



Co-funded
by the COSME programme
of the European Union

SPACE2IDGO

Space Clusters International Industrial Diversification Go

Call for SMEs

to participate in the SPACE2IDGO fast-track internationalization service package
addressing Canada, UAE, Colombia, Chile, China

Deadline : 28th September, 2018



Table of Contents

1. Introduction.....	3
2. Context	3
3. Objectives of this call.....	4
4. The SPACE2IDGO fast-track to internationalization service package	5
3.1. Preparatory services before take-off	5
3.2. Target market missions	6
3.3. Tailored follow-up services	7
5. SPACE2IDGO missions calendar	7
6. SPACE2IDGO fast-track to internationalization service package fees.....	8
7. Eligible entities	8
8. Application process	8
9. Criteria, methods and evaluation procedure	9
10. Communication of results	9
11. Audits.....	9
12. Liability	9
13. Annexes 1 : SPACE2IDGO Application Form.....	10



1. Introduction

This call for SMEs is issued in the framework of the SPACE2IDGO (Space Clusters International Diversification GO) project, a cluster collaboration project that seeks to export European space-based innovation in third countries.

SPACE2IDGO's main ambition is to provide a fast-track internationalization accelerator for European SMEs to Canada, UAE, Colombia, Chile and China.

Capitalizing on market insight collected by partners during the first phase of the project, SPACE2IDGO will concentrate on 5 market sectors (Mobility, Energy, Logistics, Creative Industries and Agriculture, hereafter called MELCA) where the use of satellite data provides strong added-value and accelerates the development of new value chains products and services.

The high-level objectives of the project are:

- to propose an innovative support framework towards SMEs willing to go international;
- to diffuse the added value of space data in MELCA value chains;
- to develop business between European SMEs and new partners/customers internationally.

SPACE2IDGO is carried out by an international consortium composed of:

- AEROSPACE VALLEY (France)
- CORALLIA/ARC (acting for the si-Cluster and the gi-Cluster) (Greece)
- SKYWIN WALLONIA (Belgium)
- LOGISTICS IN WALLONIA (Belgium)
- TERN (Italy)
- ALSIA (Lucana Agency for Development and Innovation in Agriculture)(Italy)

The fast-track internationalisation service will be provided in partnership with PwC's Accelerator.

2. Context

Successful space-based applications have been created by European SMEs and found their way to the markets. But the European market is not rewarding enough to transform European enterprises into global players. SMEs understand the importance of trading overseas beyond Europe and want to explore new, bigger and more profitable markets to promote their high-quality products. And the priority must now be given to accelerating the process of obtaining access to the new markets, find the right partners and start new collaborations for growth.

Naturally, every new market has diverse opportunities and threats that have to be identified and analysed in order to achieve the best result. Some of the difficulties are cultural differences, legislative diversity, existing players, mistrust to new coming competitors, etc.

Accessing a new market, especially outside Europe, is a long and difficult procedure. In addition SMEs cannot afford the huge costs of soft-landing in an unknown business environment with other market values, dissimilar legal framework and existing players. So, a consolidated internationalisation support is needed, to make SMEs gain knowledge, access business opportunities and accelerate their international deployment.

SPACE2IDGO is the very first structured action for space service providers and application developers to directly access the international markets of downstream space applications in Mobility, Energy, Logistics, Creative Industries, and Agriculture (MELCA) in third countries.



During the first phase of the project (SPACE2ID), global market studies were performed and valuable remarks for exports emerged. EU agricultural exports, with value of about €118b, are accounting for the highest share of total EU exports in terms of value with almost 65%. Transport sectors involving firms whose main activities were related to the mobility of people and freight represented almost 5% of the total GVA and 5% of the workforce of EU countries. Concerning Energy in EU, 2.27 million were employed in the broad sector (15 years & over) in 2014; which is the 0.7% of the employed population in Europe. In 2013 there were 100,963 enterprises and the estimated turnover was 2,612 billion EUR, which is equivalent to (approximately) 18.5% of European GDP in 2014. Creative Industries employ 1% of the world's active population.

Boosted by these market insights, SPACE2IDGO now aims to drive access to international markets, in which space applications can have significant added-value and generate considerable outputs.

