



Space2Waves

## INTERNATIONALISATION OF SME EARTH OBSERVATION TECHNOLOGIES IN BLUE GROWTH



Space2Waves is funded by the European Union's  
COSME Programme under agreement n°951122

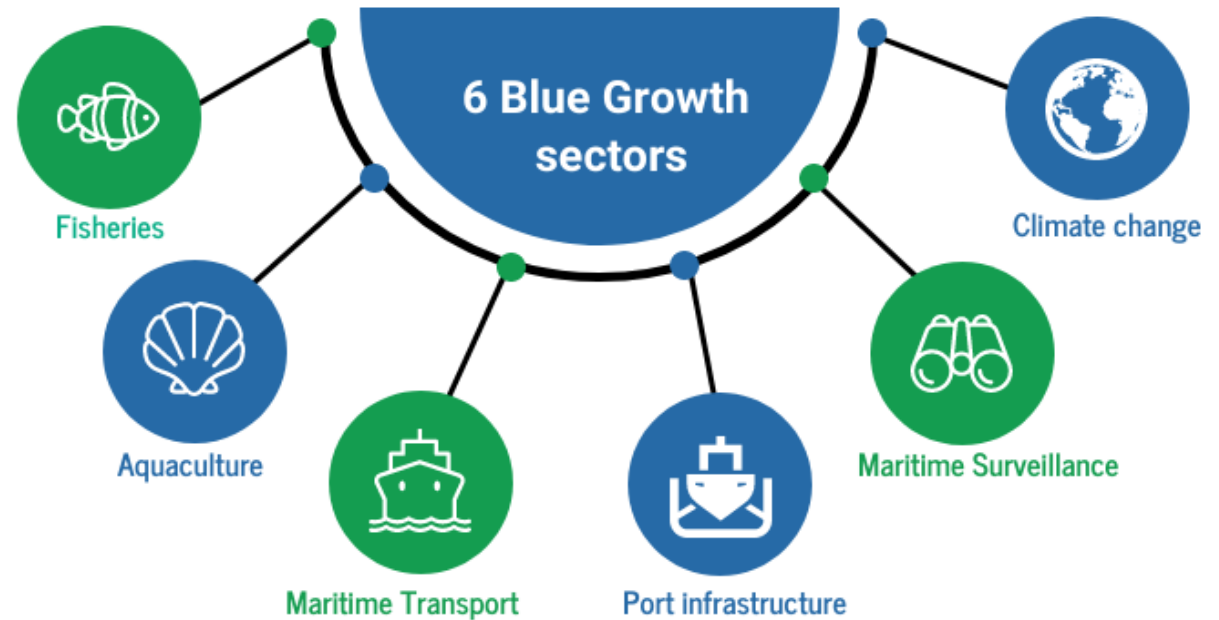


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# Space2Waves at a glance

# General objective

➤ Promote access to international markets to 30 European SMEs involved in the development or provision of Earth Observation products and services in support of Blue Growth domains





# A European initiative



Funded through the **EU's COSME Cluster GO international Call**

- Create European Strategic Cluster Partnerships
- Support SME internationalisation towards third countries beyond Europe

Space2Waves is the continuation of the SpaceWave project (2018-2019)



## Preparation Phase

Produce market and country analyses to select relevant target countries and define an internationalisation strategy.

