



Empowering  
innovation intermediaries  
to generate sustainable  
initiatives to incentivise  
and accelerate  
the commercialisation  
of space innovation

## D3.2 Support Initiative Deployment Plan for Greece



This project has received funding from the European Union's Horizon 2020 Framework Programme for Research and Innovation under Grant Agreement no 101004212.



**Grant Agreement 101004212**

*Empowering innovation intermediaries to generate sustainable initiatives to incentivise and accelerate the commercialisation of space innovation*

**COORDINATION AND SUPPORT ACTION**

## D3.2 Support Initiative Deployment Plan for Greece

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## Executive Summary

The deliverable, D3.2 Support Initiative Deployment Plan Greece, focuses on the measures taken to generate local support activities and describes the future initiatives. The work to be carried out for the WP3 by each pilot is in relation to tasks 3.2 – Generation of local support initiatives by InnORBIT's innovation intermediaries and delivery of business support services (M13-M20).

This document is divided in six sections:

- Section 1 comprises the introduction to the Initiatives concept;
- Section 2 describes the main relative achievements of Corallia as an innovation intermediary
- Section 3 describes the Space Café Initiative
- Section 4 describes the Space Hackathon Initiative
- Section 5 presents the Management Team & the Local Stakeholders
- Section 6 is focused on monitoring methodology and on sustainability

## 1 Introduction

The goal of InnORBIT is to generate up sustainable local initiatives to foster and support space innovation in South Eastern Europe and Central Eastern Europe (CEE and SEE) This is achieved through a chain of programmes and actions, starting with the Capacity Building Programme (CBP), followed by the Initiative Deployment Plan (IDP) which is implemented during the Business Support Programme (BSP). The CBP consists of a roadmap of support and training, including trainings on the specific initiatives, implemented with the assistance of entrepreneurs, startups and scaleups.

The CBP actions of InnORBIT are crystallised in the IDP of each pilot country. This plan is the document that Corallia an innovation intermediary develops, with the support of InnORBIT, and which describes in detail the actions for each initiative to be executed during the CBP.

This document is the IDP for the 1<sup>st</sup> pilot round of Corallia in Greece. It includes two initiatives; the **Space Café** and the **Space Hackathon**, aiming to create synergies, networking and inspiring ideas and solutions.

Both initiatives will be hybrid. In case that due to COVID-19 hybrid events are not permitted, the events will be only digital.

For the second round, the SIDP for Greece will be updated based on the feedback of the first round, with the aim to establish a series of Space Cafés and implement additionally one Space Hackathon.

By following the Capacity Building Programme supplied by InnORBIT, Corallia has an improved understanding of the training needs of potential future entrepreneurs. For the following months, Corallia will bring together different stakeholders, potential local entrepreneurs, start-ups and scale-ups in order to improve networking, synergies and help them to benefit through InnORBIT services. The InnORBIT toolbox could be used for on-boarding start-ups and entrepreneurs that would like to benefit from the InnORBIT training component.



## 2 Innovation Intermediary – Corallia

Corallia is an **incubator, youth entrepreneurship accelerator, and multi-cluster facilitator** with a vision to develop an environment with the right framework conditions to **allow sciences, innovation and entrepreneurship to flourish**. Among its main achievements are:

- **The delivery of the youth entrepreneurship programme [beyourownoss](#), (BYOB)** in cooperation with the Prince's Trust International (300+ entrepreneurs-to-be every year). The Programme is offered to young people aged 18-35. Participants attend a four-day interactive Explore Enterprise Course, 1-1 mentoring for up to 12 months to develop, design and test their business idea and mature their business plan.
- **The establishment of the most prominent business accelerator in Greece, the [egg – enter.grow.go](#)**, in cooperation with Eurobank (30+ startups every year). The egg offers opportunities for startup mentoring, coaching, marketing, networking and extroversion via two discrete yet complementary business-support platforms: the egg Startup, and the egg Scaleup business acceleration platforms.
- **The management of the [ESA BIC Greece](#) (European Space Agency Business Incubation Centre Greece)** in cooperation with ESA and the Ministry of Digital Governance. The Incubator aims to create and strengthen the community of successful space related startups in Greece, by supporting 25 incubatees over a period of 5 years under the ESA BIC Programme scheme.
- **The foundation of the [si-Cluster](#) (space technologies and applications cluster)** aiming to develop Greece as a leading region for space technologies and applications with a high international visibility, capable of developing and attracting high impact research, development and innovation and business activities. Corallia, through the si-Cluster, brings together more than 70 private and public actors in the field of space technologies and applications and provides an efficient framework around themes of common interest to reinforce the competitive advantage of its members.
- **The implementation of the first CASSINI Hackathon** (Greek local organiser) during spring 2021. [CASSINI Hackathons](#) is a large Europe-wide hackathon, happening in 10 locations simultaneously, connected through an online virtual hub. CASSINI is a new initiative of the European Commission to support space entrepreneurship and to stimulate the use of space technologies, data, and services, delivered by the European flagship programmes Copernicus for Earth observation and Galileo for satellite navigation, also in sectors outside the space environment.
- **Copernicus Hackathons in Athens (2018, 2019 & 2020):** 3 Copernicus Hackathons organised in Athens, aiming to promote the use of Copernicus Data among young entrepreneurs. CopHack 2018 managed to attract more than 100 registrations & 60 participants during the days of the event, while 4 training events were organised from companies and researchers alike, to demonstrate the use of Copernicus data in practice ([video](#)). CopHack 2019 managed to attract the record number of 170 registrations. 14 teams participated at the event, while 3 pre-Hackathon Trainings were organised. CopHack 2020 was the first CopHack to take place completely online (virtual hackathon). The hackathon managed to attract 120 registrations. 7 teams (35 participants) reached the final stage of the hackathon and presented their ideas, while 4 training events were organised. In all three Hackathons, a large number of private companies sponsored the event (Airbus, Thales Hellas, OHB Hellas, Terra Spatium, Planetek Hellas, EFA Group, etc.) while the Ministry of Digital Governance set the events under its auspices.

