## 33rd IAA SYMPOSIUM ON SPACE POLICY, REGULATIONS AND ECONOMICS (E3) Economics of Procurement in Space Contracting (6)

Author: Ms. Rosa Maria Lucia Parrella Agenzia Spaziale Italiana (ASI), Italy, rosa.parrella@asi.it

Dr. Osvaldo Piperno Italian Space Agency (ASI), Italy, osvaldo.piperno@asi.it

## SPACE SECTOR ATTRACTIVENESS FOR START-UPS: EVIDENCES FROM ITALY

## Abstract

The New Space Economy has changed the space sector by allowing the entrance of new industrial, financial and commercial players. Space has become "accessible to everyone", and a large number of small companies, even though not immediately linked to space, have found the opportunity to develop their business ideas within space sector. This is evidenced by some European programmes, which are registering for the first time a high participation of non-space actors.

This article mainly aims to answer to the question: how is the space sector capable of attracting small companies from outside?

The Italian case is presented as a successful experiment of a new dynamic growing eco-system for private and public stakeholders. The authors also investigate the usefulness of factors like availability of qualified skills, logistical and infrastructural tools, beside financial resources, for the diffusion of innovation and technology transfer, to understand also at what extent aggregation promotes the exchange of skills and technological creativity for commercial purposes.