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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

Grant Agreement n°951122

D5.1

Communication Strategy

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Summary
<p><i>D 5.1 – Communication strategy</i> aims to define an awareness raising and dissemination strategy encompassing the various marketing channels and branding materials for promoting Space2Waves to European SMEs using or creating EO technologies to enable them to access of international markets to promote economic growth. This plan also aims to stimulate an inclusive engagement of cluster partners, external stakeholders and key technology providers.</p> <p>The communication plan is key to ensuring that 30 European SMEs will benefit from activities to develop business abroad, take part in matchmaking missions in one of the four target counties and maximise business collaborations.</p> <p>A variety of communication channels are detailed and the existing communication resources of each partner in the project will also be fully utilised.</p>

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List of acronyms

AI: Artificial intelligence

AV: Aerospace Valley

B2B: Business to Business

B2C: Business to Cluster

C2C: Cluster to Cluster

Corallia : Athina-Erevnitiko Kentro Kainotomias Stis Technologies Tis Pliroforias, Ton Epiko

COSME: Competitiveness of Small and Medium Enterprises

DTA: Distretto Tecnologico Aerospaziale S.C A R.L

ECCP: European Cluster Collaboration Platform

EO: Earth Observation

EU: European Union

FO: Forum Oceano

MSE: Marine South East

PMM-TVT: Pôle Mer Méditerranée/Toulon Var Technologies

RTO: Research and Technology Organisation

SA: South Africa

SME: Small and Medium-sized Enterprise

UAE: United Arab Emirates

WP: Work Package

1. Background and context

Space2Waves is a 24 months project financed by the European Commission's COSME Cluster Go International call for proposal (COS-CLUSINT-2019-3-01).

Space2Waves is the continuation of the SpaceWave project which successfully developed an internationalization strategy to accelerate the global deployment of Earth Observation (EO) technologies in the Blue Growth sector and to support European SMEs' competitiveness.

Space2Waves brings together six clusters with a good balance between blue economy and space sectors: Pôle Mer Méditerranée/Toulon Var Technologies, Aerospace Valley, Marine South East Ltd, Distretto Tecnologico Aerospaziale S.C. A R.L, Corallia Cluster Initiative/R.C. Athena, Forum Oceano. All have joined the SpaceWave Alliance, a partnership agreement with common goals towards access to third markets. Space2Waves partners will encourage the involvement of other EU clusters in the Alliance.

Four countries have been identified as the most promising targets with the highest potential for European SMEs: Australia, Canada, South Africa, and United Arab Emirates. EO technologies represent a solution to many of the issues the maritime environment is currently facing. They contribute to the implementation of a sustainable blue economy as they are one of the most available, feasible and cost-efficient technologies to explore, monitor, control and study the exploitation of oceans and their resources.

Space2Waves aims to implement the internationalization plan designed in the preparatory SpaceWave project phase. It will provide European SMEs using or creating EO technologies in the Blue Growth sector with a tailor-made programme to access new international markets and will promote their economic growth. Inter-clustering will be also developed as Space2Waves partners strengthen and/or initiate contacts with clusters and business networks that could have a beneficial impact on the internationalization of EU SMEs in the target countries.

The main objective of Space2Waves is to promote access to international markets for European SMEs involved in the development and provision of EO products and services in support of Blue Growth. In order to achieve this main objective, Space2Waves has defined the following specific objectives:

- **Build concrete and sustainable partnerships with clusters and/or business networks in target countries:**
 - Accelerate the development of more world-class clusters in all COSME participating countries through cluster internationalisation to better support European SMEs in global competition;
 - Encourage European cluster consortia to work together, across sectoral boundaries, to exploit synergies and develop a joint 'European' strategic vision with a global perspective and common goals towards specific third markets;
 - Increase the number of 'European Strategic Cluster Partnerships – Going International' established in Europe and help more SMEs access third markets and generate growth from international activities;
- **Support SMEs competitiveness :**
 - Access to third party markets is a leverage effect for company's competitiveness and will be a strong asset in the development of SMEs cementing partnerships abroad;

- Through provision of the tailor-made programme for internationalisation in third partner countries, Space2Waves will be a flagship initiative of EU level of excellence;
- The project will demonstrate to target countries business actors the European potential in terms of innovation in the Blue Growth sector.

