



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

D3.5 Results of synergies with
complementary initiatives at EU level – First
version



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

D3.5 Results of synergies with complementary initiatives at EU level – First version

Issued by:	Startup Europe Networks (SEN)
Issue date:	29.06.2022
Due date:	30.06.2022
Work Package Leader:	SpaceTec Partners

Start date of project: 01 January 2021

Duration: 30 months

DOCUMENT HISTORY

Version	Date	Changes
0.1	10.06.2022	First draft version distributed for partners' input
0.2	22.06.2022	Version after quality review
0.3	23.06.2022	Final draft version incorporating partners' feedback
1.0	29.06.2022	Final version submitted to the European Commission

DISSEMINATION LEVEL

PU	Public	X
PP	Restricted to other programme participants (including the EC Services)	
RE	Restricted to a group specified by the consortium (including the EC Services)	
CO	Confidential, only for members of the consortium (including the EC)	



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

MAIN AUTHORS

Name	Organisation
Krisztina Toth, Carolina Pascaru, Iasmina Cioroianu	SEN

QUALITY REVIEWERS

Name	Organisation
Thomas Tanghe, Emilio Crespo	STP
Stellina Patellida	COR
George Malliopoulos, Apostolos C. Tsolakis	QPL

LEGAL NOTICE

The information and views set out in this report are those of the authors and do not necessarily reflect the official opinion of the European Union. Neither the European Union institutions and bodies nor any person acting on their behalf may be held responsible for the use which may be made of the information contained therein.

© InnORBIT Consortium, 2022

Reproduction is authorised provided the source is acknowledged.



TABLE OF CONTENTS

EXECUTIVE SUMMARY	3
1 INTRODUCTION.....	4
2 METHODOLOGY	5
3 SYNERGIES WITH COMPLEMENTARY INITIATIVES AT EU LEVEL.....	7
3.1 Copernicus Accelerator	8
3.2 Point.IoT	8
3.3 SpaceUp	8
3.4 Astropreneurs	9
3.5 Copernicus MOOC.....	10
3.6 Go2SpaceHubs.....	10
3.7 Space Hubs Network	11
3.8 GALACTICA	12
3.9 European Space Policy Institute (ESPI).....	13
3.10 European Business Angels Network (EBAN).....	14
3.11 Galileo Masters	15
3.12 Design Terminal.....	15
3.13 Cluster Aerospace Technologies, Research and Applications (CASTRA)	16
3.14 SME4Space.....	17
3.15 Copernicus Relay Network.....	18
3.16 EBN (Space Sector Interest Group - SIG).....	19
3.17 Cassini Hackathon	19
4 SPACE TRACKS	19
5 CONCLUSION, LESSONS LEARNED AND NEXT STEPS	20
ANNEXES.....	21
Annex I – Related initiatives and projects	21

LIST OF FIGURES

Figure 1 Synergy monitoring table	6
Figure 2 Overview of the synergies established	7
Figure 3 Promotion of Astropreneurs Database on InnORBIT website	9
Figure 4 Source of the CBP and BSP on InnORBIT website	10
Figure 5 InnORBIT- SUN cross promotion activities	12
Figure 6 InnORBIT displayed as GALACTICA Ambassador on their website	13
Figure 7 InnORBIT- GALACTICA cross-promotion activities	13
Figure 8 InnORBIT- ESPI cross-promotion activities.....	14
Figure 9 InnORBIT - Design Terminal cross-promotion activities	16
Figure 10 InnORBIT - SME4Space cross-promotion activities	18
Figure 11 InnORBIT 3 rd CASSINI Hackathon promotion supporting activities	20

Executive Summary

Establishing synergies highlights the added value that comes from sharing the same vision and joining efforts. As a matter of fact, coordinated actions under the umbrella of a same objective have the power to bring to better and more effective results than individual efforts.

InnORBIT partners fully embraced this notion, leveraging the consortium collaboration with other key players in the space sector. This report summarizes how InnORBIT project has enabled and benefitted from the identified synergies with other relevant EU initiatives and projects and the progress made towards the space tracks over the last year. Organized under thematic chapters, this report offers a full insight on the nature and relevance of the alliances established.

The report represents an initial version of the synergies established by the InnORBIT consortium, along with the methodology employed in order to ensure the efficient monitoring and engagement of the identified connections. The report focuses on the activities implemented during the first 18 months that led to the engagement of 17 connections in different stages of development.

The report elaborates upon:

- The methodology used for identifying and engaging the relevant connections.
- The description and progress of the one-to-one approach via with individual calls with the identified contacts.
- The progress made for the space tracks.
- The results and synergies established so far and the immediate steps for deepening the connections established.

This deliverable is part of the activities of Work Package 3 and specifically of Task 3.4 “Coordinating and establishing synergies with complementary initiatives at EU level”.

1 Introduction

InnORBIT project was launched with the ambition to empower innovation intermediaries such as clusters, digital innovation hubs, SME associations, etc, to set-up and run sustainable local initiatives for incentivising and supporting space innovation, assuming the role of space hubs within their innovation ecosystems.

With such a strong ambition and with a considerable amount of material previously created by other initiatives, InnORBIT aims at joining forces with other EU projects, initiatives and organisations which are already existing and contributing to the European space community. Conversely, the project has worked together with these actors, with whom it shares the same vision, to quickly advance in the same direction and achieve the vision of leveraging the results of the project as well as the experiences gained along the way.

Within the space sector, there are plenty of initiatives at EU level, such as the Copernicus and Galileo Masters, Copernicus Accelerator, Copernicus and Galileo Incubation initiatives, European Institute of Technology (EIT) Knowledge and Innovation Communities (KICs), European Innovation Council pilot, that are set on supporting start-ups, scale-ups and entrepreneurs to develop innovative products and services with a view to contributing to unleashing the vast potential of the existing data and service information. In this context, InnORBIT focuses on establishing interactions and synergies with such initiatives at EU level at the early stages of the project with the aim to benefit from their experience and knowledge and maximise the impact of the projects' activities by leveraging multiplier and network effects.

Moreover, InnORBIT aims at organising 2 space tracks (one during each pilot round for each iteration) at larger investment and matchmaking events with the objective to bring the highest potential and investment ready start-ups, scale-ups and entrepreneurs coming from the local initiatives face-to-face with potential mentors, business partners, customers and investors at EU level.

This report was prepared as part of Work Package 3, Task 3.4 “Coordinating and establishing synergies with complementary initiatives at EU level” to introduce synergies developed with other space-related projects, initiatives and organisations during the InnORBIT implementation and underline the framework for setting new ones. In this framework, the following chapters describe the activities that have allowed to strengthen synergies in the European space landscape.

- **Chapter 1** provides introductory information about the synergies established, the results and the process.
- **Chapter 2** depicts the methodology that InnORBIT followed in order to identify and establish synergies and connections.
- **Chapter 3** goes in details and describes the synergies established one by one.
- **Chapter 4** summarizes the actions that the project had undertaken with regard to the space tracks and sets out the path for the activities that will be implemented in the second half of the project.

This report closes with a reflection on the learning outcomes on the benefits deriving from collaborations and their implications on reinforcing local and international cooperation alongside with key players in the space ecosystem.

2 Methodology

The success of synergic processes requires creating a dedicated strategy for finding common interests and objectives, identifying opportunities, setting goals for value creation, and providing incentives with real upside for breakthrough performance. Within InnORBIT, a synergy represents any type of mutually beneficial collaboration with either projects or initiatives relevant to the activities of InnORBIT. This section provides information on the methodology that was used within InnORBIT to collect relevant information for investigating potential links, collaborations and synergies as well as the way of identifying a strong value proposition and mutual benefits with the engaged connections.

The entire process starting from the identification of synergies to the engagement of the respective representatives and the establishment of mutual beneficial collaborations was monitored by SEN with the active contribution from all the InnORBIT partners.

The approach followed was to firstly map out and exploit the connections of the InnORBIT partners as well as conducting desk research on the existing space initiatives that can be relevant for carrying out the objectives of InnORBIT. After doing so a comprehensive database of potential contacts was put together and assessed for potential links, relationships and relevance for InnORBIT and narrowed down to a final list to be approached for further fostering mutual benefits. After the analysis was carried out, the InnORBIT partners sent out emails arranging introductory calls with the representatives of the selected initiatives.

