ESA BIC Greece
Information Day
7 October 2020
Before we start...

• Due to the number of attendees, please keep your microphones muted at all times and switch off the webcam function.

• You can use the conversation function anytime to submit your questions. They will be addressed during the Q&A at the end of the event.
Before we start...

- This is an open competition and the slides and any relevant to the bid questions and answers will be published after the event.
- ESA will publish an anonymous copy of the question on EMITS, together with the Agency’s answer, and the question and answer shall also be available in the dedicated section of “esa-star”.
- Any future questions shall be raised exclusively via the dedicated function in “esa-star”. All questions must be submitted via “esa-star” at the latest, 14 calendar days before the closing date.
Welcome by ESA Space Solutions and the General Secretariat of Telecommunications and Post of the Greek Ministry of Digital Governance
09.30 - 09.40 Welcome and Introduction
- Webinar Logistics and Welcome - ESA Space Solutions
- Welcome - General Secretariat of Telecommunications and Post of the Greek Ministry of Digital Governance

09.40 - 10.10 The Opportunity - Background and Information Session
- ESA Space Solutions and what is an ESA BIC - ESA Space Solutions
- How to apply: tender objectives & information - ESA Space Solutions

10.10 - 10.25 The Perspective of an ESA BIC
- ESA Space Solutions Austria

10.25 - 11.00 Questions to the Panel
ESA Space Solutions
THE EUROPEAN SPACE AGENCY

Purpose of ESA

To provide for and promote, for exclusively peaceful purposes, cooperation among European states in space research and technology and their space applications.

Facts and figures

- Over 50 years of experience
- 22 Member States
- 8 sites across Europe and a spaceport in French Guiana
- Over 80 satellites designed, tested and operated in flight
The largest space innovation network in the world

• The go-to place for great business involving space to improve everyday life.

• Supporting European start-ups and SMEs to develop businesses using space technology and data.

• Offering funding, business and technical support to help to generate successful business and create jobs.
→ OUR APPROACH

Local representation for companies of any size in all ESA Member States

**BUSINESS INCUBATION**
- 20 CENTRES
- 190 new start-ups p/y
- 900 supported

**BUSINESS APPLICATIONS**
- € 200 M+ INVESTED
- in 500 businesses
- 300 new projects

**INNOVATION NETWORK**
- 4 technology broker
- 377 transfers
- 15 ambassadors

**LEGEND**
- ESA BIC
- ESA Technology Broker
- ESA Ambassadors
ESA Business Incubation Centres
ESA Business Incubation Centres (ESA BICs)

- 20 ESA BICs at more than 60 locations
  - All follow ESA's Common Approach to Business Incubation
  - Currently ca 900 start-ups supported
  - Survival rate 85%
- End of 2017 statistics
  - 2900 FTE directly employed by ESA BIC start-ups and alumni
  - Total investments that year: €209 M, of which €162 M private
  - Revenue: €173 M
Critical Success Factors

1. Access to Finance
2. Access to Business Expertise
3. Network Utilisation
4. Related Business Park
5. In-Kind Service Support
6. Entrepreneurial Training
7. Incubator President and Team
8. Entry Policy
ESA Business Incubation Centre (ESA BIC)

Support Package for Incubatees

- Business development support and advice up to two years
- Office space and shared facilities
- €50k non-equity funding
- Use of ESA BIC brand
- Door opener to international investors
- Networking for start-ups
- ESA BIC start-ups and partners through ESA Space Solutions Alliance

Technical support (up to 80 hours)
To create and strengthen the community of successful space related start-ups

<table>
<thead>
<tr>
<th>PROMOTING AND POSITIONING</th>
<th>FROM SCOUTING TO SELECTION</th>
<th>SUPPORT TO INCUBATES</th>
<th>INCENTIVE SCHEME</th>
<th>NETWORKS AND CONNECTIVITY</th>
<th>MANAGEMENT AND REPORTING</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Task 1</strong></td>
<td><strong>Task 2, 3, 4, 5, 6</strong></td>
<td><strong>Task 7</strong></td>
<td><strong>Tasks 8, 9</strong></td>
<td><strong>Tasks 10, 11, 12, 13</strong></td>
<td><strong>Task</strong></td>
</tr>
<tr>
<td>General Promotion &amp; Marketing</td>
<td>Active Scouting</td>
<td>Office Facilities</td>
<td>Administer ESA incentive</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Positioning</td>
<td>Publishing open call</td>
<td>Technical Support</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Advisory Board</td>
<td>Clarifications</td>
<td>Business Coaching</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Evaluation</td>
<td>IPR/legal advice</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Selection</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Contractual Agreements</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Scouting

