

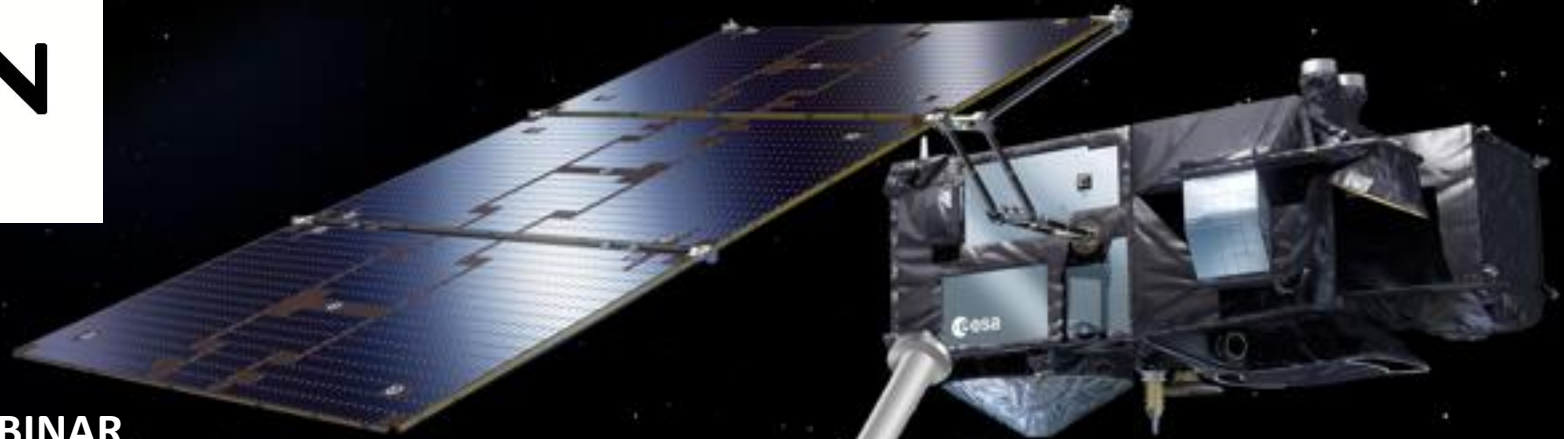
APPLICATION FOR DETECTING AEDES MOSQUITO RISKS AREAS

DIPTERON 

www.dipteron.com

UNOOSA SPACE ECONOMY WEBINAR
24 JULY 2020

Ana Cristina Galhego Rosa
Founder & CEO



DIPTERON



business incubation centre
Darmstadt
managed by cesah



STRATEGIC PARTNER



CONSORTIUM



WHAT DO WE NEED TO THINK ABOUT TO SET UP A SPACE COMPANY

MARKET SEGMENTATION ANALYSIS (OPPORTUNITIES RESEARCH)

- GROUND SERVICES
- SATELLITE SERVICES & APPLICATIONS
- LAUNCH VEHICLE INDUSTRY

LEGAL CHALLENGES & INSURANCES

- EXPORT CONTROL REGIMES, ITAR
- ITU REGULATIONS
- SPACE LAW: NATIONAL SPACE LEGISLATIONS (LICENSES, INSURES)
- INTELLECTUAL PROPERTY
- INSURANCES

PROJECT

- IDEA
- BUILD A TEAM
- BUSINESS MODEL CANVAS
- BUSINESS PLAN
- MVP

FUNDINGRAISING

- INVESTMENT ROUNDS: PRE SEED & SEED, SERIES (A,B,C,D), MEZZANINO ROUND
- GRANTS (COMPETITIONS)
- INNOVATION CALLS
- STARTUP BANK LOANS
- INCUBATION PROGRAMS

PERSONAL EXPERIENCE & INSIGHTS

TEAM

- EQUITY & VESTING AGREEMENT
- Co-FOUNDER AGREEMENT
- COMMUNICATION

COMPETITIONS

- ESA/SAP (2015)
- ESA EOEI CALL (2016)
- DENGUE HACK (2016)
- ESA COPERNICUS MASTER (2017)
- PARSEC ACCELERATOR PROGRAM (2020)

INCUBATION

(ESA BIC Hessen & Baden-Württemberg - 2017)

- INCUBATION FUNDING
- MENTORSHIP
- OPPORTUNITIES IN FUNDING CALLS
- NETWORKING

FINANCING

- GRANTS
- STARTUP CREDIT (LOAN)

MARKETING

- STRATEGIC PARTNERSHIP
- PUBLIC RELATIONS: VISIBILITY – GO TO THE STAGE

CHALLENGES

- RESOURCES
- TECHNICAL ENVIRONMENT
- MULTITASKING
- NEW COUNTRY

THANK YOU!



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