



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

D3.7: Enhancing the capacity of  
innovation intermediaries to  
better support space innovation  
– Final 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**

**D3.7: Enhancing the capacity of innovation intermediaries to better support space innovation  
– Final version**

---

<b>Issued by:</b>	SpaceTec Partners
<b>Issue date:</b>	30/09/2022
<b>Due date:</b>	30/09/2022
<b>Work Package Leader:</b>	SpaceTec Partners

---

**Start date of project:** 01 January 2021

**Duration:** 30 months

DOCUMENT HISTORY		
Version	Date	Changes
0.1	23/09/2022	First version for quality feedback
0.2	28/09/2022	Second version for review
0.8	03/09/2022	Third version for review
0.9	03/09/2022	Minimum changes
1.0	07/10/2022	Final version for submission
1.1	20/02/2023	1 <sup>st</sup> revision

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)	

MAIN AUTHORS	
Name	Organisation
Thomas Tanghe, Emilio Crespo	STP

QUALITY REVIEWERS	
Name	Organisation
Apostolos Tsolakis, George Malliopoulos	QPL
Youssef Sabbah, Milena Garthley, Teresa Barber	TTG

#### 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, 2023

Reproduction is authorised provided the source is acknowledged.

# TABLE OF CONTENTS

EXECUTIVE SUMMARY.....	5
1 INTRODUCTION.....	6
1.1 Rationale and objectives of the CBP deployment.....	6
1.2 Content of the Capacity Building Programme.....	6
1.3 Changes introduced during the 2 <sup>nd</sup> pilot round.....	7
2 THE CAPACITY BUILDING PROGRAMME DEPLOYMENT.....	10
2.1 1 <sup>st</sup> Pilot Round.....	11
2.1.1 On-demand training .....	11
2.1.2 Tailored help & support .....	19
2.2 2 <sup>nd</sup> Pilot Round.....	23
2.2.1 On-demand training .....	23
2.2.2 Tailored help and support .....	25
2.2.3 New initiatives and frameworks .....	27
3 CBP EXECUTION.....	29
3.1 1 <sup>st</sup> Pilot Round.....	29
3.1.1 Corallia (COR).....	29
3.1.2 Algebra University College (ALG) .....	30
3.1.3 The Romanian Association for Space Technology and Industry (ROM).....	31
3.2 2 <sup>nd</sup> Pilot Round.....	32
3.2.1 General remarks.....	32
3.2.2 Onboarding process.....	33
3.2.3 CASTRA (Cluster Aerospace Technologies, Research And Applications) - <a href="https://castra.org/">https://castra.org/</a> 35	35
3.2.4 SARIO (Slovak Space Office) - <a href="https://spaceoffice.sk">https://spaceoffice.sk</a> .....	35
3.2.5 Design Terminal - <a href="https://designterminal.org">https://designterminal.org</a> .....	35
3.2.6 UNIMOS Alliance - <a href="http://unimosalliance.com">http://unimosalliance.com</a> .....	36
3.2.7 ESA BIC Denmark - <a href="https://www.esabic.dk">https://www.esabic.dk</a> .....	36
3.2.8 Romanian Space Initiative and Initium - <a href="https://rospin.org">https://rospin.org</a> & <a href="http://www.initium-space-consulting.eu">www.initium-space-consulting.eu</a> 37	37
3.2.9 Ruđer Bošković Institute (IRB) - <a href="https://www.irb.hr/">https://www.irb.hr/</a> .....	37
3.2.10 Venture Factory - <a href="https://venturefactory.org">https://venturefactory.org</a> .....	37
3.2.11 Step Ri - <a href="https://www.step.uniri.hr">https://www.step.uniri.hr</a> .....	37

3.2.12	Zagreb Innovation Centre (ZICER) - <a href="https://www.zicer.hr/">https://www.zicer.hr/</a> .....	38
3.2.13	Magurele Science Park (MSP) - <a href="https://www.magurelesciencepark.ro/en">https://www.magurelesciencepark.ro/en</a> .....	38
3.2.14	Romanian Tech Start-ups Association (RO TSA) - <a href="https://rotsa.ro/en/homepage-en">https://rotsa.ro/en/homepage-en</a> .....	38
3.2.15	Timis Chamber of Commerce, Industry and Agriculture from Romania – CCIA .....	39
3.2.16	Blue Dot Solutions - <a href="https://www.bluedotsolutions.eu">https://www.bluedotsolutions.eu</a> .....	39
3.2.17	Wolves Summit - <a href="https://www.wolvessummit.com">https://www.wolvessummit.com</a> .....	39
3.2.18	Bulgarian Academy of Science - CNSDR - <a href="http://www.cnsdr.bas.bg">http://www.cnsdr.bas.bg</a> .....	39
3.2.19	Estimation of ongoing initiatives .....	40
4	CONCLUSIONS AND NEXT STEPS.....	42

## LIST OF FIGURES

Figure 1: Updated on-demand training (innovation on top, technical on the bottom).....	7
Figure 2: Gantt chart for WP3 activities in September 2022.....	8
Figure 3: Distribution of InnORBIT’s participating intermediaries .....	10
Figure 4: List of engaged intermediaries involved during both pilots (updated January 2023) .....	10
Figure 5: InnORBIT’s training platform evolution.....	12
Figure 6: Space market & economics .....	13
Figure 7: The European space support landscape: insights from Central and Eastern Europe .....	13
Figure 8: NewSpace .....	14
Figure 9: Galileo and EGNOS: Two masterpieces for PNT made in Europe .....	14
Figure 10: A Galileo Course.....	15
Figure 11: The Copernicus programme.....	15
Figure 12: The GOVSATCOM programme .....	16
Figure 13: SSA, SST and STM.....	16
Figure 14: Organising hackathons.....	17
Figure 15: The café innovation initiative.....	18
Figure 16: Space Sprints, Incubators and Accelerator.....	18
Figure 17: Agenda for the KoW and SIDP initial table of contents – 1 <sup>st</sup> pilot round.....	19
Figure 18: Simplified action tree for the intermediaries during the CBP .....	20
Figure 19: Proposed work split at the KoW of the SIDP across the CBP weeks.....	21
Figure 20: Timeline for the 1 <sup>st</sup> pilot round (CBP and BSP).....	21
Figure 21: On-demand training structure in Thinkific. Left: Space Innovation Training. Right: Space Technical Training.....	23
Figure 22: Screen caps of the new platform and structure.....	24
Figure 23: Check-in meetings diagram during the 2 <sup>nd</sup> pilot.....	25
Figure 24: ROSPIN initiative tracking card (captured in January 2023). Confidential information blurred .....	26
Figure 25: 2 <sup>nd</sup> pilot round flow chart .....	27
Figure 26: Full map of explored initiatives per intermediary, all pilots. Blurred for confidentiality.....	28
Figure 27: Corallia’s tentative calendar from D3.2 SIDP for Greece.....	29
Figure 28: Corallia check-in meetings during the CBP .....	29
Figure 29: Algebra check-in meetings during the CBP .....	30

Figure 30: ROMSPACE check-in meetings during the CBP .....	31
Figure 31: Distribution of InnORBIT's 2 <sup>nd</sup> pilot round intermediaries .....	32
Figure 32: Distribution of InnORBIT's 2 <sup>nd</sup> pilot round intermediaries .....	32
Figure 33: InnORBIT's 2 <sup>nd</sup> pilot round social media campaign .....	33
Figure 34: InnORBIT's 2 <sup>nd</sup> pilot round registry .....	34
Figure 35: Estimation of the initiatives to be completed and risk factor projection (updated on January 2023) .....	40

## Executive summary

This document covers the activities and achievements of Task 3.1, namely the implementation of the Capacity Building Programme (CBP), for both pilots. This included the development of the Support Initiative Deployment Plans (SIDPs) by InnORBIT's 1<sup>st</sup> pilot round intermediaries (i.e. ROMSPACE, Corallia, and Algebra University College), including the training, and on-demand and regular support. The methodology and approach were previously presented in D1.4 InnORBIT Capacity Building Programme - First version and refined in D4.3 InnORBIT Capacity Building Programme - Interim version.

The three InnORBIT intermediaries chose to deploy one initiative each during the first pilot round, hence they were trained in the execution of these. Also, they decided to extend their activities to the second pilot, due to the good results obtained. This has also allowed bridging towards new activities and initiatives as they will be described in deliverable D3.8.

InnORBIT is discussing around 68 initiatives with the external innovation intermediaries, from which up to 38 are expected to happen, due to the limited resources of the intermediaries. Some of the initiatives were already existing or planned and the new ones are designed to be fully aligned with the innovation intermediaries' vision and ambition as well as the ecosystem they are active in.

The syllabus and the process for training the innovation intermediaries are described in the following chapters. The methodology was implemented through a series of meetings within the innovation intermediaries' available timeline. This training period typically started after attending the Kick-off Workshop for the 1<sup>st</sup> pilot round or after attending the Information Day (Info Day) for the 2<sup>nd</sup> pilot round. Minor points of improvement identified during the implementation are summarised in the conclusions for the further development of the InnORBIT Replication Guide and Policy Recommendations.



## 1 Introduction

### 1.1 Rationale and objectives of the CBP deployment

The main objective of the CBP is to support innovation intermediaries to build their capacity to deploy business support initiatives about space innovation and **help them to branch their innovation activities towards the space sector**. This is achieved through the execution of initiatives, and the CBP is the training aiming to facilitate its deployment. These initiatives raise awareness and help to develop their business programmes and value propositions, using tailored incubators, accelerators, hackathons, cafés, info days, etc.

In essence, the objective is to **train the trainer**, since InnORBIT aims to increase the number of local initiatives for start-ups, scale-ups and entrepreneurs in the space downstream and upstream sectors, attending to the European Space Programme and its components such as EGNOS, Galileo, Copernicus and GOVSATCOM.

These objectives justify the logic of the capacity building support in *two dimensions*, firstly **to increase the level of knowledge about the space sector** and secondly **to support the development of local space initiatives**. It is noteworthy that given the high number of intermediaries that it is planned to reach, on-demand training has been chosen and made available in the digital toolbox. The development of local initiatives aims to support them in branching out to the space sector. It should be remembered that intermediaries are experts in mobilising their ecosystems and establishing local support initiatives, so InnORBIT's support aims to cover their gaps and advise insofar as their interest points in the same direction.

The way this service is delivered is through scheduled meetings, in which the detail about space initiatives is increased at each check-in meeting. This ensures that the intermediaries know how to deliver the project's business support programme to entrepreneurs, start-ups and scale-ups.

Finally, the CBP serves to **analyse the needs, interests and demands of the intermediaries** during the implementation of the CBP. This analysis and support continue during the **implementation of the Business Support Programme (BSP)** and it has allowed refining of both the CBP and the BSP for the second pilot round with external intermediaries, to the consortium, optimising the delivery process, as presented in this deliverable.

### 1.2 Content of the Capacity Building Programme

The Capacity Building Programme (CBP) is the **training and qualification plan for the innovation intermediaries so that they can support their entrepreneurs**, start-ups and scale-ups, and innovators in general, in the development of space applications, through the organisation and deployment of local space initiatives. The CBP is made up of two main lines of work from the point of view of the *trainers of the trainers*:

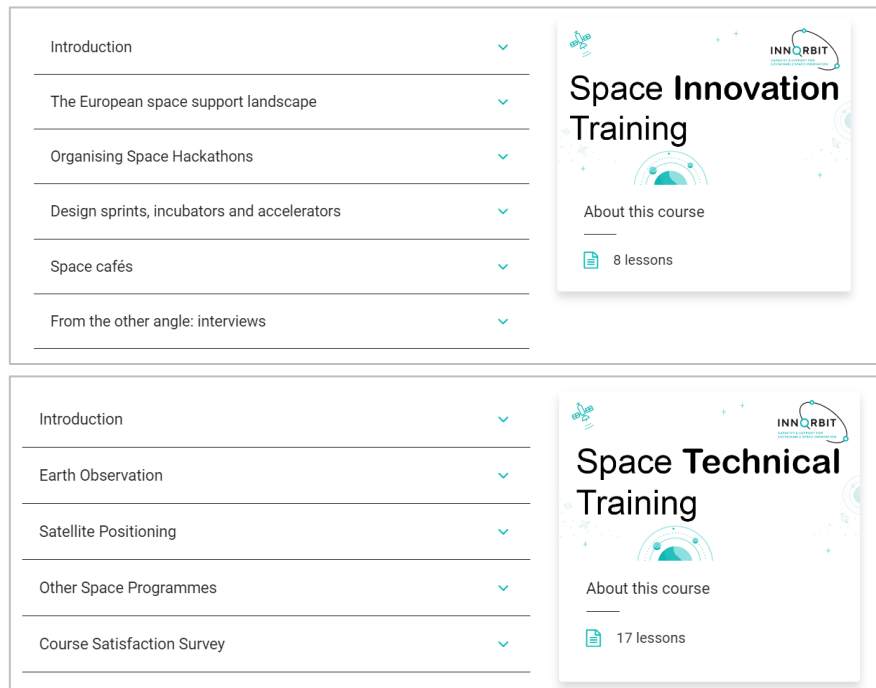
- The on-demand training
- The check-in and provision of tailored support by InnORBIT experts for the development of initiatives

While the on-demand training is a set of learning modules created to support intermediaries at their own pace, the check-ins refer to a critical update introduced in the CBP from the first. The 1<sup>st</sup> pilot round did not require adaptation since the intermediaries were part of InnORBIT, but the 2<sup>nd</sup> pilot round worked with external intermediaries without funding. The lack of resources obligated the programme to be **extremely efficient and straight to the interest of each intermediary**, one of the reasons to distribute the training with periodic check-in meetings. This meant delivering only the aspects the intermediaries would like to know about, as described in the execution, chapter 3.