Selection

Support

Results

- Reporting to the Agency
- Project Management
- Monitoring & Success Assessment
- Coordination Meetings
- Deliverables
How to apply: tender objectives and information
High Level Objectives

To create and strengthen the community of successful space related start-ups in Greece by supporting

- **25 incubatees** over the period of **5 years** under the ESA BIC scheme.
ESA BIC GREECE

Budget Breakdown

- **ESA BIC Greece management activities**
  EURO 200,000 over 7 years

- **Incentive Scheme for incubatees**
  EURO 1,250,000 over 5 years covering 100% of the incentives for a total of 25 Incubatees

- **Events, workshops and training related to ESA BIC Greece**
  EURO 75,000 over 5 years
Tender Reference

AO10521 ESA BIC GREECE (2021-2026)
Open from **25/09/2020** to **20/11/2020** 13:00:00

Eligibility

This tender is open to economic operators registered, both at Prime and Subcontractor level, in Greece

EMITS

Open Invitations to Tender
[http://emits.sso.esa.int/emits/owa/emits.main](http://emits.sso.esa.int/emits/owa/emits.main)
HOW TO APPLY

1. **Register** (minimum ‘light registration’) by completing online questionnaire on ESA-STAR Registration (esastar-emr.sso.esa.int)

2. **Download** the official tender **documentation** (Invitation to Tender), which are available via EMITS (emits.esa.int)

3. **Create** ‘Bidder Restricted Area’ in ESA-STAR

4. **Write your Proposal**

5. **Submit** your proposal via ‘Bidder Restricted Area’ in ESA-STAR Tendering (esastar.sso.esa.int)

More info can be found here:
esa.int/About_Us/Business_with_ESA/How_to_do/esa-star_Registration_Process
Registration (minimum ‘light registration’) on ESA-STAR Registration (https://esastar-emr.sso.esa.int)

Please note that esa-star allows two levels of entity registration: “Light” and “Full”. This allows new users wishing to do business with ESA to carry out their registration in two steps. A “Light” registration will grant access to all esa-star services up to and including proposal submission. The award of ESA contracts requires “Full” registration.
Registration on esa-star is required to access tender documents on EMITS

- ✔ Letter of Invitation, 91048 Bytes
- ✔ Statement of Work, 203154 Bytes
- ✔ Contract Conditions, 453217 Bytes
- ✔ Tender conditions, 214673 Bytes

Transfer selected documents as native to your email-address
Moderated questions and answers session with the panel

Ask your question in the chat

@ESA Space Solutions
@Greek Ministry of Digital Governance
@ESA BIC Austria
Science Park
The High Tech Incubator
Graz

OVERVIEW

ESA BIC Austria

Mag. phil. Martin Mössler, MSc (LSE)
Managing Director Science Park Graz
ESA Space Solutions Austria General Manager

Inês Plácido
ESA Space Solutions Austria Manager & Team Lead

07.10.2020 Info Day ESA BIC Greece
Foundation and growth

Since 2002, Science Park Graz has been the key player in the support and development of early-stage start-ups in Styria, Austria and beyond.

In 2016, Science Park Graz created an ambitious vision for its future, by becoming the manager of ESA BIC operations Austria-wide and also by deepening its focus on attracting higher-callibre projects to the incubator.

