

# How to increase awareness and encourage international cooperation

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20<sup>th</sup> September 2022

# Why international cooperation?



“To provide for and promote, for exclusively peaceful purposes, cooperation among European states in **space research** and **technology** and their **space applications.**”

*Article 2 of ESA Convention*

We **strongly** encourage international cooperation amongst entities in PECS / AM / NMS.

Many countries have a funding scheme dedicated to raising technology capabilities.

- Focus is on products and services (upstream and downstream)
- Developing niche products / Europeanisation is encouraged
- Prime must be entity from that country
- **YOUR** participation as sub-contractor is **PAID** by the scheme (up to 20% spend outside the country) – so it is give and take. Develop sensible relationships then include them in your activities and be included in theirs.
- Typical contract value is 150 – 400K€

Proposals leading to a potential **long term benefit** (i.e. a product or service included in a supply chain or likely inclusion in a consortium for further work not paid by this scheme) are **very strongly favoured**.

## ROLES

International sub-contractors in PECS/ NMS/ IIS (and Croatia) typically have one of the following roles:

- **Customer role:** Defining requirement, participating in reviews, performing customer level tests
- **Partner role:** Performing a part of the work (that does not generate IPR), working on a joint project (e.g. regionalising and reselling for EO applications, allowing re-use of methods and techniques, expanding test area, preventing 'reinventing the wheel'...)
- **Supplier role:** Providing a module/ equipment/ part/ service to your project
- **Consultant role:** Providing review help and advice and/or PA/QA mentoring
- **Testing role:** Performing some of the testing

## Finding Partners in PECS/AM/NMS

- Web search and ESA Match
- Contact the Country Desk Officer for that country (see last slide)
- Attend the PECS/AM/NMS Conference next May in ESTEC
- Topic specific ESA Conferences (e.g. Mechanisms conference, Living Planet Symposium..)
- Your Technical Officer
- Contact the Industrial Coordinator in the country (EE, RO, LV and soon LT and BG)

We (ESA) can help you identify potential partners (see above), however:

- We cannot do the work for you.
- We cannot / will not force or push partnering.
- You need to have something to offer (skills, expertise, products, market), that they want.



# The European New Capabilities and Countries Space Conference

22-24 May 2023, Noordwijk, NL



Associate Members

→ PECS

1. Dedicated thematic sessions
2. Networking opportunities and social events
3. Poster session
4. Free training course sessions
5. ESA presentations about needs and opportunities

Registration opens October 2022, closes December 2022

Link: <https://atpi.eventsair.com/esamed/list-of-events>





# PECS / AM / NMS internal Points of Contact



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# this is esa



## ΕΝΩΜΕΝΟ ΔΙΑΣΤΗΜΑ ΣΤΗΝ ΕΥΡΩΠΗ



- Κράτη μέλη της ESA:
- Αυστρία
  - Βέλγιο
  - Γαλλία
  - Γερμανία
  - Δανία
  - Ελβετία
  - Ελλάδα
  - Εσθονία
  - Ηνωμένο Βασίλειο
  - Ιρλανδία
  - Ισπανία
  - Ιταλία
  - Λουξεμβούργο
  - Νορβηγία
  - Ολλανδία
  - Ουγγαρία
  - Πολωνία
  - Πορτογαλία
  - Ρουμανία
  - Σουηδία
  - Τσεχική Δημοκρατία
  - Φινλανδία

Επί μακρόν συνεργαζόμενο κράτος:  
Καναδάς

Συνεργαζόμενα μέλη:  
Λετονία  
Λιθουανία  
Σλοβακία  
Σλοβενία

Συνεργαζόμενα κράτη στην Ευρώπη:  
Βουλγαρία  
Κροατία  
Κύπρος  
Μάλτα

→ THE EUROPEAN SPACE AGENCY

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