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# eSINET

The European Network of Space Incubators

## Facts and figures

The ESINET network comprises more than 30 partners, in 12 different countries:

*Belgium, Bulgaria, Finland, France, Germany, Greece, Italy, Luxembourg, Portugal, Spain, The Netherlands, and United Kingdom.*

- ➔ 500 SMEs all over Europe incubated within the incubators of ESINET
- ➔ 100 SMEs already active in the use of downstream space applications in other sectors
- ➔ 50 new companies created every year
- ➔ Proximity to ESA Incubation Centres ESTEC, ESRIN, ESOC, AZO (Noordwijk, Frascati, Darmstadt and Oberpfaffenhofen)

## Contact us

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## Objectives of ESINET

The primary mission of ESINET is to act as a catalyst for the launch of new innovative, "space-connected" companies. ESINET is a network of incubators and supports its members by stimulating entrepreneurship and SME development. ESINET is committed to the following missions:

- ➔ to promote the use of space-connected technologies, systems and services as a source of innovation for the creation of new enterprises and the development of existing SMEs
- ➔ to facilitate technology transfer between the Space and **non-Space sectors** through its efficient interface with the space community
- ➔ to establish and develop strategic transnational partnerships and networks among incubators and SMEs (such as joint participation in EU projects, commercial distribution partnerships, etc.)
- ➔ to raise awareness among SMEs and entrepreneurs of the specific support services provided by ESINET members in order to help them develop their business using space-connected technologies (technical expertise, business & financial planning, feasibility studies, etc.)
- ➔ to help start-up enterprises to get access to finance, advice them on IPR and legal matters, on networking and marketing opportunities
- ➔ to form a critical mass of key players in order to gain visibility and for example attract the interest of private investors or associations of private investors
- ➔ to represent the interests of the ESINET incubators and its SME community in dialogue with the European Commission and the European Space Agency, as well as with national and regional bodies

## ESINET 'credo'

The dealflow of innovative projects from across all European countries can be harnessed and effectively channeled into the **space-connected** technology and systems, the GALILEO / GMES and the SATCOM market.

### Leading to more success stories and economic development while boosting the business prospects of the space sector!



## ESINET Services

- 1 **Promotion and Communication:** international visibility via websites and publications, intranet facility, economic & technological intelligence, EU-tender watch service...
- 2 Development of **quality assurance tool** supporting the label & brand "**ESA-BIC**": professional compliance of ESINET-labeled incubators.
- 3 **International projects:** KIS4SAT, KISPIMS, Achieve More, ENCADRE, Galileo Masters Competition, others.
- 4 **Benchmarking & best practices:** sharing experience, tools, data, benchmarks, know-how.
- 5 **Funding opportunities and privileged access to:**
  - ESA technical expertise (voucher scheme to access ESA labs)
  - Specific international events & trade fairs
  - ESA investment tools (ESA Investment Forum, ESA investment readiness training)
- 6 **Bilateral Cooperation.**
- 7 **Networking opportunities** with key players & industry: ESINET offers fora not only within the network of ESINET members, but also within interest groups including ESA and EU institutions.
- 8 **Events:** ESINET organises several events and activities such as congresses, fairs, road shows and high-profile annual partnering events.
- 9 **International Trade Fairs:** companies are invited to join ESA on their stand.

## Strategic background

Innovation is a basic condition for the growth of economies. In Europe, the potential to create new business opportunities thanks to space technologies and satellite navigation and telecommunication systems (including GMES & GALILEO) is enormous. SMEs are the main actors to convert worthwhile innovative research & innovation ideas into successful commercial products, to create new jobs and boost the economy.

In July 2002, the European Space Incubators Network (ESINET) was launched by four partners (ESA, EBN, WSL and D'Appolonia), as an experimental thematic platform for the transfer of knowledge and technologies in the field of space. At the beginning of 2007, ESA invited EBN, the European Business & Innovation Centre Network, to integrate ESINET as a structural thematic component of the EBN Network and to further professionalize and deploy its operations.

*EBN is the leading pan-European non-governmental Network, created 25 years ago by the EC and Industry leaders, incorporating several hundreds of Business & Innovation Centres, Innovation-based incubators; EBN is recognized as the home of Innovative Entrepreneurship and Incubation in Europe.*



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