Changes introduced during the 2nd pilot round. The on-demand training has 2 sub-programmes hosted in the Toolbox:

- The support for **space learning**, called "**Space Technical Training**"<sup>1</sup>
- The support for the **development of initiatives**, known as "**Space Innovation Training**"<sup>2</sup>.

**Figure 1: Updated on-demand training (innovation on top, technical on the bottom)**



In parallel with the training, the CBP supports the intermediaries to plan the initiatives and assists them in developing their SIDPs (Support Initiative Deployment Plan) as a guide for their initiatives. In the first pilot, the plan was described as a formal deliverable or SIDP, while in the second pilot, it was a scheme and draft plans during the second plan.

### 1.3 Changes introduced during the 2<sup>nd</sup> pilot round

**There is a significant difference in the methodology between the first and second pilot rounds, as discussed in deliverables D4.3 and D4.4<sup>3</sup>**, due to the lack of resources for external intermediaries. This factor may lead to a significant drop-out rate from the programme, as there are not enough points of interest to justify the investment in resources. Thus, the CBP must **be highly flexible, adaptable and efficient towards the objectives desired by each intermediary**. These intermediaries cannot invest resources -time and money-, and also Central and Eastern Europe ecosystems have less overall investment<sup>4</sup>. A particular implication of these factors is the impossibility to attend on-demand training outside their focus of interest. In other words,

<sup>1</sup> This programme was renamed; originally "Space 101"

<sup>2</sup> This programme was also renamed; originally "Running space entrepreneurship programmes"

<sup>3</sup> D4.3 InnORBIT Capacity Building and D4.4 InnORBIT Business Support Programmes, Interim versions

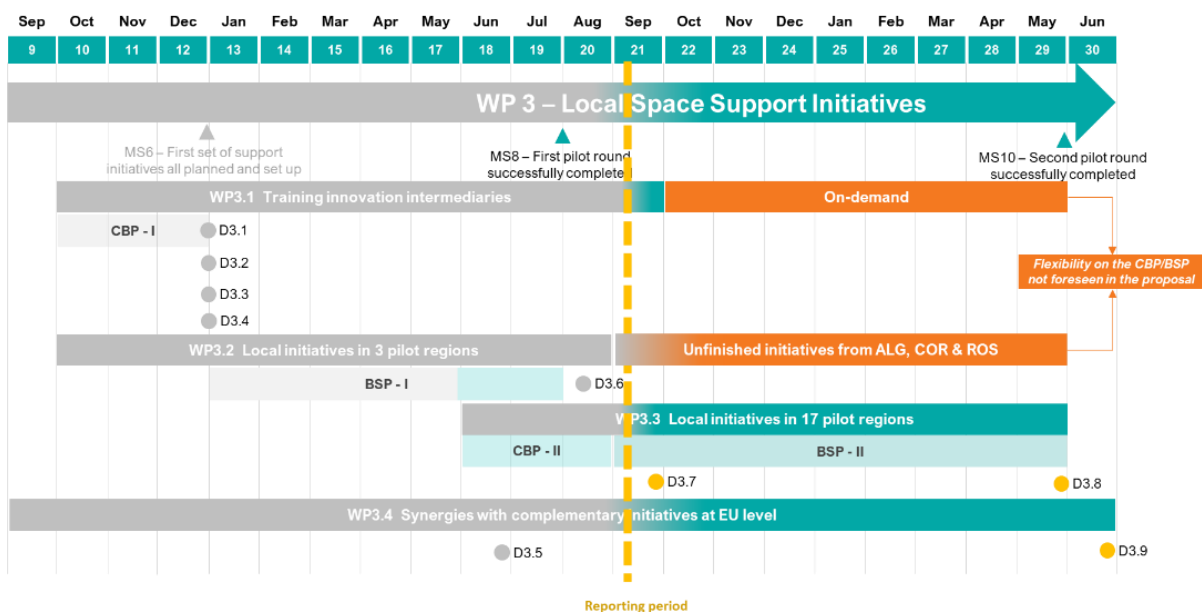
<sup>4</sup> D1.1 The European space support landscape, insights from Central-Eastern and South-Central and Eastern Europe

the intermediary who wants to organise a start-up event will not spend time on how to run a hackathon. If InnORBIT spends an excessive amount of time explaining alternatives or initiatives that are outside the interest and objectives of the intermediary, there is a risk of increasing the drop-out ratio of the programme. Hence, the CBP has a challenging balance between providing and delivering content and being accurate in the initiatives proposed when engaging intermediaries. **Therefore, the training is fully focused on what the intermediary aspires to learn.** I.e., InnORBIT helps them to understand their gaps, and potential outcomes to implement initiatives that they are not familiar with. **During this process, intermediaries are trained de facto.**<sup>3</sup>

**The CBP officially starts with an Info Day**, where the InnORBIT team explains in broad terms what InnORBIT are activities and what intermediaries can achieve by working with them. The reason for having an info day is the vast number of intermediaries scouted, way more than the former three internal intermediaries. It is efficient to group innovation intermediaries for the first contact, avoiding excessive individual calls. After, **an exploration or 1 on 1 meeting is set up, where the focus is to analyse the intermediary’s interests in developing space innovation activities.** In this meeting, success stories of colleagues in the area are presented, how they got there, what initiatives could be implemented from their point of view, how and what they could do, etc. In practice, there has been great interest and commitment, especially the more the intermediary’s plans are aligned with the solutions offered by InnORBIT.

Implementation timing has also been modified between the first and the second pilot. First, **the CBP is merged with the BSP, thereby creating a continuous delivery where there is no gap between the two.** As a consequence, the InnORBIT team of Task 3.1 (STP, both CBPs) will be working at the same time as the Task 3.3 team (SEN, 2<sup>nd</sup> pilot BSP), as seen in Figure 2, on-demand. Second, the timeframes envisioned in the initial CBP and BSP do not make sense with the actual needs of the intermediaries, as is reflected in the interim versions of both CBP and BSP. Moreover, each innovation intermediary has its work plan according to its schedule, adding an extra need for flexibility. Some initiatives are highly resource-demanding and require extensive planning, such as hackathons, while others are almost immediate, like the incorporation of the Thinkific platform into courses for their innovators.

**Figure 2: Gantt chart for WP3 activities in September 2022**



The content of the **training was improved from the original plan** introduced in D1.4<sup>1</sup>, as the lectures were recorded, and further refined in D4.3<sup>2</sup>. Thus, "other Space programmes" was subdivided into a couple of **full lectures on SSA (Space Situational Awareness) and GOVSATCOM (Governmental Satellite Communication)**, a second **block** on Galileo **was added** as the first lecture is very technical and it was felt appropriate to include some introductory material. Moreover, in *Running Space programmes*, some **interviews with event organisers and participants have been added** as a complement for innovation intermediaries. The content is fully available through InnORBIT's toolbox. Further inclusions are expected to happen soon, like a special intellectual protection rights lecture for innovation intermediaries.

---

<sup>1</sup> D1.4 InnORBIT Capacity Building Programme - First version

<sup>2</sup> D4.3 InnORBIT Capacity Building Programme - Interim version

## 2 The Capacity Building Programme deployment

The internal or InnORBIT consortium intermediaries for the 1<sup>st</sup> pilot round were:

- Algebra University College (**ALG**)
- Corallia (**COR**)
- The Romanian Association for Space Technology and Industry (**ROS**)

Updated on January 2023, **30 intermediaries have participated so far**. Out of those, 3 were in the 1<sup>st</sup> pilot round and 27 were new joining in the 2<sup>nd</sup> pilot round. It should be pointed out that the intermediaries from the first round have decided to continue their participation during the 2<sup>nd</sup> pilot round. Taking a picture at the reporting moment, **25 intermediaries have or are being supported so far**. Among these, different levels have been achieved depending on the commitment of each intermediary. Although the ideal case will be to fully complete training until they deploy an initiative, this is not always the case, and the training is interrupted.

Among the intermediaries, is remarkable to mention the participation of ESA BIC Denmark which has been actively enrolled looking to enhance the deal flow generation in its ecosystem and deploying specific training for their batch of innovators, provided by InnORBIT.

The full outcomes of the 2<sup>nd</sup> pilot round CBP will be further described, together with the initiatives implemented in the BSP, in deliverable 3.8.

**Figure 3: Distribution of InnORBIT's participating intermediaries**

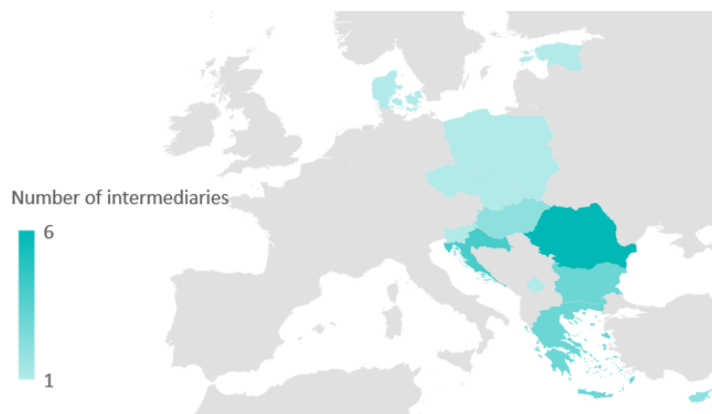


Figure 4 presents all innovation intermediaries who interacted in the project as of January 2023 and presents their current training status. In contrast, the previous graph, Figure 3, is a representation of the country source of each intermediary, describing a homogeneous Central and Central and Eastern European participation.

**Figure 4: List of engaged intermediaries involved during both pilots (updated January 2023)**

Intermediary	Country
Algebra	Croatia
Corallia	Greece
ROMSPACE	Romania
TechTour	Bulgaria
Blue Dot Solutions	Poland
Bulgarian Academy of Science - CNSDR	Bulgaria
CASTRA	Bulgaria

Intermediary	Country
SARIO/Slovak Space Office	Slovakia
Design Terminal	Hungary
Cyprus Space Exploration Organization (CSEO)	Cyprus
UNIMOS	Poland
Czech Invest	Czechia
ESA BIC Denmark	Denmark
Initium Space Consulting	Romania
Innovation Centre Kosovo	Kosovo
Innovation Greece	Greece
Magurele Science Park	Romania
Institut Ruđer Bošković	Croatia
Venture Factory / Startup Slovenia	Slovenia
Go-Up Incubator	Bulgaria
Timis Chamber of Commerce, Industry and Agriculture	Romania
ROSPIN	Romania
RO TSA	Romania
ZICER	Croatia
StepRi	Croatia
Wolves Summit	Poland
Total intermediaries countries	15 different countries

## 2.1 1<sup>st</sup> Pilot Round

### 2.1.1 On-demand training

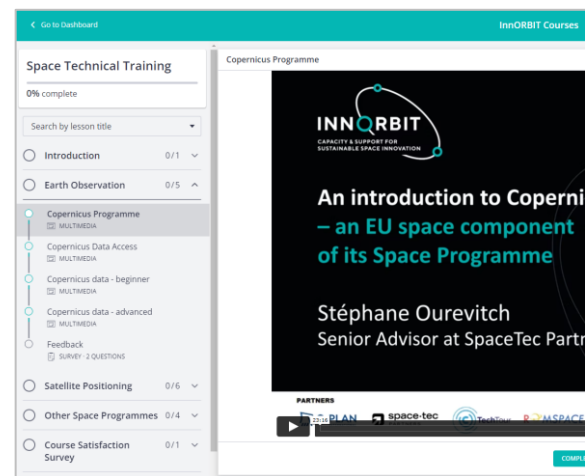
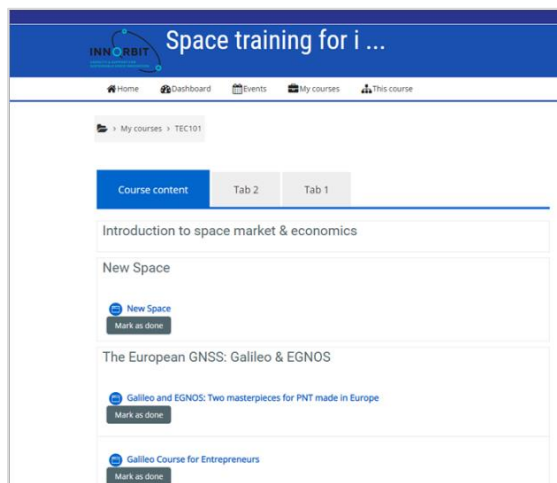
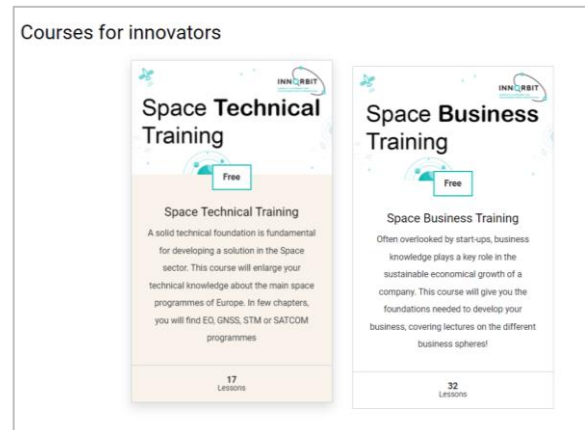
The on-demand training is a set of pre-recorded videos, hosted on an educational platform which aims to support innovators and entrepreneurs in their skillset training, at their own pace. It was defined during D1.4 “InnORBIT Capacity Building Programme”, stemming from the study of the European space support landscape<sup>6</sup>, the needs and challenges of innovation ecosystems and intermediaries<sup>1</sup> and the co-design of the programmes<sup>2</sup>.

