



Space2Waves

INTERNATIONALISATION OF SME EARTH OBSERVATION
TECHNOLOGIES IN BLUE GROWTH



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



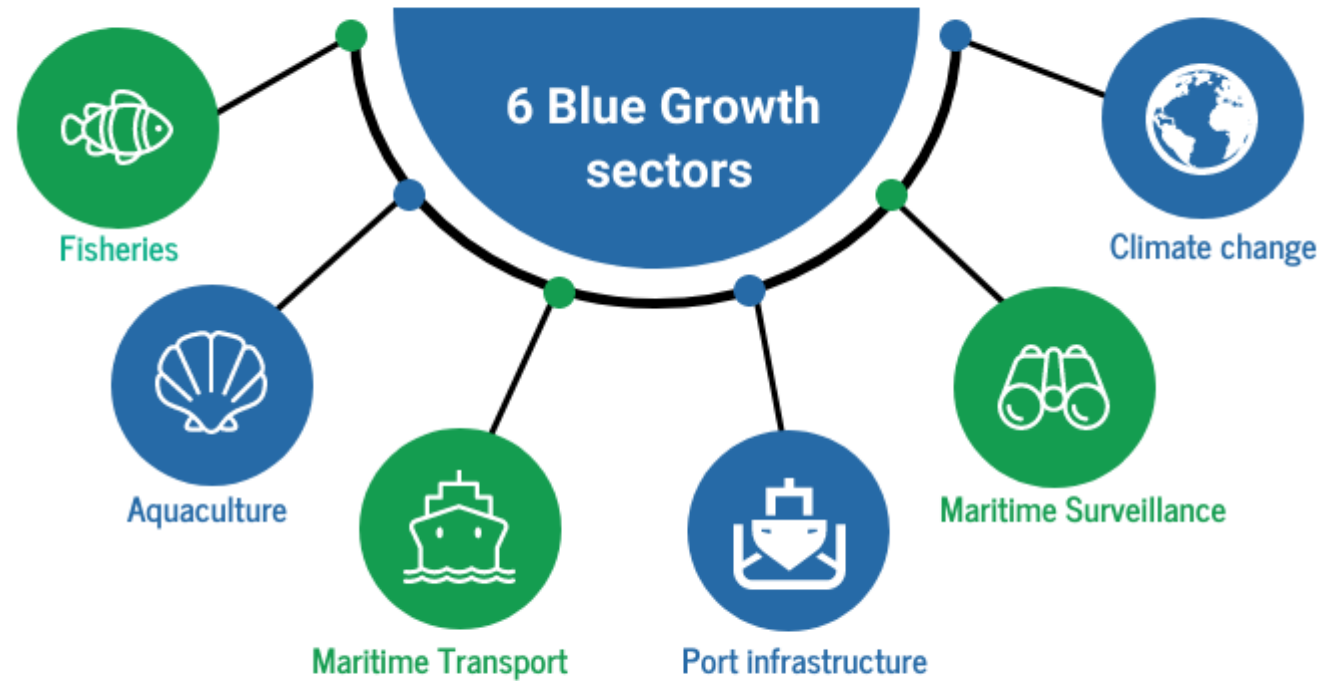
Space2Waves

Space2Waves at a glance

General objective



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



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.

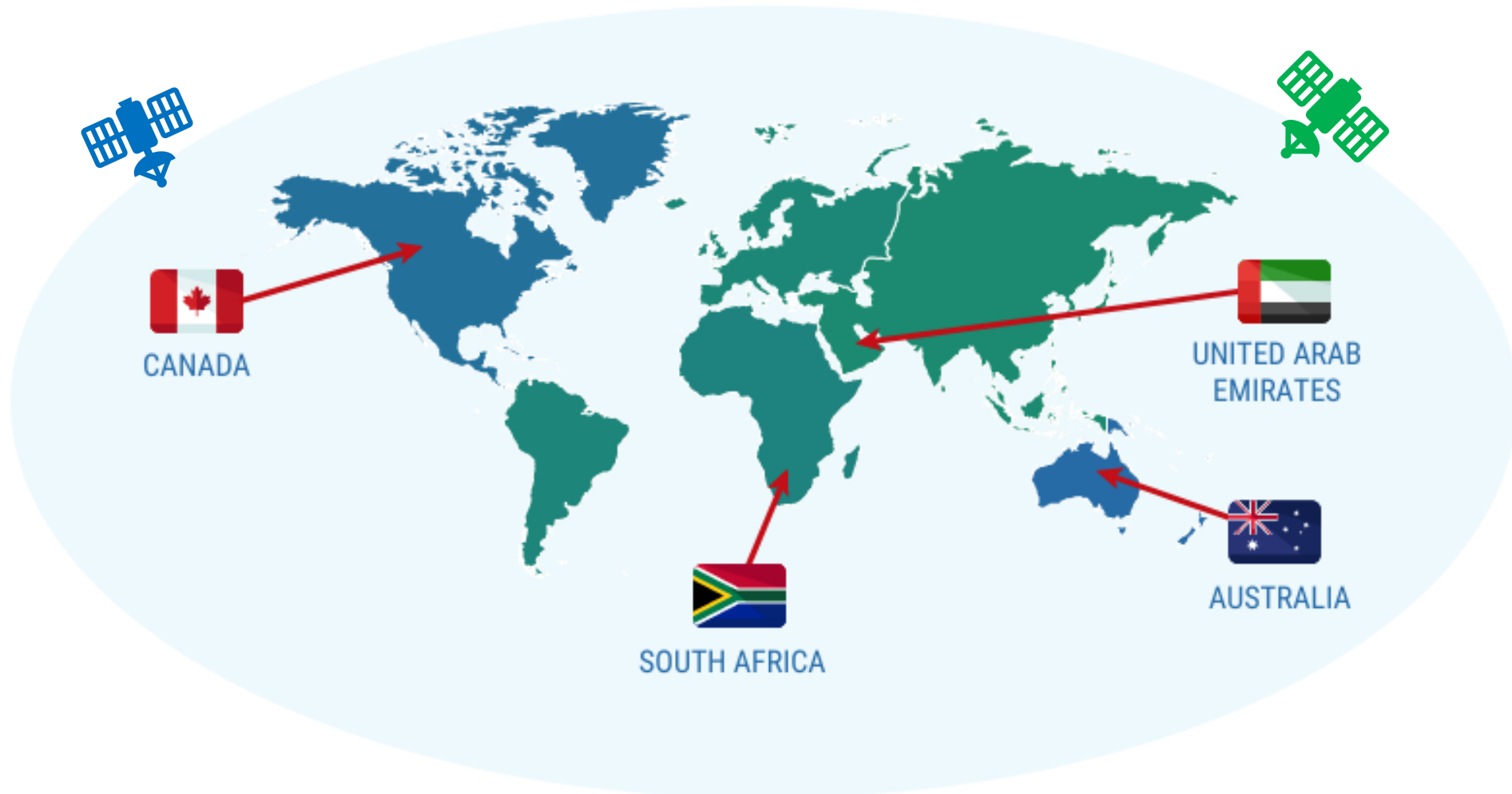
Implementation Phase

Implement the
internationalisation
strategy to support SMEs
competitiveness.