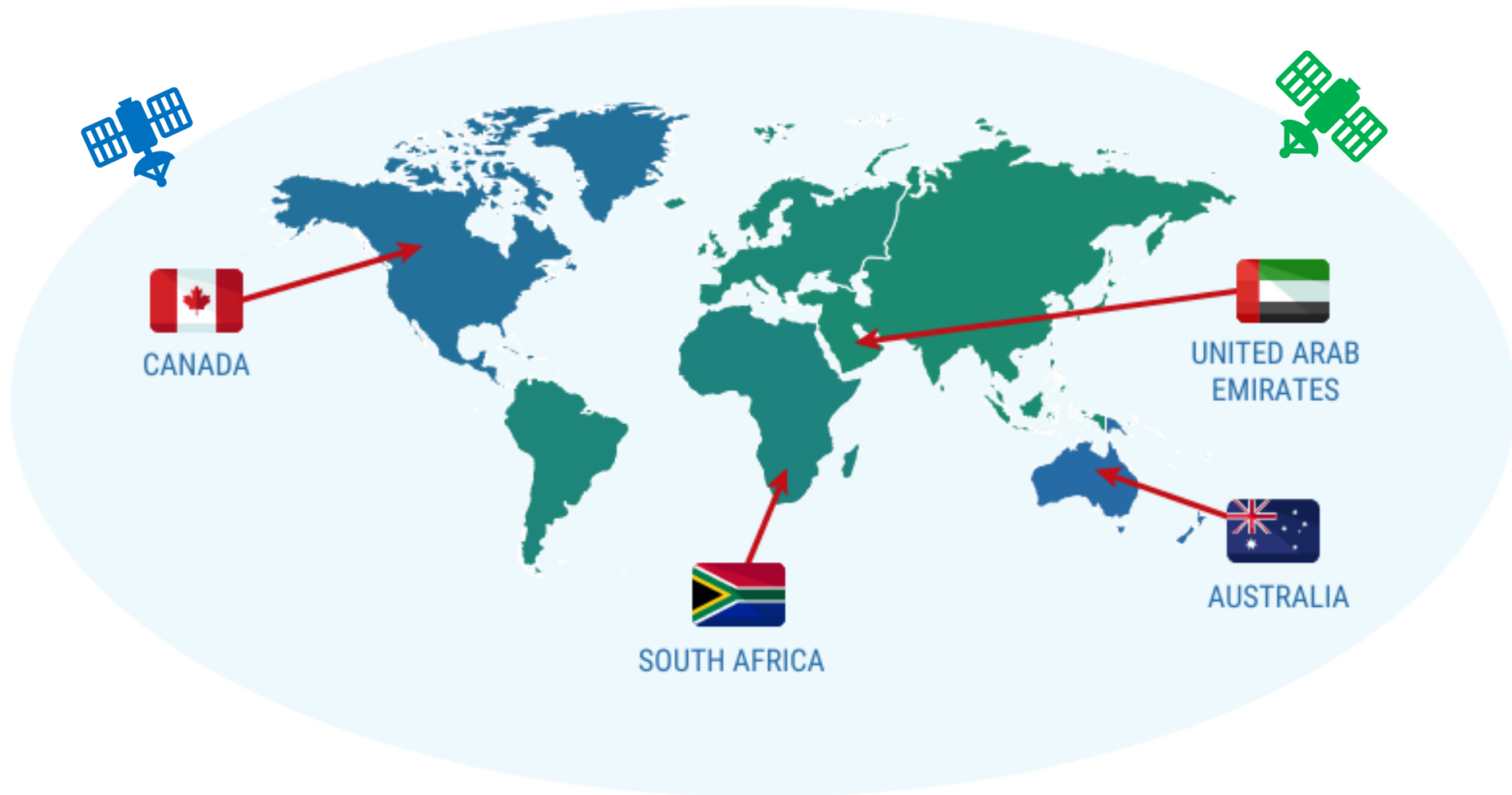
## Implementation Phase

Implement the internationalisation strategy to support SMEs competitiveness.

# 4 Target countries



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# Internationalisation programme at a glance



## Participation in tailored workshops

3 hours of online workshops

- Business culture and market trends;
- Overview of key initiatives in blue growth and spatial sectors;
- Foreign investment strategy;
- Ways to finance business;
- IP and data protection policies.



## Individual consulting on specific needs

4 hours per SME of coaching and mentoring centered around the following topics:

- Business development (marketing strategy, identification of partners, business contracts);
- Organisation (internal resources, digital transformation);
- Cooperation (innovation partnerships).