5 countries have been identified as the top market priorities of the Partnership: China, the United Arab Emirates, Canada, Colombia and Chile. In each target country, different MELCA sectors markets will be entered with various actions. In China mobility, logistics and creative industries sectors will receive the export efforts of the Partnership. In the United Arab Emirates target markets are those of mobility, logistics and agriculture sectors, while in Canada mobility and logistics have been found to be the most prominent. In Colombia and Chile energy and agriculture sectors were found to be the target markets with the highest potential among project clusters.



The combination of space and MELCA sectors will create new cross-sectorial value chains, as SMEs working in space sectors will meet enterprises of other sectors and merge their competencies in order to provide state-of-the-art innovative applications and solutions.

With a global network, SPACE2IDGO partners have a unique advantage to meet those needs. The 7 European space and MELCA clusters leading the project are working together with PwC's Accelerator to provide a comprehensive and efficient internationalisation service for European SMEs looing to go international.

3. Objectives of this call

This call for SMEs aims at selecting dynamic Small and Medium-sized Enterprises (SMEs) to access the SPACE2IDGO "Fast-track to internationalization" service package.

This partnership will provide seamless export services for selected SMES looking to access the international markets of downstream space applications.

SPACE2IDGO has teamed up with PwC's Accelerator to give selected SME access to their extensive network of international offices and contacts. Together, we can advise you, establish local contacts and open doors for your business.



4. The SPACE2IDGO fast-track to internationalization service package

The SPACE2IDGO fast-track to internationalization service package includes the following service components:

3.1. Preparatory services before take-off

The preparatory phase is a crucial step to pave the way to successful business missions in target countries.

360° diagnostic and need assessment

Firstly a diagnosis of the SME's maturity and need assessment will be undertaken at the beginning of the program. SMEs will receive a preliminary report complete with the results of their diagnosis. SMEs will be invited to take part in a kick off meeting, where we will discuss together what are their objectives and their expectations from the program, so that we settle the basis of their internationalization process.

Internationalisation workshops

As part of our preparatory services, 2 online workshops will be organised to strengthen SMEs export and internationalisation skills. A first "international skills" workshop will focus on SMEs teams and what needs to be taken into consideration when preparing to extend their operational area. The workshop will also discuss how to organise your internationalisation, what leadership strategy to adopt during this process and which collaborators to involve, what cultural preparation is needed. An export strategy workshop will focus on business elements such as market considerations, the ability of SME goods or services to be adopted to new markets and how to finance the export process.

Workshop material will be shared with SMEs following the workshop.

Country focus preparation

A dedicated target country workshop will be organised prior to each field mission in order to provide sufficient knowledge to the SMEs. Each of the workshop will focus on key aspects of the country and its market. For each country, we believe that the approach must be divided in three parts and here is a non-exhaustive list of the content we will provide for each of the country:

- Approach by sector: characteristics of the market (size, stakeholders, value chain ...), market potential and clients, distribution canals...
- Approach by country: political situation, regulation, national culture and impact on business...
- Approach by country and sector: operational deployment, potential partners, space data industry...

Workshop material will be shared with SMEs following the workshop.

SPACE2IDGO target country reports will also be made available to SMEs to gain further insight and knowledge about their target country.

Specialised consultancy services

Finally, 2- 5 hours of specialised consultancy services to accelerate growth will be made available to participating SMEs to facilitate the matchmaking process with potential business partners abroad.



Preparatory services overview

Preparatory services	360° diagnosis and needs assessment	1 questionnaire 1 preliminary report 1 kick off meeting
	Export strategy and international skills awareness training	2 online workshops
	Target country training	1 online workshop
	SPACE2IDGO target country report	1 country report for each selected target country
	Specialised consultancy services	2- 5 hours of specialised consultancy services

3.2. Target market missions

Field mission preparation

Whatever your plans for doing business abroad, you need the right contacts to implement them. SPACE2IDGO partners can provide access to an extensive network of international offices that offer local insight, and know the local players, networks and markets. We can advise you, establish contacts and open doors.

Based on the development of each SME, from their first maturity assessment to the selection of their targeted countries, the most relevant business contacts will be identified for each SME. Each SME will have access to key local contacts in their chosen target countries, including a direct set up with at least 2 key business connections.

Field mission and matchmaking mission

We organise a tailored matchmaking mission in up to 2 chosen target countries. Participating SMEs will be offered privileged access to target markets via business cluster networks and PwC's Accelerator global private consultancy network.

The aim of the target country missions is to sign memoranda of understanding (MoUs), business agreements and commercial deals, promote collaboration and joint project development with third country counterparts.