4 Target countries



Space2Waves



CANADA

UNITED ARAB
EMIRATES

SOUTH AFRICA

AUSTRALIA

Internationalisation programme at a glance



Space2Waves



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

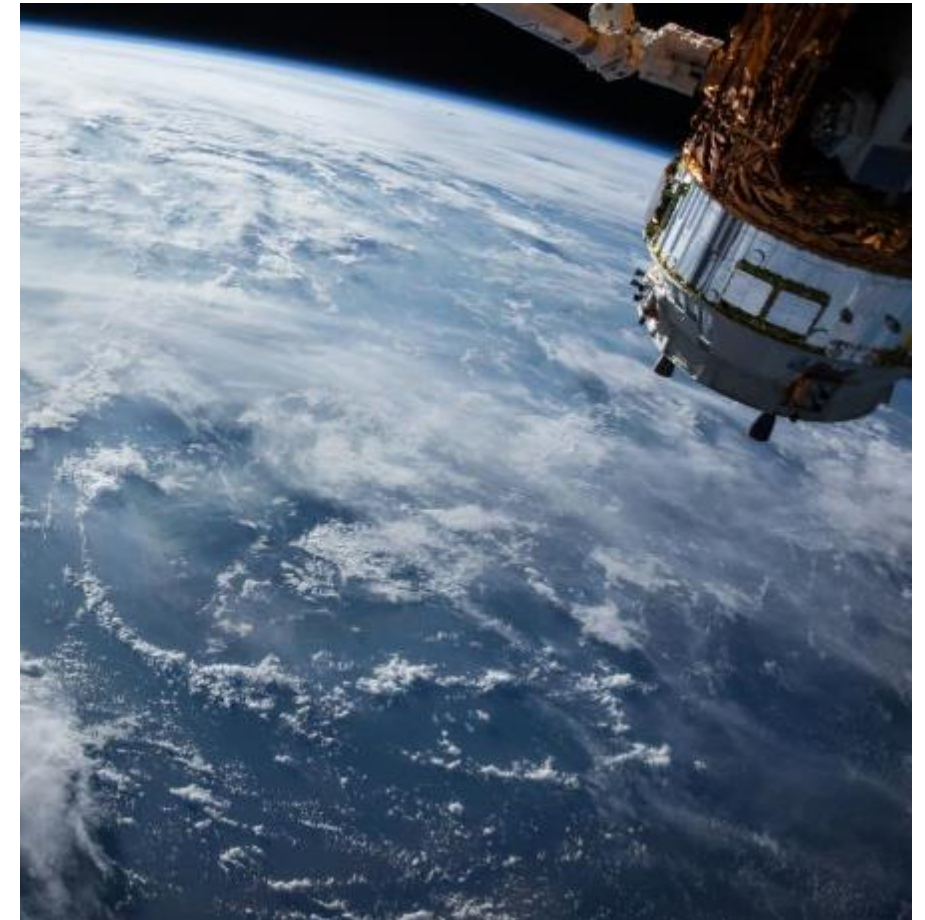
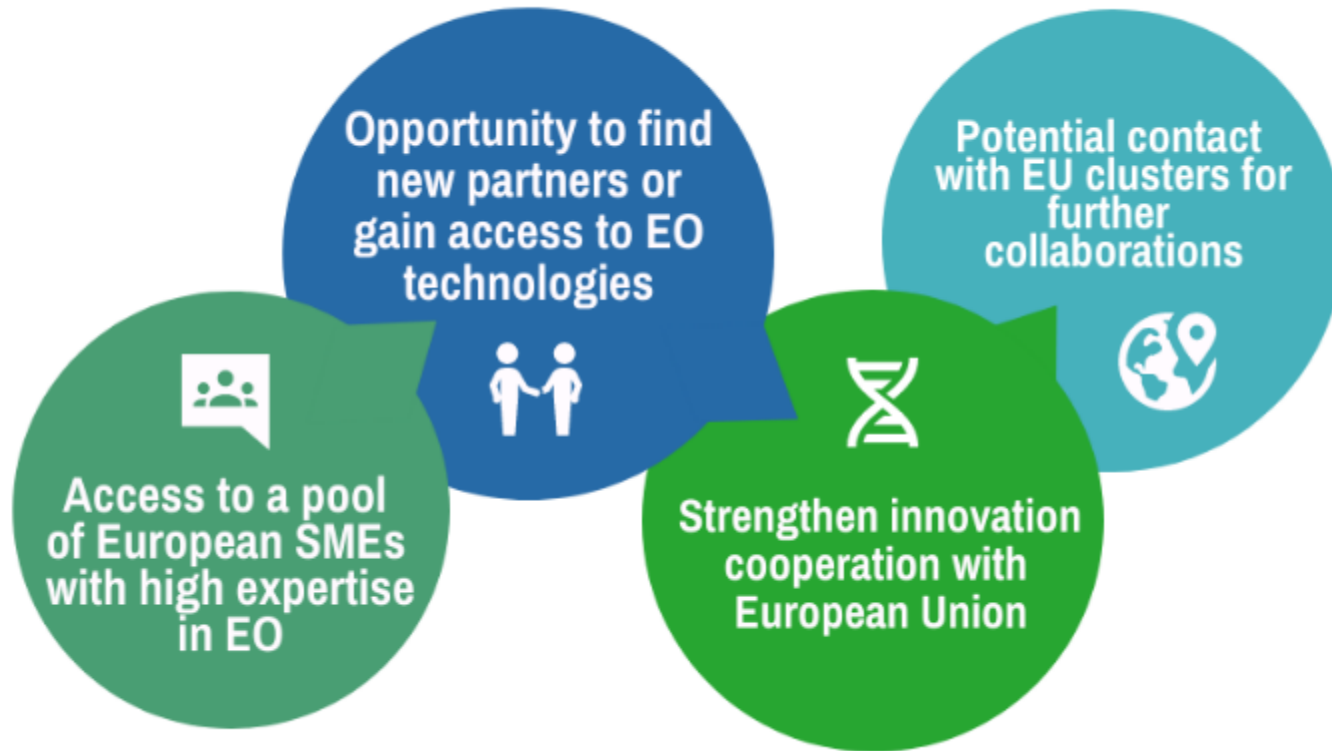
- A maturity assessment to assess the impact of the programme in the SMEs' internationalization process;
- Individual meetings to ensure the follow-up of the SMEs and help them to capitalise their first collaborations initiated during the missions;
- Ensure the sustainability of the Space2Waves community.

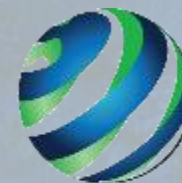


Benefits for target countries



Space2Waves





Space2Waves

Space2Waves community

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 Ldt (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)



Space2Waves

Doing business in

CANADA



RISK AWARE



WAVES'N SEE

SKYLINE
PARTNERS



BiOceanOr
Biology For Ocean

elittoral



SaMMY

For Smart Marinas.



i-Sea



BiOceanOr
Biology For Ocean



Who we are?

3 years old start up.

20 collaborators.

Solar impulse 1000 efficient solutions labelled:

<https://solarimpulse.com/efficient-solutions/aquareal>

Many prices including green tech and sustainability prices.

Present in several European countries, US and South America.



Contact us



www.bioceanor.com



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www.linkedin.com/company/bioceanor/

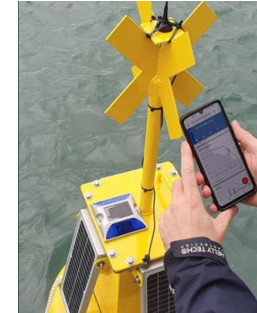
Expertise/competences

We bring aquaculture to the next level by giving water quality analysis and forecast for a better production management.

