

## 1. PUBLISHABLE SUMMARY

### **Summary of the context and overall objectives of the project (For the final period, include the conclusions of the action)**

SPACE2IDGO project is a fast-track internationalisation programme to support European SMEs using space based data to export their product worldwide. This multi sectoral project supports the international development of the following sectors: agriculture, energy, creative industries, logistic and mobility. Following a first step project (2016-2017) the consortium has identified 5 countries of interested : Canada, China, United Arab Emirates, Chile and Colombia.

The 3 high-level objectives of the initiative are:

1. To propose an innovative support towards SMEs willing to go international
2. To diffuse the added value of space data in MELCA value chains
3. To develop business between European SMEs and new abroad partners/customers

The operational objectives were :

- To implement the joint internationalisation strategy plan defined in SPACE2ID project
- To provide a complete set of services towards SMEs which will be constituted of trainings, workshops, match-making missions, support to business agreement writing and personal follow-up
- To combine the networks of the consortium and the European Commission influence to engage first business discussions
- To sign 5 cluster to cluster cooperation agreements
- To foster the emergence of business opportunities between European SMEs and abroad partners
- To support the signature of SME business agreements or development of cooperation cases in the target countries
- To develop a sustainable action by making SMEs financially contribute to the project
- To reinforce the positioning of the use of space data in other value chains
- To open the action to new circles, new clusters and new SMEs

At its end the project has developed a full programme to accompany EU SMEs to reach new markets abroad. The consortium was supported by Price Waterhouse & Cooper and provided a qualified and tailored training to 11 selected SMEs. It included a 360 diagnosis analysis of each SME at the entry of the programme and at its end, the organisation of 8 webinars either market oriented or more general on Intellectual Property Rights for instance and three matchmaking missions. The project has selected 14 SMEs, 11 started the programme and 10 undertook a mission abroad.

SMEs that undertook a mission abroad benefited from a strong training programme, got high-level business contacts and academic contacts. 9 business agreements or cooperation cases have been initiated but 22 cooperation projects have been reported by the 10 SMEs enrolled.

Clusters members also signed 5 Memorandum of Understanding and initiated already cooperation actions with Canada and Chile.

During Space2ID, the space clusters set up the partnership Space4Globe. During Space2IDGO, this Alliance has opened to other sectorial clusters and all partners of space2idgo are part of this partnership. Next step will be to open the partnership to more countries and clusters and develop an export accelerator to support European space based SMEs.

**Work performed from the beginning of the project to the end of the period covered by the report and main results achieved so far (For the final period please include an overview of the results and their exploitation and dissemination)**

During the project lifetime of 27 months, the SPACE2IDGO consortium organised 5 cluster missions in 5 foreign countries : Canada, UAE, Colombia, Chile and China. It resulted with the signature of 5 Memorandum of Understanding.

We selected 14 SMEs to integrate the internationalisation programme, among them 11 followed the training programme made of webinars and tailored consultancy.

We organised 4 SME missions in China, Canada, UAE and Chile for 10 European SMEs. 9 business agreements or cooperation cases were initiated after these missions but more business or projects possibilities could be possible in the future. 22 were reported by the SMEs. All SMEs left the project with a good contact lists. The SPACE2IDGO programme supported each SME after their mission to ensure a strong follow-up.

We have cooperated with local agencies to better organised each of the mission. This cooperation was a key factor of the mission success.

Convinced that internationalisation is a key element of space based SMEs, the consortium has designed a roadmap to set up an Export Accelerator dedicated to space based SMEs. Also ,all cluster members were integrated in the Space4Globe Alliance, set up in 2016 with SPACE2ID project. A final press release was created in March 2020 and was disseminated through the cluster members (more than 1000 SMEs), through ECCP project profile and social media.

**Progress beyond the state of the art, expected results until the end of the project and potential impacts (including the socio-economic impact and the wider societal implications of the project so far)**

With SPACE2IDGO programme, the consortium has developed a complete methodology to support the SMEs internationalisation process. All steps developed, including training, mission and follow-up can be reused. The consortium reinforced its global strategy through SPACE4GLOBE and its willing to create an export accelerator. With the methodology put in place during the project we would like to transfer the knowledge gained to more SMEs in European, by integrated new cross-sectorial clusters in the partnership.

Three countries were visited by SMEs, but we have all contacts to organise in the future more missions to China and Colombia where no SME were involved. The communication strategy will also be reused as well as materials that will support the identification of the project and its influence. With our sustainable strategy we could expect to support SMEs also in their establishment abroad, a key element of the internationalisation process for a SME.

**Address (URL) of the project's public website**

<https://www.space2idgo.eu/>