SMEs may be invited to take part in matchmaking events and business to business (B2B) events during roadshows, key international conferences and trade fairs.

The missions will be organised with the support of local experts to ease both the logistics of the mission and relationships with local stakeholders.

	Field mission preparation	2 reliable business contact per SME
Matchmaking mission in target country	Matchmaking mission	Up to 2 target country missions, according to your international readiness level and your business case. Included: <i>Up to 800 euros of plane ticket costs reimbursed</i>

3.3. Tailored follow-up services

Having a long-term plan of sustainable growth after the end of the project is essential for every major business attempt. Following missions, SMEs will be assisted by SPACE2IDGO partners to assess the quality and the level of leads created, and to implement a strategy for fostering the emergence of long-term cooperation.

Field mission follow-up

After each SME mission, support will be provided to turn these discussions into business agreement.

This kind of legal support requires a deep expertise on the legal landscape of each country, which will be provided by the PwC Accelerator's international network and local representatives in target countries.

Program debrief: assessment report and 360° diagnostic

Based on the diagnosis undertaken at the beginning of the program, SMEs will be analysed again at the end of the program to understand how each of the SMEs have evolved during the course of the program.

SMEs will be provided with a report including recommendations about next steps for their internationalisation. A final meeting with each SME will be organised to debrief the results and to discuss their future development.

	Field mission follow-up	Legal support
Tailored follow-up services	Program debrief: assessment report and 360° diagnostic	1 questionnaire 1 preliminary report 1 debrief meeting

5. SPACE2IDGO missions calendar

The following is an overview of the calendar for the tailored company missions in the 5 target countries.

Target country	Selected MELCA sectors	Calendar for missions
Canada	Mobility, Logistics, Energy	Spring 2019
UAE	Agriculture, Mobility, Logistics	Spring 2019
Colombia	Agriculture, Energy	Spring 2019

Chile	Agriculture, Energy	Summer 2019
China	Creative Industries, Mobility, Logistics	Autumn 2019

6. SPACE2IDGO fast-track to internationalization service package fees

To get on board the SPACE2IDGO program, the selected SME shall pay the access fee of €3700 to the SPACE2IDGO coordinator: Aerospace Valley

The SME will then benefit from the full-service package including:

- Preparatory services,
- Matchmaking missions to up to 2 target countries,
- Tailored follow-up services.

The selected SMEs will receive up to 800 euros to reimburse plane ticket costs.

7. Eligible entities

In order to be eligible to participate in SPACE2IDGO, the applicant companies should fulfil all the following requirements:

- Be a Small and Medium-Sized Enterprise (SME) according to the definition of the EU recommendation 2003/361;
- be established in a EU Member State or in a COSME Participating Country (Albania, Armenia, Bosnia Herzegovina, FYROM, Iceland, Moldova, Montenegro, Serbia, Turkey);
- Be a SME which is
 - either a space service provider or application developer active in one of the MELCA target sectors of the program (Mobility, Energy, Logistics, Creative Industries, Agriculture);
 - a company working in the MELCA target sectors of the program (Mobility, Energy, Logistics, Creative Industries, Agriculture) and looking to develop a service using space-based technologies or data issued from space based technologies;
- The working language of the project is English. Beneficiaries must be proficient in English language for the purposes of the project.
- Consultancy firms and professional services providers are not eligible.

Membership in one of the SPACE2IDGO partner clusters will also be considered favourably during the evaluation phase.

8. Application process

Interested companies must submit their application to the consortium no later than September 28th 2018.

For the purposes of the selection, applicants must fill in a mandatory online application form available here <https://boosternova.typeform.com/to/RKOnh2> and submit a self-declaration signed by the legal representative stating that they are fulfilling all the eligibility criteria via email at the following address space2idgo-info@aerospace-valley.com

The SME should be ready and available to participate in a face-to-face meeting or skype call with the Evaluation Committee (all members or the local/ regional cluster member) to further understand/assess the information made available via the SPACE2IDGO application form.

9. Criteria, methods and evaluation procedure

The selection process will be undertaken by an Evaluation Committee composed of a member of each SPACE2IDGO partners. Participation in a cluster will be evaluated favourably although it is not obligatory. This evaluation will result in the selection of up to 35 companies to participate in the program. Companies will be chosen to respect a balanced representation of target country markets, geographical provenience and sectors of activity (space or MELCA).

