



→ ESA BIC Greece

→ Information Day

7 October 2020

ESA UNCLASSIFIED

BUSINESS
APPLICATIONS

BUSINESS
INCUBATION

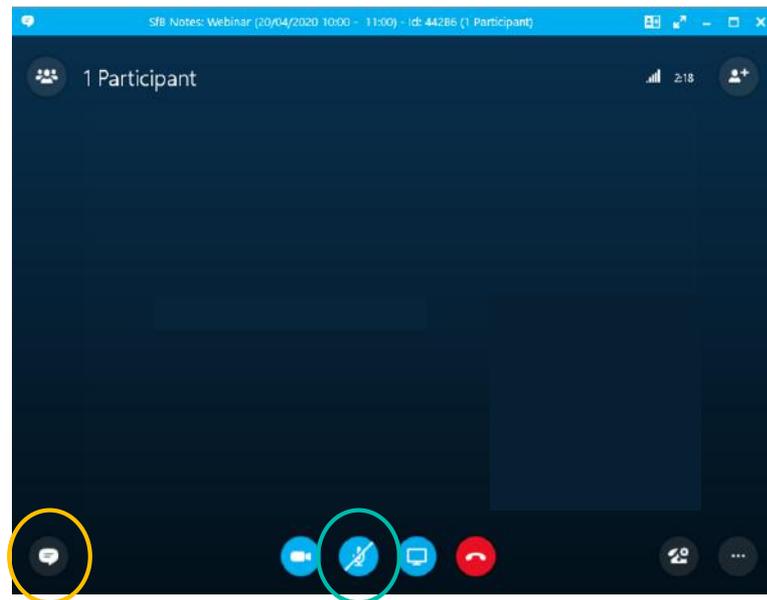
TECHNOLOGY
TRANSFER



WELCOME TO THE INFORMATION DAY

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



WELCOME TO THE INFORMATION DAY

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

AGENDA

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*

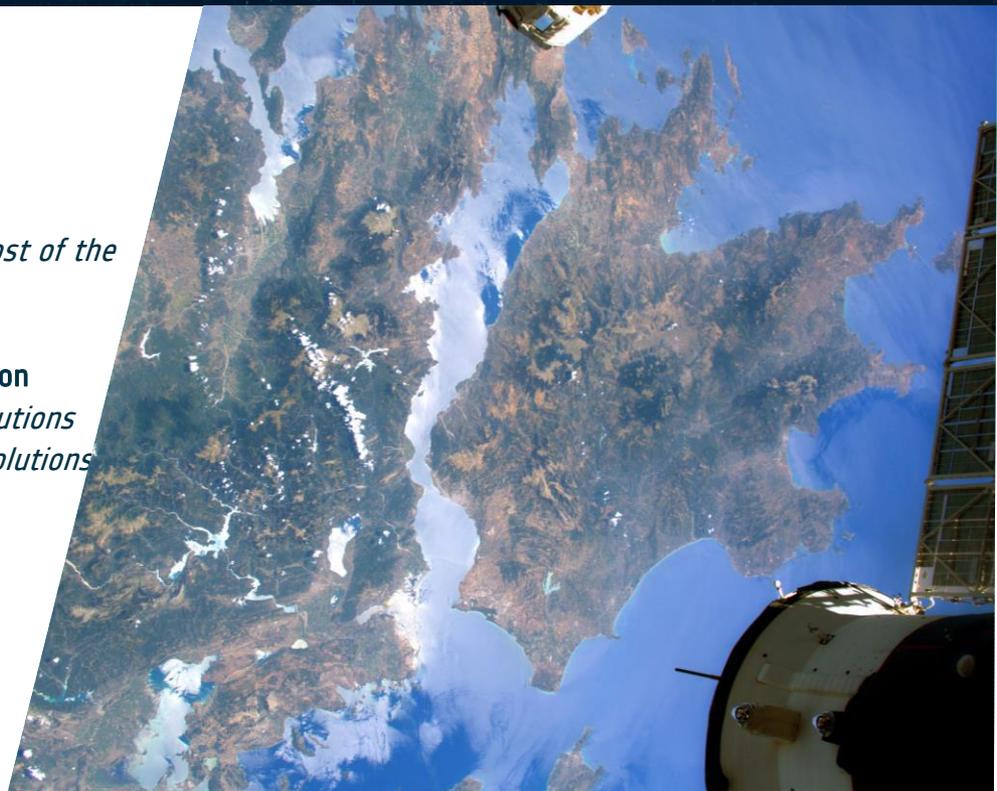
09.40 - 10.10 The Opportunity - Background and Information Session

