



EARSC

European Association
of Remote Sensing
Companies

Annual Report

2019 / 2020

2019-2020 | Fact sheet

EO Network

Members



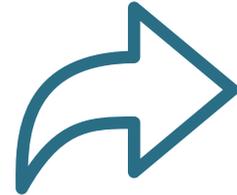
127

Organised Conferences / workshops



8

Companies that joined missions



13

International missions



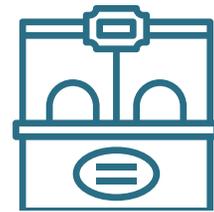
3

Speaking opportunities & presentations



10

Exhibition booths



8

Milestones

- 30 years Anniversary
- EXPANDEO: 1st Edition of our annual event
- €1 Million PARSEC funding for 100 European SMEs
- e-shape kick off contributing to EuroGEO
- Driving Research to Business | PARSEC-e-shape- FIRE
- Represented our members on 37 different occasions

Promoting EO

3,000+ eoMAG readers

3,397 Twitter followers

>20,000 EARSC-portal clicks per month

607 linkedin followers

Chairman's message

Another year has passed, and again I am pleased to report that it has been another year of significant progress for the Association. Within the period April 2019 to March 2020 which we are reporting on, the secretariat has grown to 10 persons working out of expanded offices in Brussels. The need for more space had become urgent and we were very lucky to be able to get additional offices right next to our existing ones. Indeed, we just knocked down a wall and moved in. I am pleased to report that the team has successfully secured further projects to support our activities on your behalf and the business model has proven sufficiently robust to cope with the onset of the Coronavirus pandemic coming at the end of this reporting year. At the time of writing (in May), the lockdown continues but with some easing in many countries and EARSC is coping well with the enforced home-working.

But most of the year has been virus free and there is a lot of progress to report. The growth is a consequence of the successful implementation of our defined strategy by our excellent secretariat team. I should now like to talk about some of the highlights:

- **Membership:** the Association has grown to be over 120 members with a strong, recent influx of small companies and start-ups. The trial memberships scheme has been a very successful measure to encourage new, young companies to join us. Some of the winners under PARSEC have joined us and we continue to see applications regularly. We have also maintained the popular, small-company forum as a place where smaller members (<20 employees) can come together and exchange experiences.

- **Market development:** we continue to develop our activities towards internationalisation building on the strategy developed last year. We have completed the IDEEO project and have been awarded a stage 2 project under the EC programme for "Clusters go International". The delayed kick-off will be in September 2020. We accompanied the EC on several international missions including to Panama and the Philippines. We worked hard with our partners in Australia (FrontierSi) and the



Australian space agency to support their initiative for an industry track during the GEO plenary in Canberra last November. Ten companies from Europe participated to various promotional and matchmaking events. Regarding the commercial sector, we have started the project FIRE which I reported on last year. FIRE has the aim to engage with umbrella organisations from 6 different client segments and to elaborate a strategic research agenda. It will build to a major forum in June 2021 under the ExpandEO brand created last year. We have also been working with ESA and their contractors on best practices for the use of EO in the raw materials and agro-insurance sectors. The OCRE team have been working to establish a call for EO services serving Europe's R&D community.

- **Analytics:** we have published a new industrial survey of the sector last September and are working to establish a yearly update (at the request of ESA) - which is a challenge, but the results will be published before the summer. We have published more cases under the Sentinel Benefits Study (SeBS) and increasingly seek to tell the story of how EO satellite data can support governmental and business operations. This theme flows into the new eowiki to be announced very shortly.

- **Support tools:** here our major activity has been towards eoMall and a new version of eoPages. eoMall is attracting ever more suppliers to place their on-line services on board. It complements eoPages which promotes companies' capabilities linked to bespoke services. In addition, a new version of eowiki will be launched quite shortly bringing easier access to information on eo-

Chairman's message

services.