The main aim of the Communication Strategy is to raise awareness of Space2Waves project, concept, goals and actions among multiple target audiences, including SMEs participating in the internationalisation programme, as well as the public, policy makers, researchers and others.

Marine South East is the lead partner for Work Package 5, all partners have resource allocation and will contribute to the success of the communication and dissemination strategy.

2. Dissemination strategic approach

2.1. AWARENESS RAISING AND DISSEMINATION OBJECTIVES

The awareness raising and dissemination Work Package activities will traverse the entire 24 months Space2Waves project period.

The specific Work Package objectives are:

- Dissemination activities to raise awareness of the project concept, goals and actions among multiple target audiences, including SMEs potentially participating in the internationalisation programme, as well as the public, policy makers, researchers and others;
- Ensuring a systemic communication and promotion of the project's activities specifically targeting the stakeholders able to benefit from the project, especially SMEs and clusters in the EU and in third countries;
- Create and maintain a Space2Waves active community in support of the above.

The purpose of this Communication Plan is to formalise all dissemination and exploitation activities throughout the project. The strategies and approaches identified within this Plan have been selected to ensure that the activities and results of the Space2Waves project reach and influence as wide, targeted and relevant an audience as appropriate to the project's objectives, whilst complying with the project's contractual requirements.

2.2. DISSEMINATION STRANDS

Two distinctive strands are planned to achieve the overall objectives mentioned above:

- **Strand 1** will disseminate the project and its main results and impacts, in order to raise awareness within multiple audiences (businesses, public authorities, research community, public) in the EU and in third countries. This will help to reach a wide range of businesses, including many SMEs, which whom more targeted communications can be undertaken, and will make the Space2Waves initiative known throughout the target countries. This step will enable a wide information on Space2Waves opportunities and notably on the launch of the call for interest for SMEs;
- **Strand 2** will aim to achieve two-way communication with companies and other stakeholders to expand participant interest in the internationalisation programme. It will promote what has been achieved in the project, which an emphasis on results benefitting SMEs during and after matchmaking missions. Target audiences will include SMEs and other businesses, business support organisations (who can reach out to other businesses), and public sectors bodies with

an internationalisation role. The aim of this phase is to accelerate impact and make the SpaceWave Alliance build momentum to perpetuate after the project completion.

2.3. RESPONSIBILITIES OF CONSORTIUM PARTNERS

Marine South East is the lead partner of WP5, supported by:

- PMM-TVT in finalising the communication strategy and setting up the ECCP project page;
- All project partners in using the communication branding kit to promote and disseminate information about the project as directed by the WP leader, Marine South East;
- All project partners will be involved in the communication and dissemination activities including providing information and articles for newsletters, information and articles for the project website, information for press releases, dissemination of newsletters and press releases to their own contacts, networks and media lists and social media updates and sharing as directed by the WP leader Marine South East;
- All project partners will be involved in the organisation and/or participation and presentations at promotional and EU matchmaking events.

Marine South East as WP leader will be responsible for the design and finalisation of the project branding tools, website design, hosting and maintenance, social media, preparation of communication reports, newsletters, press releases and WP deliverables and organisation/participation in promotional and EU matchmaking events.

All project partners are expected to be actively involved in the communication and dissemination activities to ensure the project goals are achieved.

2.4 TARGET GROUP/AUDIENCE

The Space2Waves project intends to support European SMEs wishing to internationalize their businesses by accelerating the global deployment of EO technologies in Blue Growth markets. The project also focuses on the reinforcement of collaboration between clusters and business networks both at a European level and in the third countries.

