

SME4SPACE, AKRK, ESA SpaceTechExpo Panel: The SME Voice

Thursday, November 21st 2019
13:00 – 14:00

The Hard Road to the Stars: Challenges and Opportunities for SMEs in the European Space Business

European SMEs (both start-ups and established SMEs) are invited to listen to a panel session organised by SME4SPACE (the European Panel of Space SME Associations), AKRK (German Space SME) and ESA (SME Office). SMEs on the panel will present: lessons learnt regarding experiences in the space business, incurred difficulties in acting or entering the space market (ESA/national/global), recommendations and expectations to improve a company's sustainable involvement in space missions as well as individual experiences in developing products/services, highlighting key success factors (both internal and external).

Agenda

Moderator *Hans Bracquené, SME4SPACE Chairman*

13:00 **European SMEs in ESA Activities: a Status Report**
Jens Kauffmann, Head of ESA SME Office

13:10 **German SME-policy from the Point-of-View of AKRK**
Ernst K. Pfeiffer, Spokesman AKRK

13:20 **Lessons learnt from European Space SMEs**
Alexander Reissner – CEO of Enpulsion (AT)
Jesus Marcos – R&D Director at Caelestia Technologies Group (NL)
Walter Ballheimer, CEO, German Orbital Systems.

13:50 **Conclusion**
Hans Bracquené, SME4SPACE Chairman