East



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ESA BUSINESS APPLICATIONS



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BASS FUNDING SCHEMES

KICK STARTS

Kick-Start is a funding scheme with thematic activities and is open to any industry.

For start-ups & SMEs.

Funded up to 80% of the total cost and ESA provides up to €64 000 in co-funding.

FEASIBILITY STUDIES

A feasibility study provides you with an opportunity to explore your ideas, create a business plan and connect with potential customers.

ESA's experts support you in your quest to integrate any space asset into your business and provide the framework for your study.

Activities are funded up to 50% of the total cost.



DEMONSTRATION PROJECTS

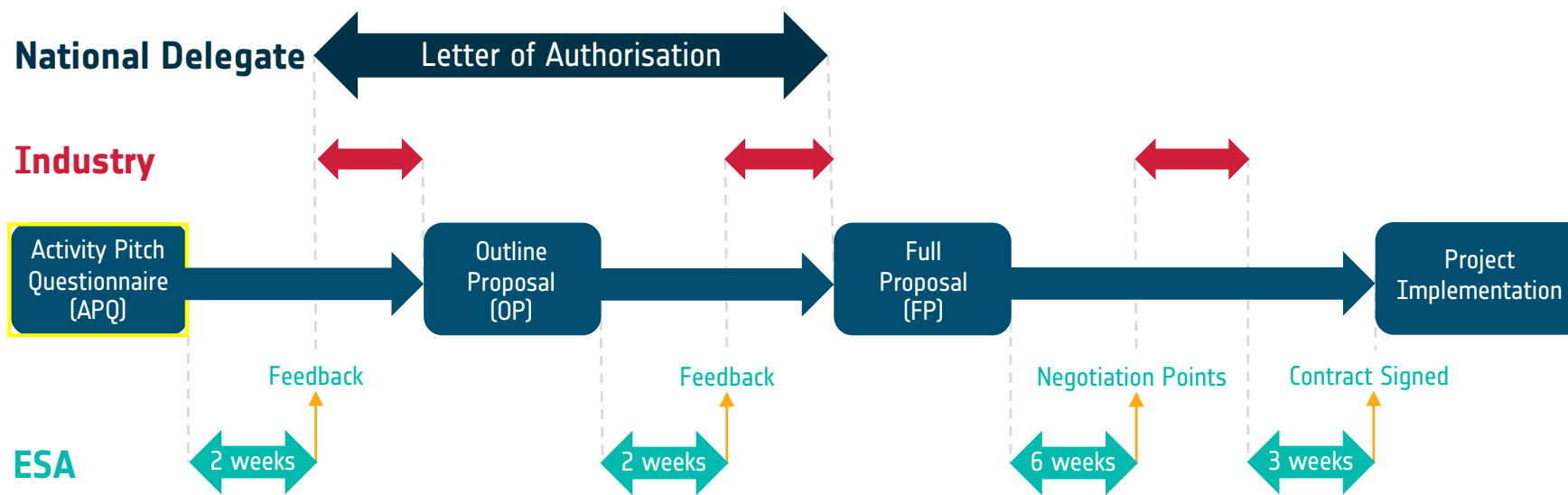
Demonstration projects are designed to mature the value proposition and business plan, and demonstrate the service with potential customers in real life.

Demonstration projects are user-driven and they benefit from using at least one space asset, with clear potential to become commercially viable.

Activities are funded up to 50% of the total cost.

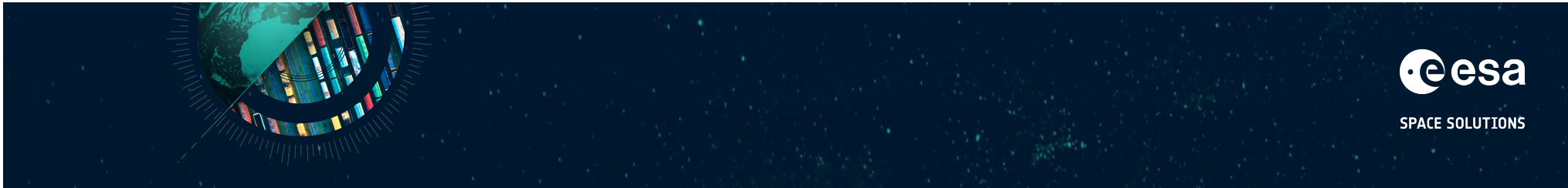


DIRECT NEGOTIATION "Open-Call" ROADMAP



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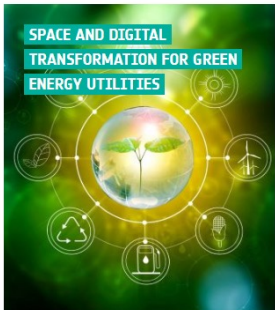




MORE INFORMATION...

business.esa.int

“Featured Opportunities” to see all activities open or in preparation




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THANK YOU FOR LISTENING!

Ask Questions!
Get in Touch! +
Discuss and Develop Your Idea!

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