## Business mission in the selected country

1 European delegation per country :

- Australia: 6 SMEs
- Canada: 8 SMEs
- South Africa: 5 SMEs
- United Arab Emirates: 11 SMEs



## Monitoring phase

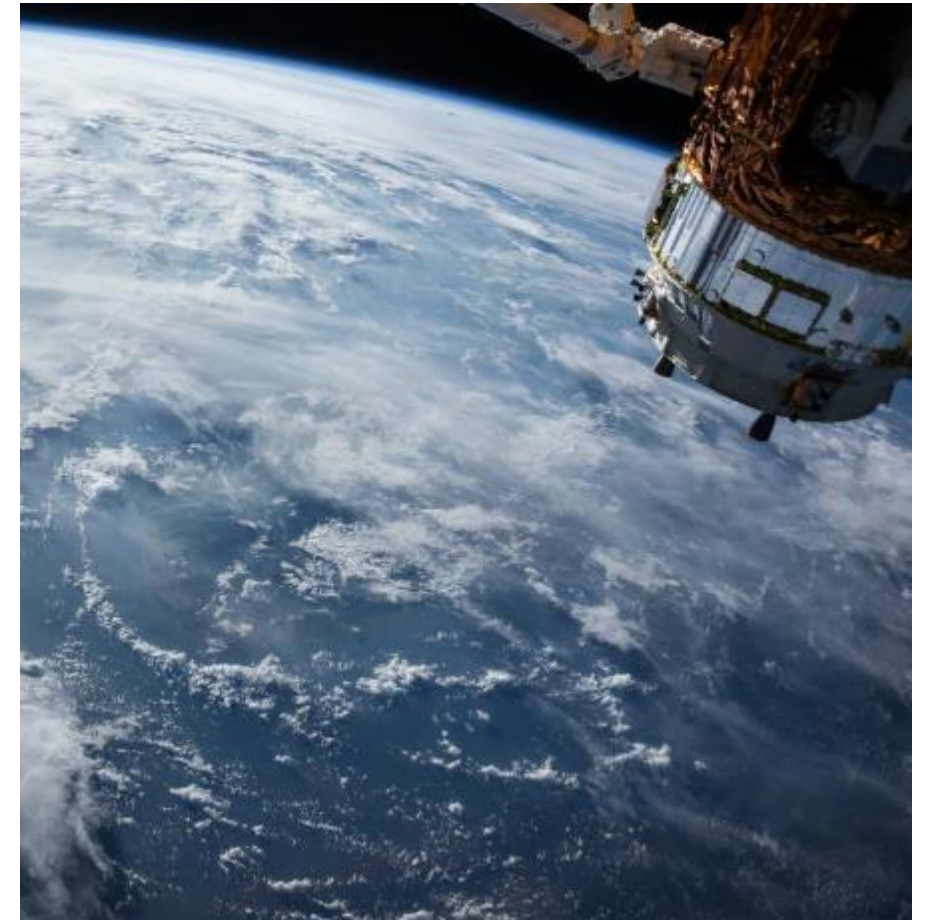
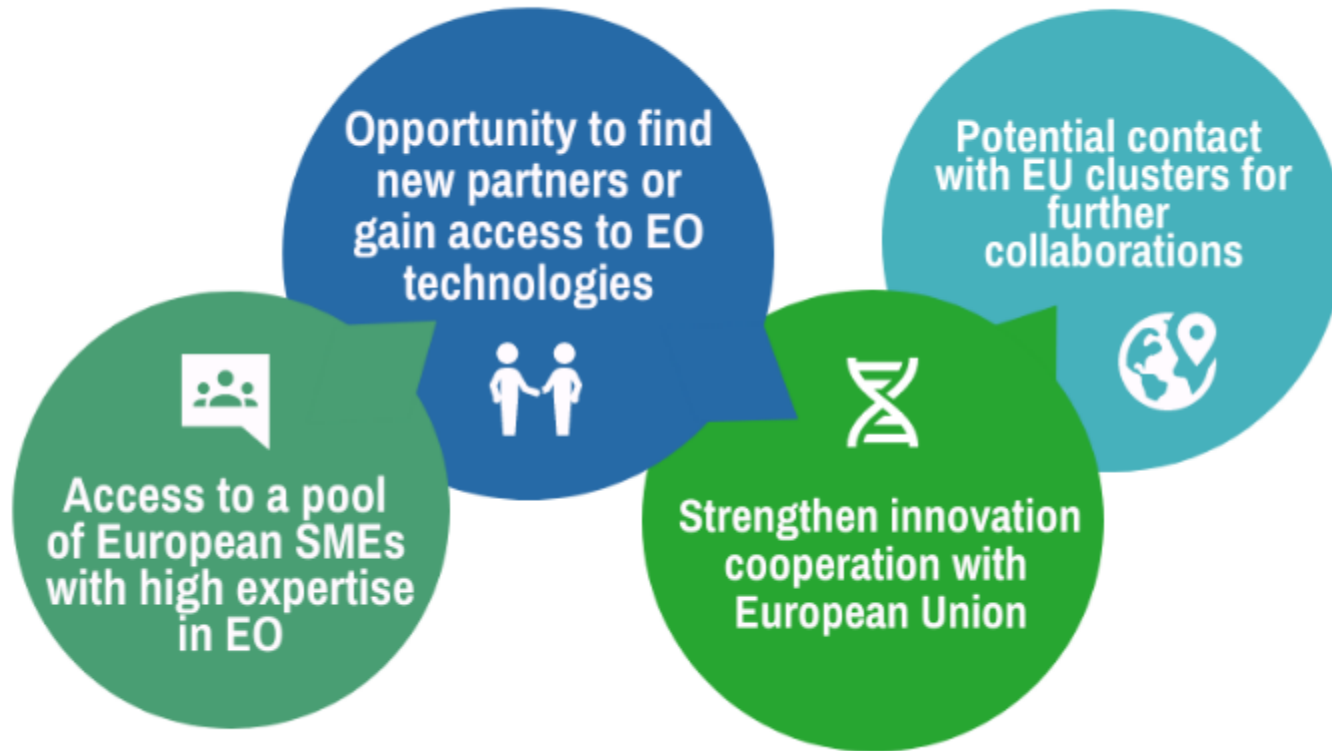
- A maturity assessment to assess the impact of the programme in the SMEs' internationalization process;
- Individual meetings to ensure the follow-up of the SMEs and help them to capitalise their first collaborations initiated during the missions;
- Ensure the sustainability of the Space2Waves community.