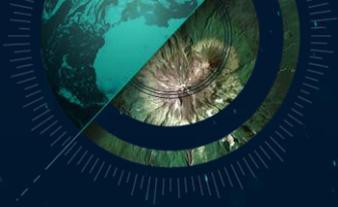
- ESA Space Solutions and what is an ESA BIC - *ESA Space Solutions*
- How to apply: tender objectives & information - *ESA Space Solutions*

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

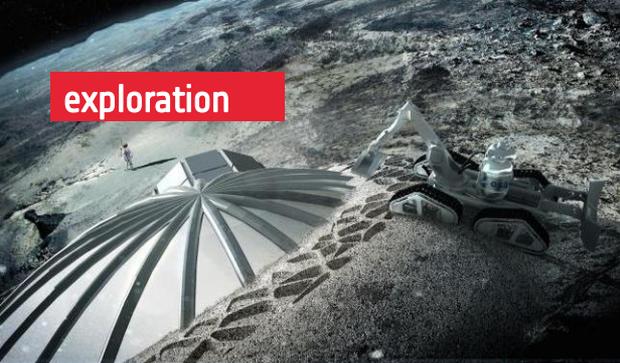
Purpose of ESA

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





exploration



human spaceflight



science



earth observation



→ space solutions



navigation



space transportation



telecommunication



technology

→ ESA SPACE SOLUTIONS

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

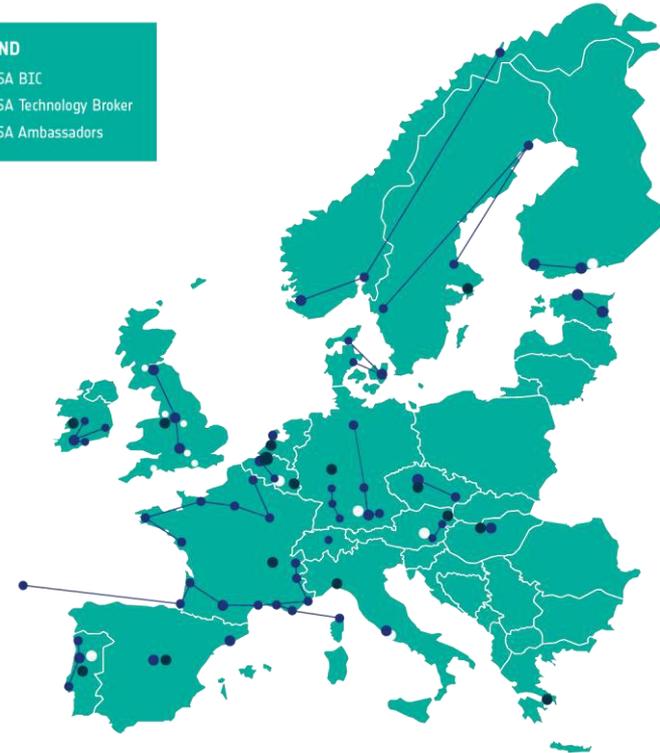
377
transfers

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

ESA Business Incubation Centre (ESA BIC)