The exact steps undertaken were:

- Conducting desk research by mapping the existing data on projects and initiatives relevant within the space sector (CORDIS database, space networks, associations, and other initiatives through their website) – Annex I;
- Collecting complementary EU initiatives and projects identified via the InnORBIT consortium connections;
- Elaborating a comprehensive list of potential connections;
- Analysing the EU initiatives and narrowing down to only those with whom InnORBIT can foster mutual benefits;
- Arranging calls and meetings with representatives of the selected initiatives and finding ways to collaborate;
- Exploring further synergies with already established contacts to better meet both sides' needs.

With the aim of determining the most beneficial way of collaborating with the identified connections, the synergies were grouped by purpose, showcasing the multilateral approach taken when forming a synergy. The purposes identified so far are:

- Material sharing for the Capacity Building Programme and Business Support Programme
- Cross-promotion
- Knowledge exchange
- Provision of feedback on project results
- Participation in the 2nd pilot round
- Contribution to the InnORBIT Digital Toolbox
- Support for drafting and disseminating the project's policy recommendations

To ensure the accurate monitoring of all the steps undertaken towards successfully establishing synergies, finding the value proposition for the collaborations established, and implementing joint activities, SEN has set up an internal monitoring system on the InnORBIT's internal Google Drive, which is updated regularly and helps

the consortium partners to track the entire process in an efficient manner. The system tracks the status of the connections established, the steps undertaken, the outcomes and the follow up action for each synergy.

Last update: 063/06/2022				
No.	Initiative	Purpose/s	Linking partner(s)	Status
4	SpaceUp	Collecting relevant materials for CBP and BSP	STP	Contacted
5	SpaceHUBs	Cross-promotion	QPL	Contacted
6	Point.IoT	Collecting relevant materials for CBP and BSP	STP	Contacted
7	Galactica	Collecting relevant materials for CBP and BSP	COR/STP/QPL	Established
		InnORBIT signed as GALACTICA Ambassador		
		Participation of QPL (Apostolos) in knowledge		
8	EBAN	Collecting relevant materials for CBP and BSP	STP	Contacted
9	Astropreneurs	Material sharing for cross-promotion	STP	Contacted
10	Design Terminal	Material sharing for cross-promotion	SEN	Contacted
		Participation in the second pilot round		

CASTRA	Provision of feedback on project results	SEN (STP, QPL also in contact)	First call held on 19th July
SME4Space	Material sharing for cross-promotion		
	Participation in the second pilot round		
Copernicus Relay Network	TBD after the first call	STP/COR	Email sent to organize a first meeting
Galileo Masters	TBD after the first call	STP	from their side on the best way to collaborate and a material that they have available and think that can be
Invest Horizon	TBD after the first call	TTG	
EBN (Space Sector Interest Group - SIG)	Two calls organised - Collaboration specifics TBD	QPL	investment events, space tracks organisation - A positive impression on the project and willingness to help was expressed by Raffaele.
Copernicus Academy	TBD after the first call	STP	

Figure 1 Synergy monitoring table

3 Synergies with complementary initiatives at EU level

As of M18, the InnORBIT project has successfully established 17 synergies with relevant space initiatives, projects and organisations, aiming to maximize the outreach potential as well as foster mutual benefits. In this context, the identified synergies are the following:

- 8 with EU initiatives/projects:
 - Copernicus Accelerator
 - Copernicus MOOC
 - Go2SpaceHubs
 - SpaceUp
 - Space Hubs Network
 - Point.IoT
 - Astropreneurs
 - Galactica

- 9 with key organisations:
 - European Space Policy Institute (ESPI)
 - European Business Angels Network (EBAN)
 - Galileo Masters
 - Design Terminal
 - Cluster AEROSPACE TECHNOLOGIES, RESEARCH AND APPLICATIONS (CASTRA)
 - SME4Space
 - Copernicus Relay Network
 - EBN (Space Sector Interest Group - SIG)
 - Cassini Hackathon

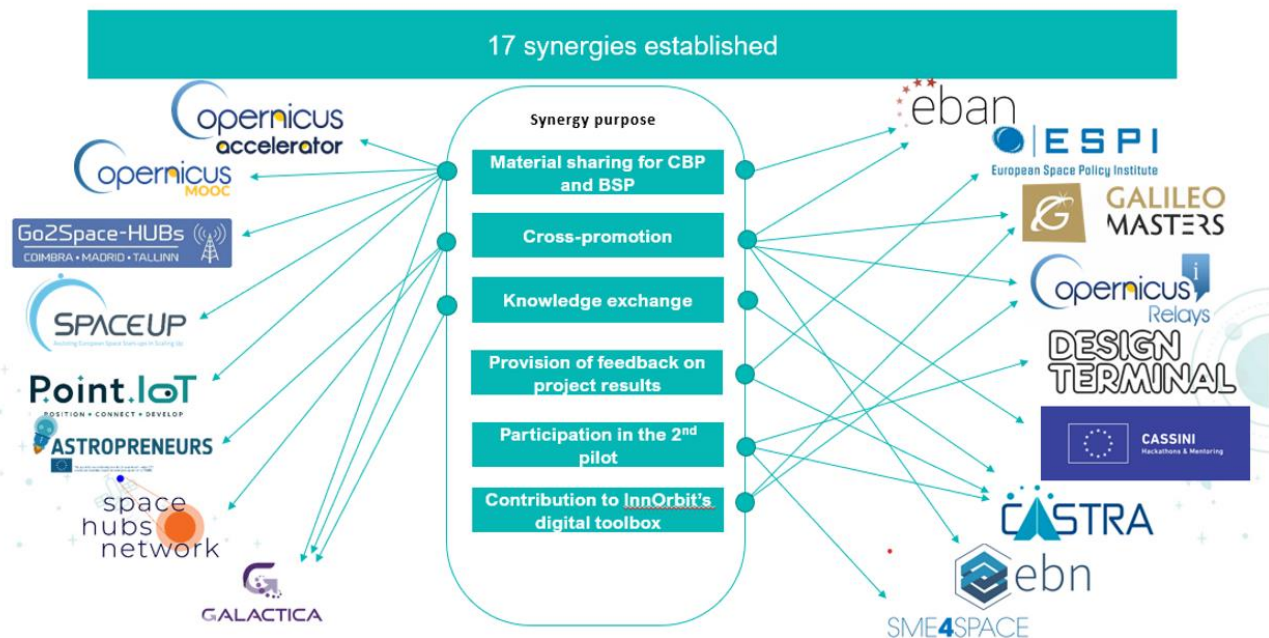


Figure 2 Overview of the synergies established

Keeping the logic of classifying the identified synergies by purpose, Figure 2 showcases an overview of all the synergies established during the first Reporting Period and the section below will be detailing each synergy from the objectives to the identified mutual interests and the progress made thus far.

3.1 Copernicus Accelerator

Purpose of the synergy: Material sharing for CBP and BSP

[The Copernicus Accelerator](#) is a programme of the European Commission and is implemented under the lead of SpaceTec Partners (STP), which is also a partner within InnORBIT. Launched in 2016, the Copernicus Accelerator has supported 190 start-ups with their individual commercialisation goals. Mentors work closely with the start-ups to ensure that monthly coaching sessions take place and start-ups continue progressing toward product/service commercialisation. The programme offers innovators a comprehensive learning environment to kick start their entrepreneurial adventure.

Given the support, the knowledge, the experience and the overall role that the Copernicus Accelerator plays within the space sector, they were among the first connections established via STP, with the aim to collect relevant materials for the Capacity Building Programme (CBP) and the Business Support Programme (BSP). After the initial discussion, the representatives of the Copernicus Accelerator shared with InnORBIT their contribution to the CBP and BSP, which can be found currently live on InnORBIT's website.

