



Call for Expression of Interest for “Copernicus and GNSS Business & Innovation” Experts

We need innovation experts: What for?

We are recruiting **innovation experts across Europe** who can **deliver innovative business support** to companies working on **innovative mobile services via a pilot Innovation Voucher Scheme**.

Individuals, companies and support organisations can apply, in each case we are requesting individual expert profiles; knowledge providers with demonstrable experience of assisting companies from a broad range of Copernicus (Earth observation) and Galileo/EGNOS (satellite navigation) domains.

Innovation Vouchers

Innovation voucher schemes can be considered as the delivery of innovation support services by third parties to innovators through grants, with reduced administrative burden for recipients and providers of the service.

European Innovation voucher schemes should allow innovators or users to receive diverse services according to their needs, building upon the professional expertise from different regions in different CIP participating countries.

To fully unlock the transformative potential of innovative services based on Copernicus (formally known as GMES) and GNSS, voucher schemes may play an important role. Such voucher schemes could help raise the demand for Copernicus and GNSS based services and thus contribute to better exploiting the investments made in the two systems. Furthermore, they could stimulate entrepreneurship in this new technological field and contribute to the emergence of new industries driven by service innovation based on Copernicus and GNSS. Such innovative mobile services could also be used to better address a number of societal challenges identified in the Europe 2020 strategy and support the EU Innovation Partnerships.

This is a Pan European Call for Expression of Interest.....aimed at innovation experts, business and innovation centres, incubators, consultants, business support organisations, universities, research centres etc. across Europe who are interested in delivering **business and innovation support to companies** (start-ups and SMEs) from a broad range of Copernicus (Earth observation) and Galileo/EGNOS (satellite navigation) domains.

The services will be delivered via a **pilot Innovation Voucher scheme**, managed by the S2G2M2 Project Team. The S2G2M2 project www.mobilise-europe.mobi/s2g2m2/ is led by NSO (Netherlands

Space Office), with the support of EBN (European Business & Innovation Centre Network) and AZO (Anwendungszentrum GmbH Oberpfaffenhofen).

The project is co-financed by the European Commission and is part of the EMMIA platform - European Mobile and Mobility Industry Alliance

www.mobilise-europe.mobi/

If you are interested please fill in the online application form at <http://projectvisibility.eu/s2g2m2/>, and if approved, your profile will be included in the S2G2M2 Expert Pool. It is anticipated that the S2G2M2 Expert Pool will feature approximately 50 to 75 pan European innovation experts and knowledge providers. Consultants, companies or organisations can apply, but on each occasion we are requesting the profile of **individual experts**.

S2G2M2: What's it all about?

The 'Sustainable Services for GMES/Copernicus and GNSS in Mobile and Mobility (S2G2M2)' project **aims to accelerate the growth and competitiveness of European innovative mobile services providers including those without a background in using space signals.**

This main goal is to provide companies with tools, methodologies, support and advice they really need which will be delivered via the voucher scheme by the most relevant experts selected for their skills and expertise. The focus is **to deliver business and innovation support** in a broad range of Copernicus (Earth observation) and Galileo/EGNOS (satellite navigation) application domains.

<http://www.mobilise-europe.mobi/s2g2m2/>

Innovation Support Services to Companies: what sort of expertise is needed?

Some examples of services that companies are looking for are shown below; but there could be others, based on the analysis of what the start-up/SME really needs in terms of innovation and business support!

- ✓ Support to strategic planning - identification of critical issues for growth
- ✓ Introduction to Copernicus or EGNOS service providers
- ✓ Market analysis
- ✓ Market positioning
- ✓ Product Branding
- ✓ Search and introduction to strategic partners (commercial distributors, service enablers, R&D)
- ✓ Access to finance
- ✓ Support to internationalisation
- ✓ Support to IPR protection and for contractual issues (licensing, partnerships ...)
- ✓ Support to the management of liability and individual freedom issues

- ✓ Provision of testing facilities
- ✓ Provision of demonstration capabilities (living labs, demonstrators)

Innovation Vouchers – *How do they work?*

The S2G2M2 project will launch soon a Call for Expression of Interest to identify entrepreneurs, start-ups and companies working in the Mobile and Mobility sectors around Europe who could potentially benefit from business and technical innovation support.

The companies' requests will be evaluated and an independent panel (Advisory Board of the S2G2M2 project) will select up to **25 projects** to be supported via the voucher scheme

These projects will receive a voucher up to **the value of 5000 €**.

This voucher will be exchanged for business/technical support to be delivered by an expert/consultant from the S2G2M2 Expert Pool.

After discussions between the company and the Project team the companies will therefore be matched with the most relevant expert from the S2G2M2 Expert Pool, who could be based anywhere in Europe.

Once the nature of the service has been agreed by both parties the expert/consultant will deliver the business/technical support and once approved, they will invoice one of the project partners- NSO EBN, or AZO.

The company will complete a brief "satisfaction survey" and thus will validate the successful delivery of the business support service.

The project partners will pay directly the expert/consultant/knowledge provider up to the maximum amount of the received Voucher.

Interested?

Please complete the application at <http://projectvisibility.eu/s2g2m2/>

Please address any questions to Robert Sanders rsa@ebn.eu



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