We can predict sensor drift and oxygen level, and soon a risk of Harmful Algal Bloom and bacteria.

It is also applicable to environmental monitoring.

Main products/services



Real-time analysis of water quality with alerts and advices.

Forecast of water parameters evolution to make better decisions



What we are looking for in Canada?

We want to disseminate the existence of our new technology to Canadian aquaculture market (stakeholders' network).

We would like to get the chance to prove the added value of our services to aquaculture production or environmental monitoring (POC, demonstrators).

A collaboration with Canadian water quality sensors manufacturer would be an excellent opportunity.





MARINE FIELD

- Water quality.
- Coastal management (beaches and ports).
- Detection of spills.
- Detection and monitoring of microalgae.
- Bathymetry.
- Benthic classification.

COASTLINE Y MAINLAND

- Degradation of protected natural areas.
- Land cover classification.
- Inventory of plant species.
- Control of irrigated areas.
- Evaluation of grazing areas.

EQUIPMENT

- **High-performance hyperspectral camera**
 - More than 300 spectral bands
 - Centimeter spatial resolution.
- **Laboratory analysis**
- **Software for image acquisition and processing**

CLIMATE CHANGE

- Generation and analysis of time series of oceanographic variables.
- Evolution of plant masses.
- Evolution of urban areas and land occupation
- Forest monitoring.



Who we are?

[Gisaia](#) is a geospatial intelligence company stemming from the Toulouse and European space ecosystem. We are members of the [ESA BIC](#) cluster.

We facilitate geospatial data value creation and addition with geo-analytics solutions and services. Our passion for location data comes from years of supporting clients to rapidly deploy technological solutions for deeper geo-big data analysis.

Contact us

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☎ +33 62 6 011 275

in [@Gisaia](#)

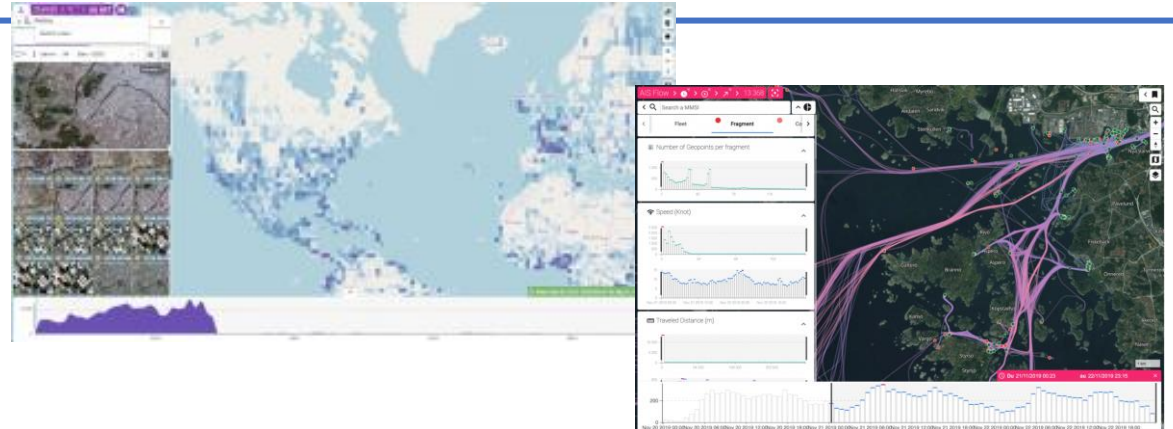
🐦 [@GisaiaGeoExplo](#)

Expertise/competences

- Geo-analytics
- Geo-big data
- Geo-data visualisation
- Open Source
- Machine Learning
- SaaS
- Earth Observation Data

Main products/services

- ARLAS Exploration
- ARLAS Proc ML
- ARLAS EO
- ARLAS Cloud
- Geospatial Intelligence Services



What we are looking for in Canada?

- ❖ Clients: seeking for solutions & expertise to valorise voluminous geospatial data
- ❖ Partners: offering data applications and looking for innovative geo-big data technologies to embed within their offer.





i-Sea



Who we are?


i-Sea offers Earth Observation-based products and services for the environmental monitoring of coastal areas, water and biodiversity.

The company founded in 2014 by coastal oceanographers who had been prototyping EO-based solutions since late 2000's, has become within a couple of years an established company in the field of downstream space-based services in France and a new player at the European scale.

Contact us

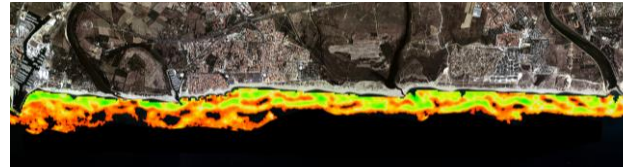
 <http://i-sea.fr/en/>

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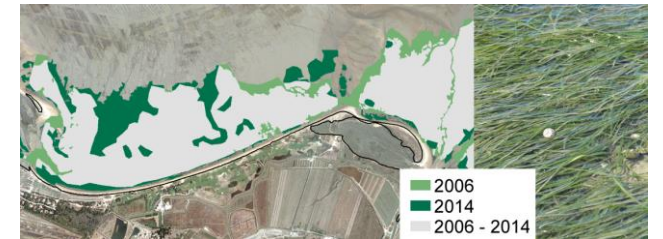
Expertise/competences

- Coastal bathymetry
- Coastline
- Biodiversity
- Water quality
- Hydrodynamics



Main products/services

- Coastal hazard assessment and monitoring
- Habitat mapping and biodiversity monitoring
- Coastal water quality monitoring and forecasting
- Hydrodynamic data and modelling



What we are looking for in Canada?





Who we are?

Riskaware is a leading incident modelling solutions provider. We excel at delivering actionable insight on environmental, human and security challenges worldwide. Our scalable incident modelling platform solutions offer superior situational awareness and critical decision support to governments and commercial organisations worldwide.

Expertise/competences

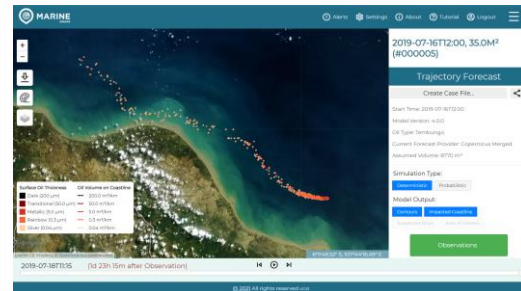
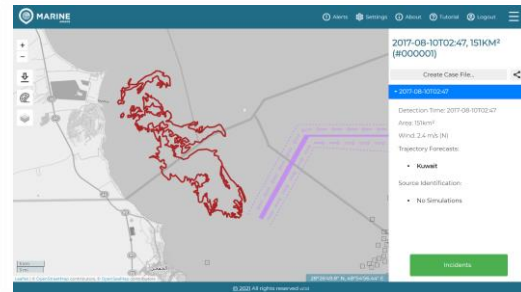
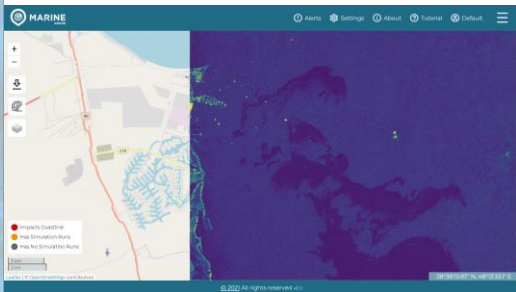
Since its incorporation over 20 years ago, Riskaware has been a leader in the field of dispersion modelling and hazard prediction. Initially in the CBRN and atmospheric domains, the company has now expanded into the marine sector. Riskaware's oil spill modelling products are used by the UK, US and Malaysian governments, as well as by commercial response and salvage companies in Africa, Asia and the Middle East.