Science Park Graz is a growing hub for Southeast Europe for start-ups and entrepreneurship, supporting many cross-boarder entrepreneurs and collaborations.
Science Park
The High Tech Incubator
Graz

18 years
Delivering excellence

2
Incubation programmes

2*2
Yearly intakes

343
Supported projects/companies

54
Current incubatees

1250+
Jobs created

180+
Companies founded

30
Academy projects/yr

255+
Patents registered
The cost structure
The incubation locations
The funding partners
Develop a strong branding
Network strategically
Join forces with existing players
Strike cooperations deals
FIND ENTREPRENEURS

Mingle with students / SMEs
Startup Idea Competition
Pitch at networking events
Develop a strong branding
Build on partners’ networks
Use Social Media
Check other start-up competitions ;}

Science Park
The High Tech Incubator
Graz

TU Graz
GALILEO MASTERS
COPERNICUS MASTERS
IDEEN TREIBWERK GRAZ
ASTG
Medical University of Graz
FH JOANNEUM
COPERNICUS INCUBATION
COPERNICUS ACCELERATOR
ActinSpace
SUPPORT THE BUSINESSES

Offer incubation workshops
Build a diverse coaching team
Build a mentoring network
Strike deals for the start-ups
Be the hub for serendipity
Provide pleasant work spaces
Represent your start-ups at events
Link your start-ups to your network
FIND TECHNICAL EXPERTS

In the Academia near you
In the Industry near you
Through ESA Space Solutions
EXPLORE SYNERGIES

SPG Academy (pre-incubation)
SPG Mentor Network
Startup Idea Competition
First Meetings
Events
Complementary initiatives
BUILD YOUR TEAM

Management
Supervisory Board
Start-up coaches
External mentors
THE SPACE CONNECTION

Get experts onboard
Use your mentor network
Consult with ESA
Expect a lot of questions 😊
Expect wide variety
In ancient times, people used the stars for navigation. Today, we can use a constellation of European satellites in space. Thanks to satellites, it’s easy to find out where you are on the map—and how to get wherever you want to go.

Working with the European Commission, ESA has built Galileo — an independent global satellite navigation system for Europe. With 24 satellites and a network of ground stations around the world, Galileo provides precise global positioning information.

Galileo is already up and running and will be fully operational in 2020. Always looking at the road ahead, we continue to share our expertise in navigation to support European industries.

Accurision GmbH, based in Lustenau/Austria, develops precision,...

STAP

STAP is developing specialised monitoring solutions with seamless...

Lympik

The vision of Lympik is to increase motivation...
WATCHING OVER EARTH

Satellites provide a unique perspective on our planet. From space, it is easier to see the effects of climate change, the extent of flooding and forest fires—or simply if it will rain today!

The weather satellites we build with partners, such as Eumetsat, provide improved weather forecasts that benefit everyone and are a vital tool for agricultural and transportation industries.

We use Earth observation satellites to monitor the health of our planet and to understand how it works. Satellite data and images help us to see the bigger picture regarding global change. Scientists and governments can use this data to understand, protect and manage our environment, safeguarding Earth for future generations.

IceKing

IceKing aims to create a virtual cycle between...

Perigee

Perigee is a software platform that enables organizations...

Audili

Audili develops hyperspectral data analytics for soil nutrient...
PIONEERING TECHNOLOGY

To build technology that can handle the harsh environment of space, our engineers push the boundaries of what is possible. Technological innovations then trickle down to benefit industries on the ground.

ESAs world-class laboratories turn science into innovation. We develop hardware and software for use in space and on the ground. In space there is no easy way to fix a technical glitch, so everything we build has to be incredibly reliable.

Space technology gets rigorously tested. Our engineers put new satellites through their paces, including testing them in a large space simulator that reproduces the temperature and vacuum conditions of space.

AT SPACE

AT SPACE offers smaller, lighter and higher performing...

READ MORE

Space-Lock Dynamics

Space-Lock Dynamics answers the evolving market need for...

READ MORE

Garnet

Garnet is a high-tech company developing hardware solutions...

http://www.esa.int/About_Use/ESA_Publications/This_is_ESA
STOP FOLLOWING
START LEADING

Competitive edge through data analysis and the creation of transparency and quality

Data are the new raw materials. In this era of Big Data, it is essential to create transparency in the information and associations held in the mountains of collected data, and to mine from a high-quality data base. Relevant and correct data are the precondition for making the right decision at the right time.

https://www.esa.int/Enabling_Support/Operations/DrMUST_br_Automating_the_first_steps_of_Anomaly_Investigation
THANK YOU!

www.sciencepark.at
www.esa-bic.at