



A new structure, the same vision



ESINET - The European Space Incubators Network

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EBN: the European BIC Network

- **200+ BICs in EU 27 + neighbouring and partnering countries**
- **Pioneer of PPP → connector between knowledge and business**
- **Dynamic cluster with 25.000+ entrepreneurs within an active portfolio + a community of qualified & committed intermediaries**





ESA Technology Transfer Programme

ESA Business Incubation Centres



Noordwijk



Darmstadt



Lazio



Oberpfaffenofen



Harwell



Redu



- ESA BICs + ESINET incubators **bridge the gap** between an **idea** and getting **TT project off the ground**
- They **seek entrepreneurs** with **innovative ideas** for using **space technology, applications and services** in a **non-space environment**
- They provide **technical expertise** and **business-development** support



ESINET Mission & Objectives

- **Create NEW enterprises and develop EXISTING SMEs**
(2010: 55 new start-ups and 123 existing SMEs supported)
- **Create a COMMUNITY of start-up, spin-off, entrepreneurs, early stage venture** (2011: more than 400 contacts in our database)
- **Facilitate TECHNOLOGY TRANSFER** between the space and non-space sectors
- **Establish and develop strategic TRANSNATIONAL partnerships and networks among incubators and SMEs**
- **MAXIMIZE** the quantity of **QUALITY** projects and companies supported by **BICs** and incubators, delivering **REAL** incubation and **ADVANCED** services

ESINET Observatory 2011

The logo for eSINET, where 'e' is in blue and 'SINET' is in black, with a red dot above the 'S'.

**The European Network of Space Incubators
and seeds of champions in 2010**

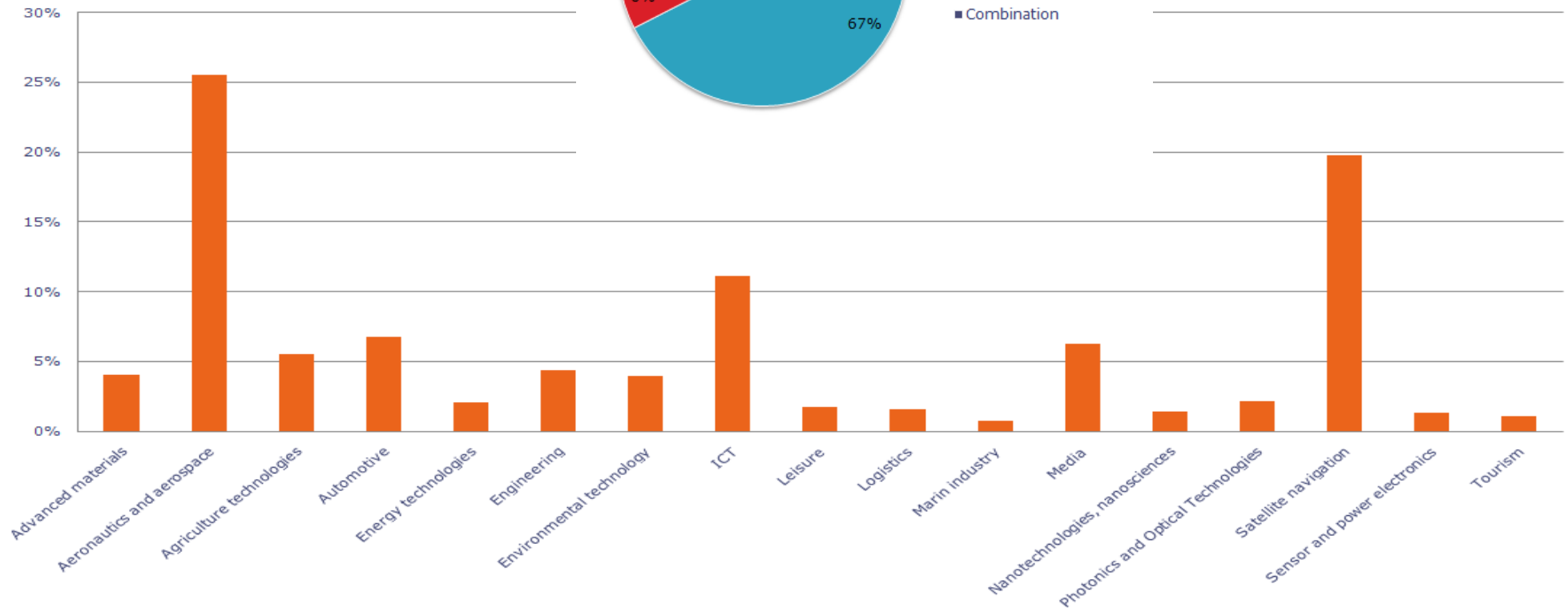
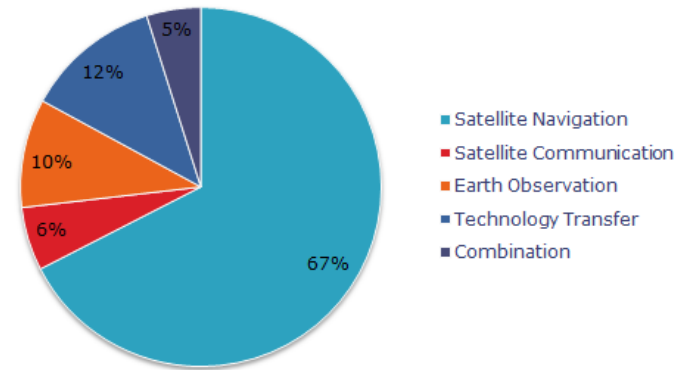
Bringing Space down to Earth

Space technology is not only travelling around Mars, but also orbits our daily lives – without us even noticing.