3.2 Point.IoT

Purpose of the synergy: Material sharing for CBP and BSP

[Point.IoT](#) was a programme designed to empower innovation using Galileo and IoT technologies. Each year, ten teams of ambitious entrepreneurs based in Europe have the chance to tackle relevant industry challenges while showcasing the use of European positioning technologies in IoT. The programme included a two-day action-packed bootcamp where teams learn essential tools for their work ahead. They will then return home for a three-month virtual sprint and receive one-on-one coaching from industry experts to ensure their solutions are both technically robust and strategically positioned for market success. The programme ended with a demo day and investor event when the most talented team is awarded.

Similarly to Copernicus Accelerator, the synergy with Point.IoT the scope of our collaboration is limited to material and knowledge exchange, being mostly based on their contribution to the CBP and BSP and the materials can be found and used by the engaged innovation intermediaries via InnORBIT's website.

3.3 SpaceUp

Purpose of the synergy: Material sharing for CBP and BSP

[SpaceUp](#) was a project financed by the EU Framework programme for Research and Innovation (Horizon 2020). This funding meant that following an application process, 60 start-ups were able to attend a Space Academy and take their business to the next level. Although all the start-ups focus on space, their industries range from space tourism to sustainable farming to safety solutions.

Throughout the project lifetime, 6 Space Academies have taken place in various European cities as well as online. Through them, new space tech entrepreneurs have been linked with potential partners in Finance, Business, Space Clusters and Science Parks, plunging start-ups into a genuinely European Space ecosystem.

SpaceUp was contacted by STP back in October 2021, sharing the same purpose as Copernicus Accelerator and Point.IoT of contributing to the development of CBP and BSP.

3.4 Astropreneurs

Purpose of the synergy: Material sharing for CBP and BSP; cross-promotion

[Astropreneurs](#) Accelerator was a three-month acceleration program that took place and included business and technical mentorship, support to fund business ideas and get access to “SPACE Economy “Astropreneurs” network”. Astropreneurs Accelerator provided the opportunity to scale businesses and better capitalize target markets and global opportunities. Astropreneurs specifically targeted start-ups: **entrepreneurs in ideation phase or registered companies that qualify as SMEs** and provided **50 hours of mentoring** from Astropreneurs mentors and experts.

Following the co-creation workshop, STP approached Astropreneurs, in the context of collecting relevant materials to use within the CBP and BSP of InnORBIT, as well as setting up a collaboration for cross-awareness, material sharing and dissemination purposes (Figure 3).

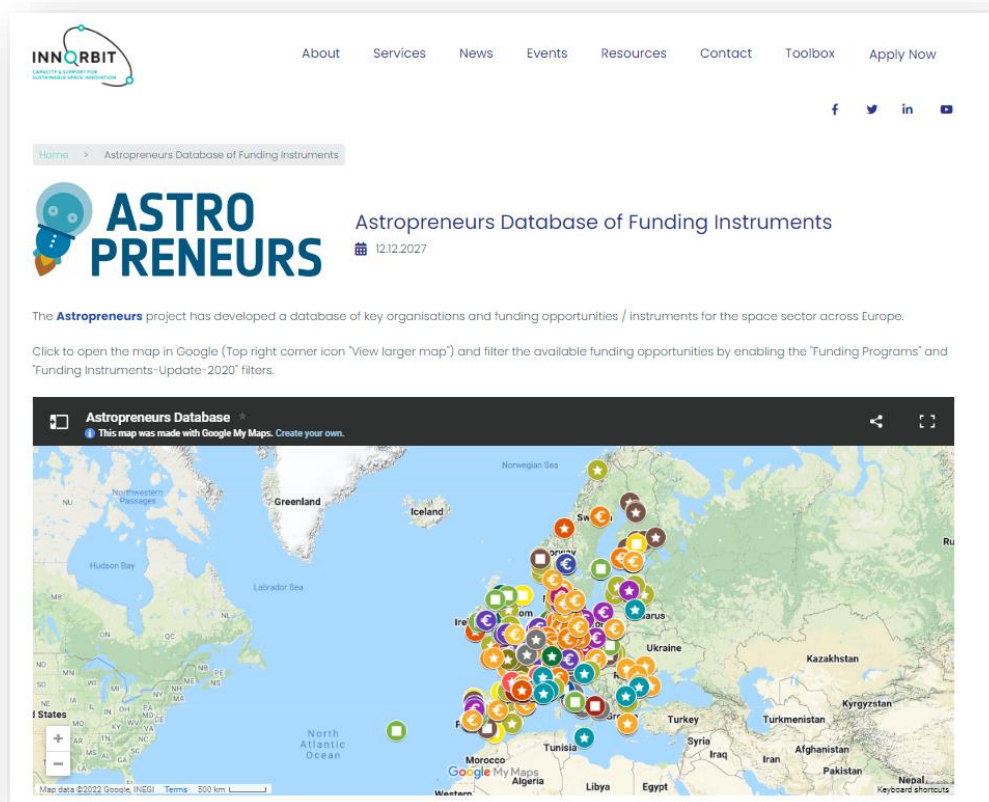


Figure 3 Promotion of Astropreneurs Database on InnORBIT website

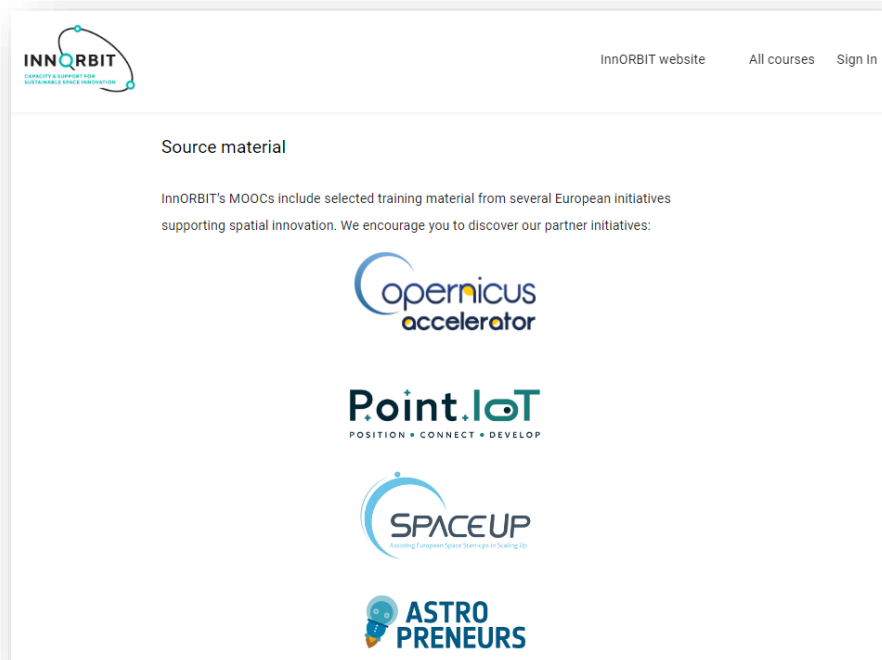


Figure 4 Source of the CBP and BSP on InnORBIT website

3.5 Copernicus MOOC

Purpose of the synergy: Material sharing for CBP and BSP

[The Copernicus MOOC](#) is a Massive Open Online Course developed by the University of Luxembourg Competence Centre and PwC for the European Commission.

Participants have the opportunity to learn how Copernicus data can be used for evidence-based public policy, as well as to develop new products and services, open up new markets, improve quality of life, and make the most of limited resources in a sustainable way. The Copernicus MOOC database was used as contribution to the CBP and BSP of InnORBIT, which was collected by STP at the start of the project.

3.6 Go2SpaceHubs

Purpose of the synergy: Material sharing for CBP and BSP

[Go2Space-HUBs](#) (Generating new sOolutions 2 and from Space through effective local start-up HUBs) is a H2020 funded project aiming to secure the creation and up-scaling of European businesses, offering technology and services in and from the space sector, ensuring value creation and innovation through cross-fertilisation, training, and locally owned and driven networks and initiatives that connect effectively with existing EU initiatives.

The project focuses on the creation of 3 new Space hubs in Coimbra, Madrid and Tallinn strengthening local entrepreneurship/ business ecosystems & networks. The HUBs have extensive experience in providing support to start-ups and will be supported by entities that are experts on investor readiness & access to financial

services, and technology transfer, in addition to an aerospace cluster representing SMEs from all the relevant space-segments.

