



TECHNOLOGY TRANSFER AND SPACE BUSINESS START-UP IN ITALY



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B. Pernice
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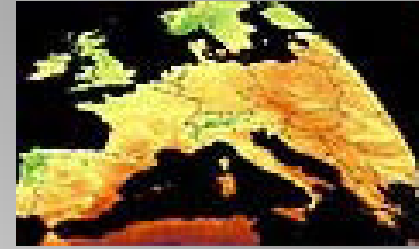
Space Technology Transfer - STT

- **Space Technology Transfer** is mainly aimed at exploiting a technology developed for space application for **terrestrial use**
- STT is part of the more general process of **innovation**, delivering economic and social benefits as spillover of the space technology development
- The transfer of space technologies brings real **benefits for people on Earth** and also **strengthens the industrial base** by identifying new business opportunities for providers of space technology and systems

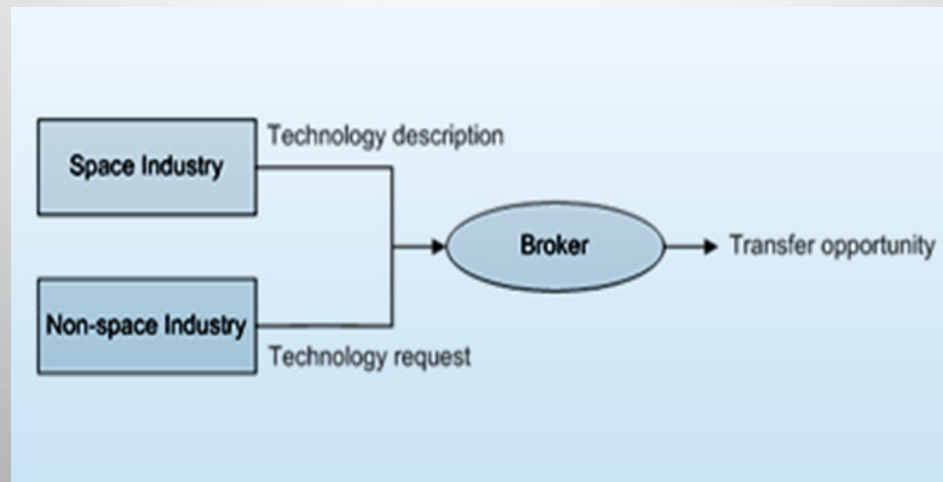




STT in Europe

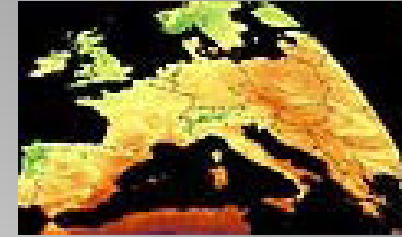


- In Europe SST is pursued mainly by **ESA** and major **National Space Agencies**.
- ESA has established a TT Programme managed by a TTP Office with a budget around 5 M€/y.
- ESA TTPO manages three lines of intervention:
 - 1. STT donor-receiver** (mainly SME's) through a network of national brokers





STT in Europe (cont.)

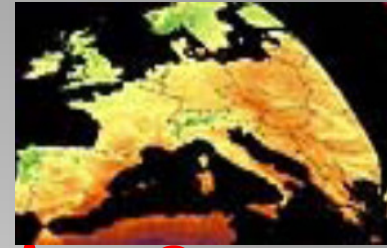


2. **Exploitation of ESA IPR** and of results of ESA technology developments
3. **Business Incubation of viable start-up** companies aiming at commercial terrestrial business with space-developed technology

