

PRESTIGIOUS

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Co-funded by the COSME programme
of the European Union

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General Information

✓ **PRESTIGIOUS** is an European project co-funded by the Cosme programme of the European Union to

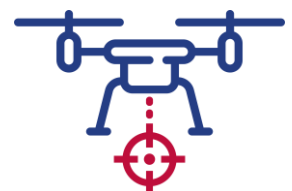


STRENGTHEN THE COMPETITIVENESS AND SUSTAINABILITY OF "DRONES" SMES IN EUROPE

In **2** markets



Inspection



Security

for **4** non-european countries

Targeted third countries

- Canada
- Chile
- Equatorial Guinea
- Nigeria

with **4** partners



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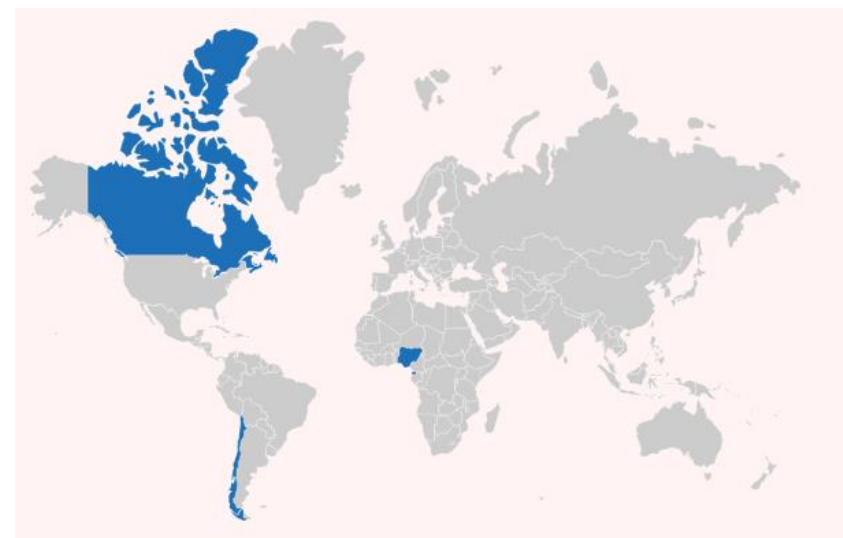
4 Main actions

✓ Assessment of the value chain for drones in Europe

- *Identify the strengths of European SMEs based on questionnaires addressed to the ecosystem*

✓ Organization of 3 missions to non-European countries

- *Identify potential end users outside Europe*
- North America (Canada)
- Central Africa (Nigeria, Equatorial Guinea)
- South America (Chile)



✓ Supply of individual support for European SMEs

- *Organization of training seminars for the transfer of information*

✓ Preparation of a joint internationalization strategy

- *Roadmap to establish a European strategy for drones*





- ✓ Purpose of the questionnaire : map European drone companies working in “inspection” and “security” market segments

- ✓ Contextual elements :
 - ✓ This first questionnaire aims at screening those companies that are actually doing business in the inspection and security market segments
 - ✓ As most drone companies are providing most generally speaking “surveillance services”, Prestigious proposes its own method to define security and inspection markets by using end-users business definition. Most terms used are based upon official organization glossaries
 - ✓ However the questionnaire may evolve based on companies inputs. Therefore, companies can also propose the most appropriate definition of their own activity

- ✓ Questionnaire architecture :
 - ✓ Section 1 : Drone Company description
 - ✓ Section 2 : Drone Company market positioning
 - ✓ Security
 - ✓ Inspection
 - ✓ Section 3 : Drone Company value chain positioning
 - ✓ Manufacturer
 - ✓ Service provider
 - ✓ Other....



✓ NAE

- ✓ Created in 1998 (more than 160 members)
- ✓ Network for air, space, defense and security businesses in Normandy
- ✓ Cover all aspects of the drone industry (training, R&D, drone fleets, Artificial Intelligence, test and pilot centers)



✓ Drones Paris Region

- ✓ Created in 2016 (52 members – 31 SMEs)
- ✓ Solely devoted to drone activities
- ✓ Market expertise



✓ Andalusia Aerospace

- ✓ Created in 2018 (60 members – 40 SMEs)
- ✓ Cover several sectors for the use of drones (indoor inspection, inspection of coastal areas, agriculture, safety, etc.)



✓ SKYWIN

- ✓ Created in 2007 (158 members – 111 SMEs)
- ✓ Focus on development of applications, sensors, control systems, ...

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