# Benefits for target countries



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# Space2Waves community



30 European SMEs have been selected through a call for interest to go to these international markets to develop collaborations, businesses and opportunities.



## CANADA

Bioceanor (FR)  
Elittoral (SP)  
Gisaia (FR)  
I-sea (FR)  
Riskaware Ltd (UK)  
Sammy (GR)  
Skyline Partners (UK)  
Waves'n See (FR)



## AUSTRALIA

Alba Orbital (UK)  
Auriga Aero (UK)  
Lstopografia (PT)  
Noveltis (FR)  
MoceanSense (PT)  
3DEO (UK)



## SOUTH AFRICA

Alisée Geomatique (FR)  
Aqass (UK)  
Eurosoft (IT)  
Geomatys (FR)  
Vortex.io (FR)



## UNITED ARAB EMIRATES

Action Air Environnement (FR)  
Apphia (IT)  
CMCC (IT)  
Consortis (GR)  
Digimat (IT)  
ExactEarth  
IMT (IT)  
Novotech (IT)  
Satlantis (SP)  
Satsense Solutions (UK)  
TechWorks (IE)



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# Space2Waves consortium

# A joint EU partnership

## Objective in Europe

Intensify Clusters and business network collaboration gathering actors developing Earth Observation technologies in Blue Growth sectors.

## Objective in the target countries

Build concrete partnerships with clusters or business networks in target countries and create a cross-border and cross-sectoral network focused on space and blue growth activities.





# Pôle Mer Méditerranée

To contribute to the sustainable development of the maritime and coastal economy and create jobs



## 6 STRATEGIC ACTIONS AREAS

- DEFENSE, MARITIME SAFETY AND SECURITY
- NAVAL AND YACHTING
- MARINE MINING AND ENERGY RESOURCES
- MARINE BIOLOGICAL RESOURCES
- MARINE ENVIRONMENT AND COASTAL PLANNING
- HARBOURS, INFRASTRUCTURES AND SHIPPING

## 2 TRANSVERSE AXIS

DIGITAL AND ROBOTICS TRANSITION AND ECOLOGICAL TRANSITION



### INTER-CLUSTER

Pôle Mer Bretagne Atlantique, twin cluster since 2005

### REGIONAL AUTHORITIES

AMCRE (Assemblée Maritime pour la Croissance Régionale et l'Environnement) • OIR (Opérations d'intérêt régional) • Parlement de la Mer • Littoral 21 • Conseil Maritime de Façade Méditerranée