• **Research to Business:** this new pillar for EARSC was announced last year and has proven highly popular and successful. It is a theme which brings a lot of synergy between EARSC activities. Starting with PARSEC, an open call was launched in January which led to 348 proposals competing for the 100 grants on offer. A meeting of all the 100 successful applicants was switched at extremely short notice from a physical meeting in Stuttgart to an on-line meeting as the Covid lockdown started. PARSEC has proven extremely popular and a very effective way to help develop the community. PARSEC is complemented by two further projects FIRE and e-shape: FIRE is the market facing project mentioned earlier and e-shape is helping to turn research projects into sustainable business ventures. Many workshops will be organised either virtually or physically and you should have several opportunities to join relevant meetings.

Looking ahead, it will be a year of transition and consolidation for EARSC. At the end of June, Geoff Sawyer, who has done so much to bring EARSC to where it is today, will step down and

our new Secretary-General Emmanuel Pajot will take over. Geoff assures me that he will continue to work to support EARSC and to help Emmanuel take over the reins. I consider that overall our strategy is sound and that working with grants from the EC and specific contracts from ESA can help us deliver extra value to you, the members of the Association.

In conclusion, I would like to thank everyone in the EARSC secretariat for their hard work and dedication over the past year, and their flexibility and responsiveness in adapting to the recent rapidly evolving situation. I would also like to thank all EARSC members for your continued support and trust in the Association to represent your interests, especially in these challenging times. The board and the secretariat continue to work on your behalf and I am confident that even with the Covid crisis, the next 12 months will bring more success and more opportunities for all member companies.

Chairman of EARSC,

Chetan Pradhan



EARSC represents the Earth Observation (EO) geo-information services companies in Europe. Our members include both commercial operations of EO satellites and downstream, value-adding companies. These companies are global leaders in the provision of EO services and our members are at the forefront of this.

EARSC Membership

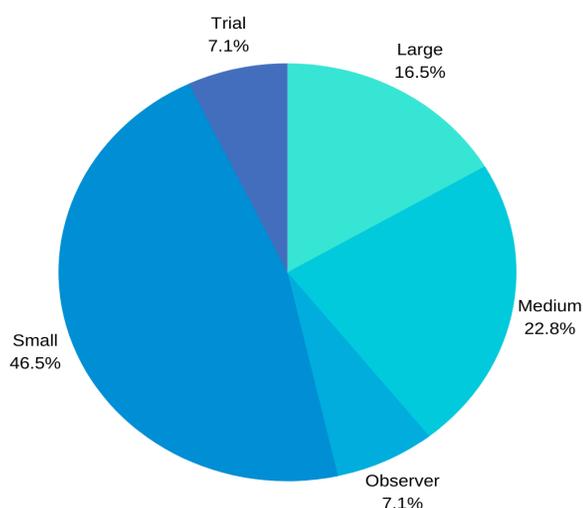
EARSC has 127 members from 25 European countries. For companies, the annual membership dues are a cost-effective way to stay informed, promote their company, engage with political and institution representatives, have networking opportunities with other industry players and help to support the future the of geo-information industry. EARSC has both full and observer members to cover all entities active in the geo-information sector. Membership gives you the opportunity to add your voice to the issues that matter, influence national policy and setting industry standards.

Full members shall be:

- Any commercial company providing services (including consultancy) or supplying equipment in the field of remote sensing.
- Based in a European country which is a member of the European Union or which contributes to the European Space Agency.

Observer members can be:

- Any organisation interested in the supply or use of Remote Sensing which does not qualify to become a full member of the Association.



Profile	Employees in EO and geo-information	Yearly fees
Trial, new companies formed in the last five years	5 or less employees	6 months free
Small companies	less than 10 employees	€900
Medium companies	11-50 employees	€1,800
Large companies	More than 51 employees	€3,000
Observers	-	€1,200

Trial Membership

EARSC has always been dedicated to supporting the growth of startups through various projects and events. Since 2019, EARSC has gone one step further in creating a brand new membership category exclusively for very young startups, the trial membership category.

European start-ups that were formed in the last five years and that have a maximum of 5 EO employees can get access to all of EARSC's resources for free for six months before deciding if they wish to join the organisation permanently.

To your right, is the full list of trial members since November 2019.

jeobrowser
eoanalytics
SuperVision Earth
ProvEye
IBISA
DataPink
Space4good
TFE Energy GmbH
Termodron
RSS-Hydro

Governance

EARSC affairs are overseen by a Board of Directors elected by its members, which guides our policy-making, and an Executive Secretariat executes the daily activities regarding the administration of the Association.

