



Space2Waves project has received funding from the European Union's COSME programme under Grant Agreement n°951122



Space2Waves

Project acronym: **Space2Waves**

Project title: Clusters in action for the internationalisation of European SMEs taking advantage of the cross-sectoral dimension of Earth observation for Blue Growth market

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Summary
<p>This first newsletter highlights the first activities and results of the project, such as the selection of the 30 SMEs involved in the internationalisation programme. It has been published on the Space2Waves website and disseminated among partners' networks. Additionally, the newsletter has been disseminated to 28 subscribers of the Space2Waves interest group.</p>

Space2Waves Newsletter #1

February 2021

Introduction to the Space2Waves programme

Space2Waves is a project funded by the COSME programme that was launched in September 2020. The project is the continuation of SpaceWaves, which successfully developed an internationalisation strategy to accelerate Earth Observation (EO) technologies global deployment in the Blue Growth sector and to enhance European SMEs competitiveness.



Four countries have been identified as promising targets with the highest potential for European SMEs; Australia, Canada, South Africa and the United Arab Emirates.

Space2Waves will be supporting 30 European SMEs using or creating EO technologies with a tailor-made programme to assist them in accessing the 4 target markets.

Space2Waves brings together the cooperation of 6 European clusters from 5 European countries; France, Greece, Portugal, the UK and Italy. The project will run for 24 months until August 2022 under the coordination of Pôle Mer Méditerranée.

To be kept up to date with the project and related events and activities please sign up to the Interest Group at the following link: https://www.space2waves.eu/interest_group/



30 European SMEs have been selected for the Space2Waves Internationalisation Programme

The Space2Waves consortium has closed its call for expressions of interest after 2.5 months online with the aim to select at least 30 European SMEs.

The consortium received 38 applications and has selected 30 SMEs, located in 7 different European countries to take part in the Internationalisation Programme.

All the SMEs have the common aim of working with earth observation data to develop solutions that are applicable for the Blue Growth Economy. The SMEs are all working in the market sectors of maritime transport, port infrastructure, climate change, EEZ surveillance, aquaculture and fisheries.

Four overseas countries are being targeted by the project; Australia, Canada, South Africa and the United Arab Emirates. A group of SMEs will form delegations in each country where business meetings will be organised, tailored to the needs of each SME. The programme of support will also provide the SMEs with training and tailored consultancy to assist with their internationalisation efforts.

The Space2Waves Internationalisation programme started in February 2021 with a kick-off meeting held 4th February 2021 attended by representatives from the European Commission, DG DEFIS and the project partners.



Call for Tenders for Providers to Assist with the Internationalisation of European SMEs

The Space2Waves project has launched a call for tender to select one or more providers to support European SMEs in their internationalisation programme in a number of selected countries through training workshops, tailored consultancy and follow-up activities.

The Space2Waves project is looking for companies that can provide services to support European SMEs in their

internationalisation strategy including:

- A training programme to support SMEs to export in the four target countries through online workshops
- Consultancy services; 4 hours of consultancy to support each SME
- Reporting on the success of the SMEs in terms of securing orders, additional turnover and increased employment.

By providing SMEs with this tailor-made programme of training and support, Space2Waves aims to be a flagship initiative of the EU in the area of innovation in Blue Growth. In its internationalisation roadmap, Space2Waves has selected 4 countries; Australia, Canada, South Africa and United Arab Emirates.

The selected providers will be in charge of supporting European SMEs in their internationalisation programme in one or more countries with training workshops, tailored consultancy and follow-up. The internationalisation programme will be managed by Aerospace Valley on behalf of the consortium Space2Waves. Legal entities or consortia of legal entities having strong experience in supporting export activities of SMEs in at least one of these countries are invited to answer this call for tenders. The deadline for proposals is 9th February 2021. For more information and to download the Tender Documentation please visit: <https://www.aerospace-valley.com/actualites/call-tenders-space2waves-internationalisation-european-smes>

For more information and submit your proposal please contact: tenders2021@aerospace-valley.com

Successful launch of SME Internationalisation programme

On February 4th 2021, the Space2Waves consortium successfully launched the SMEs Internationalisation programme.

The event was the first time the 30 selected SMEs from across Europe were able to get together to hear more details about the forthcoming Space2Waves International programme.

The programme was launched with the assistance of Astrid-Christina Koch, Senior Expert and Fabienne Jacq, Copernicus Marine Service Officer, both working at the DG DEFIS of the European Commission. They presented the European Space programmes and international cooperation arrangements of the countries targeted within the project as well as the Copernicus services that serve the blue growth economy sector.