### 3 Detailed description of the Space Café initiative

A Space Café is a type of event during which a group of space enthusiasts meet and discuss space-related topics with an emphasis on trends and the latest market news considering its potential for startups. It is a relaxed, informal, and straightforward event with a strong focus on community building and networking.

#### 3.1 Application process and selection criteria

##### 3.1.1 Application process

Participants will have to register as individual natural persons (planned to use LinkedIn). No geographical restrictions will be imposed, and any space interested entrepreneur with a strong Greek connection will be welcome regardless of their experience or expertise. Corallia plans to organise one Space Café every two months. For the InnORBIT first pilot round (February – May 2022) two Space Cafés will be organized. Participants' data management will be compliant with GDPR.

##### 3.1.2 Selection Criteria

The participants will be mainly local space entrepreneurs, SMEs, members of the Greek Space Cluster, ESA BIC Greece incubatees and alumni, students in space-related subjects, professors from University Labs, Researchers from Research Institutes, members of space associations, public and private space organisations and space enthusiasts. Also, financial institutions and venture capitals, business angels will participate. Participants must be of legal adult age (18 years or older) at the moment of registration. All participants regardless of race, creed, colour, ethnicity, nationality, religion, sex, sexual orientation, gender expression, age, physical appearance, body size, disability, or marital status will be welcomed.

#### 3.2 Terms of reference and prizes

The Greek Space Café aims to be the single point of reference for easy networking and communication within the Greek space ecosystem. The key idea is cooperation and networking between the different stakeholders. The event will have an informal setting, which arouses curiosity because of the spontaneity of the conversation. Despite having a hidden or fake fixed agenda, it does not convey this perception. It will have the outline of a keynote speech or more led by a presenter, followed by a Q&A session in panel format and closes with an informal networking opportunity. The InnORBIT toolbox could be used for on-boarding start-ups and entrepreneurs that would like to benefit from the InnORBIT training material. Prizes are not applicable for Space Café.

#### 3.3 Promotion

For the promotion of the Greek Space Café a wide range of actions will be implemented, and all available communication media will be engaged among which: diffusion of announcements in targeted Greek media, collaboration with Greek media to contribute as communication sponsors, community partners, Facebook, Messenger, Instagram, Twitter, but mainly LinkedIn campaigns to target audience and direct email campaigns. Corallia's extensive network and variety of media tools ensure that the event will be broadly shared among many interested parties. The event will be promoted through Corallia, ESA BIC Greece and InnORBIT channels.

#### 3.4 Execution of events

Corallia's **time plan** for the organisation of the space café includes the following milestones:

- MS1: Confirmation of date, time, location, and venue (for a hybrid event)
- MS2: Design of marketing plan & keynote speakers reserved
- MS3: Draft event agenda & topic for discussion
- MS4: Communication activities to attract participants



- MS5: Contributors/Speakers on board
- MS6: Organisation of complementary events
- MS7: Implementation of the Space Café.

The starting month will be around 2 months before the Space Café event date.

*Table 1: Indicative Timeplan for April's Space Café*

Milestones	February 2022	March 2022	April 2022
<b>MS1</b>	Confirmation of date, time, location and venue		
<b>MS2</b>	Design of marketing plan & key note speakers reserved		
<b>MS3</b>		Draft event informal agenda & promote available topic for discussion event	
<b>MS4</b>		Communication activities to attract participants	Communication activities to attract participants
<b>MS5</b>		Contributors/Speakers on board	Contributors/Speakers on board
<b>MS6</b>		Organisation of complementary events	Organisation of complementary events
<b>MS7</b>			Implementation of the Space Café

In each Space Café a specific topic for discussion will be addressed and promoted, inviting key note speakers to inform the audience and discuss in more details the topic. Potential topics for discussion will be: Earth observation, space applications & trends in security, Space and maritime sector, Space in Horizon Programme.

The **budget** for the implementation of the Greek Space Café has been estimated to be 4.000€ each, including the venue, IT equipment and support as well as personnel costs.

The InnORBIT allocated budget for the implementation of these initiatives (WP3) will be used and a sponsorship strategy will be additionally designed and executed.

## 4 Detailed description of the Space Hackathon initiative

A Space Hackathon is a race that seeks to solve a challenge with a specific theme that is relevant to space, the economy and society. It requires experts' advice to determine the challenge as well as what space data is to be made available and how, and it involves a number of participants that meet and work for a period of 2-3 days to complete and present their innovative solution.