The main target groups/audience for the project are:

Target groups	Interests for Space2Waves	
European SMEs	Principal target beneficiaries of the internationalisation programme. The consortium has already pre-identified 42 innovative SMEs in the fields of aerospace and Blue Growth which could benefit directly from the project activities (list available in annex).	Direct interest
Cluster and business network in third countries	Potential contact points and support abroad for the matchmaking missions. Interest in building concrete partnerships through the signature of cooperation agreements. A list of first relevant contacts is available in annex.	
Policy makers	Participation to the promotion of the internationalisation strategy.	Contributors/suppliers

Cluster or business network in Europe	Can be involved in order to reinforce the SpaceWave Alliance. Opportunity for Space2Waves to benefit a larger group of SMEs and multiply the cooperation projects. A list of EU stakeholders that could be involved is available in annex.	
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3. Communication and dissemination tools

All the communication and dissemination tools will be designed in order to maintain coherence in all the publications and dissemination activities realised under Space2Waves. The communication and dissemination tools will be gathered into a branding toolkit which will be developed in the task T5.2.

The branding toolkit will be used by all project partners and selected SMEs that will benefit from the internationalisation programme and stakeholders from the EU and from target countries including clusters and/or business support organisations involved in the project.

3.1 DEDICATED LOGO AND VISUAL MATERIAL

The Space2Waves project logo has been developed to graphically represent the project in a clear and precise graphic which can live beyond the life of the project. The project logo has been created as an extension of the strand 1 SpaceWave logo. The design for the logo was discussed and finalised during the project Kick Off Meeting, September 2020, and was agreed by all partners. The project logo will be used in all communication activities and has been designed to maintain a graphical coherence in all the publications produced within the project.

3.1.1 Project Logo

The project logo comprises the following elements of the brand:

- Colours: Blue Pantone 286, Green Pantone 7739 ;
- Name: Space2Waves ;
- Text font: Eurostyle Extended ;
- Symbol: Earth, Global, Satellite, Communications.



Important : All communication materials have to include the EU emblem and the following text ;
“This [insert appropriate description, e.g. report, publication, conference, infrastructure, equipment, insert type of result, etc.] was funded by the European Union’s COSME Programme under agreement n°951122 .”



Space2Waves is funded by the European Union's COSME Programme under agreement n°951122.

More information can be found at <https://ec.europa.eu/easme/en/section/communication-toolkit> together with links to European Union logos.

All partners will use the Space2Waves logo and EU emblem in all external communications about the project.

Additionally, any communication activity related to the action must indicate the following disclaimer:

“The content of this *[insert appropriate description, e.g. report, publication, conference, etc.]* represents the views of the author only and is his/her sole responsibility; it cannot be considered to reflect the views of the European Commission and/or the Executive Agency for Small and Medium-sized Enterprises (EASME) or any other body of the European Union. The European Commission and the Agency do not accept any responsibility for use that may be made of the information it contains.”

Various templates including power point presentations, press releases, newsletters, flyers and roll-ups etc. will be provided to the partners by WP leader Marine South East for general use to raise awareness and disseminate the Space2Waves project.

3.1.2 Flyer and Rollups

A short flyer and rollup banner will be designed for use at events and to raise awareness of the project. These materials will contain a brief description of Space2Waves, its aims and objectives and project partners. Each partner may be required to create versions of these documents, in their own language, to take into account regional norms etc. These items will be displayed and distributed at events attended by the project partners and shared with stakeholders and interested parties in order to increase the project's visibility, and expand the network of contacts. These documents may be updated when needed for specific events and/or for different target groups.

All materials will be branded with the Space2Waves logo with partner logos included. All materials will comply with the European Commission COSME Go International specifications regarding logos, acknowledgement of funding etc.

There will also be a possibility to download these marketing items from the Space2Waves website. Each project partner will be in charge of selecting a local service provider to print materials.

3.2 DEDICATED SPACE2WAVES WEBSITE

MSE will take the lead in designing and maintaining the project website in English. The project website will be used for three main reasons:

- To present the project;
- To provide all the information required on the call for interests and submission of proposals;
- To give private access to selected SMEs to have a shared web repository to access all necessary documents and information.

The project website will also ensure that interested clusters and organisations outside the partnership may take note of the project's progress and outcomes as well as relevant events and matchmaking

missions. An initial structure will be drafted and reviewed by the partners and is likely to take the following form:

- Home page ;
- About Space2Waves ;
- Partners ;
- Call for interest and submissions of proposals;
- Interest Group sign up ;
- News and events ;
- Library ;
- SME private area with access to documents and information;
- Contacts and useful links.

The detailed content of the site will have to be updated by the partners throughout all the operational phases of the project.

