



# EUSPA Supporting Copernicus Downstream Market Uptake

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**IT'S BEEN 365 DAYS**

# A new EU Agency for the Space Programme

The user-oriented operational Agency of the EU Space Programme.

With the new regulation, **space data is at the heart of a technological revolution**



linking space to user needs

EU space activities **under one umbrella:**



## Copernicus

Earth Observation (EO) and monitoring based on satellite and non-space data



## Galileo

Global satellite navigation and positioning system (GNSS)



## EGNOS

Makes navigation signals more accurate and reliable



## GovSatCom

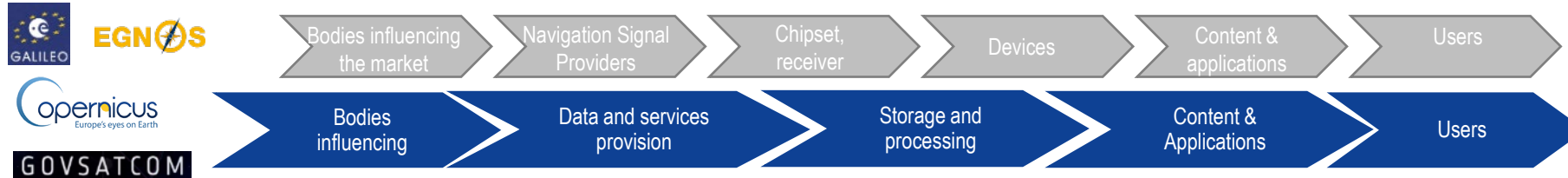
Secure satellite communications for EU governmental actors



## SSA

Space Situational Awareness monitors and protects space assets.

# All EU Space Program components with an integrated market/user driven approach



## Market & User Knowledge



Extended Market and technology monitoring and forecasting

Extended and synergic User Consultation Platform

Better understanding the MS needs and adding Copernicus Other Users satisfaction survey

## Demand Support



A common market segments approach for all EU space downstream

Extended key account with main players of the value chain

## Offer Creation



Creation of new “made in Europe” products and services.

Large implementation of end-to-end solutions leveraging synergies

Supporting entrepreneurship, SMEs and start-ups

# Market segmentation



# EUSPA Focus on Copernicus: Non-core Users



**Copernicus core users** are policy-makers and public authorities who use the information as a basis for developing policies and legislation, such as in the environmental field or civil protection in the event of a natural disaster or humanitarian crisis

## EUSPA FOCUS

**Other users** include commercial and private bodies, research and education organisations, charities, non-governmental organisations, and international organisations



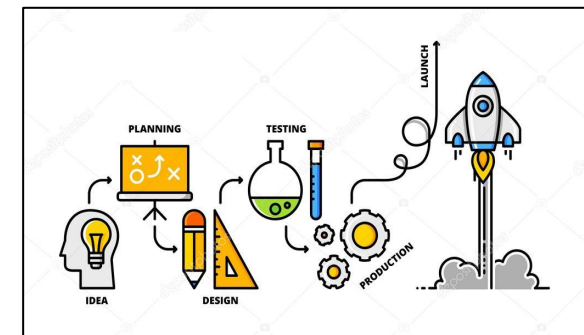
**Industry**

**SMEs**

**Start-ups**

# Addressing needs and gaps

- Raise awareness of Copernicus in downstream markets and ecosystems, especially for **commercial users (other users)**
- Close work with industrial ecosystems to **identify needs and gaps**
- Support ecosystems and communities through:
  - **Developing of Pilot projects** to demonstrate suitability and replicability
  - **Providing tools to facilitate access to EO data and services** to non EO users
  - **Creating Copernicus-based products** covering gaps within the ecosystem
  - **Best practices**, standards, certifications and regulations
- Foster synergies among program components
- In collaboration with ALL relevant actors in the EU EO ecosystem



# The first EUSPA Market Report addressing the new market segmentation has been released

- **The EO and GNSS Market Report** combines the market and application insights into a **single report** that provides global coverage of the EO and GNSS applications across multiple market segments



New EUSPA EU Space Market Report with focus on both GNSS and EO  
[https://www.euspa.europa.eu/sites/default/files/uploads/euspa\\_market\\_report\\_2022.pdf](https://www.euspa.europa.eu/sites/default/files/uploads/euspa_market_report_2022.pdf)



# User Consultation Platform

UCP 2022  
3, 4 October



The UCP is engaging with **other user communities**, industries, service providers and R&D, bringing together **expertise** and **insights** from different applications, sharing experiences, and strengthening an EU network of **innovators** by encouraging **cooperation** across broad disciplines

AVIATION AND DRONES



CONSUMER SOLUTIONS,  
TOURISM AND HEALTH



EMERGENCY MANAGEMENT  
AND HUMANITARIAN AID



ENERGY AND RAW MATERIALS



INFRASTRUCTURES INCLUDING  
5G OPTIMIZATION



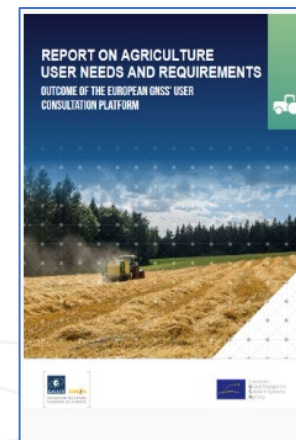
INSURANCE AND FINANCE



MARITIME AND FISHERIES



**Outcomes of the UCP** are used to compile and update a series of **Reports on User Needs and Requirements** per market segment



