

Measures on how to support companies in NAVISP - a German perspective

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bavAIRia - the Cluster AeroSpace

Bavaria

- is home to key players in the European and global aerospace scene
 - internationally operating companies
 - Innovative SMEs
 - numerous startups
- is the region with the largest number of organisations working in space & space applications in Germany
- ~ 27% of all actors are based in Bavaria, in the area around Munich
- has space and aviation actors along the entire value chain

bavAIRia e.V.

- commissioned by the Bavarian State Government with the management of the Cluster Aerospace
- is engaged in aviation, space & space applications
- has more than 300 members; ~80% SMEs
- is home to the German ESA Business Applications Ambassador
- is home to the Copernicus Office Bavaria and a Copernicus Relay
- Bavaria is member of S3P and Nereus



Framework of the NAVISP

Needs & Objectives of Science
Universities, Research Institutes

Needs & Objectives of Companies
LSIs, large companies, SMEs, Start-ups



EC- Strategies

- Joint statement on shared vision and goals for the future of Europe in space by EU and ESA
 - European Space Strategy
 - EU MFF

ESA Strategies

- Agenda 2025
- Matoshinho Manifesto

National Strategies

- Strategy papers of
- Government
 - Ministries
 - Federal states
 - National Space Agency

What has to be done in order to support companies interested in the NAVISP?

COOPERATION & NETWORKING

TOPICS & TRENDS



AWARENESS

SUPPORT

External conditions affecting companies

- COVID-19 pandemic
 - No in-person meetings & no networking
 - Contacts to new customers and new markets difficult
- Due to the Russian-Ukrainian conflict
 - Availability of launch capabilities and resulting delays
 - Missing materials/components

Cooperation & Networking

- Link PNT community with key **non-space actors** and related markets in order to support a market pull rather than a technology push. This can be supported e.g. by
 - Facilitate talks with **key non-space actors** in workshops and events to identify needs and gaps
 - Increase promotion of NAVISP success stories for non space sectors on conferences, exhibitions trade fairs and meetings to attract non space companies and customers

COOPERATION & NETWORKING

TOPICS & TRENDS



AWARENESS

SUPPORT

China's Geely launches first nine low-orbit satellites for autonomous cars

Reuters

2 minute read

SHANGHAI, June 2 (Reuters) - China's Zhejiang Geely Holding Group conducted its first successful satellite launch on Wednesday, sending nine into low earth orbit as it builds out a satellite network to provide more accurate navigation for autonomous vehicles.

The self-designed and manufactured GeeSAT-1 satellites, were launched from the Xichang Satellite Launch Center in the southwestern province of Sichuan. Geely said it expects another 63 to be in orbit by 2025 and eventually plans to have a constellation of 240.

Source: reuters
<https://www.reuters.com/business/autos-transportation/chinas-geely-launches-first-nine-low-orbit-satellites-autonomous-cars-2022-06-02/>

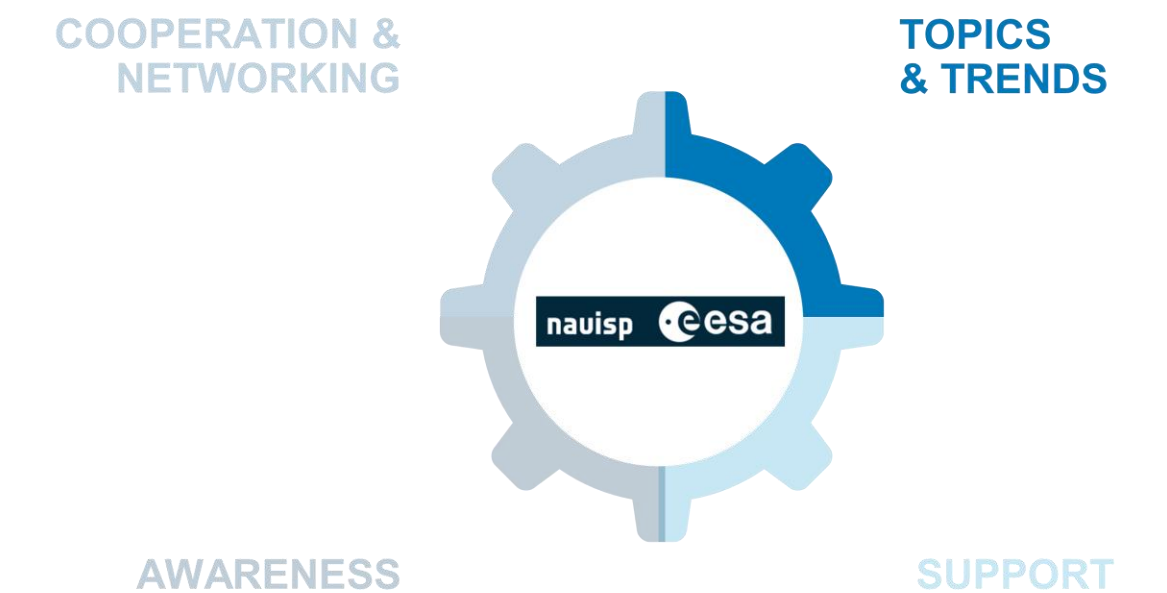
Cooperation & Networking

- Piloting of PNT cooperation initiatives could be done by ESA, so that NAVISP becomes the competence platform for PNT solutions