The website name will be reserved for 2 years to ensure the website and project legacy will be continued beyond the life of the project. The website address will be www.space2waves.eu.

3.3 SOCIAL MEDIA

Space2Waves has created project specific social media platforms on LinkedIn and Twitter to disseminate information about the project:

- LinkedIn : <https://www.linkedin.com/company/space2waves>;
- Twitter: <https://twitter.com/Space2Waves>.

Space2Waves partners will be encouraged to share all social media posts and post regular updates on their own LinkedIn and Twitter accounts using #Space2Waves, #ECCP, #EASME and #DG GROW to broadcast messages for rapid dissemination purposes to interested parties. The aim will be to drive traffic towards the Space2Waves website.

3.4 PROJECT PAGE ON ECCP WEBSITE

PMM-TVT will be responsible for creating and maintaining a project page presenting the activities and results of Space2Waves on the European Cluster Collaboration Platform (ECCP) website.

3.5 INTEREST GROUP

Interested SMEs and other stakeholders will be invited to join an online interest group themed around the broader sector of maritime surveillance and blue growth technologies which will be hosted in English. This interest group will provide a community for direct dissemination of the project activities, as well as offering links to other related projects, opportunities and information. Membership of the interest group will be expanded by promotion of the group in partners' newsletters and a web link to the interest group will be included in all the support materials and on the project website, to drive maximum traffic to it.

4. Communication and dissemination activities

Task 5.3 is the communication and dissemination activities of the project. All partners will take part in these activities which will be coordinated by the WP leader, Marine South East. A final communication report will be produced at the end of the project to report all the communication and dissemination activities performed during the project.

4.1 NEWSLETTERS

Space2Waves will publish 4 newsletters during the project lifetime in order to enable stakeholders to be aware of the project actions and progress. The newsletters will be disseminated to SMEs, especially those supported by the internationalisation programme as well as to European and international cluster contacts and partners, which could be interested in the project activities. Initially the newsletters aim to attract more SMEs for the internationalisation process, by enabling the involvement of all value chain stakeholders and enhancing the success of the matchmaking missions.

In addition, the newsletters will aim to highlight the results of the matchmaking missions and promote the SMEs results and successes.

The newsletters will be produced by Marine South East with input from the relevant partners to promote the project and attract SMEs into the internationalisation programme. Each partner will utilise their own networks and SME contacts to disseminate the newsletters. They will also be published on the project website and pushed through social media.

4.2 EVENTS

Partners will participate in up to 30 local events related to Blue Growth and/or Earth Observation in order to promote the project, raise awareness of SMEs and potential EU clusters interested in the activities and to present the results of the matchmaking missions. This activity will be done mainly in the first stage of the project, before and during the preparatory actions. It may also include participation in EU events such as those organised by ECCP and other matchmaking (e.g. EEN) organisations.

4.3 PRESS RELEASES

3 Press releases which will be drafted by Marine South East (in English), with input from relevant partners and then adapted by other partners for use in their own in-house newsletters and media dissemination routes. There will be an initial launch press release at the start of the project to include the call of interest for SMEs, a final press release on project completion and 1 intervening press release when relevant and newsworthy activities and deliverables are reached.

Each project partner will utilise their own press contacts to disseminate press releases, using their existing communication channels wherever possible. This will ensure that the project dissemination benefits from the brand recognition of the project partners.

Each beneficiary will be responsible for uploading scans of every published article responding to the press releases. These will be collated by MSE into the contractual deliverable, D5.4-Final Communication Report.

4.4 PROMOTIONAL NEWS AND ARTICLES

Throughout the project, news and articles presenting the actions and results will be published on various channels, such as the project website, the project social media accounts, the project ECCP page. These publications will be success oriented and aim mainly to present the SMEs that will benefit from the internationalisation programme and the impact of their participation. All partners will commit themselves to promote the project and results published on their own website and through their own communication channels.

5. Dissemination strategy implementation

5.1 PARTNER EFFORTS

The *Work Package 5 - Awareness raising and dissemination* is led by Marine South East. All the project partners will make significant contributions to its full and effective implementation.

All partners will contribute to raising awareness of the Space2Waves project and its results and activities particularly within their own country and cluster ecosystems.