### 4.1 Application process and selection criteria

#### 4.1.1 Application process

Participants will have to **register** as individual natural persons for the hackathon. Participants will also have to form a team before the start of the Hackathon. Various platforms will be used to facilitate the communication between the members of a team and the organiser and the participants in general. Participants will be invited **to freely choose among the available challenges** using their creativity and inspiration and under the guidance of the mentors, experts, supporters and advisors they will develop their own disruptive ideas that will shape the future of space data and space value chains and they will also showcase technologies from other sectors that can provide an added-value in the processing of space ecosystem. Challenges will be identified and selected by a Scientific Committee that will be coordinated by Corallia. Corallia will offer technical training before and during the event. Corallia will provide the Participants with access to relevant coaching and software infrastructure throughout the Hackathon, to facilitate access and use of space data. Corallia will involve its extensive network of relevant partners from the space ecosystems that will be activated to create the most influential deal flow before the event and the most supportive post-event activity for the winning teams. Participants' data will not be published or shared, and data management methodology will be in compliant with GDPR.

#### 4.1.2 Selection Criteria

The goal is to attract committed participants with technological experience and an entrepreneurial spirit and to build teams around ideas that have the potential to last beyond the hackathon. The criteria for the selection are:

- Only individual, natural persons can participate in the hackathon.
- Participants must be residents of Greece (or an EU Member State)
- Participants must be of legal adult age (18 years or older) at the moment of registration.
- Participants can be students, professionals from industry or from academia, people working for governments, non-profits, etc.
- All participants must register to the hackathon before the start of the Hackathon Weekend
- Participation to the hackathon is free.
- We welcome all participants regardless of race, creed, colour, ethnicity, nationality, religion, sex, sexual orientation, gender expression, age, physical appearance, body size, disability, or marital status.

### 4.2 Terms of reference and prizes

#### 4.2.1 Terms of reference

The Hackathon will take place in May 2022. Two weeks **before the space hackathon**, a campaign will take place to maximize the impact of the event. This campaign will be focused on exploring the theme, the challenges, as well as inspiring the potential participants with the possibilities of space technology and calls them to action. Those sessions will allow potential participants to learn more about the hackathon, to get to know each other, to

create and share ideas within the same topic and challenges and establish teams around these ideas. The structure of the hackathon will be the following:

On the first morning, hacking should begin after a word of welcome and some practical information. Following the welcome session, the first hacking phase starts. On the second day, hacking will continue, with complementary events on the agenda. The organizer is responsible to facilitate the hacking process, providing help and training and making available experts who can help the teams in a one-on-one setting. At the end of the hackathon, all participating teams will be requested to deliver a **compelling pitch of their idea and demonstrate their prototype**. Corallia will be responsible to check the pitches and prototypes and with the Juries evaluating them and selecting the winners. The InnORBIT toolbox could be used for on-boarding start-ups and entrepreneurs that would like to benefit from the InnORBIT training material.

#### 4.2.2 Stakeholders

Beyond the management team, a number of Stakeholders will be involved: Scientific Committee and Mentors, who aggregated all the information related to the Challenges, Datasets, and Tools, Juries, Sponsors, Community Partners.

#### 4.2.3 Budget and Prizes

The budget for the space hackathon is approximately 30,000 €. This budget was estimated based on the actual costs of similar prior organisations of hackathons. To cover the budget for the space hackathon synergies will be explored with other European programmes and initiatives and local sponsors. Prizes may differ based on the final sponsorships. Beyond the financial prizes, winners will be offered: tailored support programme from [ESA BIC Greece](#) (proposal preparation for an incubator, business coaching) and a 4-day intensive business bootcamp under the framework of the [Be Your Own Boss Programme](#).

### 4.3 Promotion

For the promotion of the hackathon a wide range of actions will be implemented, and all available communication media will be engaged, among which: diffusion of press releases and announcements in targeted Greek media, collaboration with Greek media to contribute as communication sponsors, community partners, Facebook, Messenger, Instagram, Twitter, LinkedIn campaigns to target audience and direct email campaigns. Corallia's extensive network and variety of media tools ensure that the event will be broadly shared among many interested parties.

### 4.4 Execution of events

Corallia's **time plan** for the organisation of the hackathon includes the following milestones:

- MS1: Confirmation of date, time, location and venue (hybrid)
- MS2: Design of marketing plan
- MS3: Draft event agenda available on event website
- MS4: Communication activities to attract participants
- MS5: Contributors/Mentors/Judges on board
- MS6: Aggregation of Content related to the hackathon's challenges
- MS7: Organisation of complementary events & testing of the IT equipment
- MS8: Implementation of the hackathon.

The starting month will be 3,5 months before the Space Hackathon weekend.