Main products/services



MarineAware is a Surveillance, Modelling and Visualisation (SMV) platform for oil spill response and preparedness.

It incorporates satellite monitoring with dispersion modelling and source identification within a common data visualisation platform.



What we are looking for in Canada?

We are looking to build relationships with other organisations working in the oil spill response and preparedness sector. As well seeking those who wish to use our products, we would also like to find organisations how could help us enhance what we offer through supporting them, or by integrating their own capabilities.

The Canadian space sector has a world-class reputation in Earth Observation (EO). We are keen to engage and explore new ways to use space technologies and data to address global oceanic challenges.



Contact us



www.riskaware.co.uk

Tim Culmer, Marine Programme Lead

tim.culmer@riskaware.co.uk



Simon Agass, Business Development Executive

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Who we are?


SaMMY provides advanced smart services and systems in the global yachting industry market (marinas and tourist ports), similarly to the market breakthrough success of the existing smart city solutions.

The company is currently activated in Greek and Cypriot market providing services and solutions to more than 30 marinas and tourist ports. In company's medium term plans is to continue its growth in Mediterranean market and in parallel to exploit international market segments where the coastal tourism activities and yachting have significant presence.

Contact us

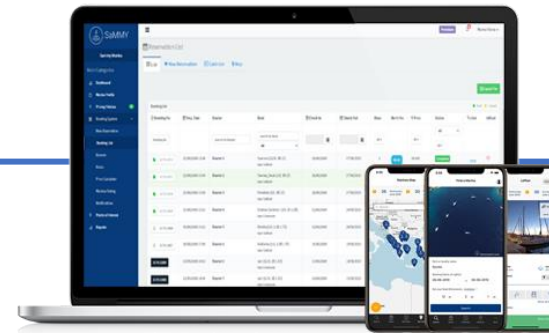
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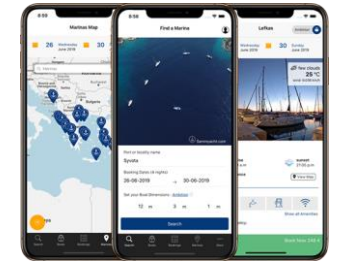
Expertise/competences

- Marina Management Systems
- Smart Ports
- IoT
- AI
- Smart Lighting
- Robotics and Drones



Main products/services

The platform is gathering and interpreting data from ultrasound sensors, meteorological sensors, wide-angle and thermal cameras, aerial and underwater drones and water quality sensors in order to monitor in real-time the conditions and provide information about the traffic conditions and vessel positions within the marinas or tourist ports. The services are delivered via multiple distribution channels (web, widgets, mobile app) that provide connectivity and communication between the marinas ecosystem with the yachters community like never before.



What we are looking for in Canada?

- Understand the Canadian market conditions and needs
- Evaluate SAMMY as a platform to international market segments
- Contacts and interested business parties for collaboration and distribution of the solutions
- Fundraising and connections with venture schemes





Who we are?


Skyline Partners is an InsurTech company who specialises in index insurance and parametric contracts utilising data and technology to create innovative risk transfer solutions.


With Skyline’s in-house technology platform INSDEX, powered by Gisaia technology, Skyline is able to explore weather and climatic risks globally with clients and utilising satellite data and applying data science and actuarial modelling techniques, structure new and innovative risk transfer solutions.



Contact us

 <https://skylinepartners.org/>

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Expertise/competences



Explore



Monitor



Manage

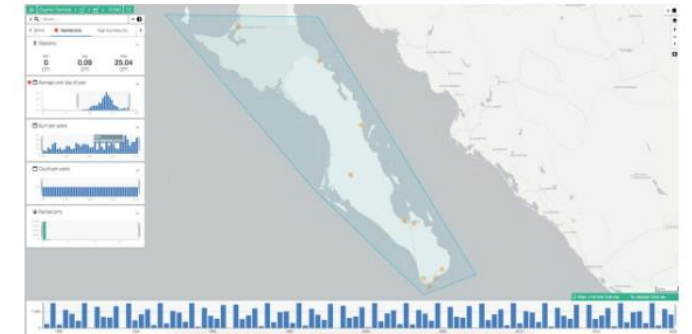


Transfer

Main products/services

Index Insurance Platform

- Catalogue of various data sources,
- key perils covered,
- >40 years weather data,
- >17 years satellite data,
- natural catastrophes,
- economic indexes,
- available worldwide.



What we are looking for in Canada?





Who we are?



Cooperative Company funded in 2015
composed of 8 people

Supported by



Soutenu par



Contact us

 wavesnsee.com

 alexis.robin@wavesnsee.com

Expertise/competences



Development Works
Monitoring



Environmental issues
sensibilization



Evaluation of protection
devices efficiency



Beach nourishment
optimization

Main products/services



Light installation
of video-cameras



Topography and Bathymetry



Shoreline monitoring



Sediment budget



Wave data



Client Access in Real-Time
with personalized indicators

What we are looking for in Canada?

We are looking to find local partners such as consultancy firms which are looking to diversify their offer with innovative technologies and can promote our offer in Canada.





Space2Waves

Doing business in

AUSTRALIA



NOVELTIS



Engenharia
GEOGRÁFICA



3DEO

albaorbital

mOcean
sense

AURIGA
aerospace

Who we are?



3DEO are a Data Visualisation platform provider serving port clients in the UK and Ireland from our UK and European offices.

We offer an intuitive, browser-based, 3D data visualisation platform combining all types of structured, semi-structured and unstructured data from any source into one central location. Our visual representations make data simple to understand and interact with, providing rapid access to contextual insights that inform faster, better decision making in real-time at operational and strategic level. By democratising access to information, we increase efficiency and transparency across the business.

Contact us



www.3deo.com



info@3deo.com



<https://www.linkedin.com/company/3deo-ni-limited/>



https://twitter.com/_3DEO

Expertise/competences

- Ports, Terminals and Harbours
- Systems Integration
- Data Governance
- Data Visualisation
- Internet of Things
- Digital Twin Technologies



3D Mapping



Asset Tracking



Sensor Reporting



Data Management

Main products/services

- Browser-based Data Visualisation Platform
- IoT Devices
- Project Management / Managed Delivery Service
- Port Technology Consultancy

What we are looking for in Australia?

Port/Terminal Operators and actors in the wider Marine community who want to analyse the wealth of data generated by their day-to-day business activities and other stakeholders to:

- Pro-actively respond to emerging issues in real-time and take targeted action to improve operational efficiencies
- Increase business efficiency by breaking down traditional information silos
- Create unfiltered insights into all aspects of the business
- Make faster, more informed strategic decisions
- Increase ROI through better application of physical and digital assets



Who we are?



Founded in 2012, Alba Orbital is the world's leading launch broker and manufacturer of 'PocketQubes' – the world's smallest commercial satellites (as small as 5x5x5cm).

We provide end-to-end services for newspace operators including prestigious clients such as Stanford University, Carnegie Mellon University & TU Delft.