### NATIONAL BODIES

CORICAN • CSFN • COFIS • Comité France Maritime • Cluster Maritime Français • France Energies Marines • Réseau des Pôles Ecotech

## INTERNATIONAL

- Strategic Partnerships
- Collective missions with Business France (Australia, Asia, United Kingdom...)
- Shared stands at international trade fairs (Euronaval, Oceanology International ...)
- Organization of radiation events (e.g. FOWT)

## SUPPORT SERVICE

- Post-project support (access to markets...)
- Strategic advice (fundraising, marketing, business development, industrial)
- BtoB meetings
- Enhancement through targeted events

## INNOVATION

- Over the entire life cycle of a project:
- Emergence support, partner search
  - Technical and financial expertise, editorial support
  - Referral to appropriate co-financing windows



## TRAINING PROGRAM

- Identification of vantage trades/skills on our channels
- Contribution to the emergence of new initial or vocational training courses
- With local authorities: by providing its expertise on strategic sectors and territorial training offers.

## EUROPE

- Awareness meetings
- Monitoring of calls for projects
- Support in the search for funding
- Search for partners
- Advice and support in writing the file

# A GROWTH ACCELERATOR

**30**  
STRUCTURING PROJECTS  
LABELLED FOR A  
R&D BUDGET OF  
**1310 M€**  
✓  
OF WHICH 13  
FINANCED

**75%**  
OF PROJECTS  
LABELLED  
BY THE POLE ARE  
CO-FUNDED

**428** LABELLED PROJECTS FOR  
A R&D BUDGET OF **1062 M€**  
OF WHICH **316** PROJECTS FINANCED FOR AN AMOUNT OF  
FUNDING OBTAINED OF **771 M€**