Secretariat

The Executive Secretariat, comprising 10 full-time staff operates from an office located at the office on Rue Art Loi 26 in Brussels. The EARSC secretariat's activities include; operations management and governance, membership care, programme management, communications, policy analysis, event planning, tender preparation, and market development through market support and internationalisation. Much of the activity is delivered through projects which are often won competitively.

Board of Directors

Oversight of the actions of the secretariat and the activities of the Association is provided by the EARSC Board of Directors (BoD). The BoD meets quarterly to progress EARSC business and to review the service it is providing to EARSC Members. Each year new Directors can be nominated by members on the occasion of the General Assembly.

EARSC Board of Directors 2018/2019

Chairman	Chetan Pradhan	Earth-i
Vice-Chairman	Giovanni Sylos Labini	Planetek Italia
Treasurer	Celestino Gomes	GMV
Director	Pierre-Alain Bosc	Airbus
Director	Massimo Comparini	e-geos
Director	Christian Hoffman	Geoville Group
Director	Kamen Illiev	TAKT IKI OOD
Director	Andre Jadot	Eurosense
Director	Maciej Krzyzanowski	Cloudferro
Director	Agnieszka Lukaszczyk	Planet
Director	Markus Probeck	GAF AG
Director	Marc Tondriaux	Terranis SAS
Expert Advisor	Marcello Maranesi	Independent
Expert Advisor	Francis Vanderhaeghen	Independent

Financial situation

EARSC continues to develop strongly with revenue growth from members and projects. We especially wish to see members revenues growing to balance the uncertain nature of projects and their natural life cycle. This growth should continue for the next 2 years. The mixed business model allows us to provide higher value for members.

The key operating concern is cash, and this is managed and watched very carefully. With the increasing secretariat and essentially fixed costs which need to be covered, cash is king - as in any business. Fortunately, most of our projects are covered by grants which provide a good, positive cash-flow.

Office costs have increased with the increased size of the secretariat and significantly in 2019 as we expanded the EARSC office space. We were fortunate to be able to expand our current office without moving costs but this involved significant capital expenditure for refurbishment due to the lease. As a result, we report a small loss in 2019 but which is much less than the positive result reported in 2018.

All figures in €k	2018	2019
Income	699.5	929.8
Membership fees	135.2	146.5
Projects & grants	537.0	762.4
Other income	27.3	20.9
Expenses	680.5	937.0
Secretariat fees	444.9	621.6
Office and other costs	117.9	165.1
Projects costs	113.7	141.8
Audit & accounting fees	4.0	8.5
Surplus/deficit	19.0	(7.2)
End of year reserves	156.5	149.3

EARSC Awards

The highlight of our 2019 anniversary cocktail was the award ceremony that was sponsored this year by Planet Labs Germany. This year we increased the number of awards from 2 to 4 and a €250 euro check donation to a lucky company charity's of choice. The last new award is the Partnership. This award recognised a partnership between a public institution and a private company.



Company Achievement Award

A Jury awarded Planet Labs with the award this year. The jury recognised Planet as having successfully developed EO services for a target market, having made strong contributions to a defining European Programme, and last but not least, has exhibited good revenue and or employment growth.

European EO Product Award

EARSC was awarded with the best Product award for their Agriculture Index Insurance. Index insurance works using a drought index which tracks drought severity during the growing season in an insured area. If the index level during the growing season is above average (compared to the past 30 years), then no pay-out occurs. If the index drops below average, then it indicates the onset of a drought.

Partnership Award

This award was given out in cooperation with CopHub.AC. An independent jury awarded Orbital EO Solutions, SeaPulse, Valencia University (IPL) & Go Hub with first place. This partnership worked on a project with the aim to design and implement a satellite-based monitoring system for oil spills and plastic pollution in the region of Central America.

Startup Award

EARSC Secretariat rewarded for the first time a start-up that is less than 5 years old that showed growth in revenues and/or personal growth and finally coherent promotion of the company and its products. MapTailor Geospatial was the lucky winner! They specialise in consultancy & earth observation-based solutions for projects & studies in development cooperation.