We recently closed an impressive seed round to accelerate our mission to provide near-real time satellite imagery – [‘Imaging everywhere, every 15 minutes’](#).

Contact us

- ✉ contact@albaorbital.com
- ✉ caius.reza@albaorbital.com (Business Development)
- ✉ tom@albaorbital.com (CEO)

Expertise/competences

Democratizing access to space by lowering launch costs via tiny satellites!



Custom 'space as a service' missions and earth observation datasets with unprecedented revisit rates (15 minutes for entire globe).

Main products/services

- Ultra-high revisit EO data
- 'Nightlights' satellite data
- Low cost satellite platforms & launch services
- Ground station segments



What we are looking for in Australia?

We are looking for new partners who are interested in our new Earth imaging platforms and/or those who would like to launch their own custom missions.





Who we are?

Auriga Aerospace has been created to deliver UAS technology and services at a global level. Our team of innovators, engineers and operations experts have a strong pedigree in advanced aerospace technology with an unparalleled heritage in High Altitude programmes.

Auriga Aerospace is developing a broad base of complimentary revenue streams, underpinning the development of key capabilities for platform development and direct service delivery.

Contact us



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Our product

Target Earth Observation Sectors



Total Combined market £1,318m



HAPS Addressable EO Market
£250m



Auriga AU-420 Advantage

Over Satellites

- 50% → 10% of the Cost
- Faster to launch, changeable payloads
- Loiter capability enabling permanent observations
- Higher quality Imagery
 - 10-15cm v 31cm imagery
 - 0.15ms v 0.5s communications latency

Over Aerial imagery

- <50% of the Cost

Over other HAPS providers

- Lower operational cost means difficult for other HAPS providers access our identified core markets
- Faster to market for a 25kg payload, enabling new markets to be realised

What we are looking for in Australia?

- We see Australia as a target market for us in delivering HAPS as a service
- We are interested in meeting potential customers and delivery partners in country



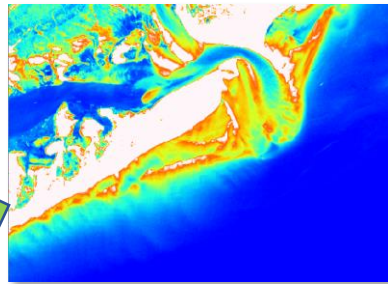


Engenharia
GEOGRÁFICA



Who we are?

We are a Portuguese business company in the geomatics sector, specialized in acquiring and editing geospatial information and producing cartography for industrial and scientific purposes.



Contact us



www.lstopografia.com



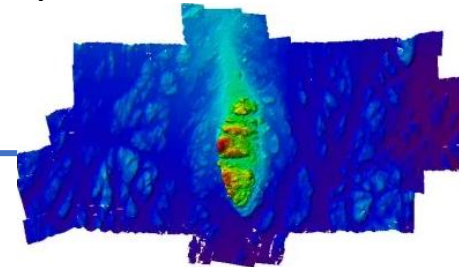
info@lstopografia.com



<https://www.linkedin.com/company/lstopografia/>

Expertise/competence

Skilled on Remote Sensing (Earth Observation) and Data Science, LS has a team of experts in hydrography and in the supply of satellite-based cartographic products with emphasis on coastal bathymetry.



Main products/services

We offer bathymetric data derived from satellite multispectral imagery, a tool for the identification of navigable areas. A near-zero carbon technology with global coverage of large coastal areas and reefs, short revisit period and no mobilization of persons or equipments.

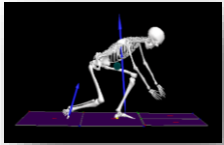
What we are looking for in Australia?

All those that rely on bathymetric data as an aid to develop their work, and that includes: Hydrographic offices, Dredging/engineering companies, Environment Agencies, Ports administrations, Universities and maritime research centers.





Who we are?



2011-2014: Scientific research



2015: Equipment development



2016: Business development



2017 Technological vigilance

Contact us



www.moceansense.com



marcio@moceansense.com



[linkedin.com/company/moceansense](https://www.linkedin.com/company/moceansense)

Main products/services



FLOW
SENSOR



3D FLUID DYNAMICS

+



CONTROL
SYSTEM

GEO
REFERENCE
+
LOCAL
ORIENTATION

=



NEW
METRICS



RELATIVE
INFORMATION

What we are looking for in Australia?

- Partnerships with universities, research centers, sports centers, nautical/aquatic sports federations;
- International visibility;
- Re-connect with important contacts;
- Find local and community collaborations;
- Networking opportunities;
- Learn about cultural differences;
- To elaborate a partnership pilot;





Who we are?

NOVELTIS is an independent private company, founded in 1998. Leading company in the field of Space, NOVELTIS has been taking part in the definition and development of future European and international satellite missions for more than 20 years.


By capitalizing on its Space experience, NOVELTIS has also developed a unique know-how in the sectors of Environment and Sustainable Development.

Thus, NOVELTIS provides innovative solutions for the characterization and monitoring of environmental phenomena, and for the prevention of risks at sea, on land and in the atmosphere.

Contact us

 <https://www.noveltis.fr/en/>

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 phone :+33(0)562881111

 <https://www.linkedin.com/company/noveltis>

Expertise/compétences

- Contribution in the development and promotion of Space missions
- Studies and expertise for the Environment and Sustainable Development
- Design of unique operational forecasting and monitoring services



Main products/services

- **enovOcean:** Unique e-platform to anticipate meteorological and maritime risks with reliable and innovative indicators
- Services for the forecasting and characterization of solar and wind energy
- **TechForFire:** Operational forecasting service for tactical firefighting.



What we are looking for in Australia?

Our motivation is to find a broader scope for our products and services that are successful in France and in Europe. We are particularly interested with countries surrounded by rough seas and strong currents, like South Africa and Australia. We are interested to meet both local companies and subsidiaries of European companies based in the south hemisphere.





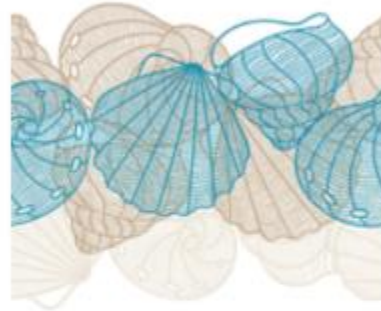
Space2Waves

Doing business in

SOUTH AFRICA



AQASS LIMITED



 **GEOMATYS**

 **Euro.Soft**
BEYOND INNOVATION

 **ALISÉ**
GÉOMATIQUE

 **VORTEX.IO**



Who we are?

We provide Geo Service and Geo Data for sustainable development in France, and for international stakeholders.

We develop innovative solutions of Geo intelligence (Geo Data from aerial / satellite images with Deep learning, hybrid Image processing process - Web carto - Data Viz app) for adaptative decision making in Land Use planning, and answer to climate change and risk.

Contact us

 www.alise-geomatique.fr

 contact@alise-geomatique.fr

Expertise/compétences

Produce

reliable, up-to-date and rich data sets that describe your territories

Analyse

Spatial analysis tools for mapping combining multiple indicators

Share

Pioneer in the Web Carto, we have developed a platform as communication supports

Main products/services

RISq'O: offers a global vision of the flooding risk



OBS CONSO

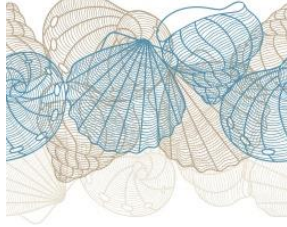
Platform for sharing, indicators and co-construction

What we are looking for in South Africa?