**37** EUROPEANS LABELLED  
PROJECTS

**15** LABELLED TRAINING  
PROGRAM

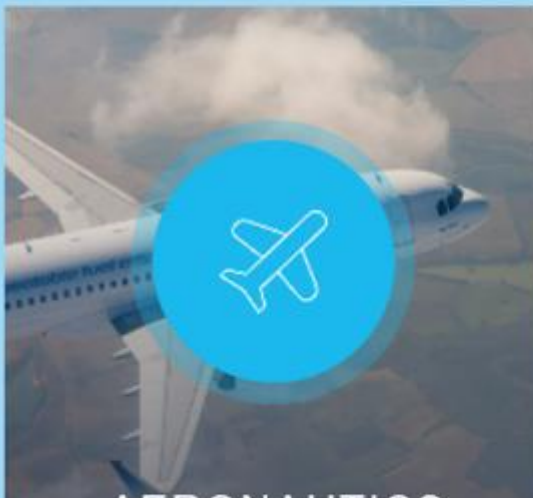


# Aerospace Valley

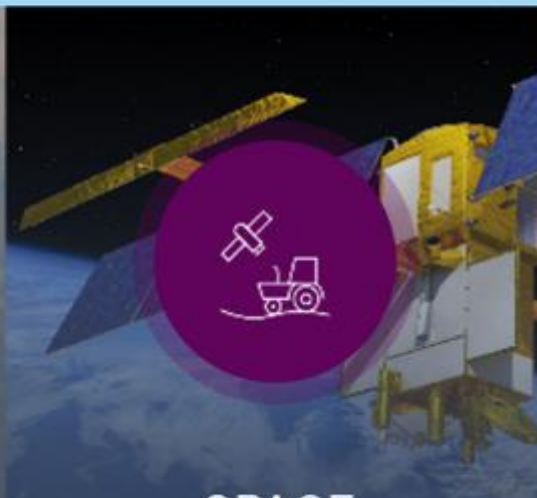


## Aerospace Valley, the leading aerospace sector competitiveness cluster in the world.

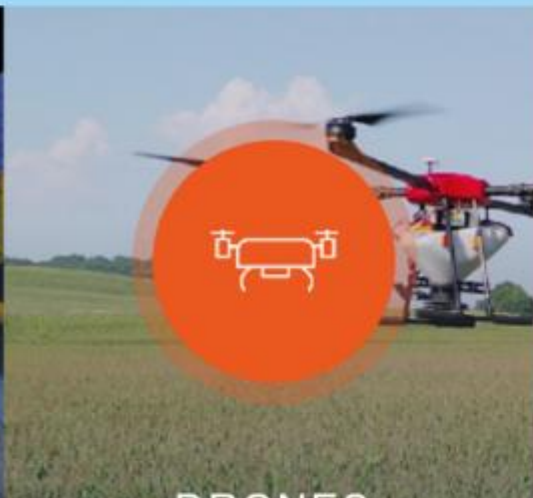
Serving 3 strategic sectors in regions **OCCITANIE/PYRÉNÉES - MÉDITERRANÉE ET NOUVELLE-AQUITAINE :**



AERONAUTICS



SPACE



DRONES

The Cluster is fostering the **DEVELOPMENT AND COMPETITIVENESS** of the aerospace sector and its actors in the territory.

**820+**

members  
(including more than 560 SME)

**619**



R&T projects  
financed

**1.6**  
Billion  
€

Total value of  
all projects



## Develop the Excellence of 5 communities to answer strategic challenges of 3 sectors

-  3 STRATEGIC SECTORS (S<sup>2</sup>)
-  5 ECOSYSTEMS OF EXCELLENCE (E<sup>2</sup>)



The Ecosystems of Excellence (E<sup>2</sup>) are the privileged link between members and markets in these 3 sectors (S<sup>2</sup>).

MSE has strong experience in successfully bidding for and delivering large collaborative projects with public and private sector funding.

MSE has access to a wide range of expert personnel across a number of disciplines with expertise in project management, technology transfer, supply chain mapping, funding applications, event management, PR and training.

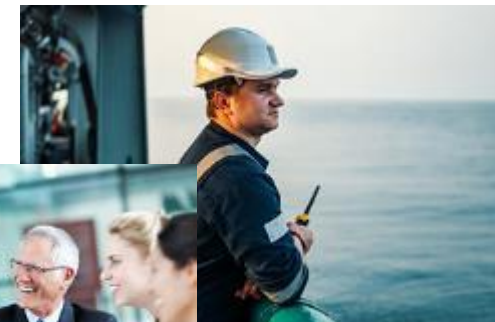
MSE aims to stimulate investment by private and public sectors in key areas of 'Blue Growth' such as maritime logistics, marine energy, maritime surveillance and the management of ocean resources.

Since becoming financially self-sufficient in 2010, MSE has successfully built up its project portfolio and international profile within Europe and North America.

MSE is internationally recognised as a marine cluster and actively participates within the global Blue Tech Cluster Alliance and European Cluster Collaboration Platform.

## Capabilities

- Builder of relationships and consortia
- Project management
- Catalyst for business investment
- Facilitator/creator of opportunities
- Trusted partner
- Communicator





# Corallia



To underpin and accelerate the development of sustainable innovation ecosystems

### Innovation Infusion

Incubation, acceleration & co-working programmes. The 'egg - start-ups/young' programme is a European Social Responsibility initiative by Corallia, designed and implemented in cooperation with Corallia, that supports young entrepreneurs in developing ideas and improving their business plan for young people in business.

The 'Service case - born' programme is a programme by the Prince Trust International implemented in Greece by Corallia, that supports young people in Greece to start their own business through training and mentoring to funding.

Designed for students, programs, and entrepreneurs alike, GalileoSpace is an event targeting throughout the weekend, teams imagine and design innovative services and products driven by technology and social impact goals.

The Copernicus Hackathon is a series, part of the European Union Copernicus Start-up set to facilitate the creation of disruptive and breakthrough solutions, new business opportunities based on Copernicus data and services in Athens, Greece.

Set up and operated at University a free-space place & service where students, researchers can make use of a data platform and design test their own applications.

## Business Drivers



### New Value Chains

Space-enabled Services (i.e. Cluster) Collaborator communities to support the commercial proof of cases products and the transfer of space technology to SMEs/LCA sectors.

Blue Growth (i.e. partners) support the development of new value chains in the Blue Growth sector and the reconfiguration of industries.