Policy

EARSC has published two position papers in 2019. The first one was published in April 2019 and was focused on Internationalisation. The second position paper was published in November 2019 and detailed the industry view of the future of the Copernicus programme. We continued to work on the evolution of Copernicus through the Copernicus Working Group actions during the first trimester of 2020. In November 2019, EARSC has followed the developments of Space 19+ and published a statement on the ESA Earth Observation Proposal for Space 19+. After the ESA ministerial Council meetings, we followed the developments of the space programme and the EU Space budget and attended the Space policy conference in January 2020.

Apart from the space policy developments, EARSC has also focused on other sectorial policies such as the European Green Deal, the European digital strategy and agriculture.

EO Tools

EOmag

EOmag is the official EARSC Newsletter and is part of the EARSC strategy and initiative focused on the service of the citizen. It is the number one quarterly newsletter of the European EO industry visited by 3000+ readers per issue. The latest edition has been redesigned to accommodate the growing interest. Users that read our magazine come for the latest insights and movement in the EO Market. For our members it is one of the most important tools through which to promote a new service, project, or partnership. **(eomag.eu)**



Social Media

The most noteworthy social media outlet for EARSC is our Twitter page where we promote events, members, projects, and engage with the EO community. Our LinkedIn presence is also gaining more traction in comparison to the previous year.

eoPAGES

eoPAGES is a brokerage platform to help potential customers find suppliers whilst service providers are able to promote their products. The Earth Observation value added Industry is quickly evolving with an ever-growing pool of resources and services. eoPAGES is our unified tool to organize, catalogue and present these in a coherent manner. It is being designed for this purpose. It will be an active business-to-business website promoting the European geo-information service industry creating a meeting point between industry and market, focusing on competences and consultancy services; 1 product = 1 customer. **(eopages.eu)**



eoMALL / MAEOS

eoMALL is a web-based technological showcase of European Data & Earth Observation Services companies providing access to referenced and qualified companies and products/services. Through various kinds of search tools (thematic, market sectors, geographical area) customers easily identify available services (information, service, tools, etc.) which our members can provide. eoMALL provides visibility to mature, automatically-generated EO based products, and provides the customer a channel to on-line services platforms run by its members. In addition, eoMALL gathers market information by profiling visitors to the website, which will be shared between partners to help with market research and product development. The focus is on online services ie one product = many customers. **(eomall.eu)**



Industry Survey

In the first quarter of 2019, EARSC conducted its biennial industry survey, to assess the state and health of the Remote Sensing sector in Europe. This is the fourth survey that EARSC has prepared.

The report shows that the sector has experienced healthy and steady growth over the last two years, with more than 8000 skilled employees and a revenue of over 1 billion Euros.

The fifth EARSC Industry survey has been prepared during the first quarter of 2020. The final report will be issued in the upcoming weeks.

You can find previous reports at earsc.org.

SeBS

Through a series of economic impact studies, EARSC aims to gather the quantitative and qualitative evidence that the usage of Copernicus Sentinel data provides effective and convenient support to various market applications.

These analyses are based on a methodology which traces the impact of the use of an EO product or service along a value-chain. Having focused on economic, environmental and societal impacts of Copernicus data in the first case studies, we have expanded the analytical focus over the last year to include:

- Socio-economic
- Socio-environmental
- Policy-regulatory
- Entrepreneurship and innovation
- Scientific understanding

Over the last year, we published the following cases:

- Farm management support in Poland
- Golf course monitoring in Italy
- Global oil industry activity monitoring
- Illegal wild boar activity in Lithuania
- Assessing geese damage in the Netherlands

Furthermore, we have conducted in-depth sectoral studies to understand the role of Copernicus Sentinel data in:

- Academic publications
- Start-ups and innovation

You can find all cases and studies at sebs.earsc.org.



Internationalisation

ConnectEO

In 2019-20 EARSC joined with Pole Mer Bretagne Atlantique and Fundacion Empresa & Clima (FCA) to bid for a follow-on Cluster Go International project to the IDEEO internationalisation project. We designed the ConnectEO project to promote European Earth observation companies in the downstream sectors of maritime and agriculture in the Australian and Chilean markets. While we are in GA preparation for this project now, the start date has been pushed back to September 2020, in accordance with global international travel policies surrounding COVID.

