

# CASE: COMMERCIAL APPLICATIONS ENABLED BY SPACE ENVIRONMENTS

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# The journey from idea to market...



IDEA CREATION



CONCEPT DESIGN



PROTOTYPING



PRODUCT/  
SERVICE  
DEVELOPMENT



COMMERCIALISA  
TION & ROLLOUT

... can take a long time

# ...and face several challenges



especially if you need to access space

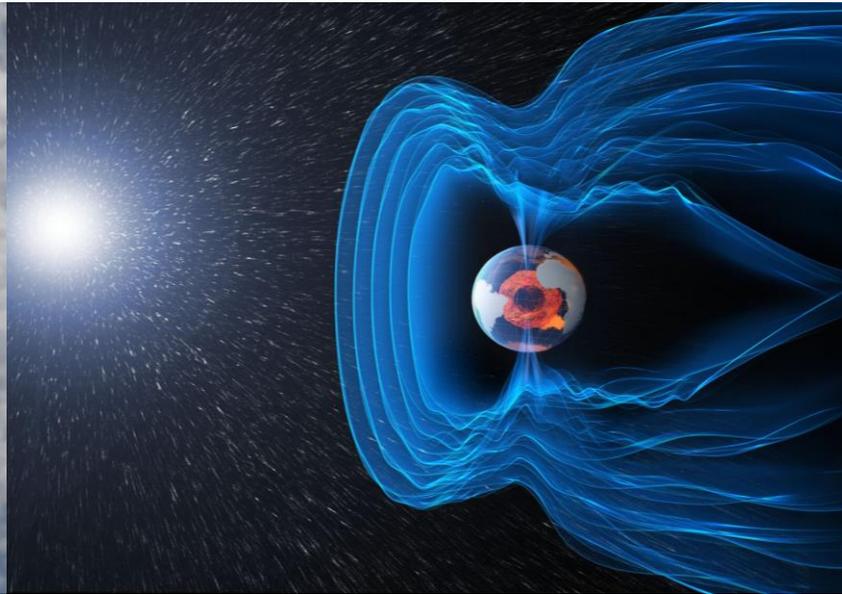


# THE VALUE OF SPACE



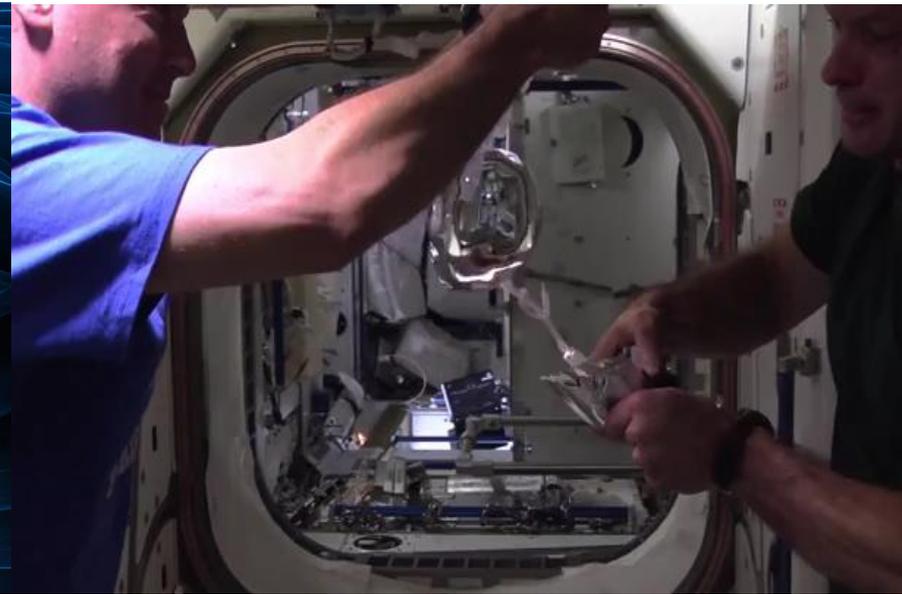
## Unique vantage point

unobstructed view towards Earth and into Space



## Extreme conditions

Cosmic radiation  
Lack of oxygen  
Vacuum  
Extreme temperature changes



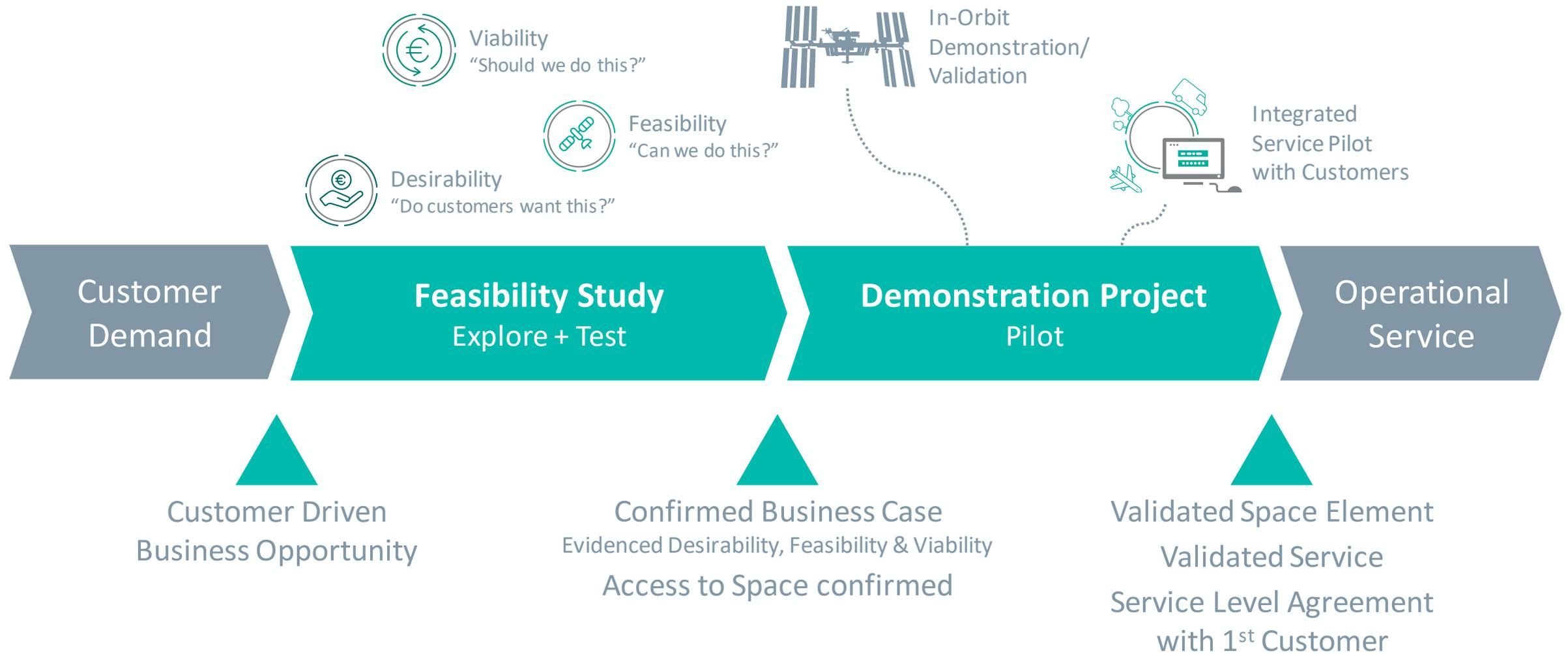
## Microgravity

Altered physical, chemical and biological processes



## **CASE: COMMERCIAL APPLICATIONS ENABLED BY SPACE ENVIRONMENTS**

# SUPPORTING YOUR JOURNEY TO OPERATIONAL BUSINESSES ON EARTH



# SCOPE OF WORK



- Identify, analyse and define new potentially commercially viable **applications** and **services** enabled by space environments

- Assess

- **desirability** by customers
- **technical** feasibility
- **commercial** viability



- Proof of concept (on ground)

You decide the topic

# SCOPE OF WORK



- Implementation of pre-operational demonstration services
- In-space demonstration and verification
- End-to-end **pilot service** and **validation** with customers/users in their operation environments
- Only 1 flight opportunity within the activity