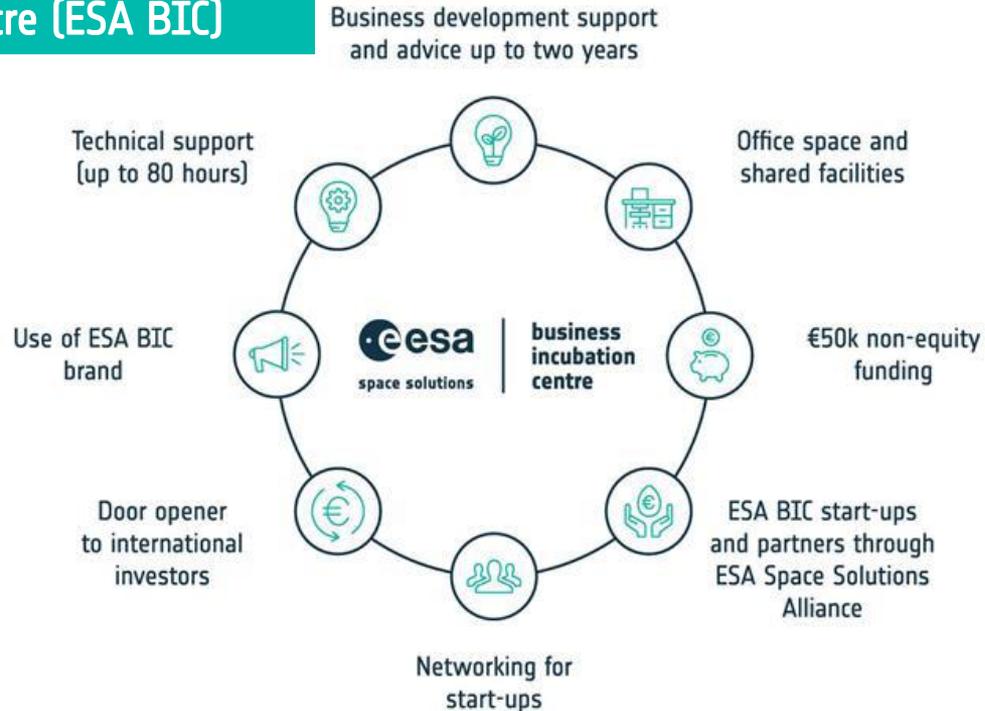
Critical Success Factors

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

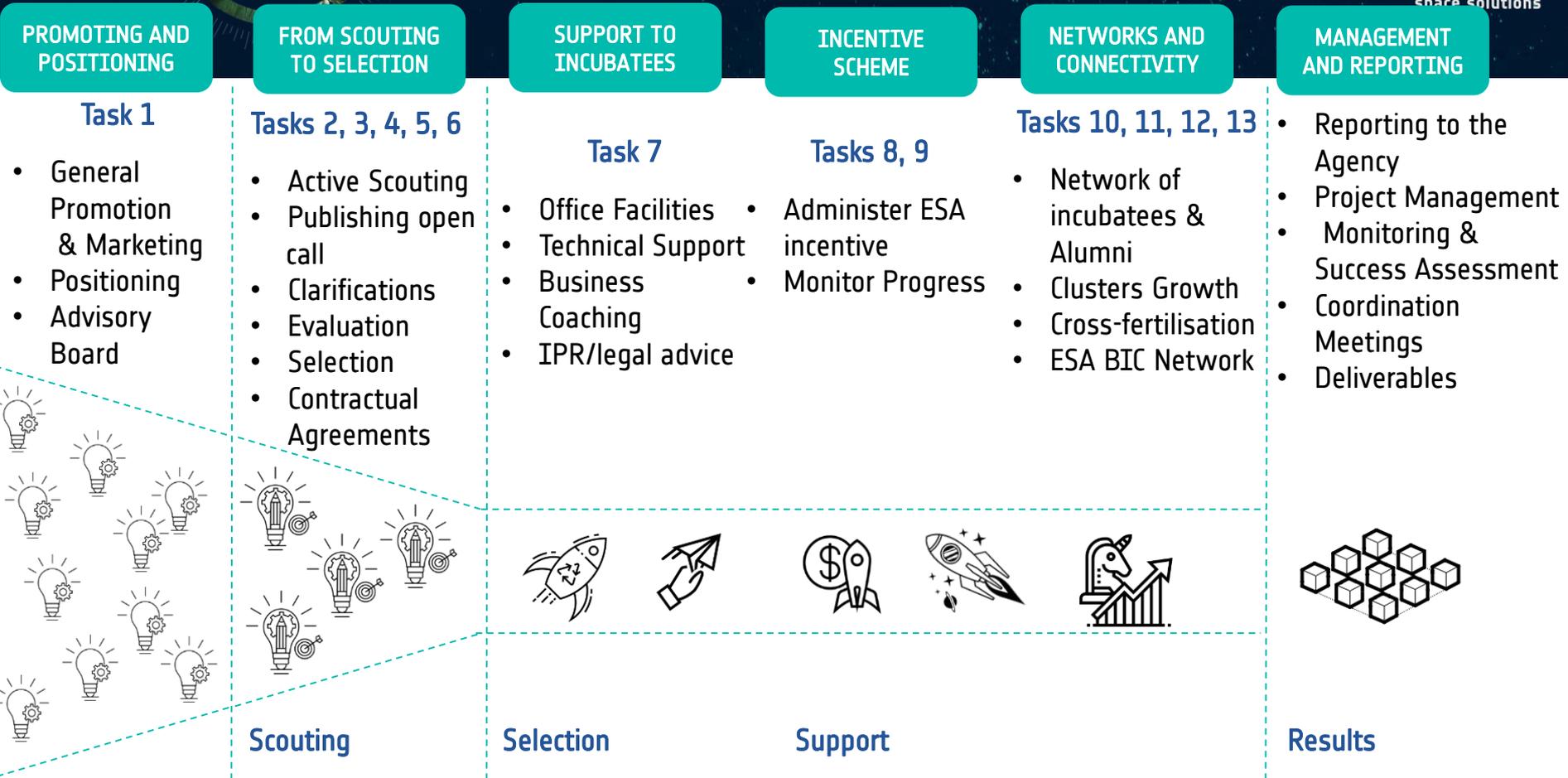


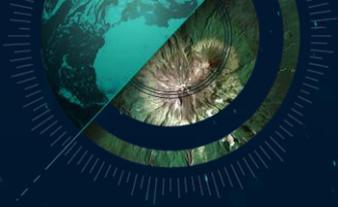
→ ESA Business Incubation Centre (ESA BIC)

Support Package for Incubatees



To create and strengthen the community of successful space related start-ups





How to apply: tender objectives and information



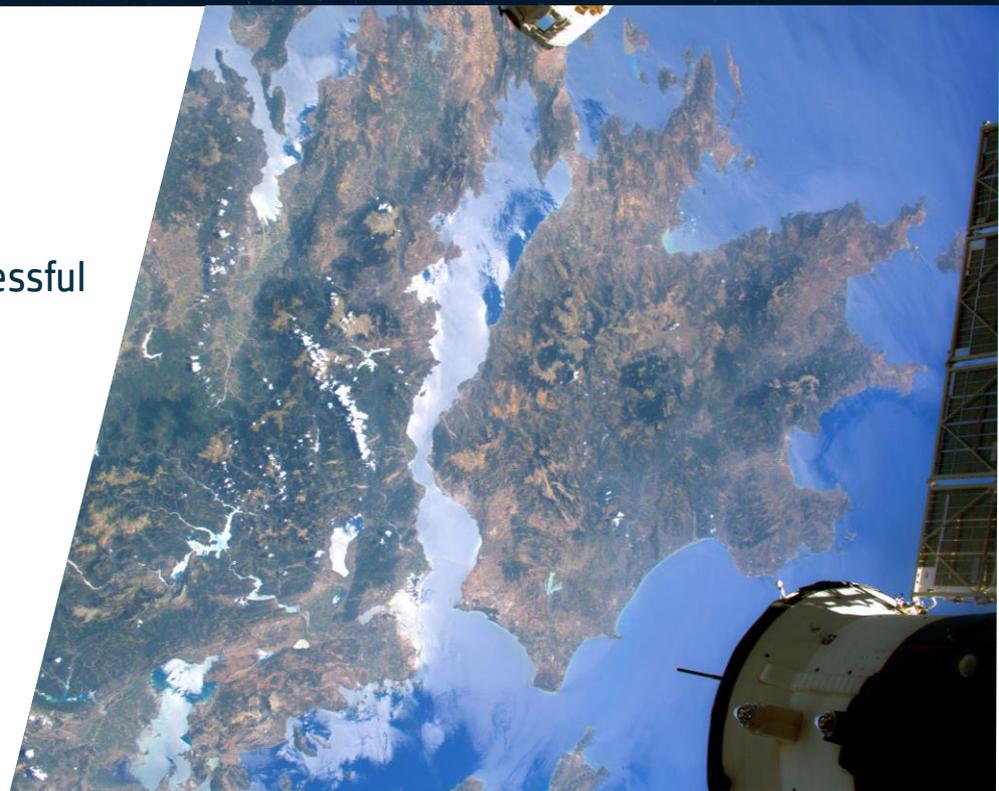


ESA BIC GREECE

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



ESA TENDER INFORMATION

Tender Reference

A010521 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>



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

BASIC PRINCIPLES - ESA-STAR

Registration (minimum 'light registration') on [ESA-STAR Registration](https://esastar-emr.sso.esa.int) (<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.