The training covers two groups of knowledge: **space** and **innovation initiatives**. It was **created for InnORBIT**, and it is **held in the Digital Toolbox**. Some difficulties in the user-end interface when scripting the training repository motivated InnORBIT to switch from Moodle to the Thinkific e-learning platform, greatly improving the presentation and usability. This happened between the end of the 1<sup>st</sup> pilot round and the beginning of the 2<sup>nd</sup> pilot round. To illustrate these details, Figure 5 exemplifies on the left column the previous state and the right column how currently looks.

<sup>1</sup> D1.2: Needs and challenges of innovation ecosystems and intermediaries for taking up activity in the EU space sector

<sup>2</sup> D1.3: Co-design of capacity building and business support programmes

Figure 5: InnORBIT’s training platform evolution (left: before | right: after)



The **average lesson is about 20-30 minutes**, with the shortest being around 12 minutes and the longest more than an hour. **The full training programme comprises 25 lessons**. Out of these, **17 are technical training** and **8 are about innovation initiatives** for intermediaries.

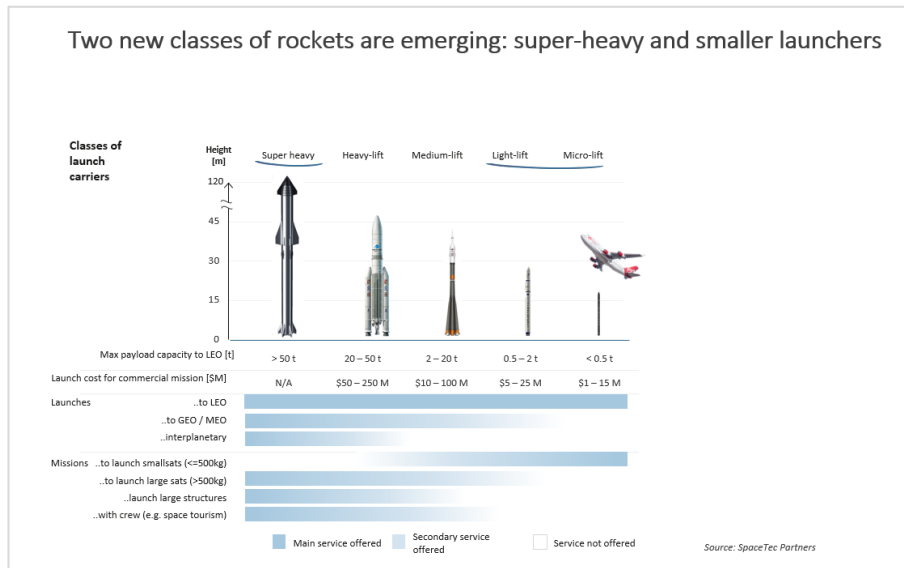
The training is classified by branch (technical, business, innovation) and within this by theme, to facilitate the structure for the trainee. For instance, within the technical, the classification is based on the European Space Programme: Galileo & EGNOS, Copernicus, GOVSATCOM and SSA.

### 2.1.1.1 Space technical training<sup>1</sup>

#### 2.1.1.1.1 Introduction to the space market & economics

With this lecture, presented by Carla Filotico, Figure 6, the aim is to show the coarse numbers of the space sector so that intermediaries and entrepreneurs can get an idea of how much it costs to operate in space and what business models underpin space companies. To illustrate, some of the content in this training deals with the evolution of launchers, as in Figure 6 with the super-heavy and micro-lift classes. This corresponds to the market trend seen with Falcon Heavy or Starship (SpaceX) and a large number of micro-launching start-ups (Rocket Lab, PLDspace, etc.).

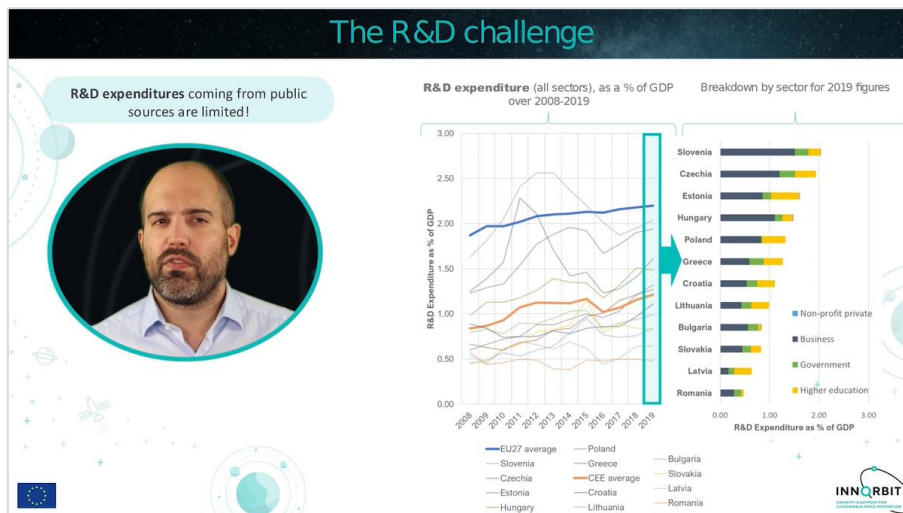
**Figure 6: Space market & economics**



2.1.1.1.2 The European space support landscape: insights from Central and Central and Eastern Europe

Thomas Tanghe, Figure 7, summarises the findings made during the research period on the Central and Central and Eastern European innovation support landscape. High-level conclusions and recommendations for further improvement of the regional sector with a focus on how to embark on the opening market.

**Figure 7: The European space support landscape: insights from Central and Eastern Europe**

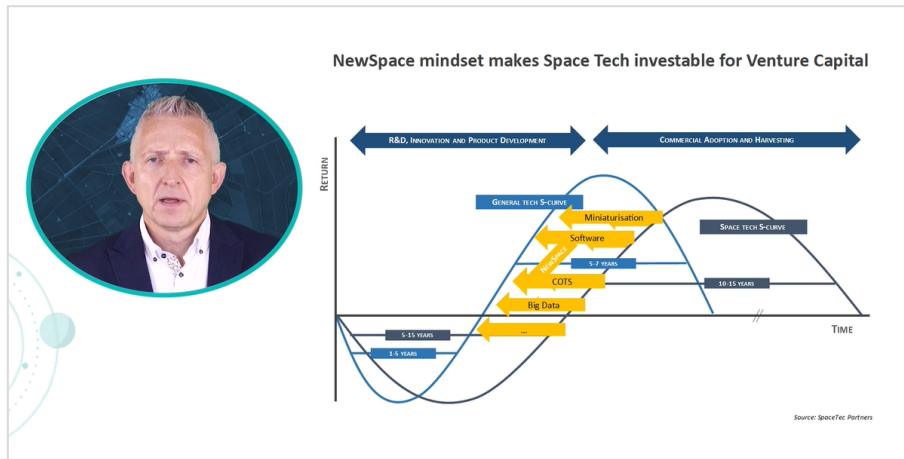




### 2.1.1.1.3 New Space

NewSpace refers to the new and growing sector of the space market which is being coped by private companies in contrast with the traditional state-owned companies. Rainer Horn, Figure 8, synthesises the drivers behind and illustrates how the market is evolving.

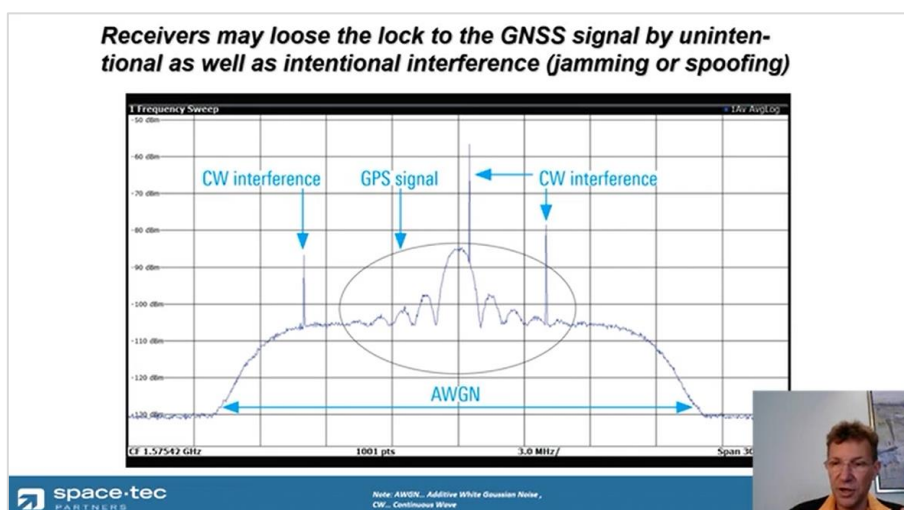
**Figure 8: NewSpace**



### 2.1.1.1.4 Galileo and EGNOS: Two masterpieces for PNT (Position, Navigation and Timing) made in Europe

Galileo is the GNSS (Global Navigation Satellite System) made by the European Union. As the Galileo constellation has a higher orbit, the visibility in urban canyons and higher latitudes is improved by comparing it to the old GPS. The Galileo SBAS (Satellite Based Augmentation System), EGNOS, is an improved system that increases accuracy in Europe. The lecture is presented by Norbert Frischauf, Figure 9, aiming to cover all the technicalities of the programme.

**Figure 9: Galileo and EGNOS: Two masterpieces for PNT made in Europe**




### 2.1.1.1.5 Galileo Course for Entrepreneurs

In this course, Rainer Horn, Figure 10, lectures on the Galileo programme, covering non-technical aspects, and complementing Galileo from a high-level point of view, including the services and application areas.

**Figure 10: A Galileo Course**

Outlook into the future



**Coming up soon:**

**OS-NMA and HAS**

**The second generation of Galileo satellites**

These satellites will offer lots of improvements compared to the previous generation, including;


- Electrical propulsion system to bring the satellites from the launch orbit to the operational orbit
- Inter-satellite link to make satellites able to cross-check their performance to reduce their dependency on ground stations
- Improved navigation antenna
- Improved atomic clock
- Updated anti-jamming and anti-spoofing systems

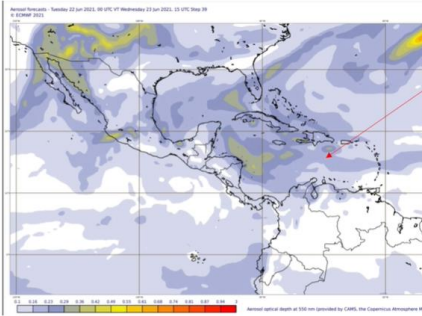
### 2.1.1.1.6 The Copernicus programme

Copernicus is Europe’s Earth Observation programme. Earth Observation is the science concerned with obtaining information about the planet by means of remote sensing techniques. While in a simplified version this is based on analysing reflectance spectrums and absorptions within each wavelength, there are uncountable possibilities when combining satellite with in-situ data. During this course, Stéphane Ourevitch, Figure 11, presents very briefly the services, products and history of Copernicus, with a focus on start-ups.

**Figure 11: The Copernicus programme**

The Atmospheric Monitoring Service





Annual Aerosols: Tuesday 22 Jun 2021, 00 UTC -17 Wednesday 23 Jun 2021, 03 UTC (Step 30)  
© Copernicus 2021

Annual optical depth at 550 nm (calculated by CAMS, the Copernicus Atmosphere Monitor)

**Saharan dust**

**Aerosol - 23 June 2021**

### 2.1.1.1.7 The GOVSATCOM programme

The European Union Governmental Satellite Communication programme is the communication service for critical operations such as the management of critical infrastructures or areas with no ground infrastructure. Annekatrinen Debien, Figure 12, introduces GOVSATCOM as one of the main components of Europe's space programme.