Tech Tour Global is part of the Go2SpaceHubs consortium as well as part of InnORBIT, contributing to an extensive list of resources, such as webinars, workshops info sessions that were identified relevant for the creation of the InnORBIT CBP and BSP. Therefore, when creating the InnORBIT toolbox, STP initiated a discussion which led to the collection of relevant material that was included in the existing CBP and BSP.

3.7 Space Hubs Network

Purpose of the synergy: Cross-promotion; knowledge exchange

[Space Hubs Network](#) (SUN) is an EU funded programme and a sister project of InnORBIT, that fosters development and helps excel the most promising entrepreneurs, start-ups, scale-ups and SMEs in the space technology sector. SUN encourages the development of sustainable European level initiatives for start-ups and scale-ups with the main objective being to increase the commercialisation of space-enabled solutions and growth of European start-ups and scale-ups in the space downstream and upstream sectors.

SUN focuses on providing various pre-incubation, pre- and post-acceleration support initiatives, giving solutions to accelerate growth and technology commercialization.

Given the fact that SUN acts as a sister project of InnORBIT and contributes to the achievement of the same EU level objective, the collaboration started early in the project's lifetime, with Q-PLAN having several discussions that led to joint communication and cross-dissemination of results and activities to each other's networks. Ongoing discussions between the projects are running with open possibilities for the joint organisation of events and activities that will be further assessed.



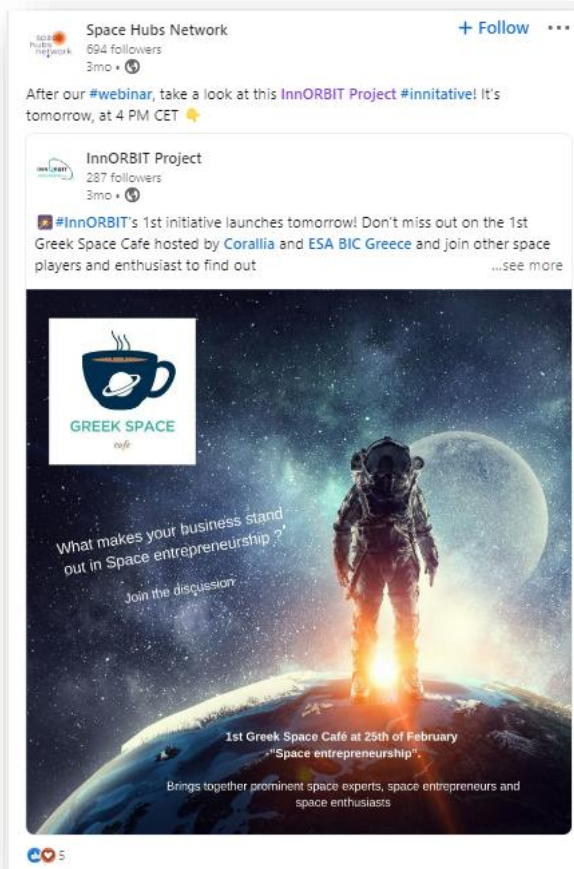


Figure 5 InnORBIT- SUN cross promotion activities

3.8 GALACTICA

Purpose of the synergy: Material sharing for CBP and BSP; knowledge exchange; cross-promotion

[GALACTICA project](#) aims to support the creation of new industrial value chains around textile and aerospace sectors based on advanced manufacturing. The project's vision is to drive cross-sectoral innovation to boost new market opportunities, revenues and improve productivity. GALACTICA has the objective to facilitate the uptake of advanced manufacturing technologies as part of the digital transition of the textile and aerospace industries.

GALACTICA was approached by QPL via Corallia who is engaged as a partner within the GALACTICA consortium. After the initial discussion, in order to find a way to foster the cross-border and cross-sectoral level, benefit and to increase the outreach of both projects, InnORBIT joined the network of Ambassadors (Figure 5) and effectively contributed to the dissemination of their 2nd Open Call through InnORBIT channels (Figure 6). As a GALACTICA Ambassador, InnORBIT serves as a goodwill communication officer to represent the partnership in outside networks to increase awareness.

Moreover, in January 2022, Q-PLAN participated in a knowledge exchange event organised by GALACTICA and effectively communicated the objectives, activities and opportunities provided by InnORBIT. The synergy is ongoing and will be further deepened throughout the running course of both projects.



Figure 6 InnORBIT displayed as GALACTICA Ambassador on their website

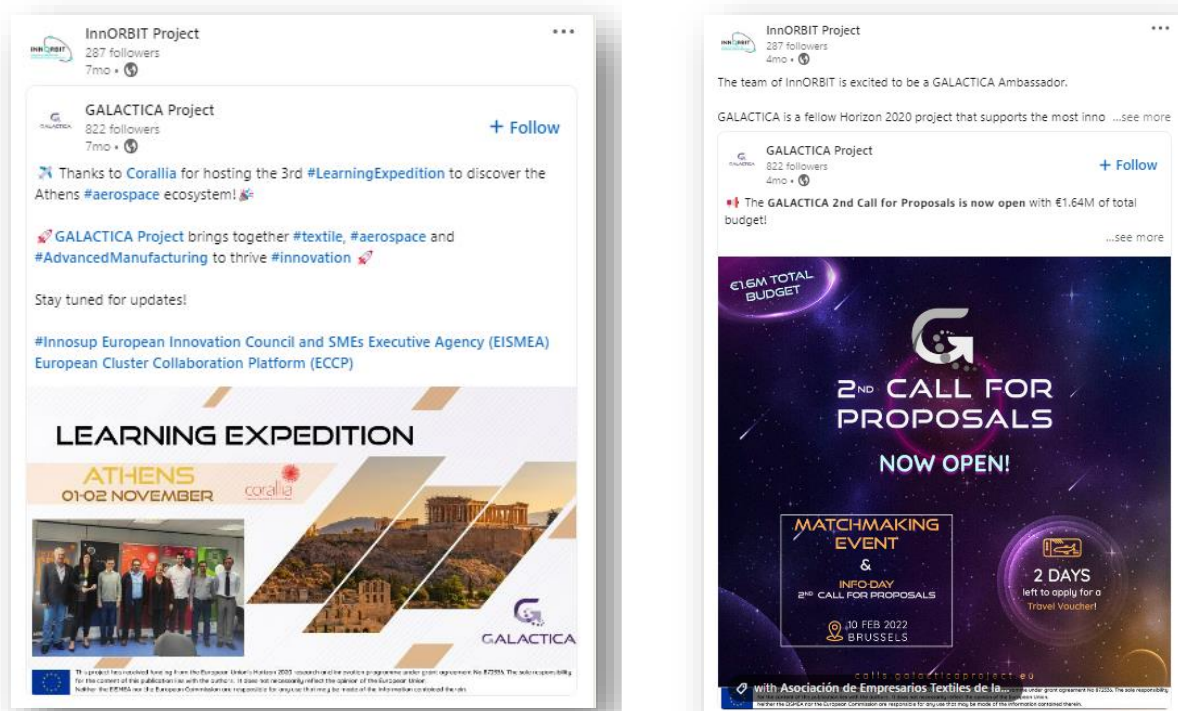


Figure 7 InnORBIT- GALACTICA cross-promotion activities

3.9 European Space Policy Institute (ESPI)

Purpose of the synergy: Cross-promotion; Support for drafting and disseminating the project's policy recommendations

Space has become an important vehicle for achieving objectives in key policy areas including environment, security, economic development, mobility and resource management. It generates knowledge and innovation and contributes to Europe’s identity and capabilities. Europe requires perspectives on how to manage mid- and long-term challenges in exploiting the full potential that space holds for society.

In this context, [the European Space Policy Institute \(ESPI\)](#) responds to these needs through independent analyses and advice, with the aim of supporting space as a strategic policy area for Europe. To this effect, it provides recommendations, policy options and forward vision as to how Europe’s engagement in space can bring maximum benefit to society. ESPI’s work also reflects how space can sensibly contribute to Europe’s unique role in global politics as a strong and principled actor.