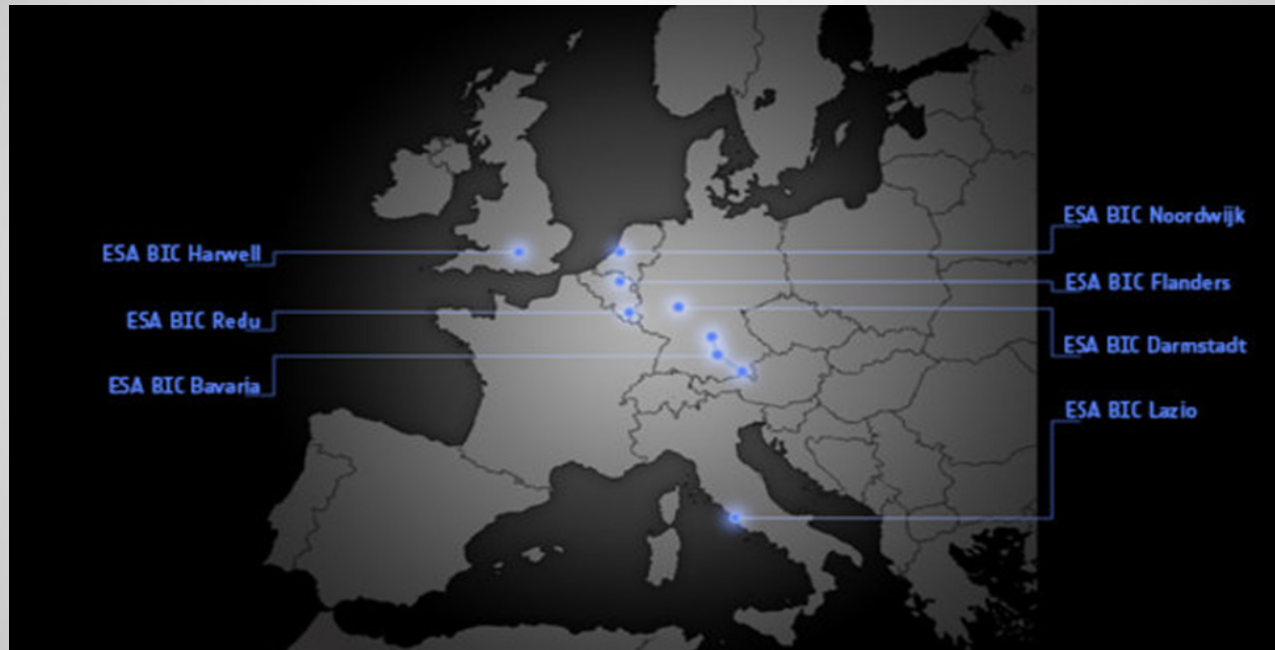




STT in Europe (cont.)



- Start-ups are located within **Business Incubation Centre -BIC-** situated close to ESA national establishments.



- By end **2010**, **59 start-ups** were operational on initial 64 (92%) with **400 employments**, turnover around **23M€** and 15 have risen equity investment of **27M€**
- By mid **2012** ESA BICs have supported **170 start-ups**



STT in Italy

- STT in Italy is institutionally **tasked to ASI**
- **ASI strategic plan** puts TT as an element of **industrial policy** and **programmatic objective**: co-funded tenders for spin-off companies are foreseen.
- **ASI has promoted STT initiatives** in Italy which have resulted in terrestrial products derived from space technology development with patent rights co-registered with the relevant industry.





STT in Italy (cont.)

- Since mid 2009 **ESA** and **BIC Lazio** (the regional agency tasked for managing BIC) have activated in Rome ESA BIC Lazio involving **ESRIN** (the ESA establishment in Italy) and **ASI** for technical support and selection
 - 12 projects contracted, 2 already graduated and 6 IPR protection involved





STT in Italy (cont.)

INCUBATION SUPPORT:

- Access to business support services
- Access to entrepreneurial community
 - Unique High Tech Environment Technical Expertise
 - Laboratories & Workshops
- International gateway to industry Spark-Funding





STT in Italy (cont.)

- An **ASI/ESA Agreement** is now in place for a joint approach on TT and BIC initiatives in Italy.
- The Agreement includes arrangements for ASI and ESA to **share financial and technical support to start-ups** selected for incubation
- In parallel, ASI has signed a **Protocol with Regione Lazio** to reinforce the joint initiatives aimed to support incubation of innovative start-ups intended to exploit space technology for terrestrial applications





STT in Italy (cont.)

- **10** new start-ups are planned to be incubated at ESA BIC Lazio in 2013-2014 timeframe
- **3** new start-ups are presently under evaluation for incubation at ESA BIC Lazio. Decision expected by **end of June 2013**





STT in Italy (cont.)

Addressed to:

- Entrepreneurs to transfer an innovative space technology idea to a non-space application business
- Research Centres and Universities to encourage researchers and students to set up own company;



How to apply:

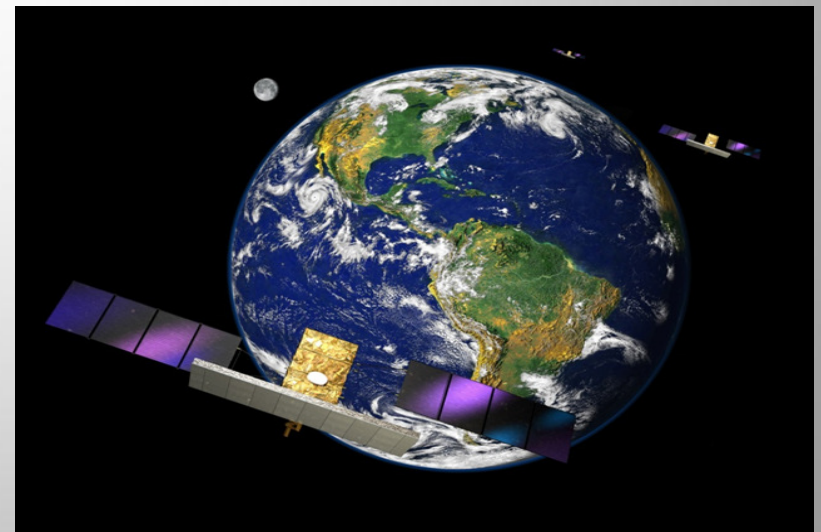
- Open calls for proposals; applications can be submitted at any time; selection is planned on quaterly basis.
- The service package offered includes: pre-seed funding, access to expertise and





STT in Italy (cont.)

- There are several **Regions** in Italy with industrial **Aerospace District** strongly interested in STT and BIC
- Proposal to host an ESA BIC has been forwarded to ESA by **Regione Campania**
- Local funding and co-funding issues
- ASI committed to promote STT and BIC in Italy



**Thank you
for your attention**