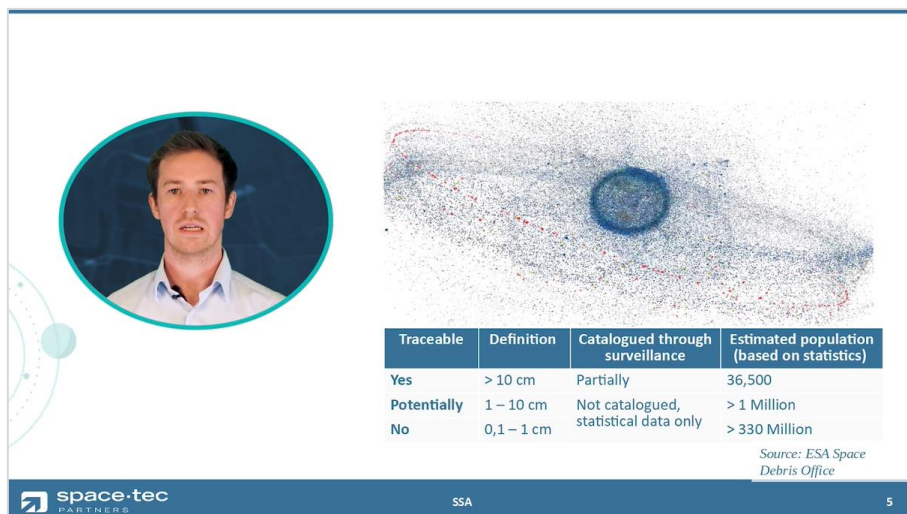
**Figure 12: The GOVSATCOM programme**



### 2.1.1.1.8 Space Situational Awareness (SSA)

Space Situational Awareness (SSA) is the programme which addresses the monitoring of space hazards for spacecraft and life on Earth. It encompasses monitoring of the space weather, space bodies and also satellites. The saturation of Earth's orbits, with an increasing density of satellites and debris, has led to the development of the current European Space Surveillance & Tracking (EU SST) programme, which now points to the dawn of Space Traffic Management. In this lesson, Felix Rottman, Figure 13, reviews the evolution and requirements of the different subcomponents of SSA.

**Figure 13: SSA, SST and STM**



### 2.1.1.2 Running space entrepreneurship programmes

This series of lectures **aims to reinforce and enunciate the factors and variables behind different innovation initiatives** such as hackathons, cafés, springs, incubators and accelerators. It offers a short insight into the organisation of different initiatives in the field of entrepreneurship in the space sector. They also have the function of introducing different initiatives to the innovation intermediaries, of which they may not be experts, and complementing their knowledge.

#### 2.1.1.2.1 Space Hackathons

In this course, Florentyna Smith, Figure 14, talks in great detail about the organisation of hackathons. Through a comprehensive review of the different logistical aspects, resources and knowledge required, detailed conclusions can be drawn on how to execute this initiative for a space entrepreneur’s ecosystem.

**Figure 14: Organising hackathons**

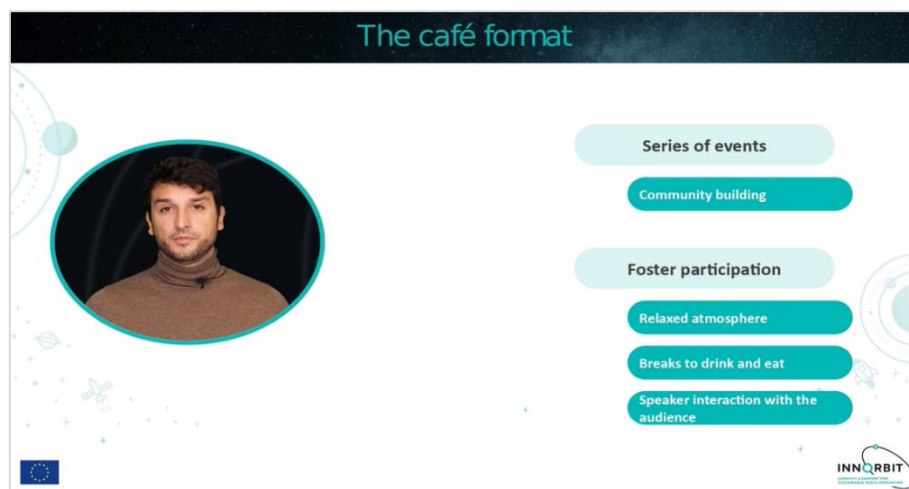


#### 2.1.1.2.2 Space Cafés

**Cafés are a trendy initiative due to their wide reach and low cost. During this short session, Emilio Crespo,**

Figure 15, introduces some ways to develop this series of events that focuses on community building around a topic of interest, in a relaxed atmosphere.

**Figure 15: The café innovation initiative**



2.1.1.2.3 Space Sprints, Incubators and Accelerators

This last training discusses the organisation of three of the most popular initiatives, in crescendo considering mentoring intensity and capital invested. Here, Thomas Tanghe, Figure 16, masters the peculiarities of organising these events for the space entrepreneurial community.

**Figure 16: Space Sprints, Incubators and Accelerator**



## 2.1.2 Tailored help & support

Following the work programme, intermediaries were informed during the CBP of STP's readiness to help them clarify their initiatives to develop the Support Initiative Deployment Plan (SIDP) or tentative schemes to be deployed during the first pilot round. Since it was not known how much support they might need, no expectation could be guessed nor determine the number of requests. After a few days in which no progress was seen, it was decided to frame the support in a scheduled check-in meeting following a calendar as shown in the next chapter. In this way, and by dividing the CBP and the SIDP into short sections, intermediaries could group their questions for the initiative development or in spontaneous emails during and after each meeting, maintaining a constant flow of communication.

In addition, it should be noted that since the intermediaries are experts per se in their fields, the requests for information were discreet and very specific. This was the case for Corallia (COR) and Algebra (ALG) about community building on the Space Cafés, and for ROMSPACE (ROM) regarding the development, schedule and different possibilities for the space hackathons.

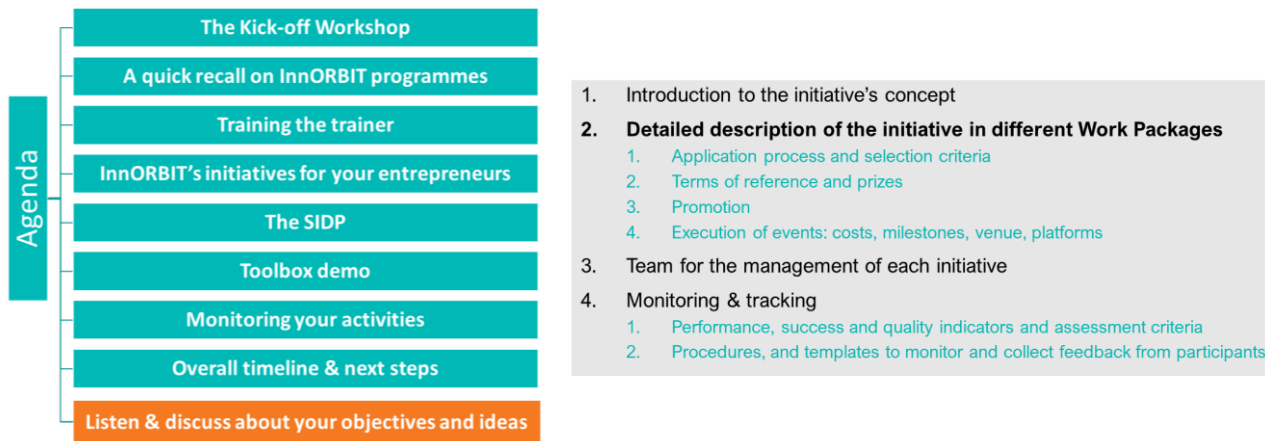
### 2.1.2.1 Meetings

#### 2.1.2.1.1 Kick-off Workshop (KoW)

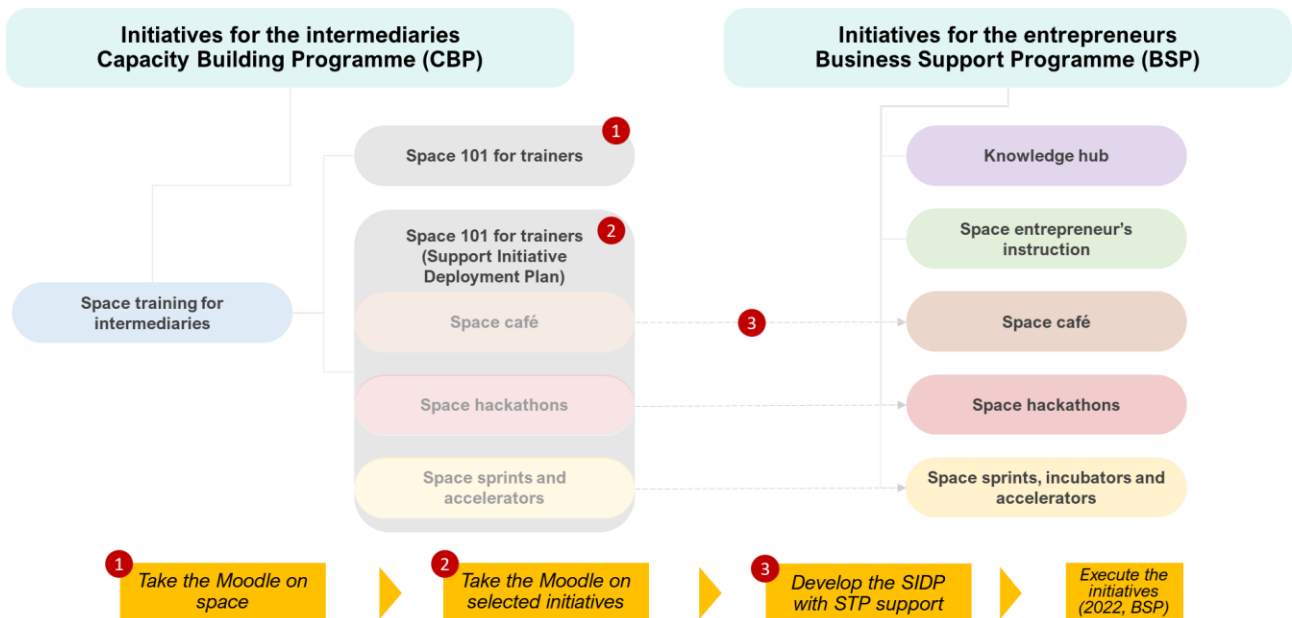
The KoW had the function of presenting the actions of InnORBIT to the intermediaries and its two programmes: the CBP and BSP. Included an explanation about the services, the timeframe and the support that could be requested. It also detailed the different initiatives, their peculiarities in the space sector, as well as the possibilities of the Toolbox and the material available for its ecosystem.

The KoW was conducted individually as an intimate working session. It took advantage of a two-way exchange of information, allowing the intermediaries to introduce themselves, and explain what the state of their ecosystems was concerning the space sector and which initiatives could best fit their ambitions. In Figure 17: Agenda for the KoW and SIDP initial table of contents – 1<sup>st</sup> pilot round Figure 17, the agenda for the KoW is presented on the left along with the suggested SIDP table of contents.

**Figure 17: Agenda for the KoW and SIDP initial table of contents – 1<sup>st</sup> pilot round**



**Figure 18: Simplified action tree for the intermediaries during the CBP**



### 2.1.2.1.2 Check-in meetings

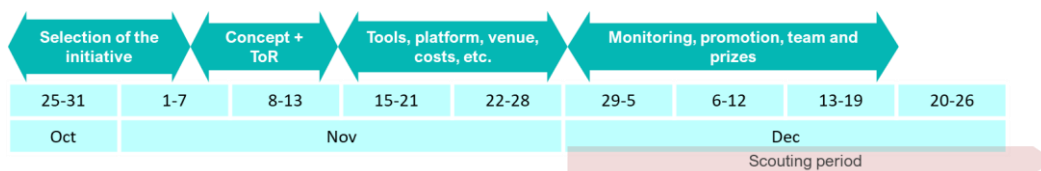
After the KoW, check-in meetings were scheduled to structure the training tasks, initiative plan and development of the plans consolidated in the SIDP. For this purpose, **up to three check-in meetings were held**, each one lasting around one hour. Together with the KoW, **11 meetings were held to support InnORBIT’s consortium intermediaries**, approximately 3 per intermediary.

- **1<sup>st</sup> Check-in Meeting**  
The first meeting after the KoW. At this point, the intermediary will have made some progress in the training on Space and initiatives and will bring a preliminary idea of the initiatives to be developed.
- **2<sup>nd</sup> Check-in Meeting**  
That sought the crystallisation of the initiatives into more real plans with the first SIDP framework and initiative in the InnORBIT framework.
- **3<sup>rd</sup> Check-in Meeting**  
Dealt with the latest questions and concrete issues about each initiative. i.e., the search for speakers, the topics of the events, the timing and the community building around the space sector as potential chaining between events and pilots.

