

## BOOSTING THE COMMERCIALISATION OF SPACE ACTIVITIES

The short course will introduce the market challenges and the business opportunities offered by the emerging space economy.

The course will:

- present the Space Economy and introduce the New Space revolution;
- describe the new business models and technology trends;
- describe the space finance landscape and challenges to access finance faced by European space ventures;
- provide an Overview of the European Institutional toolbox to foster commercialization of space (e.g., the ESA BIC model, Phi-Labs, Technology Transfer, Intellectual Property, competitions, challenges, export sales support).



**Target audience:** Entrepreneurs, graduate/undergraduate engineering students, aerospace Ph.D. students, finance/Venture Capital Funds, start-up.

**DATES AND TIME:** 15 MAY 2023, 10.00-13.00

### REGISTRATION AND CONTACTS

**Course Code:** 20230515

This course is part of the 2023 institutional activity for AIDAA members. The registration requires the purchase of one of the packages described here <https://www.aidaa.it/package-list/>, and the completion of the online form available on AIDAA webpage.

**Course platform:** Webex, a link will be sent via email as the registration is complete. At the end of each course, **attendance certificates** will be sent to participants via email.

For further info, please, contact [academy@aidaa.it](mailto:academy@aidaa.it)



## SPEAKERS

**Luca del Monte** is a senior executive at the European Space Agency with strong background in industrial policy making, strategy development and deep tech. He is responsible for the ESA Commercialisation Department which support European space entrepreneurs in their journey to commercialisation and to sustainable scale-up on the global markets, with a full range of services including business incubation, transfer of technology and connection with the investors' community. Mr. del Monte holds a master degree in aerospace engineering from the University of Rome, La Sapienza, he is graduated from the French Armament Research Studies Centre, and he is professor of Space Commercialisation at the Politechnic University of Bari (Italy).

**Aude de Clercq** earned a joint degree in law and translation in France before she moved to the United States to specialize in public management. She started her career at ESA with the legal department in France, then moved to the Netherlands where she managed a start-up company during its incubation period at the incubator of Technology Transfer Programme Office of the European Space Agency, located at ESA's technical center, ESTEC. When the start-up graduated from the incubation programme, she went to work for TTPO as a Technology Transfer Officer. She is now in charge of the Technology Transfer and Patent Management unit at ESA.

**Cornelis Eldering** is Head of Office within the Commercialisation Department at the European Space Agency. Together with his team, he is responsible for ESA's Business Incubation Centres (ESA BICs), the ESA  $\Phi$ Lab network, the ESA Technology Transfer Brokers network, and ESA's Partnership Initiative for Commercialisation (EPIC). He holds a MSc (BA) from the Rotterdam School of Management (RSM), where he in 2003 completed his research on setting up a strategy for the first ESA Business Incubation Centre. Since then, he was instrumental in evolving and expanding the ESA BICs and Broker network to its current size. Up until his appointment as section head, he has chaired over 200 evaluation boards for ESA BIC start-up company selection and evaluated over 3.000 business cases.