The screenshot shows the ESA-STAR registration portal. At the top left is the ESA logo and the text "esa-star registration". Below this is a navigation bar with the date "16 Apr 2020" and links for "ESA Home Page", "EMITS", "ESA Industry Portal", "Contact Us", and "Help". A left-hand menu contains links for "Home", "New Registration", "Maintain Entity Information", and "ESA Entities Directory". The main content area is titled "NEW REGISTRATION" and contains a question: "Please select one of the two options:*. Below the question are two radio button options: "A. I am an Entity that has the capacity as 'legal entity'" and "B. I am a Business Unit acting on behalf of a 'legal entity', without being entitled to commit on contracts on my own".

BASIC PRINCIPLES - EMITS

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

Moderated questions and answers session with the panel

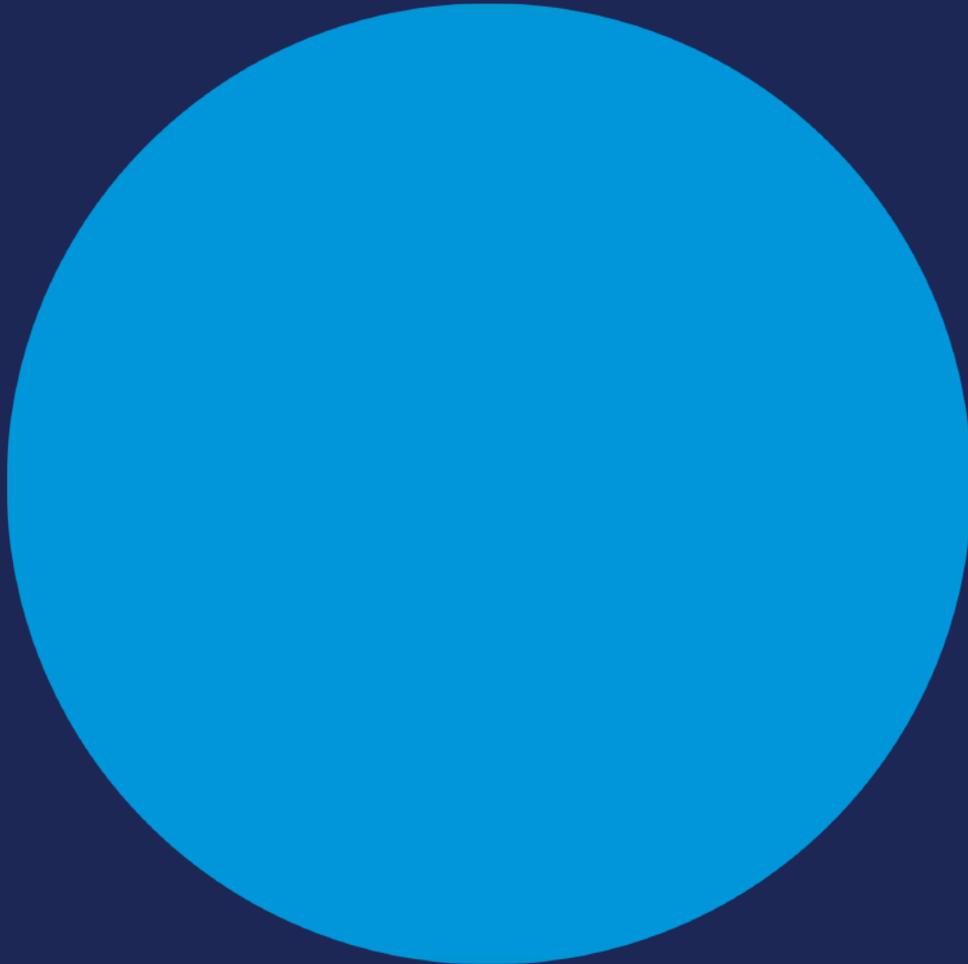
Ask your question in the chat

@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

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-calibre 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.





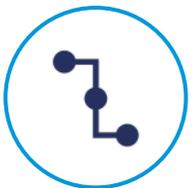
18 years

Delivering excellence



2

Incubation programmes



2*2

Yearly intakes



343

Supported
projects/companies



54

Current incubatees



30

Academy projects/yr



1250+

Jobs created



180+

Companies founded



255+

Patents registered

SETUP YOUR PARTNERSHIP



space solutions



Promoting Innovation.