### 2.1.2.2 Schedule and milestones

The 1<sup>st</sup> pilot round CBP had three months to be implemented by our internal intermediaries. The most critical part was clustered in the last weeks (Figure 19), as the training was free to select by the intermediaries and there was no strict timeline (i.e., asynchronous training). The consultation of doubts was at their own pace of work.

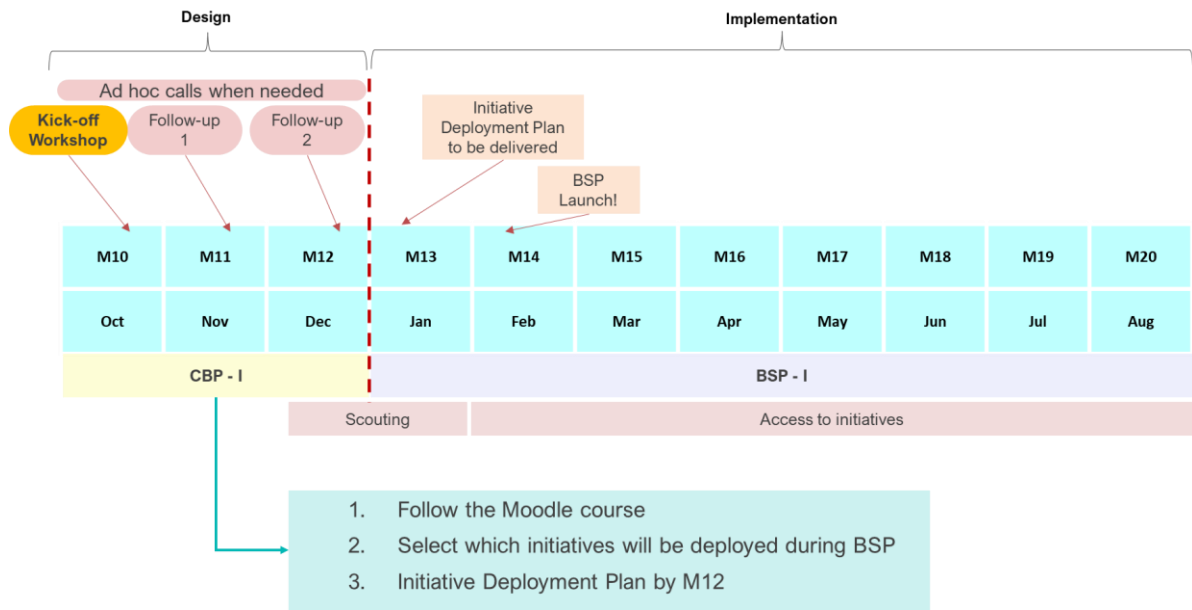
**Figure 19: Proposed work split at the KoW of the SIDP across the CBP weeks**



In Figure 20, the design phase fully corresponds to the 1<sup>st</sup> pilot round CBP, whose efforts are condensed on the SIDPs of each intermediary. On the other hand, the deployment phase of the 1<sup>st</sup> pilot round covers the next 7 months until the summer of 2022 and it is called Business Support Programme (BSP).

**Figure 20: Timeline for the 1<sup>st</sup> pilot round (CBP and BSP)**





## 2.2 2<sup>nd</sup> Pilot Round

### 2.2.1 On-demand training

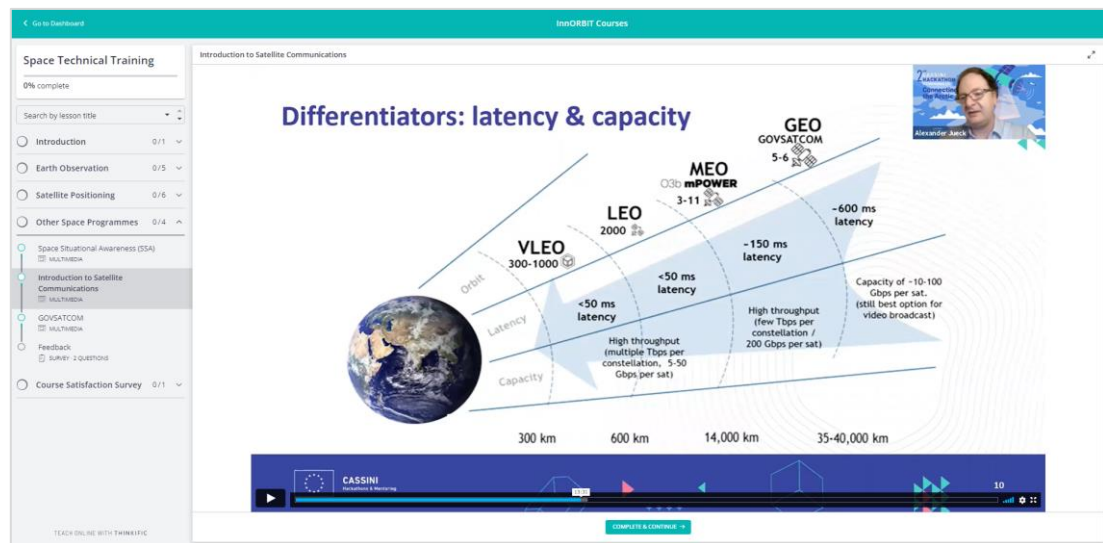
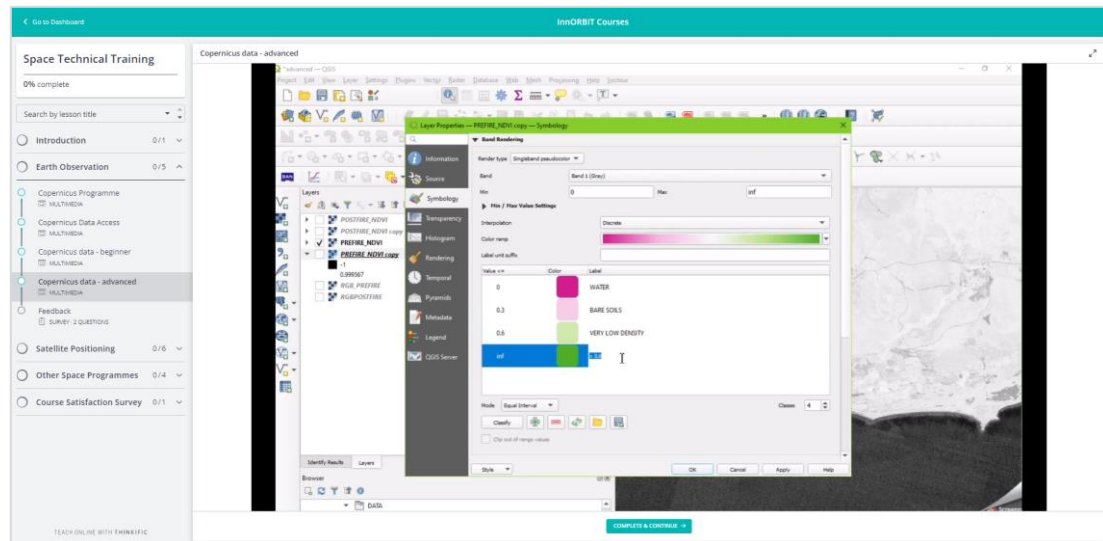
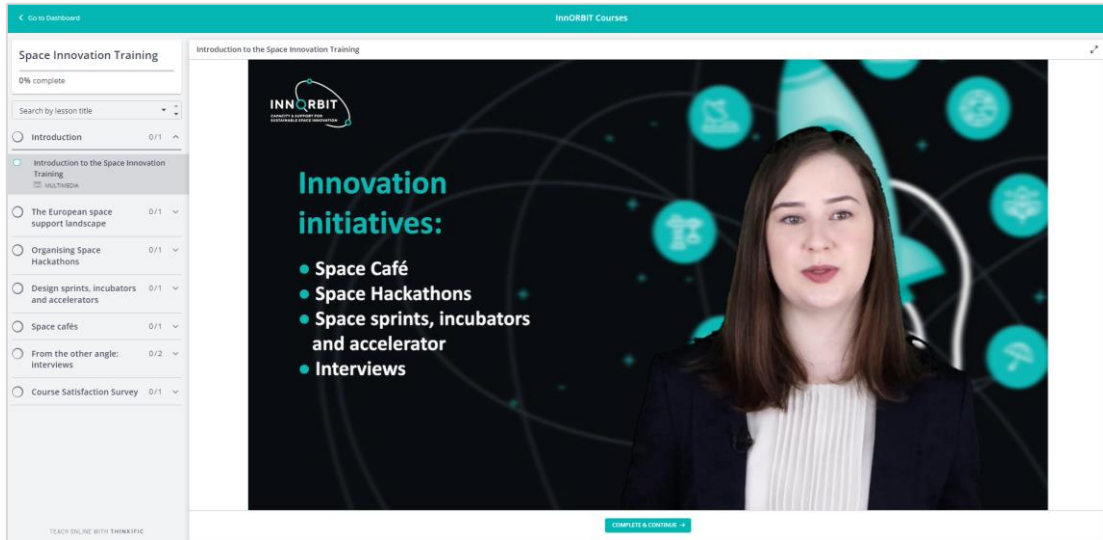
The on-demand training was updated for the CBP of the 2<sup>nd</sup> pilot round, including the restructuring and migration of the platform from Moodle to Thinkific. The contents of the lectures, with some minor technical additions, are the same, therefore they will not be further detailed. The new course outline used during the second pilot was:

**Figure 21: On-demand training structure in Thinkific.**  
**Left: Space Innovation Training. Right: Space Technical Training**

Introduction	Introduction to the Space Innovation Training
The European space support landscape	Insights from Eastern Europe
Organising Space Hackathons	A "how to" from start to finish
Design sprints, incubators and accelerators	How to help growing space businesses
Space cafés	How to create a space community
From the other angle: interviews	ajuma! Garage48

Introduction	Introduction to the Space Technical Training
Earth Observation	Copernicus Programme Copernicus Data Access Copernicus data - beginner Copernicus data - advanced Feedback
Satellite Positioning	Galileo & EGNOS Galileo for your solution What differentiates Galileo? The advantages of GNSS positioning Using low-power GNSS technologies for your IoT solution Feedback
Other Space Programmes	Space Situational Awareness (SSA) Introduction to Satellite Communications GOVSATCOM Feedback
Course Satisfaction Survey	

Figure 22: Screen caps of the new platform and structure



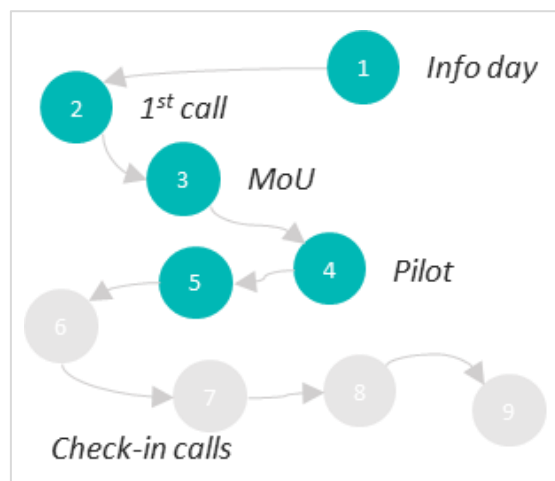
### 2.2.2 Tailored help and support

For the 2<sup>nd</sup> pilot round, **the programme was made considerably more flexible in order to try to match the particular needs of each intermediary, thus avoiding spending time on issues that were not of interest to the intermediaries.** The activities that were worked on with each intermediary as of September 2022 are set out in chapter 3 but are not detailed as they are part of task 3.3 and its associated deliverable (D3.8).

As in the 1<sup>st</sup> pilot round, the CBP was structured in a couple of parts, tailored help and on-demand training. While in the 1<sup>st</sup> pilot round, an analogous weight was placed in each part, **during the 2<sup>nd</sup> pilot round the Tailored Help and Support played a much more relevant role.** This is where the fine-tuning of the initiatives for each intermediary takes place and this is conducted with a series of consultation, coaching and guidance calls.

