

business applications



ESA Business Applications & Space Solutions (BASS) A Brief Introduction

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ESA UNCLASSIFIED

European Space Agency

### ESA at a glance



To provide for and promote, for exclusively peaceful purposes, cooperation among European states in space research and technology and their <u>space applications</u>.

#### Facts and figures

- Intergovernmental Organization with 22 Member States
- Over 50 years of experience
- 8 sites across Europe and a spaceport in French Guiana
- Secured €16.9 billion in 2022 for the next 3 years



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### ESA at a glance

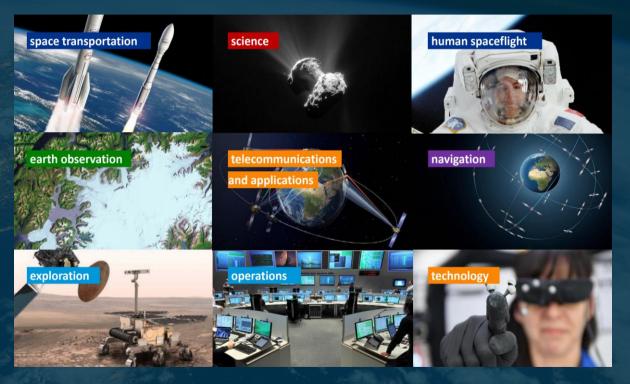


Active in many different fields.

A growing focus and awareness on the usefulness of downstream applications and services.

An ever wider reach of integrating different technologies from space and non-space into viable commercial solutions.

Offering entrepreneurs a programme adapted to their needs: ESA Business Applications & Space Solutions (BASS)



### **Business Applications & Space Solutions**



BASS aims at reaching commercial exploitation of space assets, data and addressina capabilities feasibility and business development. includes the development This of operational services for a wide range of users through the combination of different systems, and support in creating viable. companies as well as to existing companies



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### **Desired Outcomes**



# SOCIO-ECONOMIC SPACE USE **INDUSTRY COMPETITIVENESS** Utilisation of space in new markets Social, green value and economic **European Industry competitiveness** sustainability and user communities on global space and non-space markets

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## What We Look For



We're looking for teams that have **identified a market opportunity** that's attractive and has real potential for **engaging customers**. Motivation, business experience and industry domain expertise are key.

But most importantly of all, we want to hear business ideas that are commercially viable, technically possible and involve either space tech or data.







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### Support to commercialise your space-enabled application





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# Support to commercialise your space-enabled application



Generating actionable insights from satellite data in a commercial & user-friendly way



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### Funding Scheme BASS



Entry point	Type of activity	Total cost of activity & funding
Open Call (your own idea)	Feasibility studies	Max 500k Eur, 50% funded by ESA (can be 100% for research contributions)
	Demonstration projects	Max 1M Eu, 50% funded by ESA (depending of wishes of the delegation)
Invitation to Tender (Answering a specific ESA call)	Feasibility studies	Max 200k Eur, 50-100% funded by ESA
	Kick-Start Studies*	Max 80k Eur, 75% funded by ESA
*From mid-2023 also availabl format	e in open call	

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### Funding Scheme BASS

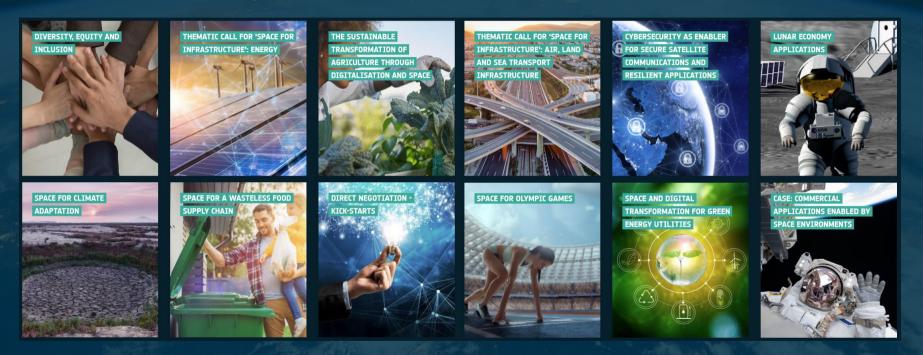


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### Featured Thematic Opportunities



### All new BASS calls are published on <u>https://business.esa.int/</u>



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# **Business Applications: Belgian Companies**





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### Ambassador Network at your disposal



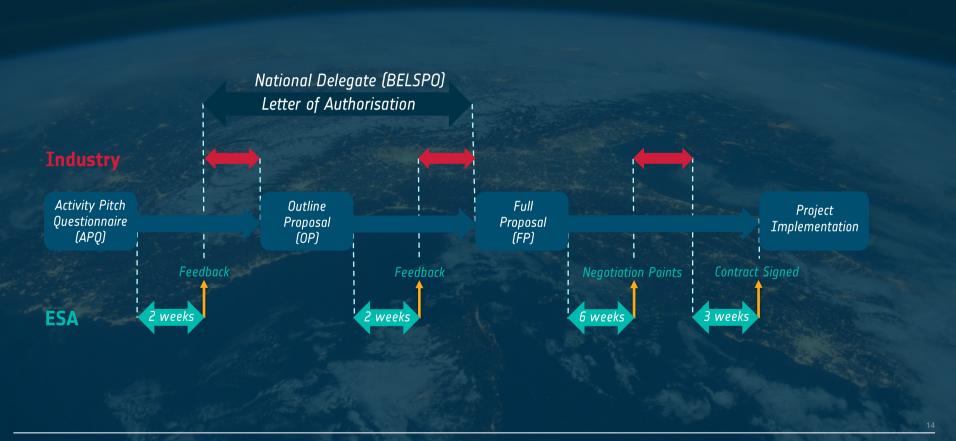
→ THE EUROPEAN SPACE AGENCY

Ambassadors are present in 9 countries They are your local interface for your ESA BASS questions They can advise you on:

- Preparation of your proposal (we will not write it for you)
- Overview of ESA BASS funding opportunities
- Support the process towards letter of authorization



## Roadmap to BASS Contract (Direct Negotiation)



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### Get in touch with us!





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