Personalisation (i.e. for the value chain) Support the opportunities, selection, personalisation, selection and the aging of the European population through a number of products and services innovation in different industrial sectors.

Industry 4.0 (i.e. partners & the end users) Digitalisation can be used to enhance the capabilities, improve productivity and increase the competitiveness of SMEs in various sectors.

Health & Ageing (i.e. partners) Health-related research is essential to enhance the capabilities for health-related research and innovation.

Cluster go international (i.e. partners) Cluster action for the internationalisation of European SMEs and the development of the cross-sectoral dimension of Cluster observance for Blue Growth sector.

Development of cross-sectoral and cross-industry value chains to focus the strategy of the Blue Growth sector, to support the development of the Blue Growth sector, to support the development of the Blue Growth sector, to support the development of the Blue Growth sector.

Creation of new value chains (i.e. partners) Digitalisation can be used to enhance the capabilities, improve productivity and increase the competitiveness of SMEs in various sectors.

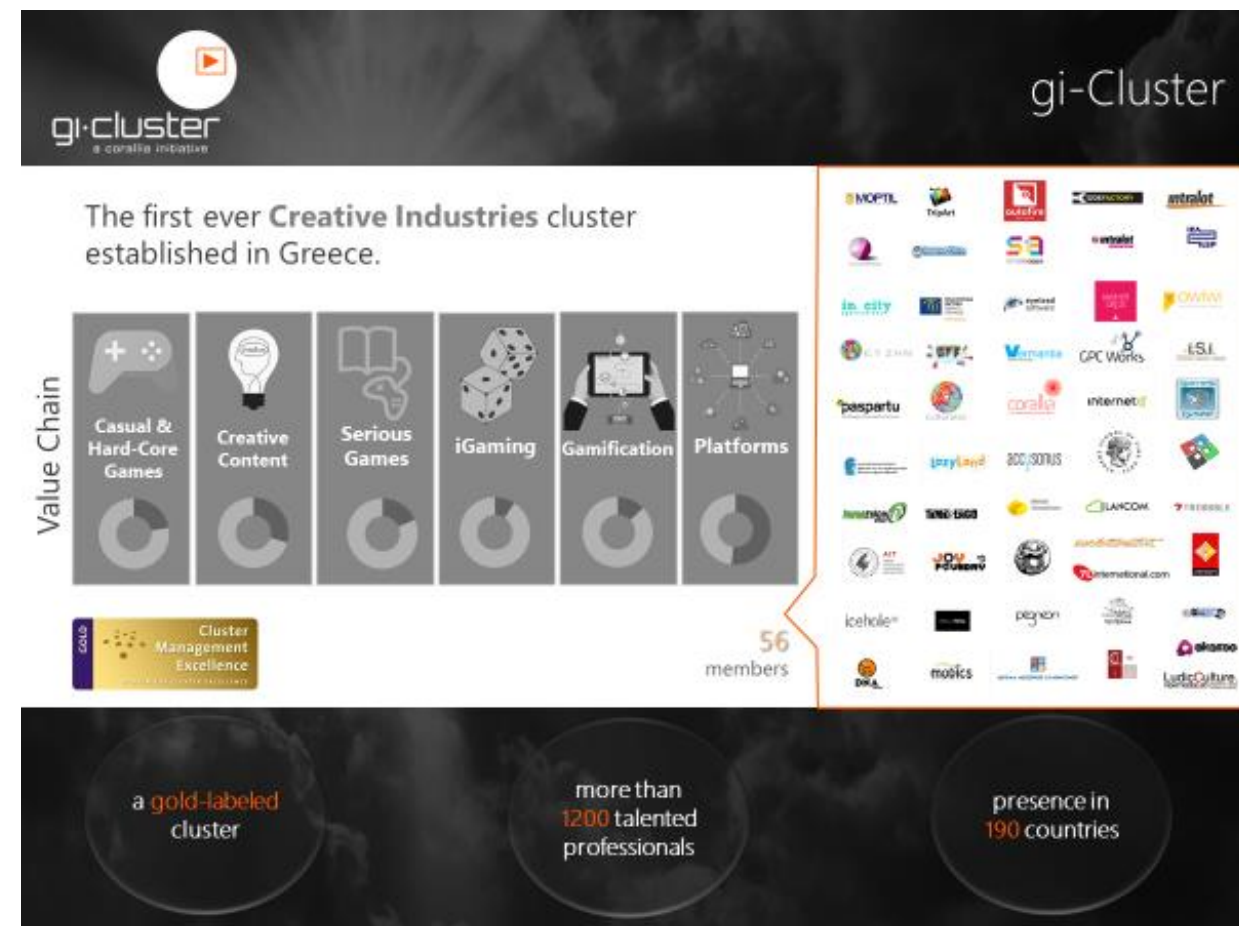
### 45 hosted companies

### Business Center

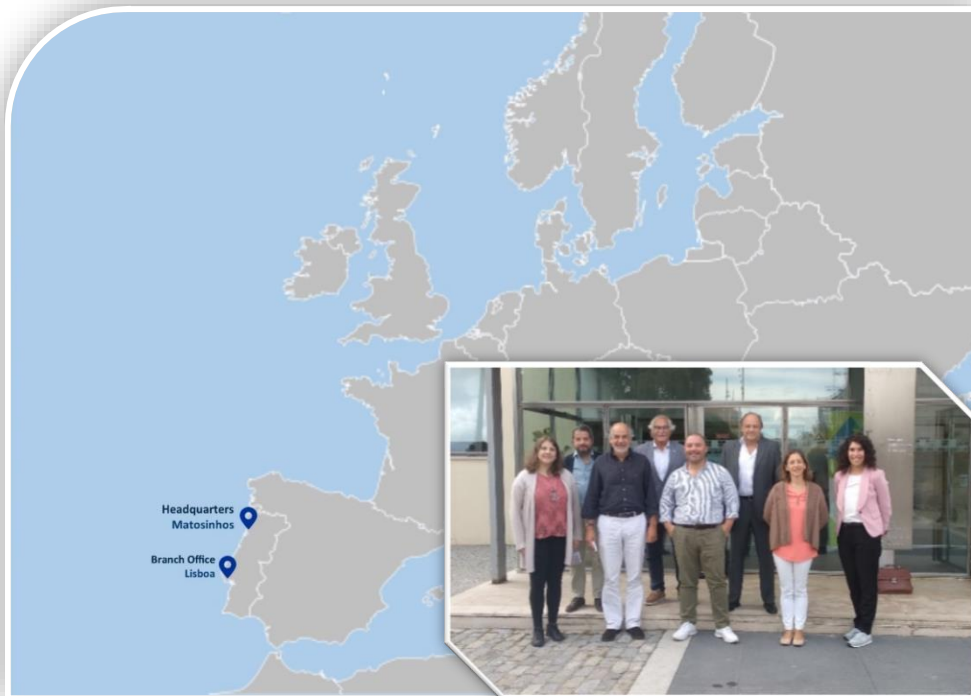