10. Communication of results

The selection results will be officially published at <https://www.clustercollaboration.eu/escp-profiles/space2idgo> in October 2018. In addition, every selected company will also receive notification via email. The responsible for the procedure is Joanna Emery, SPACE2IDGO project officer at Aerospace Valley.

11. Audits

The selected SMEs are required to provide the Consortium with all the required information and documents required. The selected companies are required to promptly notify any cessation of activities and any other event occurred after the application delivery relating to the requirements stated in art. 3 and art. 5, which could lead to the loss of any of the requirements for admission to the planned activities of the Call for SMEs.

12. Liability

Each candidate is responsible for the completeness, clarity and accuracy of the data and information contained in the documents and materials prepared as part of the participation to this Call for Applicants. The Consortium is not responsible for such content, or for any inaccuracies, omissions or violations of the rights of other people.

13. Annexes 1 : SPACE2IDGO Application Form

All applicants to the SPACE2IDGO Call for SME must apply via the following online application form :

<https://boosternova.typeform.com/to/RKOnh2>

Please find below an overview of the questions that must be prepared by the applicant to complete the application form.

Annexes 1 : SPACE2IDGO Application Form

All applicants to the SPACE2IDGO Call for SME must apply via the following online application form :

<https://boosternova.typeform.com/to/RKOnh2>

Please find below an overview of the questions that must be prepared by the applicant to complete the application form :

SME overview

Legal name:

Website:

Number of employees (2017):

Turnover and balance sheet (2017):

Sector of activity:

Main product/services:

Year of establishment:

Characteristics of the owners (firm legal form):

Cluster membership:

Please indicate if you are a member of one of the following SPACE2IDGO cluster partners:

- Aerospace Valley
- Corallia / Research Centre Athena
- Skywin Wallonia
- Logistics in Wallonia
- TeRN (Tecnologie per le Osservazioni della Terra ed i Rischi Naturali)
- ASOCIACION MADRID PLATAFORMA AERONAUTICA Y DEL ESPACIO
- ALSIA (Lucana Agency for Development and Innovation in Agriculture)

Please indicate SME size

	Company category	Staff headcount	Turnover	or	Balance sheet total
	Medium-sized	< 250	≤ € 50 m		≤ € 43 m



	Small	< 50	≤ € 10 m	≤ € 10 m
	Micro	< 10	≤ € 2 m	≤ € 2 m

These ceilings apply to the figures for individual firms only. A firm that is part of a larger group may need to include staff headcount/turnover/balance sheet data from that group too. For more details: [The revised User Guide to the SME definition](#)

International

Please provide the SME export percentage (%) on turnover.

What percentage of your budget is dedicated to your internationalization?

- Lower than 10 %
- Between 10 and 20 %
- Between 20 and 30 %
- Between 30 and 50 %
- Higher than 50 %

In which countries other than your home-country are you operating?

For each country, please undertake a self-assessment of the level of internationalization of your SME?

1) Domestic intermediaries

- Yes
- No

2) Foreign agents

- Yes
- No

3) Foreign sales organisation

- Yes
- No

4) Establishing a production unit abroad

- Yes
- No

5) Joint ventures

- Yes
- No

6) Other (please indicate)

- Yes
- No

For each country, are these factors a constraint for your activity?

(Please answer for each country in which you want to go)

1) export barriers

- Yes
- No

2) business regulations

- Yes
- No

3) export promotion programs

- Yes
- No

4) export credits

- Yes
- No

5) level of competition

- Yes
- No

6) Distance

- Yes
- No

7) Size of the market

- Yes
- No

8) import barriers

- Yes
- No

9) cultural difference

- Yes
- No

10) political differences

- Yes
- No

11) other (please indicate)

- Yes
- No

In which countries do you plan to set up in 2 years?



For each targeted country, do you expect the following factors to be constraints for your activity?

(Please specify for each country in which you want to go)

1) export barriers

- Yes
- No

2) business regulations

- Yes
- No

3) export promotion programs

- Yes
- No

4) export credits

- Yes
- No

5) level of competition

- Yes
- No

6) Distance

- Yes
- No

7) Size of the market

- Yes
- No

8) import barriers

- Yes
- No

9) cultural difference

- Yes
- No

10) political differences

- Yes
- No

11) other (please indicate)

- Yes
- No

Commercial development

What is the main type of your clients?

- B2C
- B2G (small entity)
- B2B (SMEs)
- B2B & B2G (large entity)
- B2B (international leaders)

Please name some of your clients:

How would you qualify your competitors?

