

# The ESA SME Initiative

SME Office

20/11/19



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European Space Agency

## Who we are:

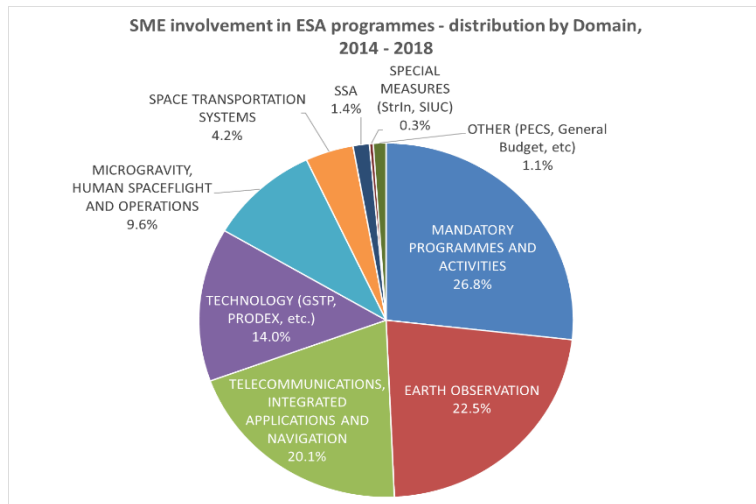
- The SME Office is part of ESA's **Directorate for Industry, Procurement and Legal Services**

## What we do

- The Office implements and manages the **SME Policy** adopted by Member States, and coordinates its activities with other institutional actors, such as the national space agencies

## Our objective:

- To **facilitate the involvement of SMEs**, including start-ups and newcomers, in the R&D activities and programmes of the Agency
- To address problems that are traditionally faced by SMEs (**sustainability, viability, access to in-flight heritage, proper and timely information**, etc).



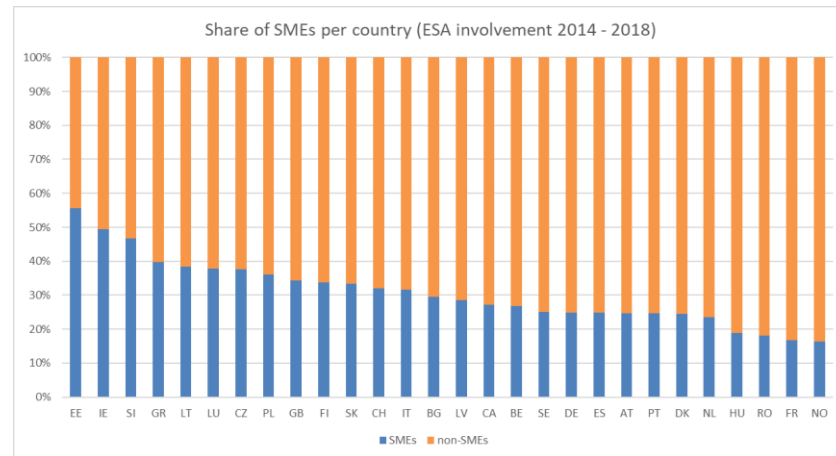
**SME are acting in all domains of ESA**

**More than 1000 SME contracted**

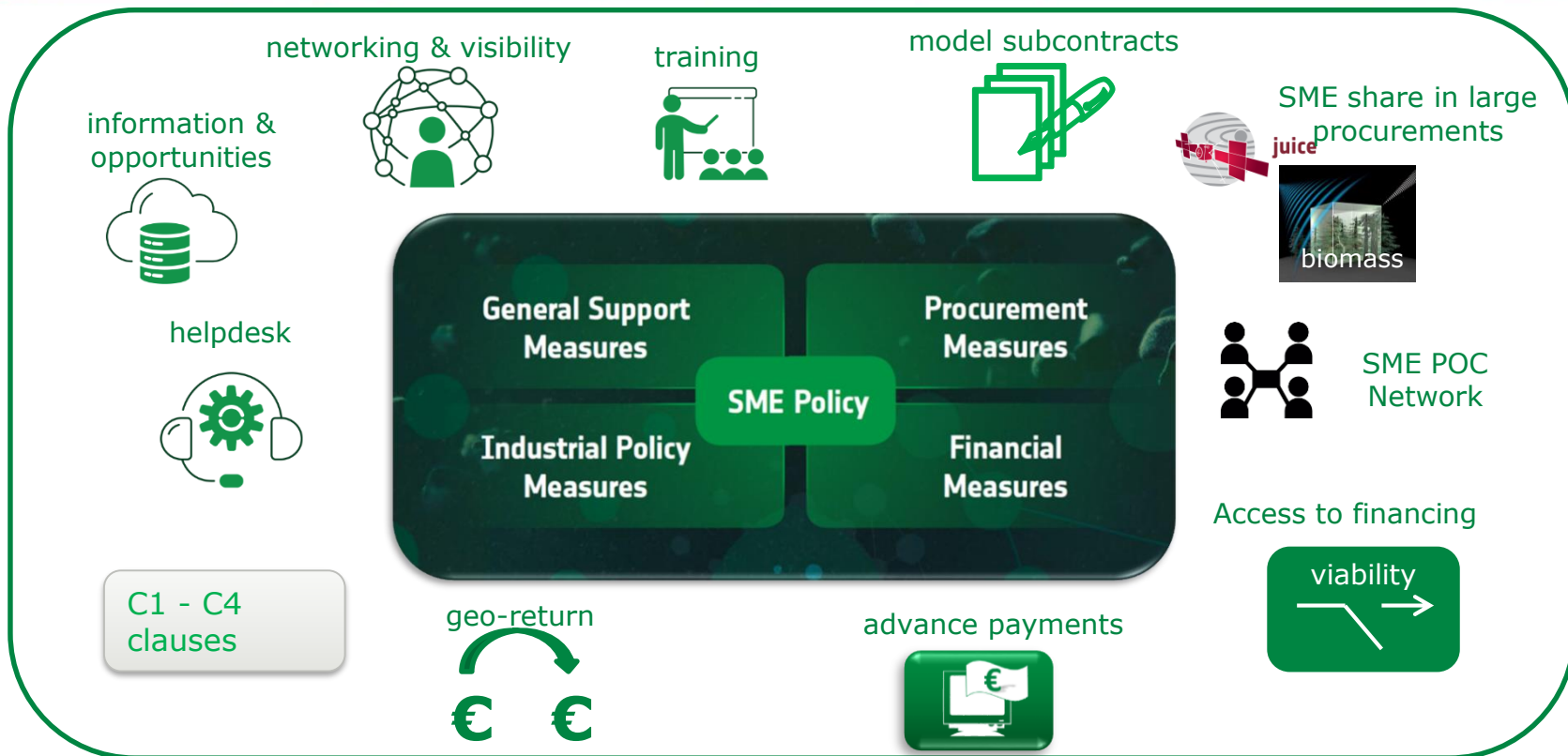
**Involved in 29% of all contracts and ~7.5% of commitments**

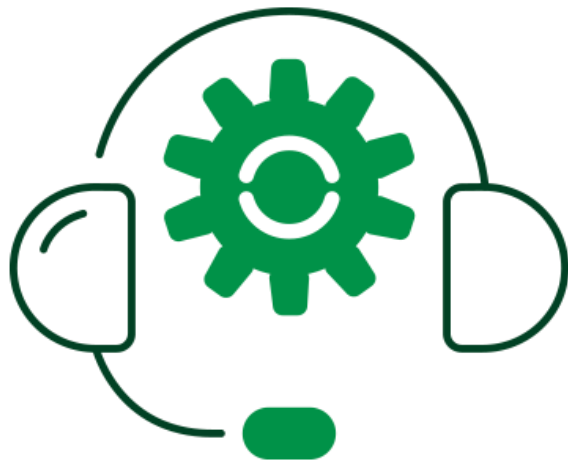
**SME are acting in all domains of ESA**

**30% (average) of the national industry of ESA Member, Associated and Cooperating States are SMEs**



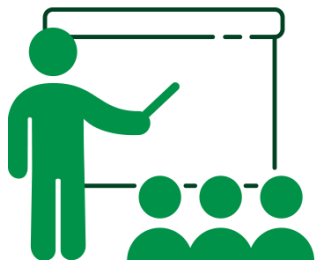






- the **SME Portal** [www.esa.int/sme](http://www.esa.int/sme)
- the SME Initiative **Twitter** account [@ESAforSME](https://twitter.com/ESAforSME)
- SME Office **Helpdesk** [sme-office@esa.int](mailto:sme-office@esa.int)
- SME **Database** [smed.esa.int](http://smed.esa.int)
- SME **Newsletter** <https://bit.ly/2TzBL0q>
- **B2B meetings** and information events

# Thank You!



- R&D Proposal Writing
- Product Assurance in ESA Projects
- EEE Components Procurement
- Intellectual Property Rights
- ECSS (livestreams)
- Rate Calculation

[http://www.esa.int/About\\_Us/Business\\_with\\_ESA/Small\\_and\\_Medium\\_Sized\\_Enterprises/Training](http://www.esa.int/About_Us/Business_with_ESA/Small_and_Medium_Sized_Enterprises/Training)



# The ESA Industry Space Days



B2B meetings



Conferences



Exhibition

- **The ISD is a B2B event organised by the SME Office to facilitate business among European space companies with a special emphasis on increasing the involvement of SMEs in space activities.**
- **The 7th edition of the ISD took place from the 11th to 12nd September 2018 at ESA ESTEC.**
- **1500 visitors from ~900 companies in 39 countries, including ~400 SMEs, participated in about 11 000 pre-arranged business meetings.**
- **Conference with 30 presentations/panels**
- **Industry Exhibition with 140 exhibitors including an "ESA Village"**