The connection with ESPI was exploited after the co-creation workshop within T1.3, as they were an active participant providing pivotal input to the CPB and BSP. Several discussions were held with the representatives of ESPI, concluding in the establishment of mutual horizontal activities focusing primarily on cross-promotion and provision of feedback on project results. While exploring the synergy, an agreement was made between InnORBIT and ESPI on their involvement in drafting the policy recommendations within the upcoming T4.3. For now, InnORBIT is actively promoting ESPI’s activities, events, and results (Figure 8) and keeping in touch on any updates regarding the project’s progress.



Figure 8 InnORBIT- ESPI cross-promotion activities

3.10 European Business Angels Network (EBAN)

Purpose of the synergy: Material sharing for CBP and BSP

[EBAN](#) is the pan-European representative for the early-stage investor community gathering over 150 member organizations in more than 50 countries today. Established in 1999 by a group of pioneer angel networks in Europe with the collaboration of the European Commission and EURADA, EBAN represents a sector estimated to invest 11.4 billion Euros a year and playing a vital role in Europe’s future, notably in the funding of SMEs.

EBAN has access to a comprehensive knowledge center consisting of publications, guides on Angel investment, industry reports and entrepreneur guides that were found to be relevant to the intermediaries and start-ups targeted by InnORBIT. In this context, EBAN was approached by STP via an initial discussion which led to their contribution to the CBP and BSP.

3.11 Galileo Masters

Purpose of the synergy: Cross-promotion; contribution to InnORBIT's digital toolbox

[The Galileo Masters](#) is a global competition that supports the transformation of technological advancements, driven by Satellite Navigation into successful society-oriented applications. Its global network provides the best cases with multifold support and helps them evolve both technologically and commercially. The fundamental mission of this competition is to encourage innovators and motivate them to develop market-driven applications that use Satellite Navigation technologies in everyday life.

The Galileo Masters acts not simply as a competition, but also as a global network of space stakeholders, incubators, Galileo/EGNOS companies, economic development agencies and satellite navigation experts who all come together to support the participants in leading their business to success.

Given their portfolio of expertise, the representatives of Galileo Masters were contacted, inviting them for an introductory discussion in February 2022. Among many discussion points, the purpose identified as the base for the synergy was the Galileo Masters' contribution to the InnORBIT Toolbox with any open material that they have available and that can be useful input from which InnORBIT intermediaries can benefit. The current status is pending, as SEN is currently waiting for a decision on their level of involvement and will soon proceed with another discussion on deepening the synergy and identifying more connection points.

3.12 Design Terminal

Purpose of the synergy: Cross-promotion; participation in the 2nd pilot

[Design Terminal \(DT\)](#) is an international innovation agency focusing on entrepreneurial development. Their aim is to create value for different kinds of partners in the same way, though identifying innovation challenges and looking for the best people to solve them. As of 2020, Design Terminal is responsible for the European Space Agency's incubation activity for space industry start-ups in Hungary. ESA Business Incubation Center Hungary helps entrepreneurs with professional guidance, networking possibilities and funding.

Leveraging their influence in Hungary and the opportunities offered, SEN initiated a discussion with the representatives of Design Terminal in November 2021. The synergies identified so far were on the basis of cross-promotion, with InnORBIT actively promoting the Space Terminal Online Summit in November 2021, as well as Design Terminal heavily promoting InnORBIT's open call for the second pilot round. While exploring the synergy, Design Terminal was also invited to be one of the intermediaries participating in the 2nd pilot round and their interest was materialised via a signed Letter of Commitment (LoC) in February 2022. Continuous discussions are led to identify the best way they can launch and deliver space initiatives and benefit from the offered services within InnORBIT.

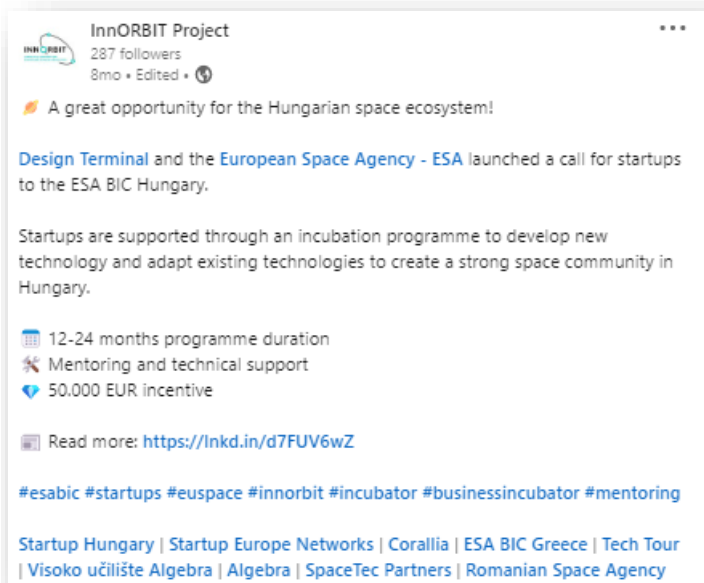
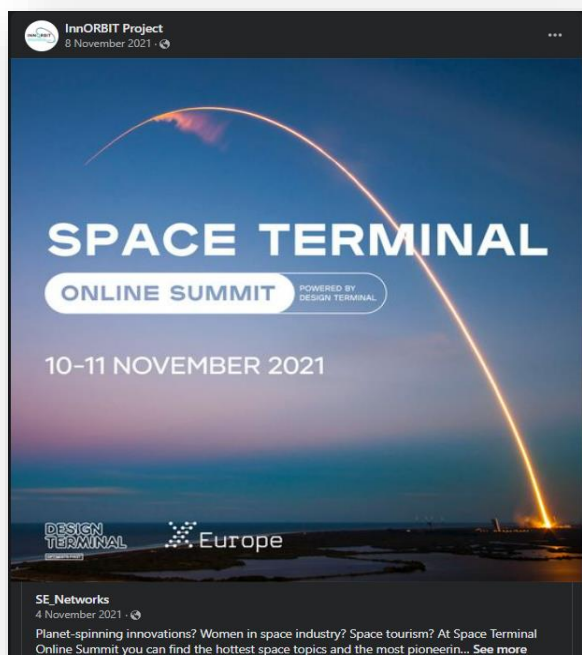


Figure 9 InnORBIT - Design Terminal cross-promotion activities

3.13 Cluster Aerospace Technologies, Research and Applications (CASTRA)

Purpose of the synergy: Cross-promotion; participation in the 2nd pilot; knowledge exchange; provision of feedback on project results

[Cluster AEROSPACE TECHNOLOGIES, RESEARCH AND APPLICATIONS \(CASTRA\)](#) is an industry-driven non-governmental organization – cluster, consortia of technology-driven SMEs, academic and research organisations and other professional NGOs, all developing technologies, products and services in the aero&space domains.

CASTRA’s vision is to act as a strong professional organization in the field of the aerospace technologies R&D&I, and their application to the benefit of society.

CASTRA’s mission is to drive the research, innovations, technology and business applications development in the aero&space sectors, to inspire and motivate the interests and the activities of the national public, academic and SME entities in the sector, to support the organizations – members of the cluster, and to help developing a strong space economy industrial ecosystem in Bulgaria.

During the co-creation workshop organised in June 2021, CASTRA was one of the outstanding innovation intermediaries offering valuable insights and contributions to the creation of the BSP and CBP. They displayed great interest in InnORBIT’s objectives and activities, leading to SEN contacting them and assessing their further interest in establishing a long-term collaboration. After the initial discussion, CASTRA representatives showed an enthusiastic approach, agreeing to contribute through providing feedback to the project results as well as being a potential participant during the 2nd pilot round. CASTRA successfully participated in the 2nd pilot Info Day and signed the LoC, agreeing to be one of the identified intermediaries interested in implementing one or more space initiatives in their ecosystem.

InnORBIT is in continuous discussion with the representatives of CASTRA and this synergy represents one of the deepest amongst all the identified collaborations.

3.14 SME4Space

Purpose of the synergy: Cross-promotion; participation in the 2nd pilot; support for drafting and disseminating the project's policy recommendations

[SME4SPACE](#) is a not-for-profit organisation aiming at being the voice from Space SMEs' viewpoint in a coordinated way and to facilitate the access of SMEs to space activities in general and to ESA and EU programmes in particular. The organisation pursues the following purposes:

- defining and defending common positions, representing the SMEs towards public authorities i.e. the European Space Agency, the European Union and its related agencies;
- organising seminars and information sessions;
- organising a network of SMEs in order to increase the possibilities to cooperate;
- carrying out research projects, participating at National, European and International calls in space and related activities.

SME4Space collaboration was established via CASTRA which is a member of the organisation. Due to the introduction and help from the CASTRA representatives, InnORBIT managed to establish a first contact via an introductory call where Q-PLAN led the discussion, elaborating on the objectives and the activities implemented within InnORBIT. The identified points of collaboration were the promotion of the 2nd pilot's open call within SME4Space's network, InnORBIT participation in their investment events, contribution to the InnORBIT policy recommendations and replication guide formulation. The synergy will be further deepened and explored during the next couple of weeks, and several calls are already scheduled to discuss and assess the next steps.

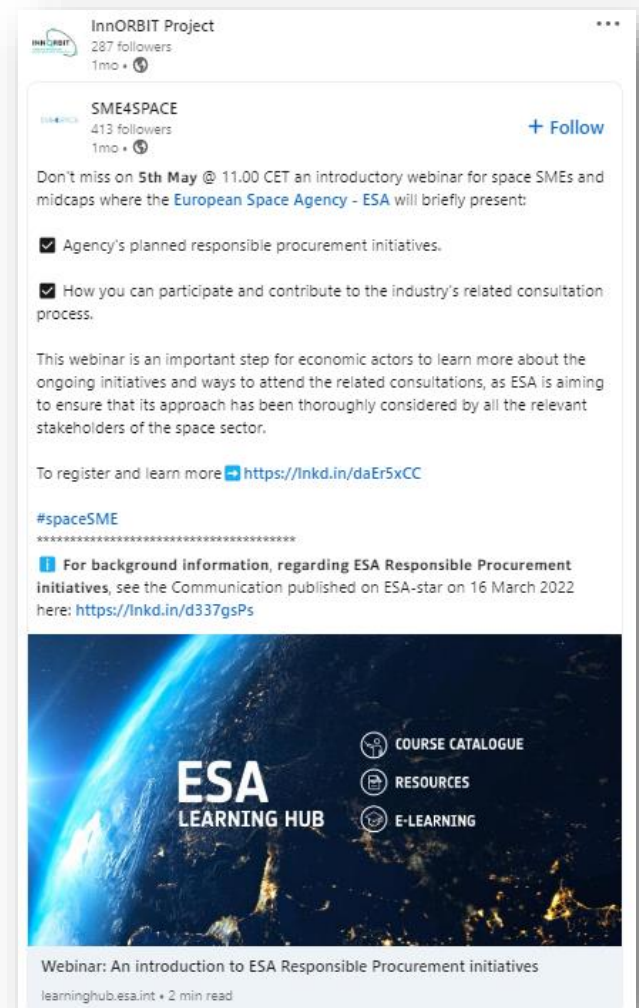
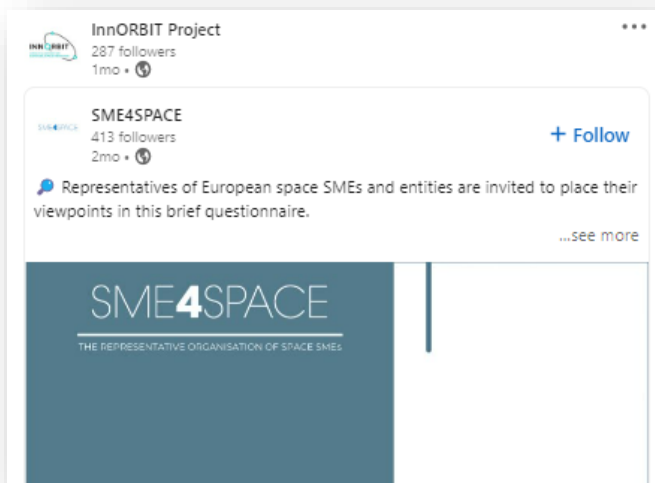


Figure 10 InnORBIT - SME4Space cross-promotion activities

3.15 Copernicus Relay Network

Purpose of the synergy: Cross-promotion; contribution to InnORBIT's digital toolbox

As part of the Space Strategy for Europe, the European Commission has established a network of Copernicus ambassadors: [the Copernicus Relays](#). The Copernicus Relays have been in place since 2017 and they act as local champions, coordinating and promoting activities around the Copernicus Programme, its benefits, and opportunities for local residents and businesses.

The currently 105 members of this global community are the representatives of Copernicus on the ground and will be promoting the benefits of the EU's Earth Observation Programme. They are the voice, but also the eyes and the ears of the European Commission at local and regional levels to ensure that user needs are integrated into the Copernicus Programme and to maximise its use at local and operational levels.

SEN identified Copernicus Relay Network's contact point via STP's connections and approached the representatives via direct emailing which led to an introductory meeting in February 2022. As a result, the discussion concluded with Copernicus Relay Network sharing their application form with the InnORBIT consortium, which was shared with the intermediaries involved in InnORBIT, namely Algebra and ROMSPACE as potential applicants. Moreover, Q-PLAN as the project coordinator had the chance to introduce InnORBIT at the monthly video conference of March 2022 organised by Copernicus Relay Network and share the project's activities and plans as well as promoting the open call with contacts and organizations that can be interested in participating in InnORBIT's second pilot. The representatives of Copernicus Relay Network agreed to contribute to InnORBIT Digital Toolbox and discussions are now led to identify the best material that can be included and from which the intermediaries involved in InnORBIT can benefit.

3.16 EBN (Space Sector Interest Group - SIG)

Purpose of the synergy: Cross-promotion

[EBN](#) (European Business and Innovation Centre Network) serves a pan-European, global community of people that use innovative business as a driver for regional (economic) development.

EBN's initiatives include EU BIC certification, development and distribution of quality business support programmes, facilitation and initiation of project collaborations, global networking and advocacy for excellent business support actors like the EU BICs.

Special Interest Groups (SIGs) bring together a wide variety of business innovation stakeholders that are part of the EBN network seeking to facilitate collaboration and knowledge exchange on sectorial and cross-cutting thematic topics. The Space SIG is the youngest addition to the big EBN SIG subcommunity. Thanks to a long and close cooperation with the European Space Agency, the Space SIG started in 2017, answering the request of many of its existing members to be informed, interconnected and active in the larger space industrial ecosystem. Intersecting several different industries, the Space SIG group members are not only very active directly in the Space industry but also in ICT, Green Energy, Maritime, Automotive sectors.

Given to their extensive network, EBN was initially approached by Q-PLAN establishing a first contact for a potential collaboration. During the initial call, Q-PLAN presented in detail the activities implemented within InnORBIT as well as potential topics for collaboration such as promotion of the open call, cross-promotional activities, and a strategy for further steps. EBN has granted InnORBIT access to the mailing list of the Space SIG and the administrator promoted the InnORBIT open call for the 2nd pilot round. The decision is pending with regard to the organisation of joint events (e.g. a space track). Further discussions on strengthening the synergy will be held and follow-up meetings are already in the planning phase.

3.17 Cassini Hackathon

Purpose of the synergy: Cross-promotion; knowledge exchange

[The CASSINI Hackathons & Mentoring](#) is the flagship action of the European Commission's Competitive Space Start-ups for Innovation Initiative (CASSINI). Its goal is to stimulate the spur-of-the-moment development of innovative initiatives based on data and information from Copernicus satellite images and Galileo & EGNOS positioning signals.

The CASSINI initiative aspires to foster innovation across all EU Space programmes, creating new opportunities, cutting-edge products & services, and stimulate economic growth for a sustainable Europe.