- Inexistent
- Low
- Standard
- Rough
- Coriaceous and international

Financing

(The SME Financial health evaluation has the objective to evaluate if the firm has sufficient liquidity and is able to cover its short-term commitments, if it is financially autonomous, solvent, i.e.- capable of covering its medium and long-term commitments and profitable, i.e. generates profits.)

Please, perform the Financial Viability Check ¹ available at this link <https://ec.europa.eu/research/participants/lfv/lfvSimulation.do> and report the results obtained in the following table:

	Ratio's Results				Analysis	
<i>Purpose</i>	<i>Indicators</i>	<i>Value</i>	<i>Qualification</i>	<i>Quote</i>	<i>Concise</i>	<i>More in depth</i>
<i>Liquidity</i>	<i>Quick Ratio</i>					

¹ In annex to this questionnaire is reported the template of Financial Viability Check with the financial data required for the check. The Indicators will be automatically calculated using the simulation available at this link: <https://ec.europa.eu/research/participants/lfv/lfvSimulation.do>

Financial Autonomy	G.O. Profit Ratio					
Profitability	Profitability (1)					
	Profitability (2)					
Solvency	Solvency					

What is your current cash flow?

- Our cash flow is negative and we have less than 6 months treasury
- Our cash flow is slightly negative but we do have more than 6 months treasury
- Our cash flow is more or less stable
- Our cash flow is rather positive
- Our cash flow is highly positive

What is your most important charge?

- Salaries
- Material
- Licences
- Marketing
- Informatics systems
- Other : (please precise)

How do you finance your activity?

- Bootstrapping
- VCs
- Crowdfunding
- Public investments
- Business Angels
- Love Money
- Your own funds

What percentage your company shares is held by external shareholders (non co-founders)?

- Lower than 10 %
- Between 10 and 20 %
- Between 20 and 30 %
- Between 30 and 50 %
- Higher than 50 %

Innovation

At which level of development is your solution (product / service)?



- In ideation phase
- Prototype
- POC
- Beta version
- Functional solution

What are the degree, setup and configuration time required to deploy your solution for a customer?

- Instantly
- A day more or less
- A week more or less
- A month more or less
- Longer than a month

How would you describe your technological advance regarding competition?

- Our competitors have a more developed solution than yours
- We have pretty the same technology as our competitors
- We have a technological differentiation that competitors can replicate in less than a year
- We have a strong technological advance but alternative and competitive solutions are in development phase
- We have been an unchallenged technological leader for many years

Please undertake a self-assessment of the level of SME ICT capacity

1) Efficient website

- Yes
- Partial
- No
- Not relevant

2) Efficient broadband access

- Yes
- Partial
- No
- Not relevant

3) Efficient online transactions

- Yes
- Partial
- No
- Not relevant

4) ICT skilled staff

- Yes
- Partial
- No
- Not relevant

5) ICT System protected against cyber attacks

- Yes
- Partial
- No
- Not relevant

6) Other (Please indicate)

Do you have partnerships and relations with University or Research Centres and which one?

Is your IP (intellectual property) protected?

- No, because it is not relevant for our solution, it can't be protected
- No, but it could be
- Yes, in our home-country only
- Yes, in a few countries
- Yes, our IP is internationally protected

Have you received a prize for your solution (service / product)? And if so, which one?

1) Are these factors a low, medium or high factors of differentiation against your competitors? Your offering (product/service)

- Low
- Medium
- High

2) Your processes (organisation and resources)

- Low
- Medium
- High

3) Your distribution strategy / organisation (business model, sales, branding)

- Low
- Medium
- High

4) Your customer experience / relationship

- Low
- Medium
- High

5) other (please indicate)

- Low
- Medium
- High

Human Capital & Talent



Please provide information regarding the human resources internally within the SME that will work on the project.

Number of managers:

Number of Staff:

How many people do you expect to recruit over the next two years (excluding interns, freelances, temporary contracts ...)?

- None
- 1 to 5
- More than 6 persons

Describe shortly the expertise and skills of human resources dedicated to international affairs

Describe shortly the SME's organisation for international affairs (process, HR involved, budget dedicated to international business development)

Organization & exploitation

Describe your production and business capacities:

Is your company structured and composed of separate services, each addressing specific issues?

- Not at all
- Not entirely
- Mostly yes
- Completely yes

What are the least developed functions in your company ?