In total, 6.5 Person Months (PM) will be dedicated to communication and dissemination activities distributed among partners in the following way:

Participant No	1	2	3	4	5	6
Short name	PMM-TVT	AV	MSE	DTA	CORALLIA	FO
PM	1	1	1.5	1	1	1

5.2 MONITORING AND EVALUATION

In order to ensure the quality and high degree of effectiveness of the dissemination activities, all activities will be monitored and recorded by the WP leader during the project execution to measure their impacts.

Space2Waves partners will be asked to report every four months to Marine South East any Communication or Dissemination activities they have been doing on their own using a template provided by Marine South East. Moreover, reporting activities will keep track of Press Releases and Events, so Partners should pay particular attention to these points:

- Press Releases: Please inform Marine South East anytime something about Space2Waves is published or anytime you have read a press article that concerns the project;
- Events: Please inform Marine South East anytime you participate in an event of interest for the project and advise if you did something to represent Space2Waves; please specify what has been done (i.e. speaker; flyers; rollup) and provide your feedback and any interesting contacts.

5.2.1 Performance indicators

The performance indicators for WP5 have been defined as:

IND 5.1	Communication and dissemination strategy	1
IND 5.2	Dedicated project website	1
IND 5.3	E-Newsletters to promote the project and attract SMEs into the internationalization programme	4
IND 5.4	Press releases aiming to raise awareness of the project and its results	3
IND 5.5	Number of events (workshops, matchmaking events, working group meetings) assisted or organised	≥30

6. Deliverables

The following contractual deliverables will be produced within these communications activities:

- **D 5.1** Communication Strategy detailing the complete dissemination programme for the project (this document)-M2;
- **D 5.2** Branding toolkit-M3 ;
- **D 5.3** Newsletters-M6, M12, M18, M24;
- **D 5.4** Final Communication report-M24.

Annexes

LIST OF IDENTIFIED SMEs WORKING IN THE FIELD OF EO AND BLUE GROWTH

Name of the SME	Country	Main activities
ACRI-ST	France	Specialised in studies in physical and physical-chemistry of the environment, ACRI-ST takes action in all environmental fields where the understanding of the physical environment is necessary in order to insure the monitoring and protection of fresh and marine waters. ACRI-HE is also active in the evaluation of the activities impact and in forecasting of the environment evolutions.
ALGApplus	Portugal	ALGApplus provides seaweed under the Integrated Multi-Trophic Aquaculture (IMTA) concept and seaweed based products.
ASV GLOBAL	UK	ASV GLOBAL develops autonomous and remote-controlled vessels.
BOREAL	France	BOREAL has developed drones' solutions for EO and provides surveillance and mapping data to its clients.
COMEX	France	COMEX is specialized in underwater operations (subsea missions, hyperbaric and special machines, subsea vision and robotics) and in space mission preparation.
EARTHCUBE	France	EARTHCUBE provides automatic analysis of geospatial information, monitoring of sites of interest.
EDP Inovação, S.A.	Portugal	EDP Inovação, S.A provides engineering development and research services for renewable power projects, namely offshore floating wind.
ELITTORAL	Spain	ELITTORAL is an environmental consultancy specialised in the undertaking of coastal and oceanographic engineering studies in the marine environment.
ENONDAS	Portugal	ENONDAS is a company of the REN Group that was established to manage the public concession of the Portuguese Pilot Zone for marine renewables. Oceanplug - Portuguese Pilot Zone is a trade mark of ENONDAS, SA.
ENVIRONMENT SYSTEMS	UK	ENVIRONMENT SYSTEMS provides satellite-based applications services for sustainability.
EODYN	France	EODYN uses machine learning to enable an unprecedented understanding of ocean dynamics and build new solutions to protect the environment, drive down costs, improve safety and deliver new growth. It provides real time measure of sea