The 3rd CASSINI Hackathon with the topic “(Re)Visit Europe” has been implemented in 10 European countries. The local organiser in Greece was Corallia (member of the InnORBIT Consortium). The 3rd CASSINI Hackathon focused on preserving European destinations and the way in which we access them. Participants have been challenged to develop ideas that support sustainable travel, enhance the experience in local cities and cultures, and promote thoughtful exploration of Europe’s nature, by using data from Copernicus, Galileo and EGNOS. The CASSINI Hackathon in Greece was implemented in a hybrid format, supported, among others, by InnORBIT project. Moreover, Corallia, in the frame of the hackathon also distributed InnORBIT promo material to attendees and also placed an InnORBIT banner at the venue, as shown in the photo below.

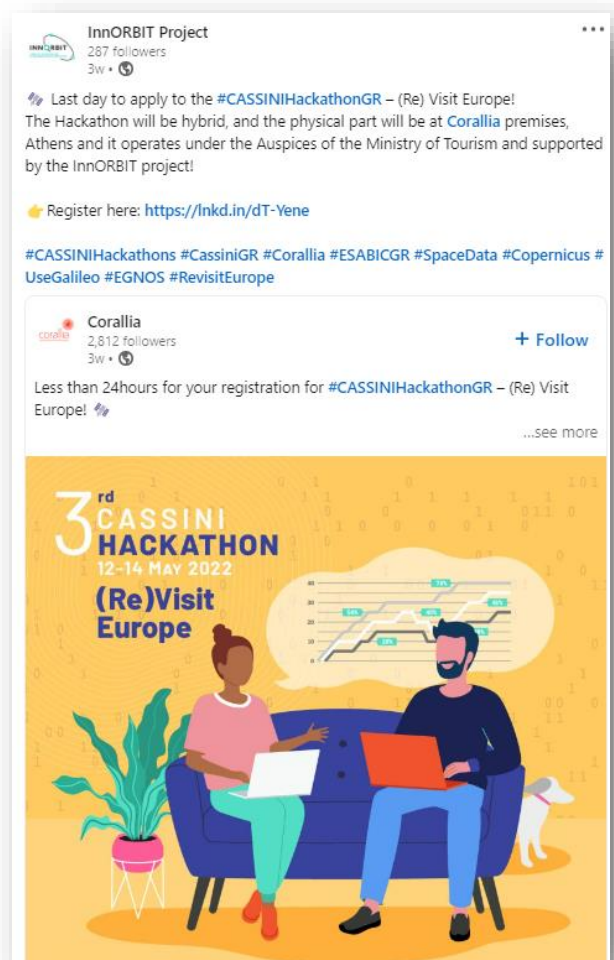


Figure 11 InnORBIT 3rd CASSINI Hackathon promotion supporting activities

4 Space tracks

As InnORBIT's main aim is to directly help the entrepreneurs, start-ups and scale-ups that will go through our project to identify and apply to suitable EU level support initiatives whenever necessary to catalyse their growth, a key part of Task 3.4 is the organisation of 2 space tracks at larger investment and matchmaking events. The objective is to bring the highest-potential and investment-ready start-ups, scale-ups and entrepreneurs coming from InnORBIT's local initiatives face-to-face with potential mentors, business partners, customers and investors at EU level. This task is coordinated by Tech Tour Global (TTG).

With the Covid-19 travel restrictions and the consortium preference to organise the space tracks physically at a major space related event, the first space track planned during the first InnORBIT pilot round was delayed to the second half of 2022. Tech Tour is currently looking into the space related events calendar in the second half of 2022 to confirm the first InnORBIT space track. There are currently 2 options considered by TTG:

- The Tech Tour Space 2022 event which Tech Tour is currently discussing with a large space partner. If confirmed, the event will be the preferred option and will take place in Munich in November 2022. This will be a good opportunity to organise the InnORBIT space track alongside and provide high benefits for the participating companies and partners.
- The Tech Tour Digital Frontiers organized by Tech Tour in Lausanne on 11-12 October 2022 is another option to organise the InnORBIT space track, as it targets most promising early-stage digital tech entrepreneurs in Cybersecurity, Trust & Space, AI & ML, Blockchain, Metaverse, as well as investors and corporates active in these sectors.

Once the event at which the space track will take place is defined and confirmed, Tech Tour will launch a call for applications within the InnORBIT ecosystems, as well as a call the ecosystems with which InnORBIT has created synergies, to increase the scope of the participating companies and to ensure high quality and relevant development stage of the companies. A selection panel will also be formed by space investors and experts to review and evaluate all applying companies, resulting in a selection of the best companies with a minimum investment attractiveness. 8-10 companies will be selected by the selection panel and will be invited to participate at the space track and network. A dedicated pitching slot will be allocated to each selected company to present their value proposition and investment needs in front of the audience. One-on-one meetings with investors will also be planned, to allow the selected companies to meet with the participating investors.

5 Conclusion, lessons learned and next steps

The synergies established so far set out the pathway to establishing sustainable collaborations and mutually benefit from the identified organisations' experience and knowledge while reaching the full potential of the impact that InnORBIT can generate.

Based on the experience, engaging interested parties turned out to be a successful process, as relevant connections were established even before the task had officially started. As of now, there are 17 identified synergies covering a wide range of activities, with most (41%) covering cross promotion, (18%) on knowledge transfer, provision of feedback to project results (13%) and contribution to the policy recommendations (7%).

InnORBIT followed a multilateral approach and accordingly, the report investigated the established synergies and links that were developed with other EU projects and initiatives. These connections will help leverage the results of the project as well as use the vast potential of their existing data, network, and service information in exchange for the opportunity to participate in the activities and gain from the opportunities provided by InnORBIT (i.e., participation in the 2nd pilot round, cross-promotion). InnORBIT aims to not only deepen the existing connections, but approach and establish new ones.

Moreover, given the COVID-19 pandemic, InnORBIT efficiently tracked and developed a contingency plan for the 2 space tracks that will be held at larger investment and matchmaking events during the second half of 2022.

The next steps will focus on exploring possibilities for the joint organisation of events and activities with Space Hubs Network and GALACTICA, as well as further deepening synergies with EBN, Copernicus Relay Network, Galileo Masters and actively proceeding with the organisation of the space tracks.

This report is a living document and will be updated in M30.

Annexes

Annex I – Related initiatives and projects

Name	Description	Partner connected
CROBOHUB Croatian Robotics Digital Innovation Hub	Croatian Robotics Digital Innovation Hub (CROBOHUB), hosted within ICENT, is the key Croatian non-profit facility to support companies to become more competitive by improving their business/production processes as well as products and services by up-taking digital technologies and robotic solutions.	Algebra
COSMOS2020plus	COSMOS2020plus, the EU funded network of National Contact Points (NCPs) for Space serving the needs of potential participants of Horizon 2020 space through information and advice on funding opportunities.	N/A
Copernicus Accelerator	The Copernicus Accelerator offers 50 of Europe's boldest innovators and start-ups a unique 12-month tailor-made coaching programme. It provides a challenging, inspiring and inclusive setting for you to take your idea to the next level.	STP
Copernicus Masters	The Copernicus Masters Partner Challenges focus on a specific topic and are offered by our premium partners with great cash and in-kind prizes to boost your innovation development. The Copernicus Prizes co-financed by the EC do not follow a specific topic. They are mainly presented by a region, country or institution that also offers cash and direct support to boost your business development.	N/A
Copernicus Incubation Programme	The programme will award 50.000 euro to 20 European start-ups every year, to finance their incubation in an incubation/acceleration supporting organisation of their choice.	N/A
Copernicus Academy	The Copernicus Academy connects universities, research institutions, business schools, both private and non-profit organisations, in the Copernicus Participating Countries (EU28 + Norway & Iceland) and beyond. The goal of the network is to link research & academic institutions with authorities & service providers, facilitate collaborative research, develop lectures, training sessions, traineeships as well as educational and training material to empower the next generation of researchers, scientists, and entrepreneurs with suitable skill sets to use Copernicus data and information services to their full potential.	N/A
Copernicus Relay Network	They act as local champions, coordinating and promoting activities around the Copernicus Programme, its benefits, and opportunities for local residents and businesses.	STP/Corallia

