CASE: COMMERCIAL APPLICATIONS ENABLED BY SPACE ENVIRONMENTS

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CASE Webinar, 18/05/2022
The journey from idea to market…

... 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
NEW OPPORTUNITY FOR ENTREPRENEURS

CASE: COMMERCIAL APPLICATIONS ENABLED BY SPACE ENVIRONMENTS
SUPPORTING YOUR JOURNEY TO OPERATIONAL BUSINESSES ON EARTH

Customer Demand

Feasibility Study
Explore + Test

Desirability
“Do customers want this?”

Viability
“Should we do this?”

Feasibility
“Can we do this?”

In-Orbit Demonstration/Validation

Demonstration Project
Pilot

Confirmed Business Case
Evidenced Desirability, Feasibility & Viability

Access to Space confirmed

Operational Service

Customer Driven Business Opportunity

Validated Space Element
Validated Service
Service Level Agreement with 1st Customer

Integrated Service Pilot with Customers
SCOPE OF WORK

Customer Demand  Feasibility Study  Demonstration Project  Operational Service

- 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
WHAT WE OFFER

Zero-equity funding
Technical and commercial guidance
Access to our network of partners
Credibility of the ESA brand

<table>
<thead>
<tr>
<th>CASE Activity Type</th>
<th>Activity Cost limited to acceptable cost</th>
<th>ESA Co-Funding of acceptable cost</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Non-SME</td>
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<tr>
<td>Feasibility Study</td>
<td>max. 500’000 EUR</td>
<td>up to 50%</td>
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<tr>
<td>Demonstration Project</td>
<td>case by case assessment</td>
<td>up to 50%</td>
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*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

ICE Cubes Service
Your content to space in customizable cubes

> 50K Euro

Bioreactor Express Service
Centrifuge and thermal control

> 160K Euro

Bartolomeo Service
External platform outside Columbus

> 326K Euro

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

For more information visit  
business.esa.int/CASE

- 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
Reach out and apply!

Submit your pitch at any time

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