The series of meetings (Tailored Help and Support) started with an Info Day, which is collective, having several intermediaries at the same time. This is similar to the Kick-off Workshop of the first pilot, as its objective is to inform about the general aspects: what is InnORBIT, what it can and cannot do, what it could be effective in, and also some reference cases to illustrate with the participation of experienced intermediaries. After Info Day, intermediaries are granted a few days to reflect on whether they want to start the programme or not. The next step would be the first formal call, and here the programme will jump into more administrative details: to explain and sign the Memorandum of Understanding (MoU), to discuss the timelines, the forecast of the KPIs to be collected and the official launch of the collaboration. Figure 23 explains the meeting flow diagram, which statistically has up to about 10 meetings from the start to the finish of an initiative, although this cannot be determined as each intermediary terminates earlier, later or drops out of the programme after some calls. The calls are bidirectional so that the intermediary explains its objectives and resources, while InnORBIT helps to clarify the path to follow. It is **a synthesis process that is born out of the intermediary's lack of knowledge and motivation to extend or improve its activities in the space sector.**

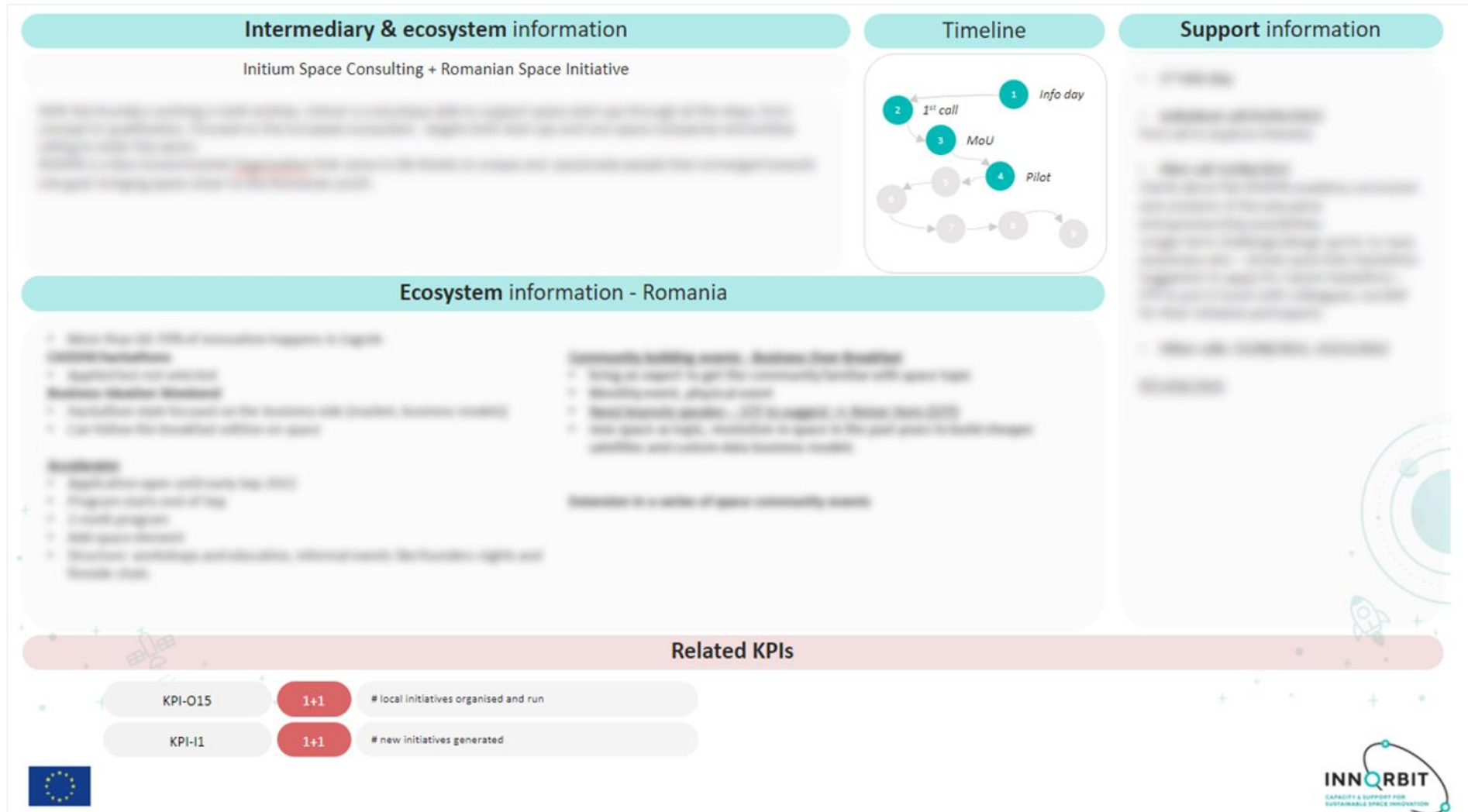
**Figure 23: Check-in meetings diagram during the 2<sup>nd</sup> pilot**



In order to facilitate the work during the check-in meetings, InnORBIT decided to develop **initiative tracking cards** that would record the progress of each intermediary in the development of their initiatives and training. It is worth noting how the CBP merges with the BSP in the sense that the training given during the CBP is a direct aid to the creation and implementation of the BSP.

An example of a tracking card is presented on the next page.

Figure 24: ROSPIN initiative tracking card (captured in January 2023). Confidential information blurred



### 2.2.3 New initiatives and frameworks

The initiatives set out in the original programme were too constrained as was quickly learnt when deploying the 2<sup>nd</sup> pilot round. As a result of the introduced adaptability, InnORBIT has been induced to expand the list of "predefined" options suggested to work with. In an effort to systematise and group them together, at the time of writing this report, the initiatives are as follows.

#### Initial CBP-BSP initiatives:

- Training in space entrepreneurship (BSP)
- Space Café / Meetup series
- Hackathons
- Sprints
- Incubator / challenges
- Accelerator

#### Interim CBP-BSP initiatives:

- **Ecosystem analysis**  
The initiative consists of helping intermediaries to develop an analysis for their local ecosystem, using a methodology that determines the degree of development of their ecosystem according to six variables. This method is similar to the one used by InnORBIT in D1.1. This work helps them to self-position themselves in relation to other ecosystems, to promote their intermediaries' work and even in fundraising, by backing up their rationale.
- **Start-up event**  
Those events are aimed at innovators and the goal is to inform, promote, or inform a specific group about some innovation action. It is considered a generic category where several initiatives typically of a discrete number of days fit in.
- **Competitions**  
Considering different frameworks such as corporate challenges, and gamification of innovation activities, to add dynamism and reinforce the learning with use cases to be developed by innovators. Also, other contests do not fit into traditional frameworks such as sprints or hackathons.
- **Investor events**  
Events dedicated exclusively to promoting fundraising among innovators, such as TechTour Space Track.
- **Other**  
Such as curriculum definition, internship incorporation or programme development. To illustrate, the Aeronautical Engineering curriculum of the University of Sophia was analysed, enhanced and gamified so as to incorporate a business entrepreneurship module.

This is better illustrated in Figure 26, where both round pilots and those intermediaries who have been involved in at least one meeting have been included, with some of them dropping out of the process due to a lack of interest or alignment with their resources. The milestones from the 2<sup>nd</sup> pilot round are better represented in:

**Figure 25: 2<sup>nd</sup> pilot round flow chart**

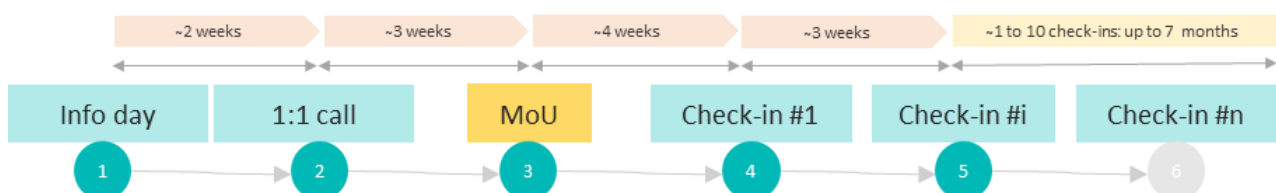


Figure 26: Full map of explored initiatives per intermediary, all pilots. Blurred for confidentiality

Intermediary	Ecosystem analysis	Start-up event	Space Café/Meetup series	Innovator's training in space (ISP)	Competitions	Hackathons	Hackathons 2	Sprints	Challenges	Incubator	Accelerator	Investor events/networks	Other 1	Other 2
Algebra														
Blue Dot Solutions														
Bulgarian Academy of Science - CNSDR														
CASTRA														
Coralia														
Cyprus Space Exploration Organization (CSEO)														
Czech Invest														
Design Terminal														
ESA BIC Denmark														
Go-Up Incubator														
Initium Space Consulting														
Innovation Centre Kosovo														
Innovation Greece														
Institut Ruđer Bošković														
Magurele Science Park														
ROMSPACE														
ROSPIN														
RO TSA														
SARIO/Slovak Space Office														
StepR														
TechTour														
Timis Chamber of commerce, Industry and Agriculture														
UNIMOS														
Venture Factory / Startup Slovenia														
Wolves Summit														
ZICER														

### 3 CBP execution

#### 3.1 1<sup>st</sup> Pilot Round

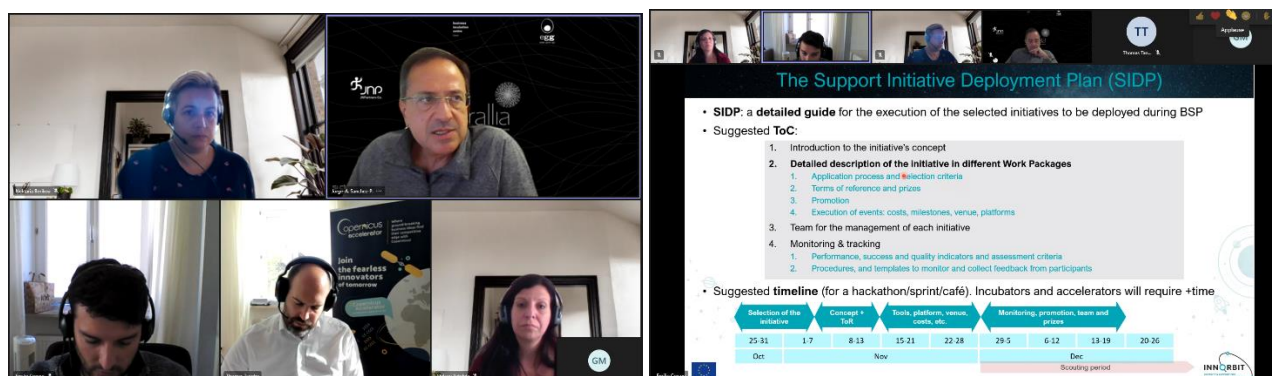
##### 3.1.1 Corallia (COR)

Corallia is InnORBIT’s Greek intermediary, with a strong background in entrepreneurship support and innovation initiatives. Corallia has its own incubator, youth entrepreneurship accelerator, and works as a multi-cluster facilitator. Therefore, the most interesting item is to raise awareness and open up a space segment to populate their entrepreneurial channels on this new theme. During the check-in meetings, Corallia outlined its intentions among the different initiatives. The first session after the KoWs was for Corallia to present preliminary ideas that quickly led to coffees and hackathons during the discussion. There was no need for a third round of check-in meetings with them. The initiatives were described in D3.2<sup>1</sup>.

**Figure 27: Corallia’s tentative calendar from D3.2 SIDP for Greece**

Milestones	February 2022	March 2022	April 2022	Milestones	February 2022	March 2022	April 2022	May 2022
MS1	Confirmation of date, time, location and venue			MS1	Confirmation of date, time, location and venue			
MS2	Design of marketing plan			MS2	Design of marketing plan			
MS3		Draft event informal agenda & promote available topic for discussion event		MS3		Draft event agenda		
MS4		Communication activities to attract participants	Communication activities to attract participants	MS4		Communication activities	Communication activities	
MS5		Contributors/Speakers on board	Contributors/Speakers on board	MS5		Contributors/Mentors/Judges on board	Contributors/Mentors/Judges on board	
MS6		Organisation of complementary events	Organisation of complementary events	MS6		Hackathon’s challenges	Hackathon’s challenges	
MS7			Implementation of the Space Café	MS7			Organisation of complementary events	Organisation of complementary events
				MS8				Implementation of the hackathon

**Figure 28: Corallia check-in meetings during the CBP**



<sup>1</sup> D3.2 Support Initiative Deployment Plan for Greece



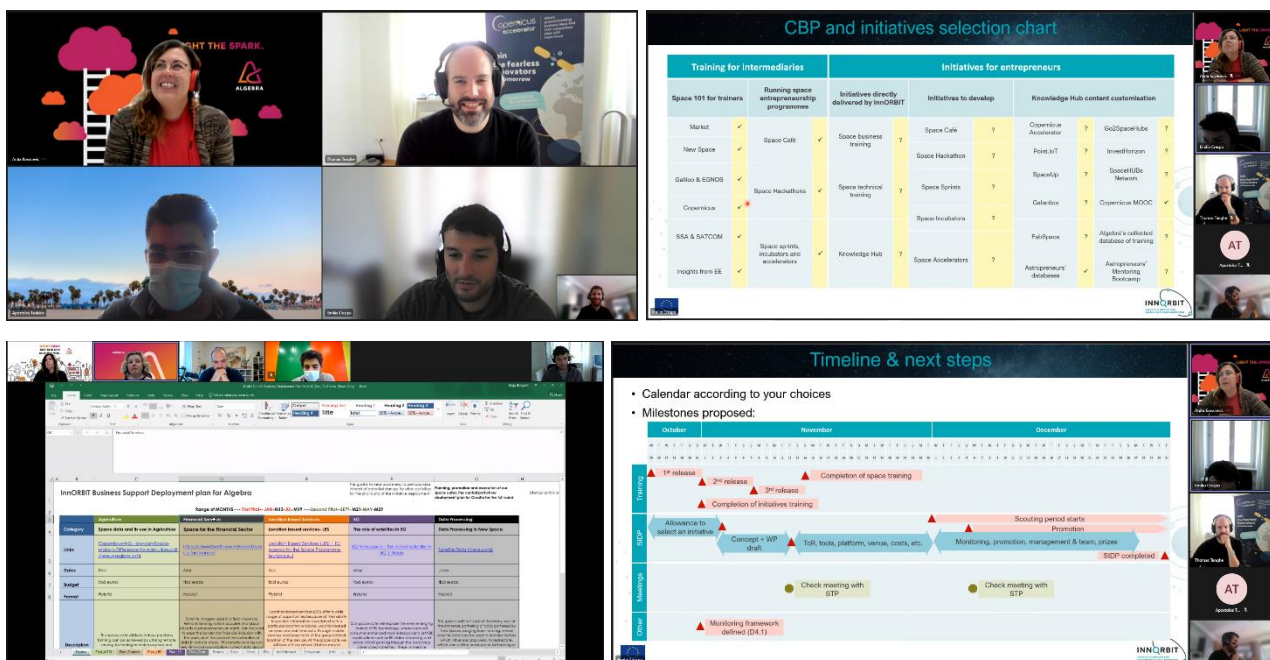
### 3.1.2 Algebra University College (ALG)

Meetings with Algebra University College during the CBP led to the preparation of the Space café initiative, described in more detail in D3.3<sup>1</sup>. The plan includes the development of five cafés during the first pilot with a view to potentially launching - depending on the results – another support initiative during the second pilot. The rationale is the non-existent segment of space awareness, where it would be interesting to create a community that could push the development of early entrepreneurship. During the check-in meetings, SpaceTec Partners (STP) and ALG discussed the initial potential of ALG’s ecosystem, which is strong in ICT and therefore downstream space applications may be worth it for them. Subsequent meetings helped to drop light into the café format; the topics were largely discussed and some ideas were to find speakers for each event.