**Table 2: Indicative Timeplan for Space Hackathon**

Milestones	February 2022	March 2022	April 2022	May 2022
<b>MS1</b>	Confirmation of date, time, location and venue			
<b>MS2</b>	Design of marketing plan			
<b>MS3</b>		Draft event agenda		
<b>MS4</b>		Communication activities	Communication activities	
<b>MS5</b>		Contributors/Mentors/Judges on board	Contributors/Mentors/Judges on board	
<b>MS6</b>		Hackathon's challenges	Hackathon's challenges	
<b>MS7</b>			Organisation of complementary events & testing of the IT equipment	Organisation of complementary events & testing of the IT equipment
<b>MS8</b>				Implementation of the hackathon

## 5 Team for the management of the initiatives & Local Stakeholders

### 5.1 Management team

The following staff members **will act as the organisers and facilitators** of the space café and the space hackathon:

Member	Competencies
<b>Dr. Jorge-A. Sanchez-P. (M)</b>	Jorge is the co-founder and Chief Strategy & Financial Officer of Corallia. He is also a Member of the Steering Board and Task Force of the Accelerator egg, the Coordinator of the Enterprise Programme Be Your Own Boss, the Co-founder of three Business Incubation Centres. He is the Chairman of the Board of the Space Technologies and Applications Cluster, the Coordinator of the Copernicus Relay Network Greece, the organiser of Copernicus Hackathons in Greece, ActInSpace and various Space related events and fora. He assesses around 300 business plans every year from individual entrepreneurs, startups, scaleups looking for funding and entrepreneurial support.
<b>Dr. Nikos Vogiatzis (M)</b>	Nikos is the co-founder and Chief Development & Operations Officer of Corallia. He oversees activities related to the design and implementation of cluster-management and cluster-funding programmes, the formation of international collaborations and the development of several initiatives for the support of entrepreneurship, as well as business and legal operations. He has been a pioneer in setting up dedicated Innovation Hubs to host and provide specialized services to innovative startups and SMEs. He has been a principal architect of youth entrepreneurship business accelerator initiatives, currently being a Steering Committee member of the egg- <a href="http://enter.go.grow">enter.go.grow</a> program. He has been the initiator or co-initiator of several ICT clusters.
<b>Prof. Vassilios Makios (M)</b>	In 2003 he was appointed President of the Research Center Athena, a position he held until 2005. From 2005 to 2008, he was Vice President of the Research Center Athena. In 2006, he co-founded Corallia, and is up to date the General Director. He is influential in the establishment of hi-tech companies in Greece and abroad, aiming to enhance innovation in certain areas where Greece can attain international acclaim, by bringing together all key innovation players in a sustainable ecosystem (SMEs, academia, R&D centres, government, suppliers, customers, financial institutions, VCs, etc). He plays an instrumental role in the design and implementation of interventions introduced by Corallia.
<b>Nancy Liva (F)</b>	She is responsible for all its Financial and Administrative operations, including the monitoring of economic and accounting activities for its flagship initiatives. She also leads the design and implementation of several organisational processes and policies, the design and provision of training and financial services to internal and external clients, the supervision of

	procurement and contract management processes, the monitoring and controlling of the regulatory framework of Corallia's operation as well as other critical matters related to the operation of Corallia.
<b>Nektaria Berikou (F)</b>	Nektaria holds a Master of Science in HR Management (London School of Economics, University of London) and a Dipl.-Ing.in Chemical Engineering (National Technical University of Athens, GR). She has a strong project management background (PMP® certified by the Project Management Institute-PMI) and is certified as a "Cluster Excellence Management Trainer" from the European Foundation for Cluster Excellence She holds the position of the International Collaborations Manager of Corallia, responsible for the full-scale project management of international collaboration projects (Horizon 2020, FP7-ERANET, COSME, CIP, SEE, Interreg), with the aim to promote cluster management excellence, ensure a strong impact on cluster development and accelerate the exchange of ideas and best practices.
<b>Styliani Patelida (F)</b>	Stellina holds a Master's in Law and Finance of International Trade and Investments and a Bachelor's in International and European Studies with specialization in Finance. She is experienced in the management and implementation of co-funded projects of EU programmes. She has an expertise in providing consulting services to SME'S focused on submission for funding and projects' implementation monitoring.
<b>Orfeas Voutyras (M)</b>	Orfeas holds a Diploma of Electrical and Computer Engineering. He has coordinated and participated in numerous research and innovation projects related to ICT and Space and has taken several initiatives for promoting Astronomy in Greece. He has participated in the organisation and implementation of several hackathons related to ICT and Space.
<b>Evgenia Giama (F)</b>	Evgenia is now a Project Associate and coordinates the digital marketing and social media activities at Corallia.
<b>Constantina Chanioti (F)</b>	Constantina has been providing administrative support to Corallia's Administrative and Infrastructure Department as an Associate
<b>Michael Papapetros (M)</b>	Michael is the IT Associate at Corallia. He is currently finishing his BSc in Computer Sciences at the Athens University of Economics and Business.

## 5.2 Stakeholders

Corallia will involve its extensive network of relevant stakeholders from its local ecosystem that will be activated to create the most influential deal flow before and after the initiatives.

Stakeholders (Type)	Competencies
<b>Ministry of Digital Governance</b> (Government)	The sole Ministry in Greece responsible for all space matters since March 2017, a strong supporter of all activities related to space.