You decide the topic

# WHAT WE OFFER

Zero-equity funding

Technical and commercial guidance

Access to our network of partners

Credibility of the ESA brand

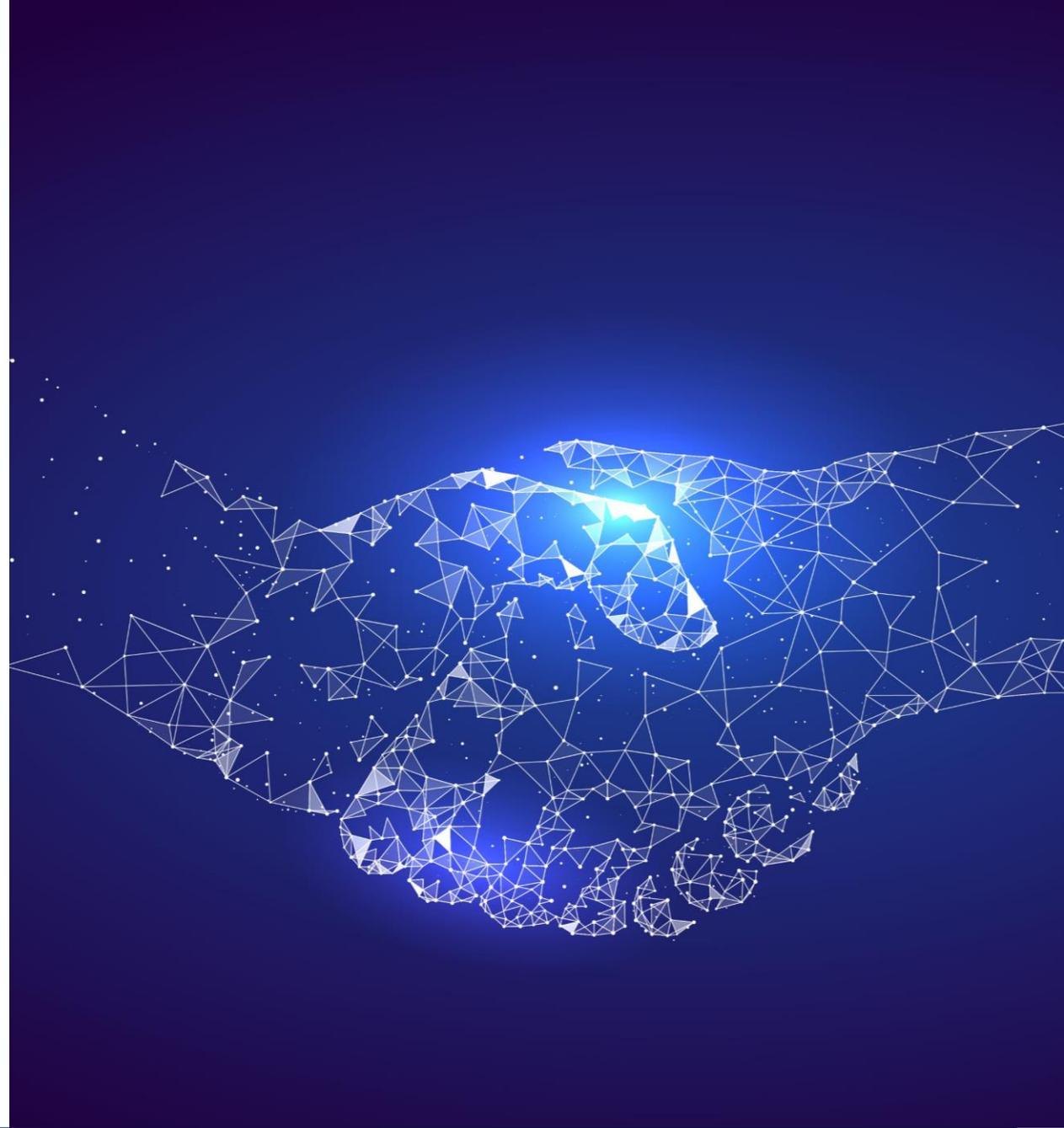
CASE Activity Type	Activity Cost limited to acceptable cost	ESA Co-Funding of acceptable cost	
		Non-SME	SME
Feasibility Study	max. 500'000 EUR	up to 50%	up to 80%*
Demonstration Project	case by case assessment	up to 50%	up to 80%*

\*Depending on approval by national delegation.



# WHAT WE LOOK FOR

- ✓ Attractive **market opportunities** and **customer engagement**
- ✓ **Commercially viable** service concepts
- ✓ **Technically feasible** solutions
- ✓ **Added value of space environment** in orbit
- ✓ Motivated teams with **business and domain expertise**, and a **space service provider** enabling the access to space



# YOUR ACCESS TO SPACE



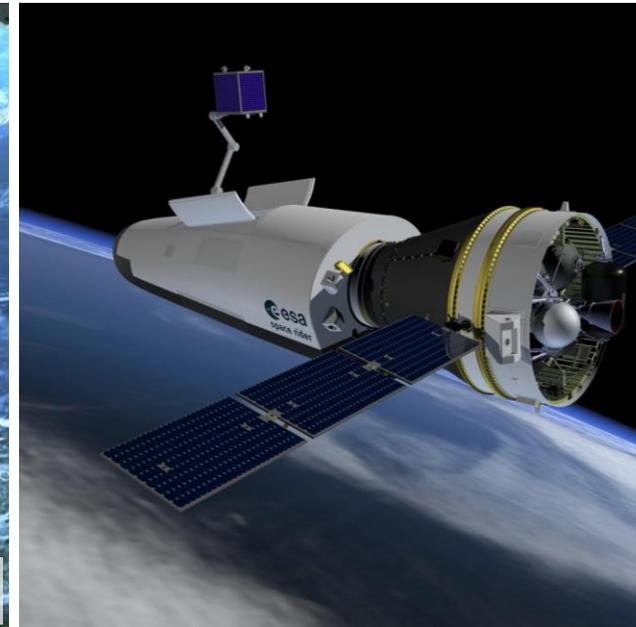
> 50K Euro



> 160K Euro



> 326K Euro



## ICE Cubes Service

Your content to space in customizable cubes

## Bioreactor Express Service

Centrifuge and thermal control

## Bartolomeo Service

External platform outside Columbus

## Space Rider (from 2023)

reusable robotic laboratory  
2-month LEO missions  
Payload return possible

Examples of space service providers. CASE is not limited to European ones.



# HOW TO APPLY



1. Activity Pitch Questionnaire  
(submit your pitch at any time)
2. Outline Proposal
3. Full Proposal

- ✓ Permanently open call (AO/1-11111) in Direct Negotiation
- ✓ ESA will provide guidance while the activity is being prepared
- ✓ Requires the support from your National Delegation
- ✓ Intellectual property Rights remain with the company

For more information visit  
[business.esa.int/CASE](https://business.esa.int/CASE)



**Reach out and apply!**

**Submit your pitch at any time**

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