The agenda proposed by ALG:

- Space data and its use in Agriculture
- Space for the Financial Sector
- Location-based services- LBS
- The role of satellites in 5G
- Data Processing in New Space

Figure 29: Algebra check-in meetings during the CBP



<sup>1</sup> D3.3 Support Initiative Deployment Plan for Croatia

### 3.1.3 The Romanian Association for Space Technology and Industry (ROM)

ROMSPACE has expressed interest during the CBP in developing community-building and awareness initiatives. The CBP meetings started with a lack of definition about what they would like to do since they are quite involved in their ecosystem. Despite being an industrial association, predominantly with SMEs and scale-ups, they have reached also start-ups. With a view to achieving success in combination with other stakeholders such as the Romanian Space Agency, members of academia, investors, sponsors and start-up hubs, ROMSPACE foresees participation in the second InnORBIT pilot depending on the results achieved. The detailed plan has been described in D3.4<sup>1</sup>.

For the Space cafés campaign, ROMSPACE has proposed:

- Life after Covid 19 and the impact of space
- Copernicus Data
- New Space opportunities
- Current Space trends

And for the stated hackathon, “new space” as a broad preliminary theme

**Figure 30: ROMSPACE check-in meetings during the CBP**

The screenshot shows a Zoom meeting with a presentation slide titled "The initiatives: Space business & technical training". The slide lists two main categories of training:

- Space business training:**
  - Space market & economics
  - Lean start-up
  - Pitching
  - Motivation and productivity
  - Marketing
  - Intellectual property
  - Negotiation skills
  - Copernicus for entrepreneurs
  - Understanding your customer
  - Testing your product
  - Market fit
  - Minima Viable Product
  - Validation lab
  - Designing user-centred product
  - Taking your product to market
  - Access to finance
- Space technical training:**
  - New Space
  - Copernicus programme
  - Galileo & EGNOS
  - The advantages of GNSS positioning
  - Other space programmes (SSA & SATCOM)
  - What differentiates Galileo?
  - Low power GNSS for IoT

A pink sticky note on the slide reads: "Courses for innovators will be uploaded to Wonders Moodle before the BSP starts". The Zoom interface shows several participants in video feeds, including one with a "GM" icon. A banner in the bottom right of the meeting area says "Copernicus accelerator Join the fearless innovators of tomorrow".

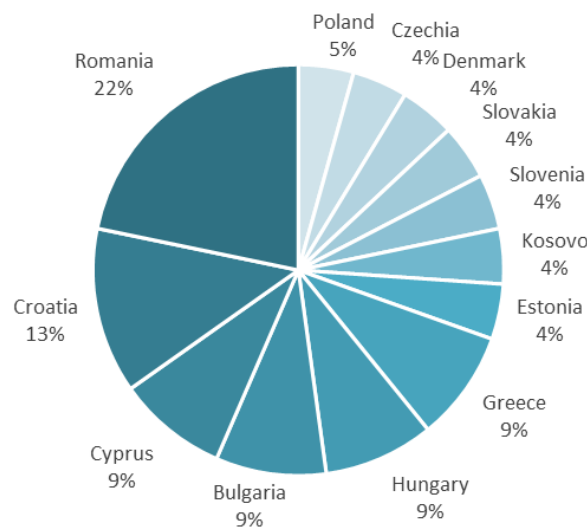
<sup>1</sup> D3.4 Support Initiative Deployment Plan for Romania

### 3.2 2<sup>nd</sup> Pilot Round

#### 3.2.1 General remarks

Concerning the intermediaries who have participated so far in the 2<sup>nd</sup> pilot round, in Figure 4, a description of the activities in which each line of work has been carried out is presented in this chapter. Those from the 1st pilot round have been shortly included before, but not detailed since their extended activities are to be described in the BSP description for the 2<sup>nd</sup> pilot, as they are continuations of their original programmes. The Space Track events will be also further developed in the upcoming document. It should be noted that the programme has taken longer than initially planned in the proposal and therefore this deliverable does not reflect all the successes that will be achieved in the training of Central and Eastern Europe's intermediaries.

**Figure 31: Distribution of InnORBIT's 2<sup>nd</sup> pilot round intermediaries**



**Figure 32: Distribution of InnORBIT's 2<sup>nd</sup> pilot round intermediaries**



The distribution of the trained innovation intermediaries is correlated to the population, weakly, meaning that some countries may be more prone to space innovation, and entrepreneurship and have set up start-up

support mechanisms. This correlation may be further explained by the network reach of InnORBIT or the link to the space business of each intermediary.

### 3.2.2 Onboarding process

The process of onboarding intermediaries has two stages:

1. An open call, mostly InnORBIT work
2. A meeting phase, starting with an Information Day (Info Day) and extended until the pilot call.

The first stage, or the open call phase, is when **intermediaries are attracted to apply to become part of the InnORBIT programme**. During the early months of the InnORBIT project and described in D1.4 and D1.5, it was understood that there were a number of critical factors to achieve success in the onboarding of intermediaries:

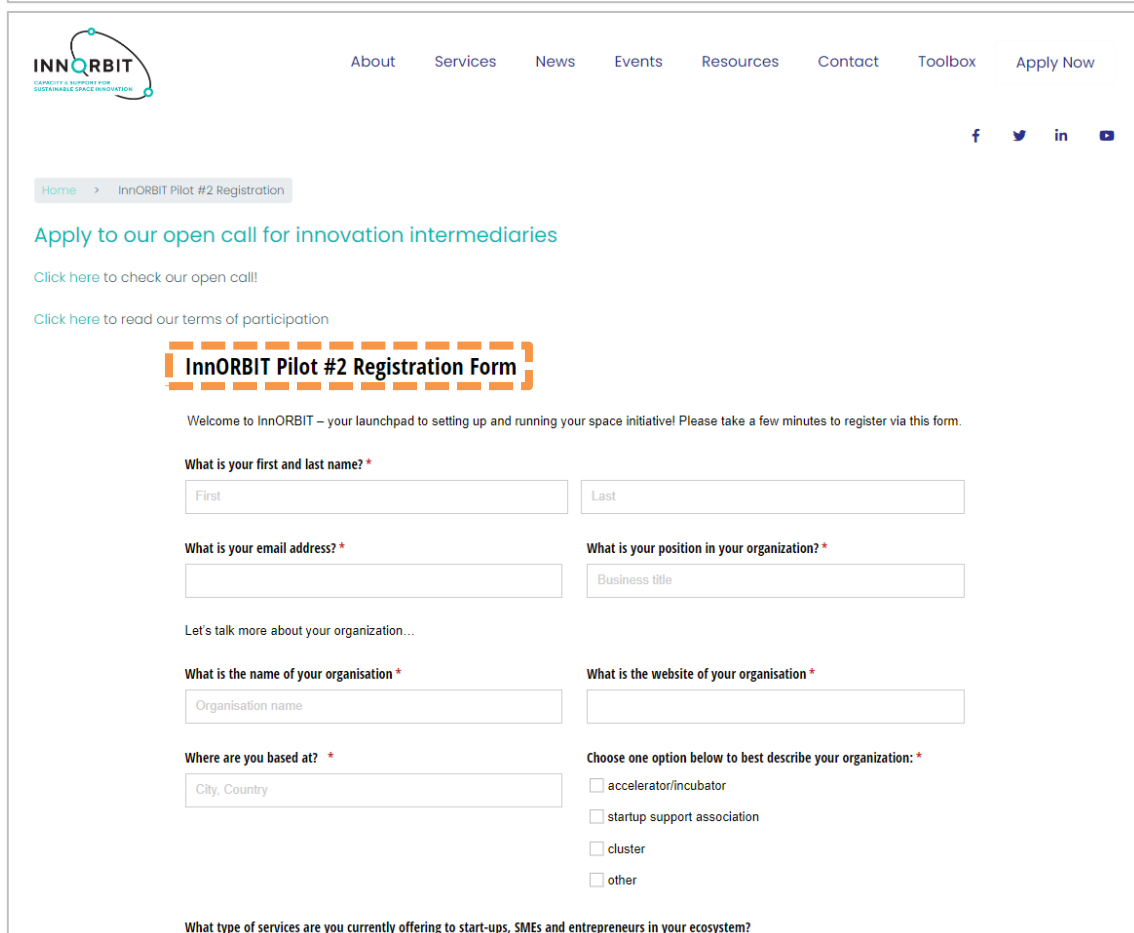
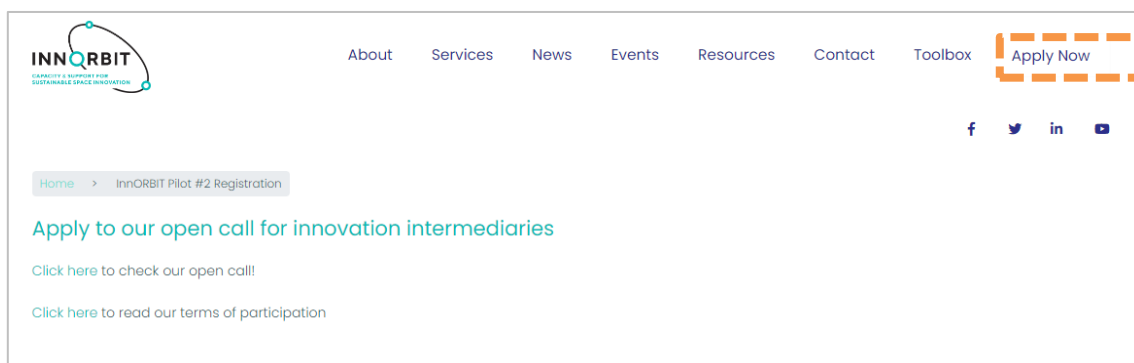
- **Early start**, which was a major concern for SEN in view of the tight deadlines set for Task 3.3 and 3.4 activities. The way intermediaries operate is that they tend to allocate resources, like almost any company, at the beginning of the year. If they do not have a clear schedule of activities, it would be more difficult to convince them to incorporate space entrepreneurship initiatives. This is reinforced by the fact of intermediaries normally incorporate a significant amount of public funding, making it more difficult to reallocate. The only solution foreseen was an early start so as to convince them to incorporate entrepreneurship initiatives in the space sector. The second pilot preparation started months before the official schedule.
- **Proactive search**, instead of passive waiting for the intermediaries to come. InnORBIT consortium reached potential intermediaries proactively. The consortium started collectively listing contact points and crawling their networks. A strong dissemination campaign was carried out through social networks, increasing the reach.

**Figure 33: InnORBIT’s 2<sup>nd</sup> pilot round social media campaign**



- **Batch incorporation**, refers to the incorporation of groups of intermediaries, due to the large number of intermediaries scouted. The first approach was difficult to be done at individual level, so it was decided to spread the onboarding into a series of info days in groups of up to five intermediaries.
- **Registry or expression of interest**, to have a tracking over the participants in the programme. The registry has been maintained on the website of InnORBIT and TTG has managed the incoming expressions of interest, in coordination with SEN, who has launched the calls, followed up and coordinated the participants. This has also allowed gathering valuable information on the average profile of the intermediary and their status concerning what activities they carry out.