Stakeholders (Type)	Competencies
<b>Hellenic Space Center (HSC)</b> (Space Agency)	The Hellenic Space Center is the space agency of Greece and replaced the Hellenic Space Agency in its duties and responsibilities. HSA was the previous space agency of Greece and was founded on March 2018 by the Ministry of Digital Policy, Telecommunications and Media (now Ministry of Digital Governance). Its purpose is to shape the country's space strategy, to promote the participation of Greece in space programs, to participate in space events.
<b>si-Cluster</b> (Cluster, Companies, Academia)	The Hellenic Space Technologies and Applications Cluster. It includes more than 65 industrial and academic members covering among others all sectors of EO technologies and applications (such as precision farming, environmental protection, homeland security, maritime surveillance and other).
<b>ESA BIC Greece</b> (Incubator)	The inauguration of the ESA BIC Greece (European Space Agency Business Incubation Centre Greece) in cooperation with ESA and the Ministry of Digital Governance. The Incubator aims to create and strengthen the community of successful space related startups in Greece, by supporting 25 incubatees over a period of 7 years under the ESA BIC Programme scheme.
<b>egg – enter.grow.go</b> (Accelerator)	egg is the most prominent accelerator currently operating in Greece. It is a corporate social responsibility initiative by Eurobank, designed and implemented in cooperation with Corallia.
<b>Hellenic Association of Space Industries (HASI)</b> (Association, Companies)	A non-for-profit organisation founded in 2008 that brings together the space technology and applications industry in Greece. Most members have been participating successfully to ESA programs and thus have been accumulating significant know-how and expertise with regards to developing and managing space-related programs.
<b>Greek Copernicus Relay Network (GR-CRNET)</b> (Network, Universities)	GR-CRNET provides a large basis of expertise on EO issues, covering a wide range of cutting-edge EO technologies. The network among others includes: <ul style="list-style-type: none"> <li>• the <b>National and Kapodistrian University of Athens</b>, represented by the Department of Environmental Physics-Meteorology, a major national promoter of research and development projects in Earth Observation,</li> <li>• the <b>National Technical University of Athens</b>, represented by the Remote Sensing Laboratory and the Microelectronics Lab, the oldest and most prestigious polytechnic educational institution of Greece that spans a wide range of subject areas including Earth Observation, Remote Sensing and Geoinformatics,</li> <li>• the <b>University of Patras</b>, represented by the Laboratory of Plant Production of the School of Agricultural Enterprise Management, that has a long time research experience related to climate change monitoring and agro applications.</li> </ul>
<b>Professional and Student Associations</b> (Associations)	Corallia holds strong linkages with several professional and student associations among which the <b>Hellenic Association of Computer Engineers (HACE)</b> , the <b>Hellenic Association of Rural and Surveying Engineering (HARSE)</b> , the <b>European Association of Aerospace</b> students, <b>ThinkBiz</b> , <b>Unique Minds</b> , <b>IEEE associations</b> , etc. that are supporters of Corallia's activities in the field and Space Innovation. An NGO that was incubated by Corallia is the National Organizer of CanSat in Greece.

## 6 Monitoring & tracking

### 6.1 Performance, success and quality indicators and assessment criteria

On the table below, the relevant KPIs to the initiatives are presented. KPIs will be monitored for each initiative.

**Table 3: Related to the Initiatives KPIs**

KPI Number	Description	Target of the project 1 <sup>st</sup> round (for 3 pilot In. Intermediaries)	Corallia target 1 <sup>st</sup> round (For Both initiatives)
KPI-O15	Local initiatives organised and run	3	2
KPI-O16	Entrepreneurs, startups, scaleups screened (registered)	>30	60
KPI-O17	Engaged SMEs not traditionally involved in space	>3	1
KPI-O18	Entrepreneurs, startups, scaleups supported (actual participants)	>10	40
KPI-O19	Bootcamps / networking and demo days organised	3	1
KPI-I1	Number of new initiatives generated at local level	3	2
KPI-I3	Number of new start-ups with applications in space or non-space areas created	2	1
KPI-I5	Initiatives established to facilitate knowledge transfer	3	2
KPI-I6	Number of new service-oriented solutions supported to be generated	5	3
KPI-I8	Number of start-ups supported to grow into scale-ups	8	2
KPI-I9	Number of jobs created in supported start-ups	11	3
KPI-I10	Increased revenue growth of scale-ups	tbc	tbc
KPI-I11	Start-ups and scale-ups supported to access finance and funding opportunities	3	1
KPI-I12	Applications made to national and EU level grant programmes	2	1
KPI-I13	Start-ups and scale-ups introduced to active private investors	2	2
KPI-I14	Total finance / funding raised by start-ups and scale-ups supported	tbc	tbc
KPI-I17	Commercialisation of scalable and cost-efficient solutions supported	8	2
KPI-D4	Number of applicants to InnORBITs initiatives (by the end of the project)	30	60

Additional indicators that will be monitored and tracked are the number of speakers, number of people registered in LinkedIn, gender indicator and number of participants dropped off before the event.

Startups & Scaleups registrations for the training material through the InnORBIT toolbox provided could be also measured.

## 6.2 Procedures, and templates to monitor and collect feedback from participants

### 6.2.1 *Online platform for communication for Space Hackathon*

During the space hackathon digital platforms will be used to facilitate the networking and communication among the team members and the Organiser. Through this platform the creation of teams could be facilitated. Also, it could be used for general announcements and hackathon guidelines as well as questions concerning the challenges.

### 6.2.2 *Satisfaction survey*

An online satisfaction questionnaire will be provided to all participants after the completion on both initiatives. In case of teams, one answer per team will apply. A different set of questions will apply to each initiative.

