



German  
Space Agency  
at DLR



# ESA Business Incubation Centre Hessen

Start-ups developing Space Solutions

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May 2022

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## Centre for Satellite Navigation Hessen



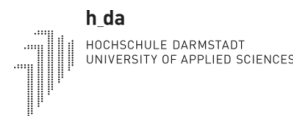
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- Joint initiative of the European Space Agency ESA and the State of Hesse
- Established 2006 and located next to the European Satellite Control Centre ESA / ESOC
- Funded by ESA / DLR, the Federal State of Hessen and City of Science Darmstadt
- Further support from ESOC
- Around 6 FTE
- Objectives: Promote and accelerate market development & create high technology jobs in the region



Wissenschaftsstadt  
Darmstadt





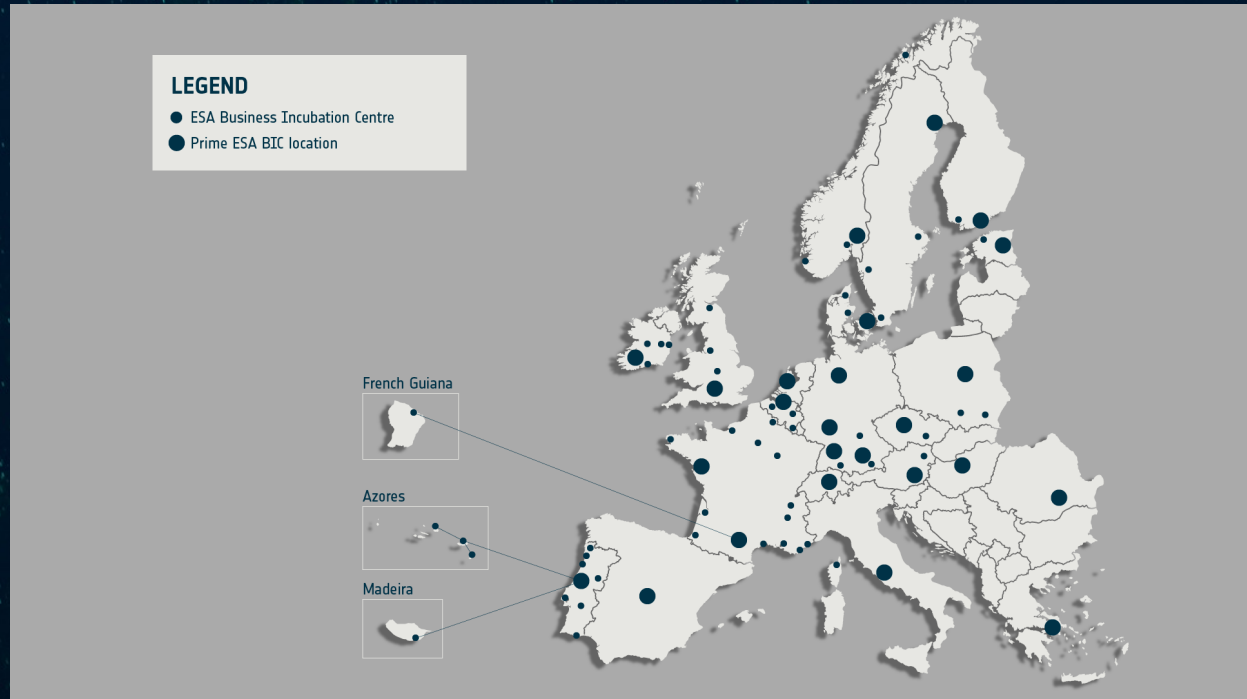
# The ESA BIC Network



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- Since 2007: cesah operates the ESA Business Incubation Centre (BIC) in Darmstadt on behalf of ESA.
- Since 2014: cesah is ESA Technology Transfer Broker for Germany (2014) in close cooperation with EurA.
- Since 2018: ESA BIC Hessen & Baden-Württemberg with 2 new sites, together with IHK Reutlingen & Airbus in Friedrichshafen.
- cesah is part of a growing network of 24 ESA BICs with more than 1100 start-ups across Europe, of which more than 116 at ESA BIC Hessen.



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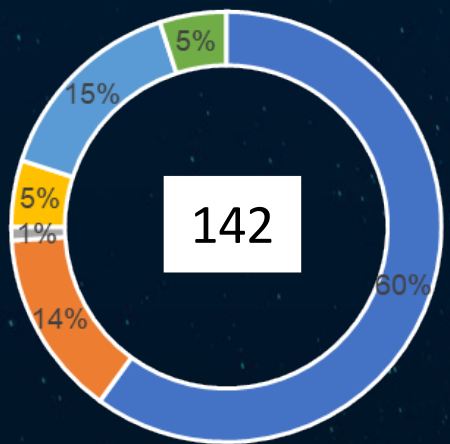


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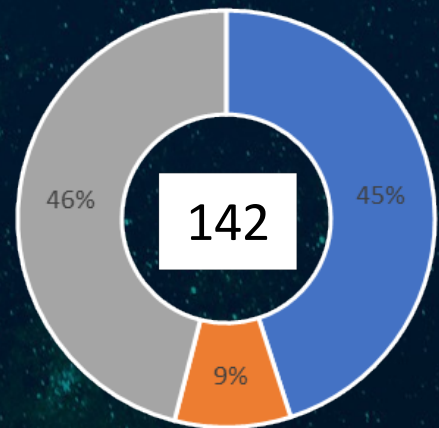
# Track Record



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- Satellite Navigation
- Earth Observation
- Satellite Communication
- Artificial Intelligence
- Other
- Spin-in



- University/Research
- Target Industry/Career Changers
- Aerospace industry



> 700 jobs created



business incubation centre  
Hessen



business incubation centre  
Baden-Württemberg

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## Ecosystem für Space-related Start-ups



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business incubation centre Hessen

- Goal is to incubate, with ESA BIC Baden-Württemberg, +140 new Start-ups in the next 4 years.
- Many local / regional / national / European partners needed:



business incubation centre Baden-Württemberg

- Finding candidates
- Office locations
- Technical support
- Business support
- BIC peer-to-peer support (fostered by ESA)
- Initiatives / network for alumni



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## Motivation



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### Local:

- Positive image (innovation / dynamism) for the city, its universities and institutions

### Regional:

- Jobs, high-tech innovation, transformation, sustainable growth
- Leveraging space assets located in Hesse (ESOC, EUMETSAT and their ecosystem)
- Leveraging Space Coordinator (Prof. Jan Wörner) and strategy „Hesse in Space“
- Specific profile

### National and ESA / EU:

- Essential component of space commercialisation strategy
- ESA BIC brand – largest European incubation network
- Strengthen space technology / services innovation – linking to ESA programmes

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## Access to Capital and Marketing



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### Global Navigation meets Geoinformation Conference

- Annually, at ESOC, news on Galileo & Copernicus
- Podium discussions, regional “Galileo Masters” and “Copernicus Masters” kick-off, Start-up pitches



### ESA Investor Forum

- On occasion, for selected Start-ups and investors
- Podium Discussions & Workshop on Investment in Space in Germany



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# Hackathons & Open Innovation



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[www.actinspace.org](http://www.actinspace.org)



Climathon eit Climate-KIC

Climathon Darmstadt  
22.-30. Oktober 2021  
[climathon.climate-kic.org/darmstadt](http://climathon.climate-kic.org/darmstadt)

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# Contact



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Thank you very much for your attention!



<https://www.esa-bic-hessen.de>



<https://www.esa-technology-broker.de>



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## Application to ESA BIC & Support



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- Submit business & activity plan (following Open Call on our webpage with templates)
- Selection process is based on a Europe-wide standard (Evaluation Board)
- 3 selection rounds annually, 20 new start-ups in Hesse, 15 in Baden-Württemberg per year



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- Entrepreneurs can apply in advance of setting up their company for support over up to 2 years
- Financial support: 50k€ (ESA/DLR & Region)
- Technical support: up to 80 hours
- Business and legal support: up to 100 hours

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