Facts & Figures 2011

55 new start-ups

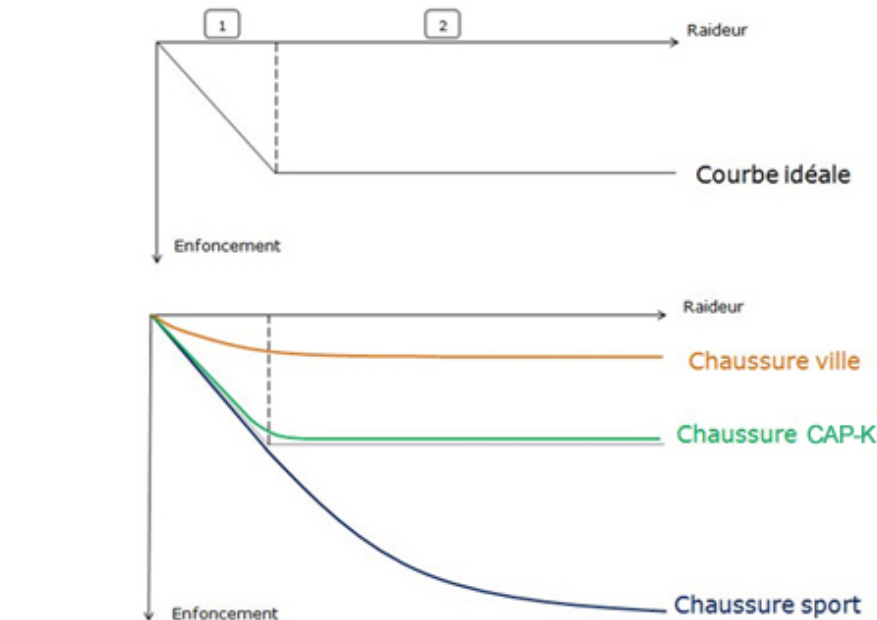
123 existing SMEs supported



Fashion & Health

Space Tech Smooths Steps

**CHAUSSURE!
POUR LE DOS!**



- 1 Zone dans laquelle la chaussure doit être amortie
- 2 Zone dans laquelle la chaussure doit être raide pour permettre une bonne stabilité

Crumbless Crisps



*What's the relation
between crisps and a
spacecraft?*



Chase and meet the entrepreneurs: ESINET road shows

- *What is it?*
 - **5 Road shows** per year in different regions of the EU, where ESA TTP and EBN meet entrepreneurs and offer their services
- *What is the objective?*
 - **Raise awareness and Promote** the use of **Space Technologies, Systems and Services in non-space fields**
- *What are the benefits?*
 - **Discover new talents and future entrepreneurs** and help them to **grow their business**
 - **Pitching opportunities** for start ups
 - **Recruit start-ups for the EIF**: 7 start-ups selected this year for EIF 2011
 - **Promotion of the region** affiliated to ESA

ESINET Services

- **Directly affiliated to EBN membership** thus EBN services
- **Facilitate access to international fairs** (e.g. Hannover fair, Le Bourget)
- **Facilitate access to European funds** (e.g. OSTF)
- **Promotion & Communication**
- **Access to EC funded projects** (Invesat, Navobs, Navobs+, KIS4SAT, SUNRISE, etc.)
- **Access to ESA tools** (EIF, ESA experts through Technology Brokers, ESA Readiness Programme)
- **Represent interests of the incubators and their SMEs** in front of the EC, ESA, national & regional bodies
- **Networking opportunities** (annual congress, annual meetings, International events, websites, etc.)

ESINET Results

- **+/- 50 new start-ups created per year: a database of more than 450 start-ups and SMEs (including alumnis)**
- **5 road shows per year to raise awareness on space-technologies to be used by the start-ups**
- **10 companies recruited and ready for investment in 2011**
- **An average of 7 companies presenting their project to investors at the ESA Investment Forum**
- **ESINET incubatees accessing international market (incubation into another member of the network)**



Thank you!

www.esinet.eu

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The logo for eSINET features the word 'eSINET' in a bold, blue, sans-serif font. The 'e' is lowercase and has a red dot above it. The 'S' is uppercase and has a red dot above it. The 'I' is uppercase and has a red dot above it. The 'N' is uppercase and has a red dot above it. The 'E' is uppercase and has a red dot above it. The 'T' is uppercase and has a red dot above it.

European Business
& Innovation Centre Network