## 6.3 Sustainability

Corallia will envisage the sustainability of those two initiatives after the 1<sup>st</sup> round, by implementing the initiative of Space Café with a frequency of 2 months aiming to become a point of reference for networking and communication with the Greek space ecosystem. At least a space hackathon will follow be organised every year supporting and engaging the space sector and the local space stakeholders. Moreover, the attraction and involvement of sponsors will be of high importance to maximise the impact of the events to all participants and the local innovation community and ensure the success of any follow-up activities. Having already successfully organised numerous hackathons and innovation events, **Corallia understands the importance of engaging the whole innovation ecosystem in all stages (design, planning, implementation).**

## 7 Conclusion

The present document describes the Support Initiative Deployment Plan for Greece for the 1<sup>st</sup> pilot round. Adjustments and updates will be made during the deployment. The programme will be executed in the months following the CBP deployment, from M13 to M19 for the 1<sup>st</sup> pilot round of InnORBIT project. It includes two initiatives: the Space Café and the Space Hackathon, aiming to create synergies, networking and inspiring ideas and solutions.

Following the Capacity Building Programme and its training in space-related topics, has as a result to achieve an even better level of organisation of supporting initiatives and to raise advanced knowledge, together with the transmission of best practices through the InnORBIT project.

For the second round, the SIDP for Greece will be updated based on the feedback of the first round, targeting to establish a series of Space Cafés and implement additionally one Space Hackathon.

## Annex - Corallia profile

**Corallia** is an **incubator, youth entrepreneurship accelerator, and multi-Cluster facilitator** established in 2005 as a Unit of the Athena Research Centre, one of the main **pillars of the Greek innovation ecosystem** and a **think-tank** that underpins national development plans in Greece.

Our team comprises of people possessing a passion and a vision for supporting Greece's "sciences, innovation, entrepreneurship and culture to flourish" as well as more specific goals to promote a "Joy of Creation" culture and the development of services and products "Innovation Made in Greece". To achieve our vision, we have developed a wide range of activities focusing on: enhancing and disseminating innovation of all forms in the private and public sector, shaping cutting-edge technology sectors and integrated value chains with a competitive advantage, stimulating links between industry, universities, research centres, public administration and citizens, boosting exports and competitiveness with a specialized extroversion program, creating and maintaining highly skilled jobs and reversing the brain drain, providing information, inspiration and training, particularly on entrepreneurship and high tech, investing in the human capital available to the country and fostering relations with the diaspora and creating integrated support structures for new aspiring entrepreneurs and dynamic businesses with incubator services and business acceleration.

Corallia has supported up to date more than 300 innovative enterprises, of all sizes, to grow in Greece and internationally, of which more than 100 new startups. More than 10.000 people and organisations have directly benefited from our activities, including would-be-entrepreneurs, startups, SMEs, large corporations, pupils and students, while the indirect beneficiaries exceed 100.000 civilians and organisations.

Corallia's main achievements to this date are:

### A. Innovation Clusters

The foundation of 3 hi-tech Clusters with more than 175 members, consisting of the most innovative enterprises, university labs and research institutes in their respective sectors – the [mi-Cluster](#) (**nano/microelectronics-based systems and applications cluster**) the first innovation cluster in Greece; the [si-Cluster](#) (**space technologies and applications cluster**) aiming to develop Greece as a leading region for space technologies and applications; and the [gi-Cluster](#) (**gaming and creative technologies & applications cluster**) that displays state-of-the-art technology edge coupled with an extrovert, global-reaching entrepreneurial spirit.

Of special mention and importance is Corallia's sizeable number of successful projects regarding the **support of cluster members in the launch and commercialisation of high-tech products and services**. It has facilitated "access to finance" activities for the companies to fund R&D activities and succeed in turning innovative ideas into products, with several successful exits. In fact, in the period 2006-2015, Corallia was appointed by the Ministry of Development and Investments to be an Intermediate Management Body in the framework of Greece's NSRF and directly managed circa **€30M** of ERDF financing for an extremely ambitious innovation and entrepreneurship development programme (full details available here in Greek: <https://www.corallia.org/el/access-to-finance/stateaid.html>). The results of the 10-year long programme were impressive. At a macro level the following were achieved:

- Companies participating in the programme exhibited a **turnover growth rate of +145%**.
- **Employment** growth among participating companies was **boosted by +69%** in average.
- **Exports** increased with an average **growth rate of +108%**.
- **Investment** from private and strategic investors in the cluster members that participated in the programme **increased by +269%**, with more than **€10M** of private/VC capital being raised at the start of the programme and several successful exits during and after the programme closure (details below).
- **Patent applications** grew by **+177%**, most of which were international patents.

- **Diploma and doctoral theses** being carried out in a joint industry-academia collaboration framework were **increased by 106%**.

Further to the above, Corallia has additionally raised in the period 2013-2020 more than **€15M** of technology development and commercialisation grants directly for its cluster members via 4 dedicated cluster development programmes. On top of that, the last 15 years (2005-2020) Corallia has offered to its cluster members -mostly to startups and micro-SMEs- business support services (including: liaising activities with investors, incubation services, technology transfer services, technology commercialisation services, B2B networking services, etc.) valued at more than **€12M**. Some noteworthy investment stories are the following cases of Corallia's cluster members:

#### mi-Cluster

- **Think Silicon:** was awarded by Corallia's funding program its first seed financing of **€430K**. Recently it was acquired by Applied Materials (NASDAQ: AMAT) for more than **€30M** ([ref](#) (in Greek)).
- **Helic:** was awarded by Corallia's funding program series-A level financing of **€3.3M**. The company was eventually acquired for **€62M** by Ansys Inc. (NASDAQ: ANSS).
- **Antcor:** was awarded by Corallia's funding program series-A level financing of **€1.2M**. The company was eventually acquired for **€8.5M** by Swiss company U-BLOX.
- **Elxys Innovations:** was awarded by Corallia's funding program the first seed financing of **€500K**. It was acquired by Ceragon Networks LTD (NASDAQ: CRNT) for **\$1.6M plus 200,000 restricted share units** to the company founders.
- **Meazon (Bluedev):** was awarded by Corallia's funding program the first seed financing of **€0.5M**. The company then raised further investment **€1M** by Business Angels. Recently, the US Department of Energy recognized Meazon as the sole winner in their energy submeter challenge for efficient energy metering in residential and industrial environments.

