

Call for SMEs 2021 – Selection process



Step 1: Call for SMEs launch

The call is launched in January 2021 and will remain open two months. It will close on March 31st 2021. Only full applications will be accepted for evaluation.

Step 2: eligibility check

First, Aerospace Valley will check the eligibility requirements of all applications.

- to be a SME according to the European definition;
- To be registered in an EU member state;
- to develop data products/services using Copernicus services or data.

Step 3: selection criteria

Each of the following selection criteria will be evaluated by two evaluators working in Aerospace Valley and Centre National d'Etudes Spatiales. Each evaluator will assess the application and will assign a mark on 10.

- Maturity assessment of the product (30% of the final note)

The evaluator will assess the capacity of the proposed product to be sold in one of the target countries. The maturity assessment helps to define the potential to go on the market within a short or long period of time. With this criterion, the evaluators will check that the service offers is in line with sustainable development.

- Internationalisation experiences (20% of the final note)

The evaluator will assess the experience gained by the company in the past and the type of activities undertaken up to now. This criterion will support the evaluators to define the range of activities to be implemented in order to better answer the needs of the SMEs.



- The SME international strategy and ambition (50% of the final note)

The evaluator will assess the short, mid-term or long-term strategy the company has already developed and to which extent the company has already thought of going global. With this criterion the company must show its ambition to go global, preferably in one of the “SMEs Africa” target countries.

Step 4: ranking

A scoreboard is designed by Aerospace Valley and shared within the evaluators to provide the analysis and evaluation at once. Each evaluator will provide the evaluation on the scoreboard at least two days before the Selection Committee.

The Selection Committee will be organised early April 2021. This Committee will be chaired by a President that will be the project coordinator representative. It will be held remotely and will aim to validate the evaluation and the SMEs’ ranking.

Each application will receive a mark up to 10.

All the applicants will be ranked and the 15 first SMEs will be invited to join the “SMEs Africa” internationalisation programme. In case of equality between two or more SMEs, the President of the Selection Committee will make the final decision.

Step 5: announcement to SMEs

Selected and non-selected SMEs will be informed by email by Aerospace Valley in April 2021.

Non-selected SMEs will be informed of their ranking and will be put in the reserve list in case of defections.

Selected SMEs will have 5 days upon awareness of its selection to confirm their participation to the Internationalisation Programme.

Indicative timeline



SMEs Africa, a 12 months business development programme for SMEs