		conditions from geo-localization data transmitted by ships.
EOSPHERE	UK	EOSPHERE provides sustainable satellite Earth observation solutions and supplies ground stations, equipment and services.
EXACT EARTH	UK	EXACT EARTH supplies Automatic Identification Systems (AIS) solutions to shipping companies and authorities.
GEOMATYS	France	GEOMATYS is specialised in spatial information processing, in the sectors of defence, environment, risks surveillance and management and tourism.
GEOPHYSICAL APPLICATIONS PROCESSING (GAP)	Italy	GAP is a Spin-Off company of Politecnico di Bari with the aim of exploiting the results of the scientific activity carried out by the Remote Sensing Group of Physics Department of University and Polytechnic of Bari in the fields of satellite remote sensing, stereo vision and biomedical research, and related software/hardware technologies.
GEOSAT	France	GEOSAT is specialised in land surveying including coastal areas and 3D measurement.
GEOSPATIAL INSIGHT	UK	GEOSPATIAL INSIGHT supplies visualisation solutions for risk management.
GET	Greece	GET consists of professionals with high level of technical knowledge and experience in management and development of spatial information, in open standards, open and free software, open data and the environment.
GISAIA	France	GISAIA has developed an open source solution using geo big data analysis.
GLOBOCEAN	France	GLOBOCEAN is one of the main actors in the data of meteorology-oceanography. They work in 3 fields: offshore and coastal engineering, studies on maritime works and the preparation of transoceanic routes.
HERON ENGINEERING	Greece	HERON ENGINEERING provides mechanical structural analysis services from ongoing development projects to Research and Development (R&D) projects.
I-SEA	France	I-SEA is a start-up with a strong R&D focus and which traditional activities are coastal oceanography but they also develop their own geo-information solutions for their customers (public sector and industrials) in the water and energy sectors.

LIRE WIRE DIGITAL	UK	LIRE WIRE DIGITAL supplies integrated communications networks.
NOVELTIS	France	NOVELTIS provides R&D solutions and studies, and implements operational services such as technical studies, data processing, integration of solutions, provision of services in the sectors of space, environment (coastal management and shorelines) and sustainable development.
OPTIONSNET	Greece	OPTIONSNET is a rapidly developing Information technologies (IT) service provider.
OLSPS International, Unipessal, Lda.	Portugal/South Africa	OLSPS is specialized in Software, Technical Data Analysis, Predictive Analytics, Artificial Intelligence, Biological modelling, Living Renewable Resources Stock Assessment, eLog software solutions for the Commercial Fishing Sector, Fisheries Management, Machine Learning, Deep Learning Solutions.
PLANETEK HELLAS	Greece	PLANETEK HELLAS operates in the field of Satellite Remote Sensing, Spatial Data Infrastructure and Software development for the “on board” and “ground” segment space applications.
PLANETEK ITALIA	Italy	PLANETEK ITALIA provides solutions to exploit the value of geospatial data through all phases of data life cycle from acquisition, storage, management up to analysis and sharing. They operate in many application areas ranging from environmental and land monitoring to open-government and smart cities, and including defence and security, as well as scientific missions and planetary exploration.
PRISMA ELECTRONICS	Greece	PRISMA ELECTRONICS provides technology-based solutions for businesses and organizations. Through its R&D and technical divisions Prisma Electronics designs, develops, and manufactures a wide array of IT, smart-grid and wireless-based systems, and integrated electronic components.
QUANTCUBE	France	QUANTCUBE provide Artificial Intelligence and Big Data, including Aerial and Satellite imagery analytics.
RIARESEARCH	Portugal	RIARESEARCH provides aquaculture consulting services for Aquaculture, RAS design and technology.
SEAROC	UK	SEAROC develops planning software for managing offshore projects & operations.
SRT MARINE	UK	SRT MARINE provides maritime situational awareness solutions.
SUCCORFISH	UK	SUCCORFISH develops maritime asset tracking systems.
T-CARTA	UK	T-CARTA provides EO-derived information services.

TEAM SURV	UK	TEAM SURV provides crowd-sourced data for maritime information services.
TECHWORKS MARINE	Ireland	TECHWORKS MARINE is dealing with marine surveillance and oceanographic equipment.
TEKEVER	Portugal	TEKEVER designs, develops and commercializes advanced technology, products and services in areas such as the digital economy, manned and unmanned aerial vehicles and space industries.
TERRASPATIUM	Greece	TERRASPATIUM has proven capacity to provide dedicated imagery data and tailored geo-information products and build-up towards the establishment of spatial knowledge management systems and user oriented geo-services.
TRIEDE TI	Portugal	TRIEDE TI has three main areas of specialization: Port management (3Port system), Territory management (3Maps system) and Management and IT Consulting;
ULTRA MAP	UK	ULTRA-MAP develops AIS-based asset protection services.
WAVE'N SEA	France	WAVE'N SEA helps its clients to manage sand resources, using an ocean data management system.