#### si-Cluster

- **Irida Labs:** was awarded by Corallia's funding program the first seed financing of **€265K**. The company then raised further investment circa **€1.5M** from Business Angel Michael Tzannes ([www.linkedin.com/in/michaeltzannes/](http://www.linkedin.com/in/michaeltzannes/)) and Alpha TANEQ Fund. Recently, Irida Labs joined the "Roots" program of the Athens Stock Exchange.
- **Inaccess Networks:** was awarded by Corallia's funding program series-A level financing of **€1.5M**. The company then raised further investment circa **€3M** from Business Angel George Koronias (<https://www.linkedin.com/in/georgekoronias/>). Currently the company is one of the leading cloud-based monitoring and management platforms for renewable-power plants worldwide.

#### gi-Cluster

- **Innoetics:** received Corallia's cluster member business support services. The company was later acquired by Samsung for an amount exceeding **€20M**.
- **Lazyland:** received **€500K** seed financing from Corallia's cluster development program. The company then raised further strategic investment of **€1.3M** from Stroboscope Gaming Ltd.
- **Trip Around:** received Corallia's cluster member business support services. The company has since raised (up to this date) **\$2M** from Business Angels including: Peter Ziebelman, Larry Kutcher, Laela Sturdy, Andreas Stavropoulos, Ben Boyer.
- **Owiwi:** received Corallia's cluster member business support services (currently also serving at gi-Cluster's BoD). The company has later raised (up to this date) **€260K** from Business Angels.

### B. Entrepreneurship Programmes

These include the systematic organisation of targeted **training and inspirational events**, the design and implementation of pioneering **entrepreneurship acceleration and incubation programmes**, and the organization of **innovation contests** such as hackathons, appathons and game jams. To name a few examples, Corallia has supported and helped implement a series of initiatives to stimulate youth entrepreneurship with collaborators and donors, including:



a. The most prominent business accelerator in Greece, [egg – enter.grow.go](http://egg-enter.grow.go) (**30+ startups every year**), in cooperation with **Eurobank**. The egg offers opportunities for startup mentoring, coaching, marketing, networking and extroversion via two discrete yet complementary business-support platforms: the **egg Start-Up** business incubation platform, suitable for early-stage startups, teams, or individuals with innovative ideas looking for the necessary resources to kick-start their businesses, and spanning over a period of twelve months within which they can grow and become viable businesses; and the **egg Scale-Up** business acceleration platform, suitable for later-stage, more advanced companies that want to accelerate and scale their growth by raising substantial (post-seed / series-A) investments to rapidly develop new products and/or enter new markets. Since 2012, the egg program has provided a holistic support framework for business development, networking, and expansion, and is widely considered to be the most prominent business accelerator in Greece. Egg alumni companies that were supported and managed to raise private capital funding, include:

- **Augmenta** (raised **\$2.5M** from Hardware Club and Equifund’s Marathon VC)
- **2BullMeDiTherapy** (raised **€1M** from EquiFund’s BigPi VC)
- **Advantis** (raised **€0.7M** from Metavallon VC)
- **TEKMON** (raised **€0.35M** from Uni.fund VC)
- **Keeano** (raised **€0.33M** from Marine Traffic strategic investor)
- **Ex Machina** (raised **€0.25M** from SOSV VC)
- **Exit Bee** (raised **€0.2M** from Business Angels and **€0.35M** from Uni.fund VC)
- **Guestflip** (raised **€0.2M** from Metavallon VC)
- **HELIIX** (raised **€0.15M** from Business Angel Nidal Eses)
- **Bespot** (raised **€0.12M** from Uni.fund VC)
- **BIO2CHP** (raised **€0.1M** from Business Angels)

b. The Enterprise programme [beyourownboss.gr](http://beyourownboss.gr) in cooperation with the Prince’s Trust International (**200 entrepreneurs-to-be every year**). The Programme is offered to young people aged 18-35. Participants can attend a four-day interactive and free Explore Enterprise Course, where through workshops they explore the practical side of starting and running a business and decide if self-employment is right for them. The free course includes inspirational speeches from business experts, legal structure lessons, marketing theory and exercises, financial and pricing workshops, and business planning workshops. After the course, participants who are interested in moving forward to the next step, receive 1-1 mentoring for up to 12 months to develop, design and test their business idea and then mature their business plan. Participants who are ready to start their own business can present their business plan to the Business Launch Group, a group of business consultants that assesses the viability of their business plan.

