IAF BUSINESS INNOVATION SYMPOSIUM (E6)
Entrepreneurship Around the World (5-GTS.1)

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IRANIAN SPACE AGENCY BUSINESS DEVELOPMENT PROGRAM

Abstract

Iranian space program has dedicated a specific line of attention to space economy specially as an outcome from private space sector, startups and entrepreneurs through Space Business Development Program (SBDP). This program is in accordance with global transition of space economy from governmental sector to private sector that shows promising future. The vision of this program is to enrich the impact of space on economy growth, facilitating entrepreneurship in space and improvement of daily life quality using space. SBDP mission is to identify and enable current entities, help creating new startups and encourage entrepreneurs to create value and benefit society using cutting edge space technology. According to SBDP, Space business is split into three segments:(1) Manufacturing space-based products or upstream space,(2) Ground and Space system operators or Midstream instrument manufacturers and(3) Utilizing space-based data to create a service or downstream space. The strategic support program is the result of questionnaire that was filled by space businesses and entrepreneurs declaring their top rank priority concerns that prevent their business growth. In this paper the challenges are identified and addressed one by one. The first and far most important requirement is governmental marketing and promotion of effectiveness of space applications. As a government dominated sector, the main customer of space related products and services are still state apparatus around the world therefore advising alternation in administrative affairs to benefit more from added-value space services has become SBDP's first step. The second concern for space startups is finance and funding. Low number of national success stories concludes in lack of trust while international space economy growth persuades the investors otherwise. Still cash flow in terms of angle investment or venture capital is happening slowly. The third step is overhauling regulations to allow free flow of innovation and purchasing services from newborn startups. These concerns alongside other requirements are concluded in 8 specific solutions in SBDP that accumulate latest national entrepreneurship potentials including(1) technical promotion and marketing, (2)supplying satellite data from different sources, (3) capacity building, (4)networking, (5)infrastructure, (6)facilitating regulation, (7)guild system and technical grading and (8)finance. Within 2 years of execution of SBDP, 20% growth in number of startups is demonstrated. 33% of identified companies are active in upstream, 29% midstream and 38% downstream. The SBDP has begun to influence Iranian space economy as well as space entrepreneurship in many other ways as well that are to be reported in this paper.