Panama

In November 2019, EARSC, Telespazio and GMV presented to over 100 representatives from Central American and Caribbean countries at the TAIEX-Partnership Instrument - Multi-Country Workshop on Space Applications for Central America & the Caribbean. This event was organised in co-operation with Ministerio de Relaciones Exteriores de Panamá EU Mission to Panama and Nicaragua.

The aim of the event was to promote European initiatives on Space applications to officials in Central American & Caribbean countries, and to promote the use of Copernicus and Galileo by stakeholders in the region to address their own challenges. Additionally, the event provided an opportunity to allow interested parties from the Central American region to identify opportunities for cooperation with European stakeholders in e.g. academia, government and industry.

Australia

EARSC led a trade delegation of 8 companies to the GEO Ministerial in Canberra in November 2019. EARSC supported the preparation of the industry track which proved itself to be a great platform for industry to promote themselves within the GEO community. In cooperation with Frontier-SI in Australia, EARSC held one of the most well-attended events at the convention; this presentation and mach-making session centred on the Melbourne Cup horse race gave European companies the opportunity to speak in front of hundreds of attendees.

This mission provided an opportunity, not only to showcase European companies to the GEO community, but to lay the groundwork for future trade missions planned under the ConnectEO project described above.

Philippines

The 'Copernicus - a strategic partner for Earth Observation and sustainable development workshop' was held in Manila in February 2020. This workshop followed on from the National Conference on Copernicus Systems and Applications for the Philippines workshop held the year previously. At this year's event the results of a study into the design of an Earth observation programme for the Philippines were presented by Peter Zeil from Spatial Services. DG DEVCO with ESA intend to fund a 10m€ development programme to realise the outcomes of this study. The ITT for this is expected late in 2020. Two hands-on workshops were given on data cubes (Peter Baumann, Rasdaman) and on real-world application development (Jürgen Weichselbaum, GeoVille).



Market Development

FIRE

EARSC is leading this project in response to a call from the European Commission to develop a strategic roadmap for the Earth Observation sector. The industry-led Forum for Innovation and Research in European Earth Observation (FIRE) project has now started its activities to shape the Research and Innovation Strategy for Earth Observation (EO) solutions in Europe. It will establish a user community across different sectors, starting with agriculture, energy, raw materials, infrastructure, marine, and urban spaces. A dedicated 'EO Evangelist' programme will promote the adoption of EO solutions in these sectors. Open dialogue with the demand side will guide the development, delivery, and uptake of EO services in Europe.



OCRE

The Open Clouds for Research Environments project (OCRE) project aims to provide the first end-to-end instance of organised, large-scale market pull for EO services in Europe. These services will be provided for free to EU researchers through the European Open Science Cloud. OCRE brings together cloud providers, Earth Observation (EO) organisations and the research and education community, through ready-to-use service agreements and €9.5 million in adoption funding. (ocre-project.eu)



Working with Partners

EARSC has many partners with which we work in Europe and around the world. We have signed MoU's with organisations in Japan (JSS), Australia (FrontierSI), Chile (Eurochile), India (AGI) and Africa (AARSE). FrontierSI and EuroChile are especially relevant for our soon-to-start project ConnectEO.

We are a Participating Organisation to GEO and work with the secretariat on many topics including the Capacity Development working group, the Data Providers group as well as GEOValue. We are strongly committed to helping build engagement between GEO and the European industry and organise relevant meetings alongside the GEO Plenary which is held each year (2019 in Canberra, 2020 in Port Elizabeth).

In Europe, we are members of Eurogi and work closely with Eurisy, NEREUS and ASD representing the upstream industry. We are a recognised business network and have built relationships with several clusters in Europe of which Pol Mer Bretagne is the foremost.

On Copernicus, we are working closely with Mercator Ocean to help our industry grow their business using Copernicus Marine Service products and we seek to do the same with the EEA and other Copernicus entrusted entities. The GSA is an important partner for the future given their new responsibilities under Copernicus. The outgoing Director Carlo Des Dorides met with the EARSC board in January. This is not to forget our key partnership with ESA which underpins much of our work.

