



## ESINET Best Startup Award 2009 Expression of Interest



### Business/project description

Innovative Data Systems (IDS) develops services to the logistics and security sector based on ocean traffic data obtained from space infrastructure. With this service, vessels can travel the oceans more economical, save fuel and reduce carbon emissions. In addition, this improved knowledge of vessel movements outside the coastal areas can greatly improve the effectiveness of (inter)national maritime surveillance activities.

### Key products and services + key innovation

With a constellation of up to 20 low cost small satellites, equipped with advanced AIS receivers specifically designed for space, IDS is able to offer its customers near time overviews of vessel movement around the world on a subscription basis; either by region of interest or by tracking individual vessels.

### Business opportunity and market potential

The maritime surveillance market is booming, both as a result of the growing security activities of nations, and due the commercial need for improved operational efficiency in the long haul shipping sector. These combined markets represent a 250 million Euro market, and IDS aims at a market share of at least 10%.

### Financing & Partnering Needs Description

In the short term, IDS is looking for about 1.5 Million Euro to finance its development. In addition, financing is sought for the roll-out of the complete system in 2012. IDS is also looking for partners in the maritime services sector that can help the company to enter in new niche markets in the maritime domain.

### Space and satellite relationship description

Key to the services IDS offers is the ability to detect vessels on the oceans. The only economically feasible option is to do this from space. IDS is using an advanced receiver design that has been developed in the Dutch space R&D programme and will be demonstrated in space in the end of 2010.

### ESINET Member (criteria 5)

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 Manager name: Jeroen Rotteveel  
 Number of Employees: 2 FTE  
 Turnover (2008): n.a. (founded in 2009)