We look mainly forward to have the opportunity to join venture and new partnership, and to reconnect with international experience.



AQASS LIMITED




Who we are?

- [AQASS](#) is a water focussed micro consultancy & research company, strong research and commercial SA links;
- Core team has combined 50 years' international experience;
- Streamlined business model - engage Associates for specific project expertise and partnered with [marine geophysics](#) survey group;
- Strong academic and commercial experience;
- Core staff - Visiting Researchers @ University of Southampton (UK).

Contact us

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 Dr Simon Bray simon.bray@aqass.co.uk
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Expertise/competencies

- Water resources supply & management;
- Marine-estuarine ecology / pollution / impacts;
- Spatial data – satellite / drone imagery / statistics;
- R&D developing:
 - a) GIS - shipping management system (pollution / invasives);
 - b) Source to sea pollution, satellite solution.

Main products/services

- Satellite data analysis for spatial / temporal change;
- Meta analysis / database development;
- Application to estuarine-marine ecology & pollution;
- Source to Sea water quality management through online tools (GIS / satellite / drone);
- Port / harbour & shipping impact experience.

What we are looking for in South Africa?

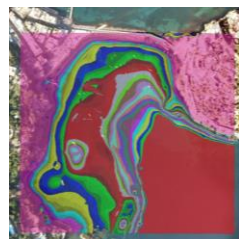
Contacts access & building on SA links as:

- Relevant people / organisations at ports / harbours, including environmental managers and commercial managers;
- Shipping port / harbour operators;
- Organisations / individuals responsible for water quality management, e.g. water companies, research organisations, academia etc.








Euro.Soft is a SME specialized in space software and tele-control systems design, development and supply. The company is active in co-operative programs mainly with several Italian and foreign organizations such as the Italian Ministries, Italian Space Agency (ASI), European Space Agency (ESA) and SKA Observatory. Euro.Soft is currently working in S.A. (Karoo desert) in the international projects SKA and Meerkat.



Contact us

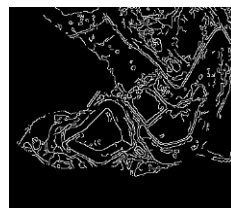
Euro.Soft Headquarter is located in Naples (Italy) - Via Nuova Poggioreale 60L - Centro Polifunzionale, Edificio 13 – 80143

-  www.eurosoftsrl.eu
-  +390812397764
-  info@eurosoftsrl.eu



Expertise/competences

- ✓ Earth Observation (SAR & Optical data),
- ✓ TLC satellite applications,
- ✓ NAvSat applications and systems,
- ✓ Telecontrol & Monitoring,
- ✓ Space electronics (ground segment and space segment / cubesat).



Main products/services

oneTcall is a service which allows to call and receive phone calls in areas not covered by telephone service (open water for instance): The service, enabled by satellite link, is world patented.

Other products:

EO: Landslides, Forest-Fires, Landfills, oil spill, maritime traffic, bathymetric surveys, sea currents.

NavSAT: weather routing, containers tracking, field-crew tracking.

TLC: E-health applications, civil protection applications, VoIP services.

We are promoting in South Africa our EO applications and our TLC service «oneTcall» for the maritime market and remote areas.

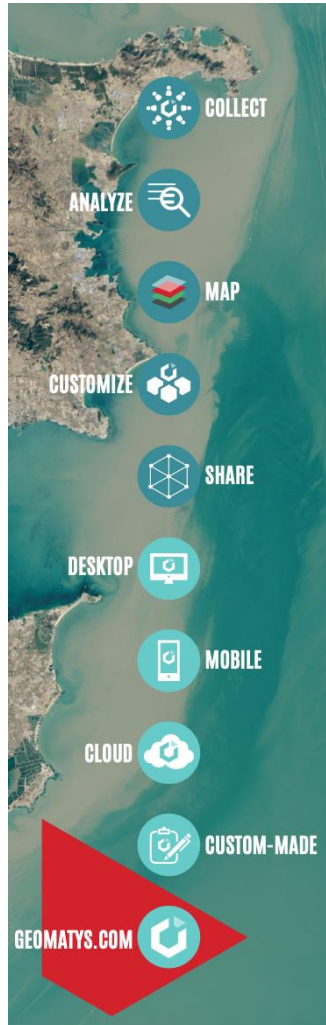
Potential customers are: shipping companies, cruise, cargo and ferries, oil platforms and remote villages.



The banner features the 'oneTcall' logo and a woman talking on a mobile phone. It lists four service categories:

- Cruise:** Careo ships & Cruise. Call other passengers for free.
- Airplanes:** Airline companies. Call home, call your friends, everywhere.
- Industry:** oil & gas, mining, campus, science. Phone-calls where there is no service. Continue to use your phone, your number!
- Yacht:** Mega Yacht. .. One touch your number everywhere





Geomatys makes the power of geospatial Big Data accessible.

We provide spatial data infrastructure for tracking, alerts, and risk monitoring systems that utilize large-volume geospatial data.



Let geospatial intelligence lead your decisions.

www.geomatys.com

✉ : contact@geomatys.com

☎ : +33 4 84 49 02 26

☎ : +33 4 65 08 00 13

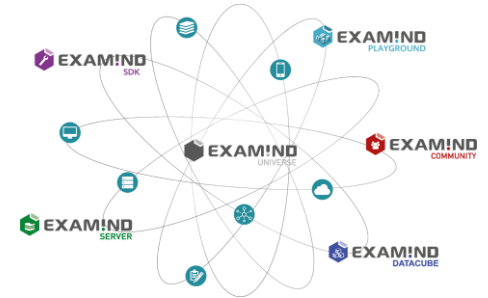
Expertise/competences

- ✓ Interoperability
- ✓ Big Data Analytics & AI
- ✓ Cloud Computing
- ✓ On-the-fly Processing & Analysis-Ready Data
- ✓ 2D, 3D & 4D Visualization
- ✓ Real-time Updates
- ✓ Oceanography
- ✓ Earth Observation
- ✓ Behavior Modeling



Main products/services

EXAMIND Universe
SAAS Platform



Tools and services to access, manage, connect, process, analyze, visualize and share geospatial data.

What we are looking for in South Africa?



Defense

- Maritime risk monitoring
- 3D simulations, Augmented reality

Marine activities

- Ocean Plastic Alert & Tracking System
- Marine spatial planning

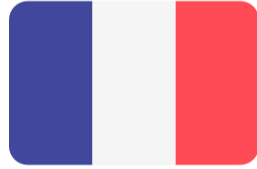
Shipping & Industry

- Asset monitoring & Route mapping

Space Agency

- Earth observation infrastructure





Who we are?

Vortex.io is a young french SME, funded in 2019, which aims to provide an all-inclusive real time monitoring service of hydrological systems, using non-invasive remote sensing instruments based on compact space-based altimeters.

Among its numerous fields of application, vortex.io addresses the governmental challenges towards water resources management and flood/drought risk assessment.

Contact us



Guillaume Valladeau, CEO & cofounder :
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Jean-Christophe Poisson, CTO & cofounder:
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Expertise/competences

- Space altimeter systems
- Remote sensing
- Water-related measurements
- Oceanography/Hydrology

Main products/services

- UAV-based service dedicated to both observation and measurement of watercourses
- Turnkey service providing real time hydrological database from in-situ compact and lightweight micro-stations

What we are looking for in South Africa?