Competitive Space Start-ups for Innovation initiative (CASSINI)	It consolidates/streamlines existing initiatives as well as envisages new ones, to support innovation & start-up and to create a coherent, long term, structured, focused and scalable public support mechanism. It is part of the EU Strategy for SMEs. Synergies with other Commission's complementary activities – like Start Up Europe - are to be exploited to maximize mutual benefits.	STP/Corallia
SME4Space	The aim of SME4SPACE is to voice Space SMEs' viewpoint in a coordinated way and to facilitate the access of SMEs to space activities in general and to ESA and EU programmes in particular.	N/A
Galileo Masters	The innovation competition is scouting for the most forward-thinking applications based on satellite navigation. It provides support for innovations at any development stage, with the ultimate aim of turning them into real business cases.	N/A
Copernicus Hackathons	Funded by the EU Commission, brings together developers, entrepreneurs and topic-specific experts to develop new applications based on Copernicus Earth observation data and services. Copernicus Hackathons will give people all over Europe the chance to come together and explore many application fields here on Earth with free and open space data from Copernicus.	N/A
Invest Horizon	InvestHorizon is a programme financed by the European Commission, in association with Eureka, to facilitate series A funding for selected deep tech companies boosting their investment readiness and investor relations. The programme is run by a consortium coordinated by Tech Tour.	TTG
Space Founders	SpaceFounders support top-notch European space tech start-ups with tailored mentoring from world-class space tech and business experts, deep industry know-how and access to the best deep tech investors. This program is run by CNES and the University of the Bundeswehr Munich, together with DLR, public partners, successful entrepreneurs, and investors coming from Europe's leading space organisations.	N/A
Launchpad	LAUNCHPAD is a 12-day European Space Agency (ESA) BIC DK pre-incubation summer program for selected entrepreneurs to create moonshot start-ups using space to benefit the earth. The goal of LAUNCHPAD is to accelerate the growth of new space tech start-ups to go into ESA BIC DK incubation after LAUNCHPAD and receive a free-of-charge package of business coaching, technical support, and cash incentives of 50.000 EUR during an incubation period of up to 2 years.	N/A
Switch to Space	The mission of the YouSpace is to help young and ambitious people interested in the Space sector to take their first steps towards achieving their goals, boosting their career and improving Europe's competitiveness.	N/A
EuroSpace	Eurospace – a not for profit organisation incorporated under the French law of 1901 – fosters the development of space activities in	N/A

	<p>Europe and promotes a better understanding of space industry related issues and problems. It gathers industry-relevant information and maintains permanent liaison with ESA (the European Space Agency), National Space Agencies (CNES/France, DLR/Germany, ASI/Italy) and in general any organisation using or compelling the use of space techniques such as the European governments or the European Union.</p>	
Seraphim	<p>Our interconnected model is to identify, support and grow early stage SpaceTech companies across the full life cycle. We are backed by leading Space corporates and international space agencies across our activities including investors in the Fund(s) Airbus, SES, Teledyne, Telespazio, SSTL and accelerator partnerships including Rolls Royce, Inmarsat, European Space Agency and UK Space Agency. We've supported over 50 SpaceTech companies across our Angels, Fund and Accelerator and generated significant Co-Investment opportunities for our LPs at Series B and beyond.</p>	N/A
NewSpaceVision	<p>With NewSpaceVision we want to grow the European (New)Space start up scene and build awareness for the interesting applications of space related hard and software. NewSpaceVision acts as the starting point for aspiring entrepreneurs and skilful engineers from all kinds of fields to find contact points to existing companies or find colleagues, inspirations and resources to start their own venture.</p>	N/A
The European Space Policy Institute (ESPI)	<p>The European Space Policy Institute (ESPI) responds to these needs through independent analyses and advice, with the aim of supporting space as a strategic policy area for Europe. To this effect, it provides recommendations, policy options and forward vision as to how Europe's engagement in space can bring maximum benefit to society. ESPI's work also reflects how space can sensibly contribute to Europe's unique role in global politics as a strong and principled actor.</p>	N/A
Ariane Group	<p>A world leader in access to space, working for its institutional and commercial customers and Europe's strategic independence.</p> <p>The perfect innovative, highly competitive solution for civil and military launch systems and space applications – that's what we give our institutional, commercial, and industrial customers. We are expert in the most cutting-edge technologies, from all aspects of complete propulsion systems right down to the items of equipment and materials. We leverage all of this expertise, the unique knowledge of our teams, into benefiting the space, defense, energy, and other industrial sectors, with high value-added products, equipment and services.</p>	N/A
Space Ventures Investors	<p>For innovative entrepreneurs and passionate investors, we are building the bridge between private capital and the emerging space companies.</p> <p>We have a deep network of private investors that trust the management team's allocation of capital into strategically important space companies.</p>	N/A

Space Data Gateway	SDG is an Intelligent NanoSat Communication service in Low Earth orbit, envisioned with the capacity of transmitting on-demand space data at a fraction of the cost.	N/A
Space4Globe	Aims to support the Space4Globe initiative and intensify Cluster and business network collaboration between Space Clusters and Clusters in other sectors internationally by establishing an ESCP, i.e., a Meta-Cluster, in order to support the internationalisation of its SME members. The project concluded successfully and produced an Internationalisation Strategy Plan and an Implementation Roadmap for the Partnership.	Corallia
SpaceEU	SpaceEU implements an exciting space outreach and education programme to spark the interest of young people in STEAM (Science, Technology, Engineering, Arts and Maths), and to encourage them to consider space-related careers. The project inspires and broadens young minds, develops a sense of European and global citizenship, and through our shared human relationship with space, fosters long-term partnerships between people from different countries and cultural backgrounds. SpaceEU will also lay the groundwork for the possible future establishment of a Knowledge Innovation Community (KIC) in the field of space.	N/A
Space awareness	The project strives to inform children and young adults about current research and issues related to space sciences and the numerous career opportunities offered by space, and to show them that space science can be fun and inspiring. Educators can benefit immensely from the project by taking advantage of the large array free high-quality resources that are easily adaptable to different disciplines and countries.	N/A
Go2Space-HUB	The objective of Go2Space-HUBs project is to secure the creation and up-scaling of European businesses, offering technology and services in and from the space sector, ensuring value creation and innovation through cross-fertilisation, training, and locally owned and driven networks and initiatives that connect effectively with existing EU initiatives.	N/A
Space Up	SPACE-UP promotes technology transfer, networking, outreach and matchmaking with business angels, crowd funders, investors, human resource specialists and CEOs from corporates, culminating in six European SPACE ACADEMIES.	N/A
Space End	Space End's overall aim is to expand the impact and adoption of Space Tech by bringing together space start-ups, SMEs, entrepreneurs, spacetech providers and the digital ecosystem to increase commercial relevance of the technologies across industrial sectors and accelerate their access to market and/or scaling. Successful companies will join the IoT Tribe Space Endeavour equity-free acceleration programme, taking on their businesses with key strategies, experts, mentors and tech integrators to reach their proof of value and the next level of growth over a 3 month period. The three cohorts will begin in June 2020, November 2020 and April 2021.	N/A

Astropreneurs	<p>Astropreneurs Accelerator is a three-month acceleration program that includes business and technical mentorship, support to fund your business idea and access to our “SPACE Economy “Astropreneurs” network”. Through Astropreneurs Accelerator, you can use this mentorship and the “space economy network” of investors, industry and supporting agencies to scale your business and better capitalize target markets and global opportunities. Start-ups will also have access to Astropreneurs workshops and initiatives aimed at a wider audience.</p>	STP
Point IoT	<p>Point.IoT is a new programme designed to empower innovation using Galileo and IoT technologies. Each year, ten teams of ambitious entrepreneurs based in Europe have the chance to roll up their sleeves and tackle relevant industry challenges while showcasing the use of European positioning technologies in IoT.</p>	STP
ENTRUSTED	<p>ENTRUSTED is a research project in the area of secure satellite communications (SatCom) for EU governmental actors. European Networking for satellite Telecommunication Roadmap for the governmental Users requiring Secure, inTeroperable, InnovativE and standardiseD services</p> <p>ENTRUSTED is one the preparatory activities for EU GOVSATCOM - a new component of the European Space Programme (2021-2027).</p>	N/A