

BUSINESS INNOVATION SYMPOSIUM (E6)

Innovation, Entrepreneurship & Investment: The Macroscopic Perspective (3)

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SPACE SOLUTIONS ALLIANCE: ESTABLISHING CROSS-INDUSTRY PARTNERSHIPS TO
PROMOTE SPACE INNOVATIONS**Abstract**

The potential for technology transfer and the creation of new businesses based on space technology and space data is enormous. While the public interest in space activities is rising, and private investment in space developments is growing rapidly, it is important to use this opportunity of paradigm changes to create a more intense engagement between space and non-space industry. However, this potential is still mostly known within the space industry, and spin-offs are often created by space experts. Increasing cooperation with non-space industry through dedicated partnerships and alliances has some major objectives: Further promotion of the opportunities stemming from space technologies and space data to new potential technology “receivers” and new cooperation and sales opportunities for space spin-offs. But also the cooperation opportunities with non-space market experts, who can either help to adapt space technologies to the needs of new potential target markets, or who can support space innovations with knowledge and success criteria from the non-space industry, can be of high relevance for spin-in opportunities. Such cooperation opportunities with non-space enterprises and institutions cannot only give start-ups extended promotion in their new, respective non-space markets, but it also enables them to find potential partners more easily. Such partnerships can be based on common development and use of expertise, but it can also mean that small start-up companies can get access to technology infrastructure provided by larger companies that, without such partnerships, they would not be able to afford. By developing a working industry partnership scheme, a Space Solutions Alliance, ESA’s Technology Transfer Programme Office will explore in how far start-ups supported by the ESA Business Incubation Centres (BICs) and young enterprises targeting the space industry can benefit from such partnerships, and how they can increase their network and customer basis, both within ESA Member States and beyond.