Within South Africa, vortex.io aims to deploy its constellation of real-time hydrological measurements to complement existing in-situ networks and set up its anytime/anywhere database for the several customers interested in its turnkey service.





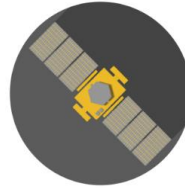
Space2Waves

Doing business in

**UNITED ARAB
EMIRATES**



SATLANTIS



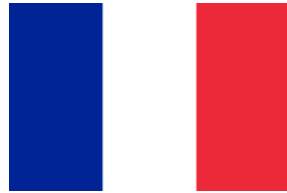
SATSENSE
SOLUTIONS



cmcc s.r.l.



CONSORTIS




Who we are?

Action Air Environment (AAE) offers fully integrated solutions regarding maritime environment. We own and operate a global fleet of 15 aircraft specially designed for operating maritime surveillance flights and equipped with high-tech sensors.

AAE offers services in various domains, such as fisheries resources assessment, IUU (Illegal, Unreported and Unregulated) fishing and maritime pollution.

Contact us

 <http://www.actionair-environnement.com/>

 Niels GOMONT
ngomont@action-air.net



Expertise/competences

AAE is specialized in real-time Earth Observation (EO) data acquisition and assessment in complex maritime environments:

- Analysis of fisheries resources
- Detection of pollution
- Ocean health
- Marine biodiversity
- Coastal survey



Main products/services

Marine Environmental Patrol Aircraft

- Possibility to integrate multiple sensors
- Retracting landing gear
- Long flight autonomy

What we are looking for in United Arab Emirates?

We are really motivated to take part in the Space2waves project as it seems to be a great opportunity to match and get to know European counterparts and work on our services complementarities.





Who we are?

ExactEarth Europe is a SME, with offices in the UK and Denmark.

Our parent company is exactEarth Ltd, a Canadian SME based in Ontario.

ExactEarth Europe operates in the maritime domain, providing global, real-time satellite and terrestrial AIS data to a wide range of commercial, NGO and government customers via our constellation of 58 satellites.

Contact us



www.exactearth.com

Simon Chesworth



simon.chesworth@exactEarth.com



Expertise/competences

ExactEarth Europe also provides satellite tracking services specifically aimed at smaller vessels and operate a low-bandwidth maritime satcom data service for low cost data retrieval from remote maritime assets.



Main products/services

AIS data are used for many different purposes: surveillance, security, fisheries management, logistics, safety.

Through the partner network it is possible to provide information on emissions from shipping – fleet-based or individual ships.

What we are looking for in United Arab Emirates?

Our motivation to take part in the Space2waves project is two-fold:

- To get to know other European companies with a view to possible partnerships / collaborations in the future,
- To be exposed to potential customers / partners in the UAE (and elsewhere)



cmcc s.r.l.



Who we are?

CMCC srl is a tech start-up working in integration of Earth Observation (EO) and numerical modelling to protect coastal resources and evaluate/predict environmental conditions favourable to the development of coastal activities.

Multi resolution coastal and atmospheric modelling is our strength which, in association with EO and in-situ data sources, is used to deliver fit-for-purpose solutions for the Blue Economy.

Contact us



<https://www.cmccsrl.it>



Giovanni Coppini
giovanni.coppini@cmcc.it



Expertise/competences

Sectors:

- ✓ agriculture
- ✓ finance
- ✓ coasts and ports
- ✓ energy
- ✓ fashion and clothing
- ✓ Insurance
- ✓ offshore
- ✓ oil&gas
- ✓ public health
- ✓ tourism

Main products/services

We apply data from climate scenarios and climate forecasts to many different areas and sectors.

What we are looking for in United Arab Emirates?

Our participation in the Space2Waves project was motivated by the possibility of creating a network of innovative partners, finding potential clients, and standing out as a reference company in the Blue Economy sector.





Who we are?

Our story began in 1991. IMT Srl is a forward-looking company focused on 3 types of activities:

- **Space:** design and development of Nano/Microsatellites and relevant On-board Units for Space Commercial, Scientific and Defense applications.
- **Parts Engineering:** Characterization and Testing of Electrical, Electronic and Electro-Mechanical components.
- **IoT Solutions:** design and development of IoT Solutions for Smart Cities, Environmental Monitoring, Infrastructure Monitoring and Agriculture.

Contact us

 www.imtsrl.it

Francesco Zaccheo

 francesco.zaccheo@imtsrl.it

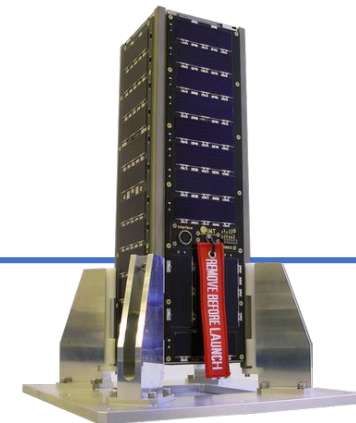
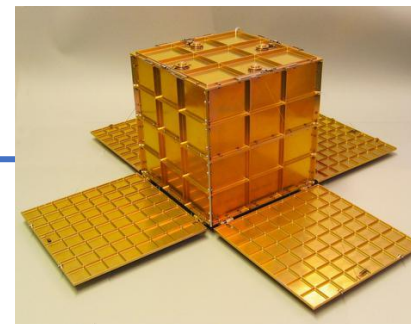


Expertise/competences

- ✓ Earth Observation
- ✓ Remote Sensing
- ✓ Deep Space Exploration Missions
- ✓ Environmental Monitoring
- ✓ Internet of Things
- ✓ Custom Payloads & Subsystems
- ✓ EEE Parts Engineering

Main products/services

IMT Srl can offer to the market very innovative and competitive solutions that meets the performance required for a wide range of applications.



What we are looking for in United Arab Emirates?

IMT Srl take part in the Space2Waves project with the expectation to find opportunities to build new international partnerships and collaborations.



S A T L  N T I S



Who we are?

SATLANTIS is a Spanish SME specialized in developing high resolution Earth Observation optical payloads and in providing satellite solutions for various applications.

SATLANTIS product line is based on iSIM, a technology that was validated in space in 2020, proving its sub-metre resolution.

The company has been working with some of the main Space Agencies in the world (JAXA, NASA, ESA) and recently closed an investment round of 14M€.

Contact us

 <https://satlantis.com/>

Marta Massimiani

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Expertise/competences

The iSIM portfolio includes payloads for micro and nanosatellites, operating from the VIS up to the IR spectrum (from 450 to 1700nm).

Such product-based expertise is coupled with the capability to offer full solutions to customers, tailored for a wide range of sectors of applications.

Main products/services

Various applications can be served by the iSIM payloads: monitorization of **linear structures** (coastlines, borders) and **key infrastructures** (plants, pipelines, harbours), **detection of methane leaks, shores and ocean pollution, disaster monitoring**, plus **security-related missions** in the maritime domain and on land.

What we are looking for in United Arab Emirates?

SATLANTIS has been building a network of partners to provide customers with end-to-end solutions and joining the Space2Waves initiative will enlarge the company's eco-system through collaborations in the Emirates, and within the Space2Waves community itself. S2W supports to explore the Emirates market as a place of internationalization in the Blue Growth sector, both in the upstream and downstream segments.