**Figure 34: InnORBIT's 2<sup>nd</sup> pilot round registry**



### 3.2.3 **CASTRA (Cluster Aerospace Technologies, Research And Applications) - <https://castra.org/>**

A Bulgarian industry-driven non-government 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.

#### **Support activities**

- **Individual call 04/04/2022**
- **Pilot call 16/05/2022**
- **Check-in call 20/06/2022**
- **Check-in call 20/07/2022**
- **Check-in call 03/11/2022**

### 3.2.4 **SARIO (Slovak Space Office) - <https://spaceoffice.sk>**

The Slovak Space Office (SSO) consists of the Ministry of Education, Science, Research and Sport of the Slovak Republic and the Slovak Investment and Trade Development Agency – SARIO. SSO aims to support Slovak entrepreneurs and researchers in integrating into European industrial structures and participating in international projects. Their objective is to actively develop international professional cooperation in Slovakia with relevant actors in the space industry field.

#### **Support activities**

- **1<sup>st</sup> Info day**
- **Individual call 04/04/2022**
- **Pilot call 16/05/2022**
- **Check-in call 22/06/2022**
- **Check-in call 10/08/2022**
- **Check-in call 12/10/2022**

### 3.2.5 **Design Terminal - <https://designterminal.org>**

Design Terminal is a Hungarian innovation agency focusing on entrepreneurial development. As per their definition "to identify innovation challenges and look for the best people to solve them", all their programs look to leverage personal connections. Currently running some programmes: Mentoring Programme, ESA BIC Hungary, NAK TechLab, V4 Startup Force, X-Europe, etc.

#### **Support activities**

- **Individual call 12/04/2022**
- **Pilot call 17/05/2022**
- **Check-in call 21/06/2022**
- **Check-in call 19/07/2022**

- **Check-in call 12/10/2022**
- **Check-in call 13/12/2022**

### 3.2.6 UNIMOS Alliance - <http://unimosalliance.com>

UNIMOS is a Polish cross-sectoral *alliance* focused on building partnerships between different parts, such as business, science, administration and clusters. The aim is to foster growth for their members. They are present in several sectors: AgroBio, ICT&Digital, Bio-Tech, Chemical, Health, Energy, Cosmetics, and Packaging. Space is a niche for them.

#### Support activities

- **1<sup>st</sup> Info day**
- **Individual call 08/04/2022**
- **Pilot call 01/06/2022**
- **Check-in call 22/06/2022**
- **Check-in call 22/08/2022**
- **Check-in call 18/11/2022**
- **Check-in call 20/01/2023**

### 3.2.7 ESA BIC Denmark - <https://www.esabic.dk>

ESA BIC Denmark is the 21st member of ESA's pan-European network of Business Incubation Centres. The incubator is led by the Technical University of Denmark (DTU) in collaboration with the Danish Ministry for Higher Education and Science, and other partners from academia, science parks, industry and Danish government agencies. ESA BIC DK is a complex organisation meeting every other month to plan its activities in support of its entrepreneurial community. They have detected some issues in deal flow generation and would like to tackle them. Due to not being part of Central and Eastern Europe, they have not been considered for the KPIs.

ESA BIC Denmark is not an Central and Eastern European intermediary, however, InnORBIT offered support due to the uniqueness, contrast and willingness to participate. Their ecosystem, well developed, served to fine-tune the initiatives for advanced intermediaries and inspire others.

#### Support activities

- **2nd Info Day 12/04/2022**
- **1st call 26/04/2022**
- **Pilot call 20/06/2022**
- **Check-in call 10/08/2022**
- **Check-in call 16/09/2022**
- **Check-in call 16/01/2023**

### 3.2.8 *Romanian Space Initiative and Initium - <https://rospin.org> & [www.initium-space-consulting.eu](http://www.initium-space-consulting.eu)*

With the founders working in both entities, they participated together, implementing different actions for each ecosystem. Initium is a Romanian consulting boutique supporting space start-ups, with a focus on the European ecosystem, and targeting both space and non-space companies willing to jump into the sector.

ROSPIN (Romanian Space Initiative) is an organisation that looks for closing the gap between space and students or any passionate about the space sector.

#### Support activities

- **2<sup>nd</sup> Info day & Individual call 05/05/2022**
- **Pilot call 13/06/2022**
- **Check-in 25/08/2022**
- **Check-in call 23/11/2022**
- **Check-in call 31/01/2023**

### 3.2.9 *Ruđer Bošković Institute (IRB) - <https://www.irb.hr/>*

Scientific institute in the natural and biomedical sciences as well as marine and environmental research, from Croatia. They have associated with 5% of the scientists in the country, >50% of the research facilities (80+) in Croatia, 11 divisions, 3 centres, a library, etc. They have a large number of doctoral students, 280 employed currently in the Institute. Their only activity in space is SeaCrabs, a start-up trying to use satellite data.

#### Support activities

- **4th Info Day**
- **Pilot call 21/06/2022**

### 3.2.10 *Venture Factory - <https://venturefactory.org>*

Venture Factory is a Slovenian business & ecosystem-building organisation, with experience in acceleration, conferences (PODIM) and community-building such as Start:up Slovenia ecosystem platform. They started in business incubation and have raised expertise in supporting entrepreneurs and innovators.

#### Support activities

- **1:1 call 27/04/2022**
- **Pilot call 04/07/2022**
- **Check-in call 13/10/2022**
- **Check-in call 30/01/2023**

### 3.2.11 *Step Ri - <https://www.step.uniri.hr>*

Step Ri Science and Technology Park of the University of Rijeka, encourages entrepreneurship based on knowledge and new technologies. Step Ri programmes comprise an incubation programme, 3-5 days startup camps for early-stage startups, a Big Bang camp for low TRL (Technology Readiness Level) ideas, etc.



### Support activities

- **Pilot call 23/08/2022**
- **Check-in call 21/11/2022**
- **Check-in call 07/02/2023**

#### **3.2.12 Zagreb Innovation Centre (ZICER) - <https://www.zicer.hr/>**

Owned by the City of Zagreb, offers venues and offices for start-ups, with circa 100 start-ups hosted at the moment. Established convertible loans for start-ups in the early stage to cover the gap before they get venture capital funding. They have the programs: Startup Factory – ideation phase, companies younger than 1 year, partnered with EIT Climate KIC Accelerator.

### Support activities

- **Individual call 14/06/2022**
- **Pilot kick-off 13/07/2022**
- **Check-in 31/08/2022**
- **Check-in call 22/11/2022**
- **Check-in call 19/01/2023**

#### **3.2.13 Magurele Science Park (MSP) - <https://www.magurelesciencepark.ro/en>**

Magurele Science Park is an association that was born for developing a science & technology park in Romania. They foster dialogue between research and academia, entrepreneurs and businesses, and the public authorities and ultimately stimulate economic growth and competitiveness in the region through technological transfer and innovation. There are some topics in which they work regularly: physics + nuclear engineering, energy, ICT and materials and electronics. The park currently does not exist, is under construction and will take 3-4 years. In their ecosystem, they have 2-3 institutions very linked to space: Space Science Institute and ESA BIC Romania.

### Support activities

- **Individual call 25/07/2022**

#### **3.2.14 Romanian Tech Start-ups Association (RO TSA) - <https://rotsa.ro/en/homepage-en>**

Romanian Tech Start-ups Association is an organisation that aims to promote and support the interests of tech start-ups in Romania. They interconnect the ecosystem of tech start-ups in Romania, facilitating communication and partnerships. They are trying to create a sustainable framework for the development and growth of the ecosystem.

### Support activities

- **Pilot call 14/06/2022**

### 3.2.15 Timis Chamber of Commerce, Industry and Agriculture from Romania – CCIA

Local organisation of businesses and companies in Timisoara to develop local companies and businesses in Romania. The main activities focus on safeguarding business interests and sharing business experiences, facilitating contact with governments and organising trade shows and events. CCIA has an emerging ecosystem; they are interested in raising awareness, focusing on fostering ideation and the creation of start-ups.

#### Support activities

- **Pilot call 01/06/2022**
- **Check-in call 29/06/2022**
- **Check-in call 14/12/2022**

### 3.2.16 Blue Dot Solutions - <https://www.bluedotsolutions.eu>

An Earth Observation application company, with expertise in using satellite data, working with space agencies and building advanced systems and personalized systems for the land & maritime industry, urban spaces, agriculture, as well as the aviation and space sector. Besides, Blue Dot Solutions runs the accelerator programme Space3ac, which provides equity-free funding for start-ups, for companies from Poland and abroad. Blue Dot is a seasoned intermediary, organising mentoring and managing Kosmonauta.net, the most active Polish internet portal in the field of astronautics, space technologies, research and the space sector, with particular emphasis on Europe.

#### Support activities

- **Pilot call 13/01/2023**

### 3.2.17 Wolves Summit - <https://www.wolvessummit.com>

Wolves Summit is a Polish innovation intermediary with strong experience in organising tech and innovation conferences. Their role as intermediaries is to facilitate investment connections through event organisation. With a strong international focus, their audience is international; every activity is not in the local language but in English. More than 60 % of their participants are from abroad: Germany, Austria even South Korea. They include WolvesX as their start-up arm to address corporate and government innovation challenges.

#### Support activities

- **Pilot call 2/12/2022**
- **Check-in call 31/01/2023**

### 3.2.18 Bulgarian Academy of Science - CNSDR - <http://www.cnsdr.bas.bg>

The Center for National Security and Defense Research (CNSDR) is involved in the coordination and organisation of security and defense research within the Bulgarian Academy of Sciences. It acts as an intermediary -providing information- between institutes and laboratories of the Academy, research groups and scientists and the opportunities for cooperation within NATO and the European Union.

#### Support activities


- **Pilot call 14/02/2023**

### 3.2.19 Estimation of ongoing initiatives

From the scouted intermediaries, 26 received training, 1 is out of scope, due to not belonging to Central and Central and Eastern Europe, and 4 dropped after being partially trained. More than 60 bilateral sessions have been scheduled until now, along with 4 information days. Although it is very difficult to plan, it could be estimated to require 2 to 4 times the number of meetings to finish the BSP-II. It is important to be aware that the drop-out ratio could change the forecast.

Of the initiatives underway and planned, a risk factor calculation was made, determining that the project reached **30 intermediaries, with around 60 initiatives discussed**, of which **it is believed that 38 could finally be implemented**, after estimating the probability of implementation by the number of initiatives discussed.

**Figure 35: Estimation of the initiatives to be completed and risk factor projection (updated on January 2023)**

Intermediary	Status	Estimation of the implementation	Total	Probability of implementation %	Effective implementation #
	Active		3	100%	3 out of 3
	Active		1	100%	Planning
	Active		3	100%	3 out of 3
	Active		3	100%	3 out of 3
	Active		1	100%	1 out of 1
	Active		3	100%	3 out of 3
	Active		1	100%	Planning
	Active		4	75%	3 out of 4
	Active		4	75%	3 out of 4
	Active		4	75%	3 out of 4
	Active		8	71%	6 out of 8
	Active		6	66%	4 out of 6
	Active		7	57%	4 out of 7
	Active		1	50%	1 out of 1
	Active		4	25%	1 out of 4
	Active		5	20%	1 out of 5
	Active		-	-	-
	Not active		-	0%	-
	Not active		1	0%	-
	Not active		-	0%	-
	Not active		-	0%	-
	Not active		1	0%	-
	Not active		-	0%	-
	Not active		-	0%	-
	Not active		-	0%	-
<b>Total</b>	<b>25 (17)</b>	<b>51%</b>	<b>60</b>	<b>40</b>	<b>20</b>



## 4 Conclusions and next steps

This document records the **progress made from the InnORBIT trainer's perspective, both pilots. Feedback and continuous adaptation have been the key factors** that have defined the guiding principle of implementation of InnORBIT's CBP and BSP. As anticipated at the start of the project, the limited resources of the external intermediaries risk the continuity of the implementation. Due to this context, the project implementation has shifted towards **adaptability and maximising efficiency for the intermediaries**, fully tailoring the programme. The CBP is in practice merged with the BSP, as the intermediaries only want to receive training on what they would like to aspire and develop. These changes have been largely discussed in chapters 1.3 and 2.2.2; deliverables 4.3 and 4.4 as well.

Regarding on-demand training, the most relevant innovation initiatives have been covered together with the technical topics. From the previous CBP -1<sup>st</sup> pilot round- until now, **the on-demand training has been restructured and switched to a different platform with an improved layout**. This pursued improving the presentation and usability for both intermediaries and their innovators.

The next steps for InnORBIT will be the continuation of the CBP and BSP for the 2<sup>nd</sup> pilot round, including new initiatives that are going to be further developed by the consortium intermediaries. The deadlines foreseen in the proposal have been insufficient to complete some initiatives and the activities are still on deployment. This happened due to the difference in intermediaries' schedules with the InnORBIT calendar. It is also important to mention that **the deployment of the CBP-BSP is parallel and simultaneous**, leading to a combined conclusion with the 2<sup>nd</sup> pilot round BSP. The **final results will be presented in D3.8 of InnORBIT**.