### Open Collaborative Spaces



## Two world class clusters



# Forum Oceano



**124 members covering different sectors of activity of Blue Economy**



**Public recognition** as an important stakeholder for blue economy



Recognised by the **Portuguese Government** as a  
**Competitiveness Cluster (2009 and 2017)**

Animation based on a **thematic working groups**

Participation in **Projects, Missions** and **B2B**

Participation in **international and national networks, cooperation** with other national and international **clusters**:

- BlueTech Cluster Alliance (**BTCA**), European Network of Maritime Clusters (**ENMC**), European Cluster Collaboration Platform (**ECCP**)

**Annual event Business2Sea** (16-18 November 2021):  
Conferences, Workshops and B2B focused on the Blue Economy

Portugal **Nautical Stations** Certification

National Hub **WestMED Initiative**

**Advisory service** to Blue Investment Funds (private and public)

# DTA Aerospace Technological Cluster

**DTA s.c.a r.l.** is a non-profit consortium company joined by the main enterprises in the aerospace field, three Apulian universities, two public and two private Apulian research centers.

Its **mission** is to increase the competitiveness of its members and the Apulian and Italian aerospace value networks by improving innovation capacity, creating new competencies and know-how, developing research infrastructures, pushing internationalization of the regional system.





# Contact us

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