

BOOSTING THE COMMERCIALISATION OF SPACE ACTIVITIES

This course introduces the market challenges and the business opportunities offered by the emerging space economy



LEARNING OBJECTIVES

- Presentation of the Space Economy and introduction to New Space revolution
- New business models and technology trends
- Space finance landscape and challenges to accessing finance faced by European space ventures
- Overview of the European Institutional toolbox to foster commercialization of space (e.g. the ESA BIC model, Phi-Labs, Technology Transfer, Intellectual Property, competitions, challenges, export sales support)

Target audience: Entrepreneurs, graduate/undergraduate engineering students, aerospace PhD students, finance/Venture Capital Funds, startups.

Dates and time: 26 April 2022, 9:00-13:00 CEST

REGISTRATION AND CONTACTS

Course Code: 20220426

This course is part of the 2022 institutional activity for AIDAA members. The registration requires the purchase of one of the packages described here <https://www.aidaa.it/package-list/>, and the completion of the online form available here <https://www.aidaa.it/2022/04/12/boosting-the-commercialisation-of-space-activities/>.

Course platform: Webex, a link will be sent via email as the registration is complete.
At the end of each course, **attendance certificates** will be sent to participants via email.

For further info, please, contact academy@aidaa.it



SPEAKERS

Luca del Monte is the Head of the Industrial Policy and SME Division at the European Space Agency. He advises ESA Member States Governments about the development of a globally competitive and sustainable space industry capable inter-alia to foster the European space economy and the growth of a new generation of European space Entrepreneurs. He has been also in charge of the development of several security-related space projects including the Space Situational Awareness (SSA) and the first European space cybersecurity centre. Prior to joining ESA, he held several technical and managerial responsibilities with the Italian Space Agency, the European Patent Office (NL) and with Telespazio S.p.A. Mr. del Monte holds a master degree in Aerospace Engineering from University La Sapienza in Rome, he is a graduate of the French National Defence Procurement College (CHEAr), and of the HEC Montreal School of Management of Innovation. He is the author of more than 30 peer-reviewed publications and a Member of the International Astronautical Federation Committee on Space Security.

Cornelis Eldering (Niels) is Head of Section within the Commercialisation Department at the European Space Agency. He is responsible for ESA's Business Incubation Centres (ESA BICs), the ESA Technology Transfer broker network and the ESA Industry Alliance. ESA currently has 25 Business Incubation Centers and 8 Technology Brokers across its member states. The primary aim of the ESA Business Incubation Centres (ESA BICs) is to provide support to entrepreneurs who wish to exploit space-based solutions. Similarly, ESA's Technology Brokers support established industrial players in both space and non-space markets. Niels holds a Master of Science in Business Administration from the Rotterdam School of Management (RSM), where he in 2003 completed his research on setting up a strategy for the first ESA Business Incubation Centre. Since then, he was instrumental to evolve and grow -together with his team- the network of ESA BICs and brokers to its current size. Passionately engaged in the challenging process from exploration to exploitation of space technology, he regularly provides keynote presentations on conferences as well as guest lectures such as to the CEMS Master in International Management. In 2015 he received the RSM Distinguished Alumni Award for Senior Leader due to his efforts in creating benefits for society by engaging business and education with space technology.

Aude de Clercq is the Head of the Technology Transfer and Patent Management unit. She earned a joint degree in law and translation in France before she moved to the United States to specialize in public management. She started her career at ESA with the legal department in France, then moved to the Netherlands where she managed a start-up company during its incubation period at the incubator of Technology Transfer Programme Office (TTPO) of the European Space Agency, located at ESA's technical center, ESTEC. When the start-up graduated from the incubation programme, she went to work for Technology Transfer and Patent Office.

