

IAF BUSINESSES AND INNOVATION SYMPOSIUM (E6)  
Interactive Presentations - IAF BUSINESS INNOVATION SYMPOSIUM (IPB)

Author: Ms. Grecia Olano O'Brien  
Concordia University, Canada, grecia.olanob@gmail.com

EXPLORING CHALLENGES AND OPPORTUNITIES FOR SPACE START-UPS IN CANADA

**Abstract**

Canadian start-ups play an essential role in driving innovation and expanding the country's presence in the global space economy. Nevertheless, start-ups face various challenges as they try to reach their commercial objectives and sustain their operations. One of the most significant challenges encountered by start-ups is securing funding to get off the ground and to run their operations. While funding remains one of the most significant obstacles, other barriers include lack of visibility, intense competition from other countries, shortage of skilled workers, to name a few.

This paper primarily focuses on proposing solutions to increase the visibility of Canadian start-ups, both at a national and international level, and to develop a collaboration framework that will allow the sharing resources, knowledge, and expertise between start-ups and more established companies. Start-ups can access the expertise, technology, and infrastructure of established companies, while established players can tap into the innovation and agility of start-ups. Such partnerships can expedite product development and the expand the scope of market opportunities. Lastly, this study also discusses how Canadian universities and other educational institutions can support the space start-up ecosystem by developing specialized programs and courses tailored to the needs of start-ups.