



What is ESINET?

ESINET was launched in 2002 with the main objective to create an interactive community of start-ups, spin-off, entrepreneurs and early stage ventures sharing common interest for innovative Space & Sat technologies, systems and applications.

ESINET has become the platform of successful space and satellite tech transfer applications that leads to company creation and acceleration, anchored on a limited number of flagship Innovation and Incubation Centres: the ESA-BICs, which are located in ESA sites (Noordwijk, Frascati-Rome, Darmstadt, Redu-Wallonia, Vila Franca-Madrid) or ESA associated sites (Oberpfaffenhofen, Toulouse, Harwell, etc), and EBN Incubation Centres (Bordeaux, Barcelona, Liège, Stevenage, Nottingham, Burgos, Trieste, Sofia, Luxembourg, Caen, and others).

ESINET objective is to maximize the *quantity of quality* projects and enterprises supported by BICs and Incubators, which deliver real incubation and advanced services.

To achieve this objective, ESINET services have been successfully designed and integrated on the EBN list of services. These ESINET services are the following:

- Promotion & Communication
- Local awareness road shows (hosted by EBN incubators for the companies in their region)
- Privileged access to ESA technical expertise (voucher scheme to access ESA labs)
- Privileged access to specific international events & trade fairs (Toulouse Space Show; Air Show Paris; IPTEC, EUNAVTEC, ESNC, others)
- Privileged access to ESA investment tools (ESA Investment Forum & ESA investment readiness training)
- Development of European (EC, GSA..) funded projects (KIS4SAT, INVESAT, Navobs, others)
- Networking opportunities with key players in the space and satellite industry and related technologies (Tele-Atlas, Oracle, ESA, GSA, ENCADRE)
- Development of a quality assurance tool supporting the label & brand "ESA-BIC label" (to be developed)
- Building and animation of a community of relevant ESINET entrepreneurs (database, success stories, alumni club...)

Moreover ESINET brings together a community of SMEs and large corporate from both the space sector and non-space sectors, major regional stakeholders and established entrepreneurs, all supported by ESA and EBN on their road to success.



ESINET is not only about creating a community of incubators but it is also about creating a community of “Tech-Entrepreneurs”.

In order to create this club, we are proceeding with the identification and selection of start-up companies throughout a competition “ESINET Best Startup”, which is a way to stimulate the constitution of an “ESINET start-up’s Club”.

ESINET Award

The objective of the ESI^{NET} award is to stimulate a competition open to all EBN members working with companies that use space technologies across a wide range of categories: materials, hardware and software, automation and robotics, micro-electronics, sensors and optics, communications, power and energy devices, others.

Almost all *technology-based* incubators (ESA-BICs and EC-BICs) have indeed a potential to identify one or two relevant companies/projects per year which meet the ESI^{NET} criteria:

1. Technology-based companies
2. Promising start-ups with unique features
3. Ready for investment
4. relationship with Space & Sat applications
5. Incubation partnership with EC-BIC or ESA-BIC

Therefore, ESI^{NET} Best Startup award intends to recognize the best of the class 2009 by launching a Call for Interest to innovative companies active in the use of space technologies for non-space applications.

The competition will bring the leading ESI^{NET} members to ESTEC, for one day event, as the Ambassadors of the most successful projects of 2009, members can represent more than one project, to pitch in front of the other Incubators and a panel of experts, who will select the best start-up of 2009.

ESI^{NET} members will meet with other pan-European networks, such as ENCADRE (European Network of Clusters for Satellite Services Development) and ESA Technology Transfer Broker Network, during the networking dinner and working session, host by ESA on the 18th & 19th January respectively.

The selected company and ESI^{NET} member will both be invited to receive the “ESI^{NET} Best Startup” prize at the official ESI^{NET} Ceremony Award in Brussels, during the celebration of the EBN 25th Anniversary, on the 27th January 2010.

To all the other selected start-ups there will be a special package deal to bring visibility, coaching, access to finance, networking and business opportunities during 2010.