STYRIA

LOWER
AUSTRIA



The cost structure
The incubation locations
The funding partners

SET YOUR PLACE IN THE SCENE

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 ;)



SUPPORT THE BUSINESSES

Workshops

Table view

Name

- Investor Readiness 1
- Company Valuation Workshop 1
- Investor Training Sessions 1
- Investor Relations Workshop
- Scale Up
- Lean Start-Up 1
- Business Modelling & Business Plan
- Strategy Workshop 2
- Innovation Methods & Tools
- Agile Management, Design Sprints & Tools
- Market Research Workshop 2
- Trend Canvas Workshop 2
- Pitching Workshop
- Crowdfunding Workshop
- General Negotiation Workshop & Investor Neg
- Website Basics & Structure 1
- Corporate Identity & Branding
- Communication & Sales Workshop 1
- Social Media Workshop 3
- AWS Connect Workshop 1
- Finance & Funding
- IP Workshop
- Office Management & Accounting
- Budgeting & Liquidity Planning for Startups
- Payroll Accounting 1
- Trade Secret Workshop
- Copyright Workshop 1
- Patent Research Workshop
- ÖPA Info-Hours 2



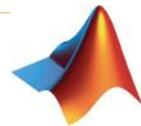
ESA BIC Austria Community
esabicaustria.slack.com



SPG Academy
spgacademy.slack.com



SENTINEL Hub



MathWorks



Instahelp

aws activate



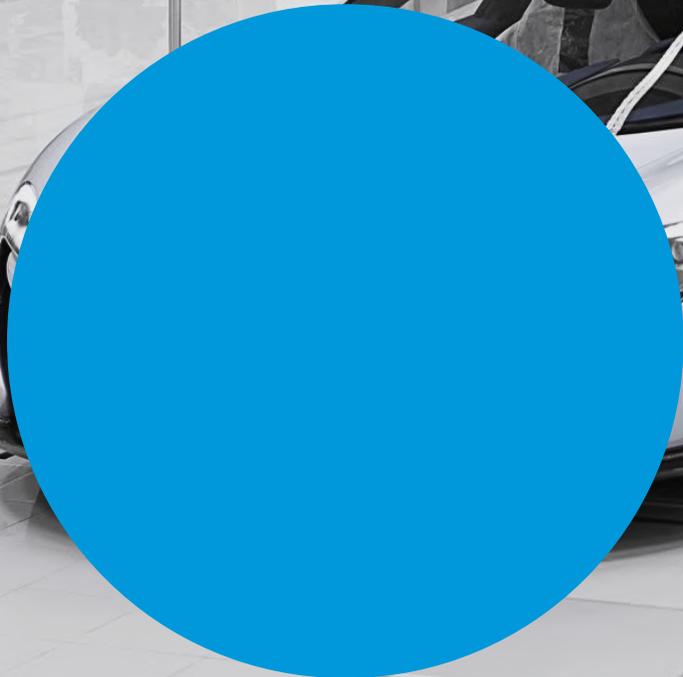
Google Cloud
for Startups



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

AplusB
ACADEMIA PLUS BUSINESS

FAB
SPACE 2.0

GALACTICA

ASTROPRENEURS

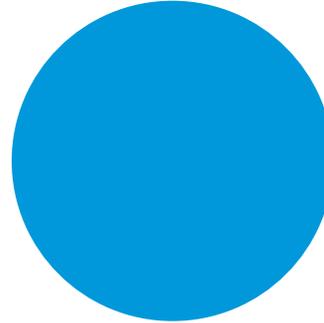
esa business incubation centre
Austria

BUILD YOUR TEAM

Management
Supervisory Board
Start-up coaches
External mentors

Science Park

The High Tech Incubator
Graz



THE SPACE CONNECTION

Get experts onboard
Use your mentor network
Consult with ESA
Expect a lot of questions 😊
Expect wide variety

NAVIGATING THE GLOBE

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.



WHEREVER YOU ARE,
4 SATELLITES HELP
YOU FIND YOUR WAY

GALILEO ACCURACY:
PINPOINTS YOUR
DESTINATION
AND GETS YOU ON THE
RIGHT SIDE
OF THE STREET!



accursion

Accursion

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

READ MORE



STAP

STAP is developing specialised monitoring solutions with seamless...

READ MORE



Lympik

The vision of Lympik is to increase motivation...

READ MORE

THE SPACE CONNECTION

→ CONNECTING & BENEFITING

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.