Topics & Trends

- The focus of NAVISP on PNT is very much welcome by the PNT community.
Established Elements 1-3 work well and seem well accepted
- Besides the focus on technological developments an extension of identified topics in ITTs should be considered, if possible with an involvement of potential customers/new markets
- Topics in combination with the new Galileo services such as commercial applications for professional markets e.g. in precise agriculture or geodesy and autonomous solutions are emerging topics, include commercial potential should be followed up.



Support

For **companies**, especially **SMEs** and **Start-ups**

- Short times from applications to contracts are essential
- The organisational and bureaucratic efforts for contracts with small volumes are not deemed worthwhile for SMEs and start-ups
(although NAVISP is very straight forward in setting up projects)
 - Create short fast track studies, from proposal to contract in several weeks

For **non-space** companies low entry to ESA projects is beneficial

- Less organisational effort in the application process
- Establishment of (national) contact points/support offices for non-space companies and newcomers



Support

- Webinars in national languages lower the barriers especially for non-space actors and newcomers, topics could be:
 - How to do business with ESA
 - Practical information on NAVISP application process
 - Dedicated information on upcoming calls and what is expected
- Encourage cooperation between actors familiar with NAVISP projects and newcomers (SMEs and start-ups) as coordination is sometimes difficult for SMEs and starts-up



Awareness

NAVISP in general is almost known in the European space/PNT community

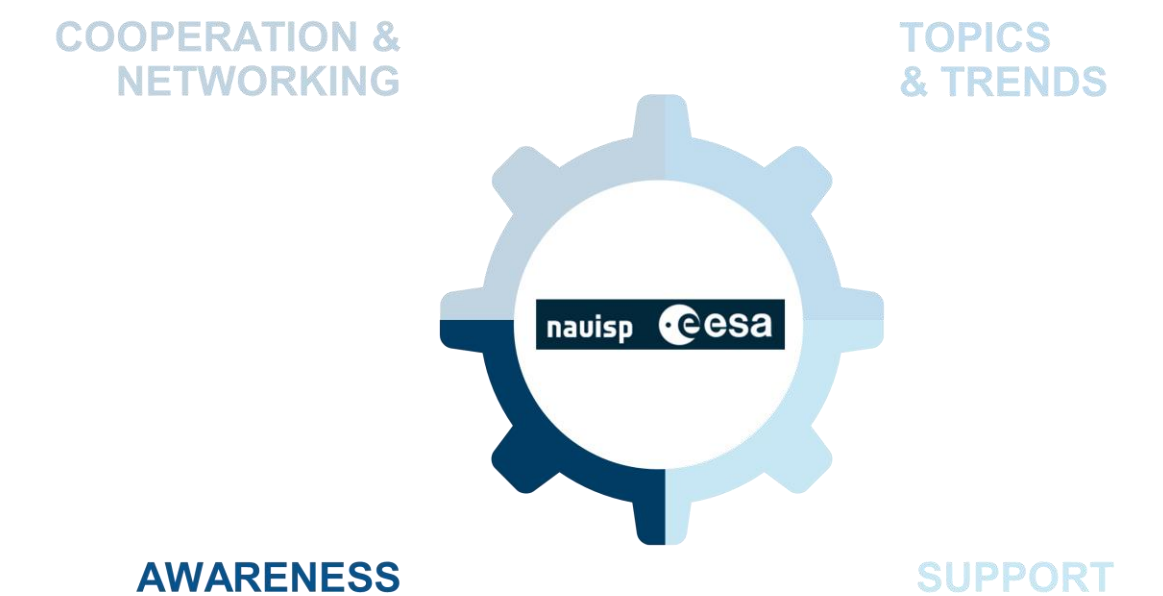
- Nevertheless additional promotion of opportunities is beneficial to get especially new actors and non-space actors involved. Additional activities needed, e.g.
 - Regular information events and webinars informing on upcoming calls
 - Promote NAVISP opportunities more frequently



Awareness

NAVISP is hardly known in **non-space** communities

- Identify and get in contact with existing networks to promote the NAVISP in non-space communities
 - Clusters could be a appropriate starting point as they are covering different thematic fields
 - Networks already connecting non-space and space actors could be an initial starting point, e.g. in Germany the INNOspace networks SPACE2Motion and SPACE2agriculture are involving space as well as non space actors
 - Dedicated Networks and associations addressing whose work is related to the entified topics could act as multipliers



Awareness

- Increase the effort to promote NAVISP success stories in **non-space** communities, e.g. on conferences and exhibitions, trade fairs and meetings to attract non-space actors and customers



Summary



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Europe's heart of aerospace
and navigation