Research to Business

PARSEC

PARSEC accelerator aims at supporting SMEs to develop EO-based services in Food, Energy, and Environment sectors. Launched in May 2019, it reached a wide community of 348 applicants from 36 countries with its first Open Call. Companies submitted their video as an application and contributed to a peer-to-peer evaluation to select 100 beneficiaries (#100PARSEC), 11 of which are EARSC members.

Due to the Covid situation, EARSC and PARSEC's partners converted the physical Bootcamp, launching the support services, to a digital one. From March, #100PARSEC started to interact in virtual rooms on the PARSEC matchmaking platform to form consortia and to apply for the Open Call 2. Through open webinars different stakeholders can reach the PARSEC community, in the first set of webinars #100PARSEC were introduced to ESA and Mundi. PARSEC Accelerator not only helps to develop EO-based solutions but also contributes to the increase of the visibility of EO assets to non-EO communities and potentials users i.a. through eoMALL and eoPAGES. (parsec-accelerator.eu)



EO4GEO



With new Earth Observation (EO) and Geoinformation (GI) data sources increasingly becoming available, evermore new skills for data collection, processing, analysis and use are required from the workforce. Training programmes should be grounded in real needs of the sector and its labour market. The EO4GEO project is focus on identifying the knowledge and skills required, and map their interconnectivity in specific frameworks, which can later be used for the definition of new curricula or job-oriented learning paths. (eo4geo.eu)

CopHub.AC

The EC funded project CopHub.AC provides ideas to maintain, strengthen and sustain the Copernicus network through establishing hubs as knowledge and innovation platforms. In line with research on organizational learning, the importance of knowing and valuing what others know and being able to gain access to this knowledge, core activities are centered around; facilitating accessible information, stimulating the sharing of expertise and bridging the gap between academia and industry where EARSC is particularly involved, fostering EO solutions to real-world problems. (cophub-ac.eu)



e-shape



e-shape

e-shape is the main project supporting the EuroGEO initiative. EARSC created an institutional mapping of key European and international stakeholders to increase the awareness of the e-shape pilots. This liaison has been complementary to the events and workshop creation to increase the pilots' user uptake. This action will provide our members to interact with potential multipliers actors.

EARSC updated the maturity indicators methodology developed in the GEO-Cradle project, prepared the new version of the eoWIKI, and the on-boarding process to be launched in June 2020. (e-shape.eu)

EXPANDEO & Awards Ceremony

On the 20th and 21st of June EARSC held the first edition of the annual EXPANDEO event, bringing together the Earth Observation market. In total, the event saw 160 attendees that either work in the EO industry, are institutional stakeholders or others who are affiliated with the Earth Observation Sector. At the main conference 19 speakers (all users) gave their perspective on what access to satellite products and services means for their organisation or industrial sector.

It was a special edition for EARSC since we celebrated our 30 years anniversary! We also had an extra 3 (total of 5) awards to present during our annual cocktail event!



Modernising Farming: Earth Observation to Support Crop Growth Cycle at Phi-week

During the Phi Week and particularly on 9th of September, EARSC organised a dedicated side event “Modernising Farming: Earth Observation to Support Crop Growth Cycle”. More than 50 EO scientists, service providers, young professionals, government representatives, and ESA officials participated. In this session, examples of business cases across the agri-food sector were presented that make use of Earth observation applications. It followed the precision farming cycle, from seed planting to data analysis, combining the points of view of users and EO service providers.



Geovalue Workshop

In the framework of SeBS, a major workshop was organised together with ESA, USGS and NOAA on the subject of Measuring the Value of Earth Observations. The workshop was hosted by ESRIN in Frascati under the general umbrella of GeoValue which is an informal group coming together to improve our understanding of the subject. GeoValue is now recognised as a Community Activity by the international Group on Earth Observations (GEO).

EARSC plays a core role in this group stemming from our work on SeBS and we are able to share our thinking and results with others in the group. As an activity this promotes EARSC strongly and raises our profile with the US agencies as well as within GEO and elsewhere (ie. OECD). The results from SeBS and from GEOValue are extremely important foundational tools for promoting the industry and developing a wider and deeper understanding of the market.