# Funding opportunities



**Horizon  
Europe**

Igniting innovative  
space downstream  
applications



**START-UP** SUPPORT  
**CASSINI**  
 **EU SPACE**

Support innovative  
entrepreneurs, start-  
ups and SMEs in the  
space industry

# Horizon Europe igniting innovative space downstream applications

**CLOSED**

**2021**

Horizon Europe topics	Indicative budget (mln EUR)	Type of action
EGNSS and Copernicus applications fostering the European Green Deal	14	IA
EGNSS applications for Safety and Crisis management	9.3	IA
EGNSS applications for the Digital Age	9.3	IA

**Open for submissions Oct 2022**

**2022**

Horizon Europe topics	Indicative budget (mln EUR)	Type of action
Public sector as Galileo and/or Copernicus user	5.2	PCP
EGNSS applications for Smart mobility	9.5	IA
Copernicus downstream applications and the European Data Economy	9.6	IA
Large-scale Copernicus data uptake with AI and HPC	9.6	RIA
Service developments and demonstrations	9.1	RIA
Designing space-based downstream applications with international partners	5.1	RIA



*\* All dates are tentative and subject to change*

More details on the topics along with the Horizon Europe Work Programme 2021-2022 can be found on the [EUSPA website](https://www.euspa.europa.eu)

# Start-up support during the entire innovation cycle



## CASSINI Hackathons

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- fostering the next generation of entrepreneurs & new thinkers
- 6 Hackathons 2021-2023
- solving important problems for society & industry
- cash prizes & mentoring

## CASSINI Matchmaking

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- creating links between startups, investors and large corporations
- improve ability to attract VC funding
- matchmaking events evolving around defined thematic

## CASSINI Prizes

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- developing solutions in themed challenges
- close-to-market digital applications based on EU space data
- only for SMES that can apply with a consortium
- cash prize

## CASSINI Seed & Growth Funding Facility

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- attracting new VC funds in Europe to invest in space-related companies
- strengthening EU offer through capacity building, mentoring and know-how



# Copernicus Demonstrators

Deadline  
02/09/2022



- **Timeline:** 18 months project in two Phases, budget: 3.5 M€
  - (Phase 1: 6 months, Phase 2: 12 months)
- Contract's scope will focus on the demonstration of 6 innovative proof of concepts divided in two Lots:
  - Lot 1: Mobility, Emergency and Infrastructures
  - Lot 2: Consumer and Environmentwith the objective to develop end-to-end solutions integrated with the user's operational environment.
- The 6 proof of concepts prioritize the most impactful and promising markets for current and potential Copernicus data use, starting from 10 areas
- EUSPA Procurement: <https://www.euspa.europa.eu/copernicus-demonstrators-0>
- e-tendering: <https://etendering.ted.europa.eu/cft/cft-display.html?cftId=10880>

# Copernicus Demonstrators

**3 impactful Proof of Concepts will be demonstrated in Phase 2**



- **Lot 1 Mobility, Emergency and Infrastructures:**

- **Proof of concept 1:** Aircraft Emission Measurement and Monitoring (applications may include among others emissions assessment, traffic and operations optimization)
- **Proof of concept 2:** Emergency Preparedness and Early warning of Floods (applications may include among others underground water monitoring)
- **Proof of concept 3:** Autonomous Navigation and Ship route optimization (applications may include among others fairway monitoring service and navigation through Sea Ice)
- **Proof of concept 4:** Smart mobility and Autonomous cars (applications may include among others sustainable mobility, congestion control and driving comfort)
- **Proof of concept 5:** Infrastructures monitoring (applications may include among others site selection and planning, and infrastructures environmental impact)

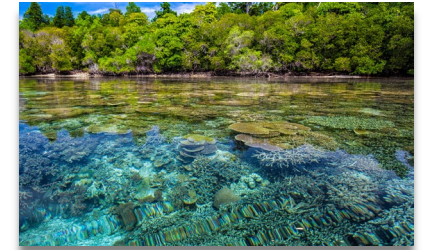


# Copernicus Demonstrators

**3 impactful Proof of Concepts will be demonstrated in Phase 2**

- **Lot 2 Consumer and Environment:**

- **Proof of concept 6:** Fisheries and Aquaculture (applications may include among others fish stock detection, Aquaculture floating platforms for best location determination and monitoring, phytoplankton monitoring)
- **Proof of concept 7:** Digital Tourism and Cultural Heritage and monitoring (applications may include among others Tourism and biodiversity, Cultural Heritage risk assessment)
- **Proof of concept 8:** Insurance & Finance (applications may include risk assessment, parametric insurance, Commodity trading, ESG factors for investment risk and growth opportunity)
- **Proof of concept 9:** Forest vegetation health monitoring (applications may include among others biodiversity hot spots and human pressure monitoring)
- **Proof of concept 10:** Green mining and Energy (applications may include among others floating offshore wind farms; planning and operations of green mines and renewable energy plants, oil stock monitoring)



# Copernicus Demonstrators



JOIN US FOR

## INDUSTRY DAY WEBINAR

EUSPA IS LOOKING FOR  
COPERNICUS DEMONSTRATORS

6 JUNE 2022 10.00-11.00



EUSPA

The banner features a dark blue background with a satellite in the upper right, a globe with grid lines, and concentric circles representing signal waves. The text is centered and uses a mix of white and light blue colors.





Linking space to user needs

Get in touch with us

[www.euspa.europa.eu](http://www.euspa.europa.eu)



The European Union Agency for the Space Programme is hiring!

Apply today and help shape the future of #EUSpace!