The programme entered its rollout phase in March 2020 and has up to now supported the creation of 10 new businesses.

c. The European Space Agency Business Incubation Centre Greece (**ESA BIC Greece**) in cooperation with ESA and the Ministry of Digital Governance. The Programme aims at supporting promising space related startups to help these become successful companies. The incubated startups should either exploit space technology in non-space markets (spin-off) or become suppliers to the space sector (spin-in). The ESA BIC Greece is not only essential in supporting entrepreneurs and startups from the development of a business idea to full commercialization but will also become a programme that will underpin the creation, growth and strengthening of the space cluster in Greece, contribute to the national innovation and space strategies, encourage further uptake of space-based services, support transfer of technologies from/to the space sector, and create jobs and economic growth that is so much needed in Greece.

The Incubator will start in 2021 and aims to create and strengthen the community of successful space related startups in Greece, by supporting 25 incubatees over a period of 5 years under the ESA BIC Programme scheme.

d. The [Educational Trip](#) (**20+ young leaders every year**) in cooperation with student associations at highly acknowledged universities worldwide (Stanford, Berkeley, MIT, Georgia Tech, UC San Diego, Princeton), Career Days, Internships Days, Networking Days, etc.

### C. Innovation Hubs

Corallia also operates the Innovation Hub of Athens or [α2-innohub](#) and has previously established two other innohubs, one in Athens (the [α1-innohub](#)) and one in Patras (the [π1-innohub](#)), and has been awarded with the [EBN EU|BIC](#) certificate in 2014.

Further to the above, as of 2018 ARC/Corallia is registered by the EC, as a fully operational Digital Innovation Hub, thus belonging to a network of more than 150 organisations, acting as competence centres and one-stop-shops where companies can get access to the latest knowledge, including technology-testing, financing advice and market intelligence to help them become more competitive by using digital innovations.

### D. Open Innovation Events

Complementing the above, several talent-sourcing and idea-generating hackathons were successfully organised, including: ActInSpace (2016 & 2018), FabSpace HackonEarth (2017), Capsella (2017), HackInnow (2016 & 2017), Game Jam (2014 & 2015), Inspear (2017), Copernicus Hackathons (2018, 2019, 2020).

Other than the obvious expertise which running those programs has brought, it is worth noting that through those programmes, we have built a powerful community of young innovators with exceptionally strong technical expertise which (to the point GDPR permit) we can re-engage and leverage as a pool of tech talent for our portfolio companies.

### E. New Value Chains and International Markets

Corallia also implements several programmes that underpin the development of innovative products or services in new value chains by SMEs. Some of the currently running programmes are:

- i. INNORBIT (Empowering innovation intermediaries to generate sustainable initiatives to incentivise and accelerate the commercialisation of space innovation): This H2020-SPACE project will support 50 startups and scaleups to grow and commercialise their space solutions via 20 sustainable and effective initiatives.
- ii. UFO (Emerging industries new value chains boosted by small Flying Objects): will finance collaborative projects from European SMEs to stimulate the development of new innovative products and services by integrating new technological solutions and expertise provided by the combination of innovative Small Flying Objects, embedded nano and digital technologies, Key Enabling Technologies (KETs), data analysis and exploitation solutions.
- iii. GALATEA (Grow and accelerate your smart projects in new value chains of the European Blue Economy): aims at promoting collaborations between SMEs in 4 key domains of Blue Growth with immense potential of development and uptake of innovative solutions by businesses: Smart port, Smart ship, Smart shipyard, maritime surveillance.
- iv. GALACTICA (Smart Industrial innovation as enabler to drive new value chains for textiles and aerospace): will support the creation of new industrial value chains around textile and aerospace based on advanced manufacturing across the EU to accelerate growth and employment of the future by the development of long-term internationally competitive goods and services that require combining different competences and innovative solutions.
- v. PSAMIDES (Ports small and medium alliance for sustainable development): aims at linking two critical blue growth sectors: Ports and coastal & maritime tourism, which combined represent 51% of GVA, 69% of jobs and 61% of profits of the total EU blue economy, strongly concentrated in MED area.

## **F. Access to International Markets**

Corallia also implements several programmes and initiatives that underpin the expansion in international markets. A currently running activity is SPACE2WAVES (Clusters in action for the internationalization of European SMEs taking advantage of the cross-sectoral dimension of Earth observation for Blue Growth market): The project aims at accelerating the global deployment of earth observation technologies in blue growth and at supporting European SMEs to export in Australia, Canada, South Africa, and United Arab Emirates.

In the past, Corallia has organised many business roadshows and participation in exhibitions in: New York, Silicon Valley, Tokio, Seoul, Taipei, Toulouse, London, Paris, etc.

Finally, Corallia has been selected as one of the best European practices in the priority area “Strengthening the dynamics of SMEs” by the European Commission (DG Enterprise & Industry) through organization of business roadshows and trade fairs in Europe, America, and Asia. It has been also short-listed among the finalists in the category “Research, Technological Development and Innovation” within EC’s RegioStars Awards, has been hailed as a “Best Practice” by the EC within the framework of the European Charter for Small Enterprises and Best Practice Selection among 151 cases from all over Europe in the category “Strengthening the technological capacity of small enterprises”; selected to represent Greece in the category “Promoting Entrepreneurship” at the European Enterprise Promotion Awards; referred as one of the most successful achievements of the EU cohesion policy, specifically mentioned in a [report](#) of the EC for European Cohesion Policy; and mentioned among the organisations that have largely contributed to the technological development of the country by the European Commission.