Australia-Europe Industry Showcase and Melbourne Cup

On 5th of November during the very first GEO Industry Track, EARSC co-organised with FrontierSI, an EU-AU networking event around the Melbourne Cup (‘the race that stops a nation’). In this successful event five EARSC members had the chance to showcase their capability in front of a global audience of 300 delegates. It was a unique networking, cultural exchange, and collaboration opportunity.



EARSC Secretariat

The EO industry is growing rapidly and so in order to address its needs, EARSC Secretariat is working hard to support this growth. We would like to take the opportunity to thank each of them for their commitment to our sector.

- Geoff Sawyer, Secretary General
- Monica Miguel-Lago, Executive Secretary
- Emmanuel Pajot, Senior Project Manager
- Natassa Antoniou, Project Officer
- Christopher Oligschläger, Analyst
- Marion Bouvet, Communication Officer
- Rory Donnelly, Business Manager
- Weronika Borejko, Project Officer
- Delphine Miramont, Policy Officer
- Francesca Piatto, Project Officer
- Javier Pedromingo, Intern
- Marian Caro, Intern



Future activities

Representing the members: EARSC will continue to link the European Institutions, Copernicus policy, GEO and ESA concerning the industrial policy of Earth Observation.

Dedicated efforts will be taken to maintain and launch activities aiming to support the EO industry due to the Covid-19.

Market development and internationalisation: EARSC will continue to help the industry access new international markets through trade missions and services and more involvement in GEO.

Showcasing the benefits of EO: Using the Industry Survey, the Sentinel Benefits Studies and a new eoWIKI, EARSC will promote the wide range of capabilities of the European EO industry.

Tools for promoting the industry: Thanks to a new eoPAGES and eoMALL, EARSC will continue to give visibility and bring opportunities to the EO European industry.

Research to business: Make use of EARSC involvement in projects such as EO4GEO, PARSEC, FIRE and e-shape to bridge the gap between academia and the private sector and develop synergies.

Exploitation Opportunities: Pursue the goal to offer sustainable support services based on e-shape, PARSEC and FIRE.

Market Development: Develop further links to international partners and to other commercial sectors.

Promotion of Services: Leverage the resources of e-shape and FIRE as well as links with many institutional bodies to promote new EO services.

GEO Industry Fast-Track: Continue to promote the engagement of industry with GEO to help internationalisation of European services.

Testimonials

“

Planetek Italia has been an early associate of EARSC, we benefit a lot from the insight on our Industry offered by the true European dimension of this Association, an opportunity to contribute, even for small company like us, to the Space value chain. EARSC membership provided us visibility but, even more important, a far reaching vision of the future of EO in Europe and worldwide.

Giovanni Sylos Labini, Planetek Italia

“

It is great to have this association to make our voice heard.

Juan Arevalo, Randbee Consultants

“

For young R&D companies operating out of Europe with business activities in the field of Earth Observation, like RSS-Hydro, EARSC offers great networking opportunities with other SMEs in Europe and also big companies. It also offers a variety of tools allowing businesses to increase their visibility and assists them with applications to various research programs.

Guy Schumann, RSS-Hydro

“

As the ESA Director for Earth Observation, I consider it very important to maintain a sustained dialogue with the industry and hence it is a great asset for us to have **EARSC as a single voice representing the European EO Services industry sector**. We have worked together now for many years and your support to us in representing the views of the industry is extremely helpful. In addition, your work on the industry statistics, on the benefits of EO technology and the links to other industrial sectors helps us develop our programmes.

Josef Aschbacher, Director Earth Observation of ESA

“

The Icon Group have found The EARSC services to be incredibly beneficial and encouraging of growth and development within the EO industry. I would highly recommend benefiting from the community structure and ethos they have worked so hard to create.

Emmet McHugh, The Icon Group

“

EARSC has been an extremely useful interface between industry and policy-making. In particular: I would like to thank you for the above and would urge you to continue the good work in the future.

Andreas Veispak, Head of Unit for Space Data of Copernicus DG GROW, European Commission

Our Members