- Sales and marketing
- R&D
- Production
- Logistic
- Finance
- Other : (please precise)

Have you identified strategic activities for the growth of your business ?

- We haven't identified our strategic activities yet



- We identified strategic activities but we don't have full control (ex : we depend entirely on external actors for our strategic activities)
- We identified strategic activities but we have a partial control (ex : we depend entirely on external actors for some of the strategic activities)
- We identified strategic activities and have full control over them

Business Model

What is your revenue model? (please choose the 3 most important in terms of revenue)

- Subscriptions
- Licences
- Royalties
- Sale fees
- Maintenance fees
- Freemium
- Advertising
- Donations
- Other : (please precise)

Where would you put your annual growth rate of turnover ?

- Lower than 25 %
- Between 25 and 50 %
- Between 50 and 75 %
- Between 75 and 100 %
- Higher than 100 %

Have you already built a mid-term or long-term business plan ?

- Not at all
- You're thinking about its necessity but you don't know how
- Several scenarios are currently being built
- Financial scenarios have been finalized and validated

Your participation to the SPACE2IDGO Program

Which are the SPACE2IDGO target countries in which the SME already operates?

- China
- UAE
- Canada
- Chile
- Colombia



Which of the following downstream space application markets are you targeting?

- Mobility
- Energy
- Logistics
- Creative Industries
- Agriculture

Target countries

5 countries are top market priorities for SPACE2IDGO: China, the United Arab Emirates, Canada, Colombia and Chile.

Based on the different markets that will be targeted in each country, in which of the following countries would you like to receive SPACE2IDGO internationalisation support? Please choose a maximum of 2 countries.

- China, for mobility, logistics and creative industries sector
- United Arab Emirates, for logistics and agriculture sectors
- Canada, for mobility and logistics sectors
- Colombia, for energy and agriculture sectors
- Chile, for energy and agriculture sectors

Are there business connections already existing in your chosen SPACE2IDGO target countries and which ones?

Have you already planned participating in fairs and trade show, business meeting, workshop or events in your chosen SPACE2IDGO target countries (China, UAE, Canada, Chile, Colombia) and which one?

What are you looking for in SPACE2IDGO target countries?

How would you describe your knowledge of foreign markets in each of you targeted countries?

target country number 1

1) Customer's needs

- Low
- Medium
- High

2) Main local and foreign competitors

- Low
- Medium
- High

3) Global demand/supply for your products growing, declining, or steady

- Low
- Medium
- High

4) Underserved market niches that offer scope of differentiation

- Low
- Medium
- High

5) Distributors

- Low
- Medium
- High

6) Manufacturer

- Low
- Medium
- High

7) Suppliers

- Low
- Medium
- High

8) Private investor

- Low
- Medium
- High

9) Public support

- Low
- Medium
- High

10) Other (please indicate)

- Low
- Medium
- High

target country number 2

1) Customer's needs

- Low
- Medium
- High

2) Main local and foreign competitors

- Low
- Medium
- High

3) Global demand/supply for your products growing, declining, or steady



- Low
- Medium
- High

4) Underserved market niches that offer scope of differentiation

- Low
- Medium
- High

5) Distributors

- Low
- Medium
- High

6) Manufacturer

- Low
- Medium
- High

7) Suppliers

- Low
- Medium
- High

8) Private investor

- Low
- Medium
- High

9) Public support

- Low
- Medium
- High

10) Other (please indicate)

- Low
- Medium
- High

How would you describe your knowledge of the targeted countries, regardless of the market?

Target country number 1 :

1) Cultural aspects

- Low
- Medium
- High



2) Regulations

- Low
- Medium
- High

3) Incentives

- Low
- Medium
- High

4) Political influence

- Low
- Medium
- High

5) other (please indicate)

- Low
- Medium
- High

Target country number 2 :

1) Cultural aspects

- Low
- Medium
- High

2) Regulations

- Low
- Medium
- High

3) Incentives

- Low
- Medium
- High

4) Political influence

- Low
- Medium
- High

5) other (please indicate)

- Low
- Medium
- High

Please provide short profiles of SME personnel involved in SPACE2IDGO project and their position in the SME:

Name of personnel #1 (principal contact person within your structure):

Short profile:

Position in the SME:

Tel and fax:

Email:

Address:

Name of personnel #2

Short profile:

Position in the SME:

Tel and fax:

Email:

Address:

Name of personnel #3

Short profile:

Position in the SME:

Tel and fax:

Email:

Address: