



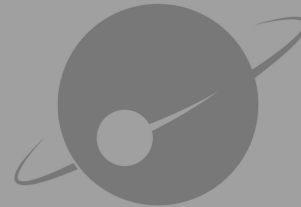
Agriculture



Creative Industries



Energy



Space



Mobility



Logistics

Ready to Go International and Softland in New Markets?



If your company is an innovative European SME...

- Either a space technology provider or application developer targeting mobility, energy, logistics, creative industries or agriculture markets
- or working in one of the above market sectors and looking to develop a service using space-based technologies or data.

If your ambition is to ...

- Develop business activity in either Canada, UAE, Colombia, Chile or China
- Identify opportunities and how to do business in your chosen markets
- Find the right customers and partners
- Develop sustainable collaborations and business deals, improve international skills and create an export strategy.

If you demonstrate ...

- A strong business case that is scalable
- Quantifiable market traction
- A potential to go international

Then get onboard the SPACE2IDGO programme!

SPACE2IDGO is a fast-track internationalisation programme to boost European SMEs' access beyond Europe. SPACE2IDGO is co-funded by the European H2020 COSME programme.

The purpose of this call is to select SMEs to take part in the SPACE2IDGO acceleration programme to access new markets in Canada, UAE, Colombia, Chile and China.

Who is backing SPACE2IDGO?

Bringing together world-class expertise in space activities and high performance in 5 ground businesses (Mobility – Energy – Logistics, Creative Industries and Agriculture), the partnership is made up of 8 European clusters coming from 5 European countries: *Aerospace Valley (FR)*, *si-Cluster and gi-Cluster (GR)*, *Skywin Wallonia (BE)*, *Logistics in Wallonia (BE)*, *TeRN (IT)*, *Madrid Aerospace Cluster (ES)* and *ALSIA (IT)*.



The partnership is supported by the PwC's Accelerator, the PwC global network dedicated to acceleration of SMEs and a proven method built upon experience with startups and innovation eco-systems.

Paving the way

We provide a full preparatory service to assess your maturity, understand your needs, and strengthen your export skills, give you access to valuable market insight and help you prepare to do business in your selected country:

- 360° diagnosis assessment
- Kick off meeting to define your internationalisation needs
- Export strategy and international awareness training workshops
- Dedicated target country workshop and material
- 2-5 hours of specialised consultancy services (including kick off meeting and debrief meeting).

Going international

We organise tailored matchmaking missions in the target countries to build valuable relationships with your relevant partners in new markets. The aim of these missions is to sign business agreements and foster commercial deals, promote collaboration and joint project development with host country counterparts:

- Participation in up to 2 target country missions, tailored to your market needs and interests
- Identification of key local contacts, including a direct set up with at least 2 key business connections
- Logistical support and reimbursement of plane fare costs up to 800 euros per SME

Follow-up services

We provide tailored expertise to help establish a long-term plan of sustainable growth:

- Field mission follow-up, including support to turn discussions into business agreements and legal support
- Maturity assessment and 360° diagnosis at the end of the program to identify success factors and future development prospects for your business

Launch in New Markets!



Calendar

Canada: Fall 2018
UAE: Spring 2019
Colombia: Spring 2019
Chile: Summer 2019
China: Fall 2019

How can I apply?

Beneficiary SMEs will be selected according to the call for applicants. Interested SMEs must submit their online application by 28th September, 2018 here:

[https://
boosternova.typeform.com/
to/RKOnh2](https://boosternova.typeform.com/to/RKOnh2)

For all enquiries, please send your questions to:

space2id@corallia.org

To get on board the SPACE2IDGO programme, the selected SME shall pay an **access fee of €3.700** in 2 instalments.

Find more details on:

Webpage ([https://
www.clustercollaboration.eu/
/escp-profiles/space2idgo](https://www.clustercollaboration.eu/escp-profiles/space2idgo))

Social media (Twitter,
LinkedIn)

#space2idgo



Jean-Philippe Duval
Partner
Space sector Leader
France



Julian Smith
Partner
Global Transportation
and Logistics leader



Philippe Kubisa
Partner
PwC's Accelerator
Leader
France



Rodrigue Gilbert
Partner
Transportation and
Logistics leader
Mobility & Logistics
expert Canada



Dr. François Royer
Director
PwC Space team
Data & Analytics
expert France



Norbert Schwieters
Partner
Global Ener-
gy&Utilities Leader



Antoine Tanguy
Director
Corporate finance
expert
PwC's Accelerator
team member
France



José Medardo Prieto
Suarez
Partner
Energy&Gar expert
Colombia



Jacques Darbois
Director
Legal expert
PwC's Accelerator
team member
France



Colin Becker
Partner
Energy expert
Chile



Wilson Wy Chow
Partner
Global & China TMT
industries leader
Creative Industries
expert China



Neil O'Keefe
Partner
Agriculture leader
UAE

Cluster Experts

Target Countries Mission Leaders



Eugenio Fontán
Oñate
General Manager
Madrid Aerospace
Cluster



Michel Stassart
Deputy Manager
Director
SkyWin



Jorge-A. Sanchez-P.
Chairman of the
Board
si-Cluster



Philippe Lattes
Deputy Director for
Space
Aerospace Valley



Lucio Bernardini
Papalia
Head of Brussels
Office
Consorzio TeRN