LIST OF EXISTING CONTACTS IN THE TARGET COUNTRIES

Name	Description	Typology
AUSTRADE	Agency advising Australian companies on exportation opportunities and advising foreign companies willing to invest in Australia.	Government agency
FACCI	French-Australian Chamber of commerce (FACCI) supports companies to develop their business in Australia through services and networking activities	Business support organisation
Renaissance Technopole	Renaissance technopole is a science park in Western Australia gathering innovative actors mainly in the maritime sector.	Science Park
Australia Space Agency	The Australian Space Agency coordinates civil space matters and advice the Australian Government on civil space policy. This involves coordinating the space sector activities, supporting the growth of Australia's space industry, lead international civil space engagement and administrating space activities legislation.	Government agency
GeoScience Australia	GeoScience Australia implements the government roadmap on Digital Earth Australia strategy (DEA). Its priorities are marine resources, natural hazards and ground water resources.	Government agency

InSpace	The Australian National University has launched its innovation institute, InSpace, which will bring together technology, science and law research to advance Australia's space industry.	Research Institute
Ocean Supercluster	This new cluster gathering all Canadian stakeholders in the maritime sector is currently developing in Canada.	Cluster
Port de Québec	Port de Québec promotes and develops maritime trade and is in charge of the economic interest of the Quebec region. It could be a real facilitator for the organisation of the missions.	Port Authority
AéroMontréal	AéroMontréal gathers industries, research centres, universities and professional unions from the aerospace sector in Quebec. It aims to increase the cohesion between these strategic stakeholders in order to increase cohesion and enhance competitiveness, growth and the promotion of the sector.	Cluster
Oceans Advance	Oceans Advance supports the development of blue economy. It is comprised of institutions, companies, industry associations and cluster organizations engaged in providing solutions for offshore energy development, fisheries and aquaculture, ocean observation and monitoring, climate change adaptation, marine recreation and tourism, and defence and security.	Cluster
UAE Space Agency	UAE Space Agency organises, regulates and supports the space sector in the country and enhances its position in this area. It promotes the establishment of international partnerships in the space sector. It raises awareness of the importance of the space technologies, enhance national capabilities and encourage peaceful application of space research.	Government agency
Aquaculture association of Southern Africa	The objectives of the association are to contribute towards the development of aquaculture industry. It represents the interests of the industry on provincial, national and international forum and organises a biannual Conference with international representation.	Association
South African National Space Agency	The SA National Space Agency was created to promote the use of space and strengthen cooperation in space-related activities while fostering research in space science, and supporting industrial development in space technologies.	Government agency
University Stellenbosch	University Stellenbosch is a leading research organisation in aquaculture, fisheries and space.	University
OLSPS	OLSPS is a company specialised in fishery management solutions and analytics.	Business
Damen	Damen is a subsidiary of Dutch Damen Group, supplying vessels for marine operations & enforcement.	Business

LIST OF EU STAKEHOLDERS THAT COULD BE INVOLVED

Name	Country
Maritime Clusters	
Distretto Ligure Delle Tecnologie Marine (DLTM)	Italy
Irish Maritime and Energy Resource Cluster (IMERC)	Ireland
Pôle Mer Bretagne Atlantique (PMBA)	France
GCE Ocean Technology	Norway
Blauwe Cluster	Belgium
Aerospace Clusters	
Madrid Aerospace Cluster (MAC)	Spain
SKYWIN	Belgium
TeRN	Italy
BavAIRa	Germany
Distretto Aerospaziale della Campania (DAC)	Italy
Portuguese Aeronautics, Space and Defence Cluster (AED)	Portugal
Network or Business support organisations	
Satellite Applications Catapult	UK
ESA Business Incubation Centers	EU
Network of European regions using space technologies (Nereus)	EU