Who we are?

Apphia s.r.l. is an Italian engineering company registered in the Special Section in the capacity of INNOVATIVE SMEs.

The company designs and develops Information Communication Technology (ICT) systems for monitoring and controlling data / states of complex processes and decision support systems.

Contact us



www.apphia.it

Francesca Calabrese



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Expertise/compétences

Innovative solutions using the integration of data coming from sensors and earth observation for monitoring and controlling plants in blue growth sector.

In **aquaculture sector**, Apphia designs and develops innovative devices and sustainable smart solutions on the state of sea health and the quality of the marine environment.

Main products/services

Smart solutions to monitoring **environmental parameters** (temperature, pH, ...), waves, currents and the status of fish containment nets and anchors and by controlling plants. Solutions support the farmer in the identification of correlation between biological data collected and production data.

What we are looking for in United Arab Emirates?

By participating to Space2Waves project Apphia aims to contribute to the implementation of a sustainable blue economy, making its skills available for profitable collaborations with project partners and improving its collaborations with companies in the blue growth sector.





Who we are?

Digimat is an innovative SME founded with the aim of becoming an important point of reference between the realities of Lucania and national IT. Digimat specializes mainly in the design, development and validation of SW in the areas of EO, Health, SDI infrastructure useful for the management of spatial data, indoor and outdoor environmental monitoring systems, WEB portals, CRM for SMEs and customized solutions for administrations, public and private entities.

Contact us



www.digimat.it



Andrea Stella

andrea.stella@digimat.it

Expertise/competences

- agriculture
- energy
- cultural heritage
- public health
- space
- tourism

Main products/services

Smart solutions for environmental monitoring both outdoor and indoor, developing innovation for precision farming and earth observation.

What we are looking for in United Arab Emirates?

By participating to Space2Waves project Digimat aims to expand our knowledge and also make our skills available for profitable collaborations with partners and improving its collaborations with companies in many different sectors.



C O N S O R T I S



Who we are?

Since 2005, **CONSORTIS** strive to provide services that substantially improve people's everyday lives by combining earth engineering sciences with the latest technology.

CONSORTIS' portfolio embodies more than 500 public sector and European projects, as well as private ones for individual clients.

Our team consists of a group of experienced and highly qualified specialists, dedicated to provide high quality services to our clients.

Contact us <https://www.consortis.gr/en>

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**Anastasia
Triantafyllou**



triantafyllou@consortis.gr

Expertise/competences

CONSORTIS' core businesses focus on Geospatial services and Consulting services related to Environmental Engineering, Transportation, Urban and Spatial Planning and other similar fields.

Main products/services

- **Geospatial services** (*GIS analysis and applications, Photogrammetry, Land/Aerial Surveying*)
- **EO services** (*determination and simulation of land deformation phenomena such as coastal erosion and accretion*)
- **Environmental Design & Engineering**

What we are looking for in United Arab Emirates?

We constantly seek for new collaborations and partnerships since they provide a great opportunity to improve, expand and enrich our SME's services and products.

Using an international approach, we are aiming to export products and services to foreign markets and, conversely, import novel ideas and solutions from other countries for domestic use.





Who we are?

TechWorks Marine is a provider of oceanographic equipment and world-class solutions to monitor the marine environment, working in the private and public sectors both in Ireland and overseas. TechWorks Marine has worked with ESA since 2009 on a range of projects on topics such as offshore renewable energy, wave modelling, vessel detection, water quality monitoring and in-situ validation of ocean colour products.

Contact us



<https://techworks.ie/en/>



Sinead McGlynn
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Expertise/competences

We have a multi-disciplinary Satellite Remote sensing team, with expertise in optical, infrared, and SAR satellite data products for ocean and atmosphere. CoastEye, our proprietary data access web portal can be used as a decision support tool, offering access to high quality satellite information for our customers and clients.

Main products/services

TechWorks Marine specialise in the provision of integrated real-time monitoring platforms based around our range of TechWorks Marine Black Box (TMBB) data acquisition and transmission systems. This fully customizable system has proven its reliability time and time again on deployments for clients in Scandinavia.

What we are looking for in United Arab Emirates?

TechWorks Marine aims to provide robust, reliable and secure marine data from a variety of sources to clients in the Middle East and are keen to establish partnerships within the region.





Who we are?

NOVOTECH is an SME founded as spin-off from the Dept. of Aerospace Engineering of University of Naples “Federico II”. The Company can count on more 25 years of technical-scientific support to large and medium enterprises mostly in aeronautic field both for engineering and manufacturing activities. Nowadays it can be considered as a private and independent research center mainly focused on the development of advanced fabrication technologies and products mainly for transportation sector.

Contact us



www.novotech.it

Prof. Leonardo Lecce,
CEO and President



leonardo.lecce@novotech.it



Expertise/competences

NOVOTECH has significant expertise in design, production, testing and certification of aircrafts and parts of them. Furthermore, it has developed advanced skills in the development of composites based products realized by Automated and/or Out of Autoclave fabrication processes.

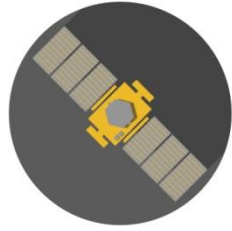
Main products/services

- SEAGULL, an innovative ultralight amphibian aircraft;
- Production of composite structures by automated and OoA processes ;
- Engineering support for design, production, V&V of structural parts for transportation sector.

What we are looking for in United Arab Emirates?

We are looking for Partners interested in the industrialization and commercialization of the SEAGULL aircraft and in general companies interested in the development of novel Urban Air Mobility vehicles.





SATSENSE
SOLUTIONS



Who we are?

Satsense Solutions is a UK based SME that uses satellite remote sensing and geospatial analytics to develop business and governance solutions.

We have developed services for the Marine, Aquaculture & Hydrocarbon sectors. Bespoke solutions can also be developed based on specific customer requirements.

Contact us



www.satsense.co

Pranav Pasari

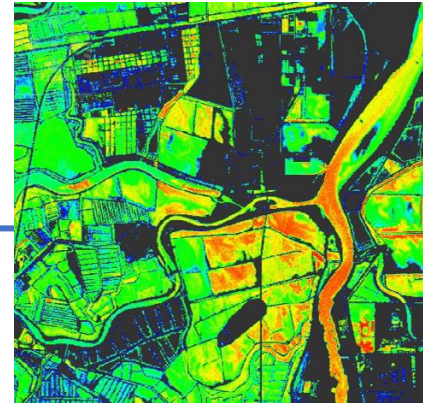


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Expertise/competences

- Synthetic Aperture Radar (SAR) data analyses
- Multi-spectral data analyses
- Geospatial analytics
- Time series analyses



Main products/services

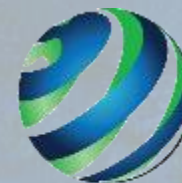
- Aquaculture Site Assessments
- EEZ Surveillance
- Satellite-derived
- Coastal Bathymetry
- Oil slick Detection
- Coastal Vulnerability Assessments



What we are looking for in United Arab Emirates?

We would like to be introduced to potential customers in the UAE. We would also like the opportunity to better understand customer and user requirements in the UAE. This would enable us to provide a stronger value propositions through the services offered.





Space2Waves

Space2Waves consortium

Contact us



Space2Waves



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Aerospace Valley

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Aerospaziale

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Space2Waves

Follow us