With 100% attendance from the selected SMEs and 100% interest in pursuing their involvement in the Space2Waves programme, the kick-off meeting is hopefully a good indicator for the success of the project.

For more information about the Space2Waves project please visit: <https://www.space2waves.eu/about/>.



Call for Expressions of Interest for European Space SMEs using Copernicus Data - SMEs - Africa

Aerospace Valley (AV) Cluster and the Centre National d'Etudes Spatiales (CNES) are offering to support 15 European SMEs that develop products and solutions using Copernicus services and/or data and that are willing to go global, particularly on the African continent.

Services developed by European SMEs should support the target countries to answer the needs highlighted by the Agenda Africa 2063 of the African Union which is the strategic framework to deliver inclusive and sustainable development to the Continent.

Aerospace Valley is looking for 15 European SMEs developing products based on copernicus data or services that wish to develop one of the following four country markets; Ethiopia, Gabon, Senegal, South Africa.

Aerospace Valley will organise training modules to support the international business development of selected European SMEs. Companies will benefit from:

- An initial diagnosis of the local needs and specification
- An international roadmap per country
- Legal support

In addition to these supporting actions, the companies will be able to benefit from one business mission in Africa organised by Aerospace Valley. When possible, this mission will be organised and backed with participation in trade fairs or related events. Opportunities created by B2B meetings will enable the companies to develop commercial relation(s) and partnership(s) with local actors. The matchmaking mission might take place during the second semester of 2021.

Eligibility requirements:

- Companies must be registered in an EU member state
- Must be an SME as defined by the European Commission
- Companies using Copernicus data and/or services
- Companies having an interest in at least one of the four target countries

Applications are due in by 31st March 2021. Follow the link for more information: <https://form.dragnsurvey.com/survey/r/2939afd5>

Or visit the Aerospace Valley website for more details: <https://www.aerospace-valley.com/actualites/call-expression-interest-european-space-smes-using-copernicus-data-%C2%AB-smes-africa-%C2%BB>

Technology and data protection for SMEs, Friday 12th February 2021, webinar



Aerospace Valley and NOVExport are hosting this webinar. 'Technology and data protection for SMEs: effective and agile business compliance structure.'

The aim of this webinar is to analyse the system derived from European data protection regulations in order to address, from their perspective, other issues related to technologies in the field of SMEs. A second question and answer session written in "chat" mode will be held in the second part of this webinar.

Technology has transformed the way citizens, small and large companies and public administrations work. This digital revolution has enabled the optimisation of human, economic and time resources by facilitating and favouring improvements in accessibility, simplification of business processes and administrative procedures, with the consequent reduction in costs, not only economic, but also in mobility and health safety. In an era already marked by one of the most severe global pandemics experienced and known in technological times.

However, this digital and technological transformation knows and experiences equally unknown risks until its development and implementation. Likewise, in addition to cybersecurity, there are specific risks directly associated with the processing of personal data by individuals and entities using emerging technologies.

To register for this webinar please follow the link:

<https://register.gotowebinar.com/register/4232606707507951373>



World Ocean Summit Virtual Week; 1st-5th March 2021, online

The World Ocean Summit will take place virtually from 1st-5th March 2021 with the aim of

accelerating a sustainable ocean economy.

The agenda for the 2021 event aims to deliver fresh, robust and action-orientated insights into creating a sustainable ocean economy. The virtual week offers the opportunity to access highly curated content and the chance to make meaningful connections no matter where you are in the world.

The event is hoping to attract over 5,000 participants and 150 speakers and will focus on high-level conversations and policy making in the plenary sessions as well as specific industry details in the 6 action-orientated industry tracks:

- Aquaculture
- Energy
- Plastics
- Fishing
- Shipping
- Tourism

For more information please visit: <https://events.economist.com/world-ocean-summit/>



How Cultural differences matter; Getting started with internationalisation; 9th March 2021, webinar

This webinar is being hosted by Hofstede Insight within the framework of the CUBE IN project.

CUBE IN has developed a platform that aims to provide SMEs with tools needed to prepare SME owners and their business for operating in

unfamiliar business environments.

The presentation will be given by the CEO of Hofstede Insight, Egbert Schram. The webinar is being organised by CUBE IN and NOVExport; 2 EU projects working on the internationalisation of SMEs.

The event is open to any SMEs. Please follow the link to register for the event: <https://register.gotowebinar.com/register/5459934363231778320>