

Call for expression of interest
for European space SMEs using Copernicus data

« SMEs-Africa »

Enable better knowledge and greater appropriation of Copernicus data by end-users

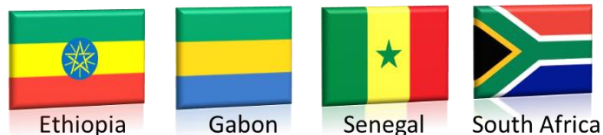


This action is funded by the Caroline Herschel / FPCUP program» of the European Union.

Aerospace Valley (AV) Cluster and the Centre National d'Études Spatiales (CNES) offer to support 15 European SMEs that develop products and solutions using Copernicus services and/or data and that are willing to go global, particularly on the African continent. Services developed by European SMEs should support the target countries to answer the needs highlighted by the Agenda Africa 2063 of the African Union¹ which is the strategic framework to deliver inclusive and sustainable development to the Continent.

This action is implemented within the Framework Partnership Agreement Copernicus/FPCUP funded by the European Commission and a consortium of countries members of Copernicus in this aim of developing the European space sector.

To implement this action, Aerospace Valley is looking for 15 European SMEs developing products based on Copernicus data or services and wishing to penetrate one of these four country markets.



AV will organise training modules **to support the international business development** of selected European SMEs. In this aim the companies will benefit from:

- an initial diagnosis of the local needs and specification,
- an international road map per country,
- legal support.

In addition to these supporting actions, the companies will be able to benefit from **one business mission in Africa** organised by Aerospace Valley. When possible, this mission will be organised and backed with participation in trade fairs or related events. Opportunities created by B2B meetings will enable the companies to develop commercial relation(s) and partnership(s) with local actors. The matchmaking mission might take place during the second semester of 2021².

¹ <https://au.int/en/agenda2063/overview>

² The programme will be adapted according to the evolution of the sanitary crisis.

Time frame



Financial aspects

This program is free of charge for SMEs.

Applicants are expected to pay for their travels and accommodation.

Eligibility requirements:

- Companies registered in an EU member state
- Being a SME as defined by the European Commission³
- Companies using Copernicus data and/or services
- Companies having an interest in at least one of the four target countries

Apply here : <https://form.dragonsurvey.com/survey/r/2939afd5>

Deadline for application: 31st of March 2021

Contact: Maude PERIER-CAMBY perier@aerospace-valley.com.

COVID situation: due to the current sanitary crisis, the Internationalisation Programme might be subject to changes and regular updates. SMEs selected will be informed in due times during the programme development.

³ The formal definition is available here : https://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition_en

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Company name:

Company name:

Date of establishment:

Headquarter address:

City:

Country:

Are you an SME as defined by the European Commission⁴ Yes No

Brief description of your activities (main domains of expertise, products...): (800 characters maximum)

To which application domains do your products apply (several answers are allowed)?

- Maritime activities
- Water management
- Agriculture
- Environment
- Energy
- Urban planning
- Mobility
- Infrastructure
- Tourism
- Other

⁴ The formal definition is available here : https://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition_en

Maturity assessment of the product (30%)

What are the services/products offered using the Copernicus data/services? (800 characters maximum)

Please specify the maturity level of your product?

- Development
- Experimentation (POC)
- On the local/national market
- On the international market

When possible, indicate TRL level (number)⁵ :

Internationalisation experience (20%)

What international experiences have you already undertaken:

- business contacts
- exploratory missions undertaken
- partnership developed
- cooperation project
- business agreement
- established locally (joint ventures, etc.)
- product or services sold abroad
- others :

If you want to be more specific or detail your experience

In which country (if relevant):

Internationalisation strategy and ambition (50%)

Please explain your company strategy towards international markets (800 characters maximum)

Please describe your motivation in joining this program (i.e.: sell products, partnership, establishment, exploratory mission, why in this country/region, etc...): (800 characters maximum)

Interest in the target country

Which target countries are you interested in?

Please rank 2 countries (i.e.: South Africa 1st choice; Ethiopia 2nd)

- Ethiopia Gabon Senegal South Africa

⁵

TRL 3	Experimental proof of concept
TRL 4	Technology validated in lab
TRL 5	technology validated in relevant environment (industrially relevant environment in the case of Key Enabling Technologies - KETs)
TRL 6	technology demonstrated in relevant environment (industrially relevant environment in the case of KETs)
TRL 7	system prototype demonstration in operational environment
TRL 8	system complete and qualified
TRL 9	actual system proven in operational environment (competitive manufacturing in the case of KETs)



Contact person:

Name:

Position:

Email address:

Phone number:

Company website:

General Data Protection Regulation: All data collected within this call are registered in Aerospace Valley's host server exclusively to contact the selected European SMEs willing to participate to the Internationalisation Programme. They will be stored for 5 years and the access will be limited to the SpaceWave Alliance members only. Accordingly to the European legislation on data protection⁶ you can have access to your data and modify it at any time upon request to gdpr@aerospace-valley.com.

⁶ Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data.