SATELLITES CAN SPOT WAVES
30
METRES TALL

COPERNICUS
EUROPE'S EARTH OBSERVATION PROGRAMME:
150 000 GB
OF DATA EVERY DAY



600 million people live less than 10 metres above sea level

Global sea level +8 cm since the early 1990s

SATELLITES
Help to monitor climate change and sea level



IceKing

IceKing aims to create a virtuous cycle between...

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Perigee

Perigee is a software platform that enables organizations...

[READ MORE](#)



Audili

Audili develops hyperspectral data analytics for soil nutrient...

[READ MORE](#)

THE SPACE CONNECTION

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.

ESA's 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.



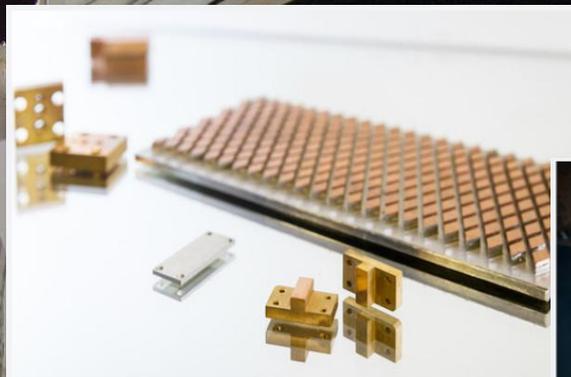
TESTING FOR
BLAST OFF NOISE!

WE USE EUROPE'S MOST
POWERFUL SOUND SYSTEM

154
DECIBELS

**MATERIALS
FOR ROCKET
NOZZLES**

ALSO USED IN
BRAKES FOR TRAINS,
PLANES AND
AUTOMOBILES!



ESA BIC

AT SPACE

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

READ MORE

-



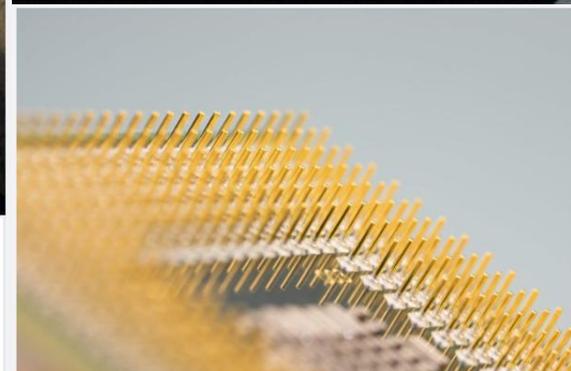
ESA BIC

Space-Lock Dynamics

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

READ MORE

-



ESA BIC

Garnet

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

READ MORE

-

 eMentalist

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[How it works](#)

[Solutions](#) ▾

[About us](#) ▾

STOP FOLLOWING START LEADING

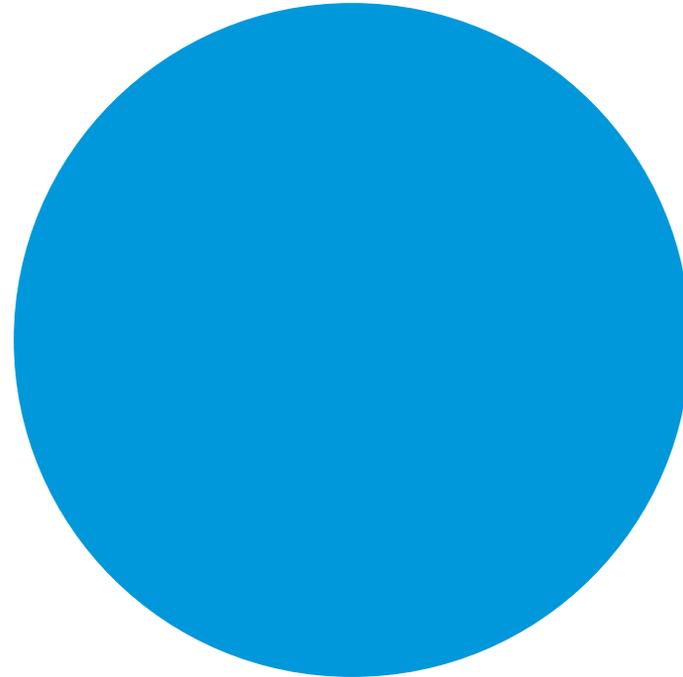
Competitive edge through data analysis and the creation of transparency and quality

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.

ENABLING & SUPPORT

DrMUST
**Automating the first
steps of Anomaly
Investigation**

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