

EARSC

European Association
of Remote Sensing
Companies



Annual Report 2017 - 2018

EARSC FACT SHEET



22 NEW MEMBERS



3 EXHIBITION BOOTHS



9 INTERNATIONAL MISSIONS



6 B2B MEETINGS



35 COMPANIES JOINED THE MISSIONS



2 WEBINARS



40 BUSINESS OPPORTUNITIES CREATED DURING TRADE MISSIONS



3000+ EOMAG! READERS



3 INTERNATIONAL AGREEMENTS



20350 AVERAGE CLICKS PER MONTH ON THE EARSC PORTAL



31 SPEAKING OPPORTUNITIES/PRESENTATIONS



2800 TWITTER FOLLOWERS

The last 12 months have yet again proven to be pivotal for EARSC! In January 2017 our secretariat consisted of 3 employees each working from home. In March, we grew to 5 people working out of an office in Brussels and, as I write we are 6 and about to become 7. The office is already proving a constraint!



This growth comes about as a result of the increasing activity of EARSC in projects. Our business model has evolved away from being purely based on membership fees to a mixed model where projects are contributing nearly 80% of our revenues. But projects bring obligations which means changing our focus and management which has been the case over the last 12 months.

But this change of focus does not change the basic principle that we are a membership-based organisation. 100% our responsibility is to our members and all the project work we undertake must always reflect that principle. Further, we shall and do not compete with members and where we support one or more with an activity, it must have a dimension which helps the whole community. This is not always an easy equation to balance but we are always transparent in our operation and any member is welcome to question us on our actions.

Last year, we were awarded a project from EASME under COSME rules where we lead for the first time. IDEEO will develop a strategy for addressing export markets together with our partners Pôle Mer Bretagne and Cluster Lucano Bioeconomia. IDEEO is funded under the Clusters Go International programme which, happily for EARSC, also recognises business networks as we do not comply strictly to the definition of a cluster.



Chairman Report

Our commitment to growing effort towards internationalisation is strong. We have signed one agreement in 2017 and a further three in 2018 (see the section later in the report). We have organised trade missions to Japan, Chile, Bolivia and Australia and enabled visits for companies to India and to the GEO plenary in Washington.

Another key project for EARSC is that to provide showcase analyses demonstrating the value coming from using Sentinel data. It is the largest, single commitment which EARSC has been responsible for. Over the next four years, we shall deliver at least 20 cases, fully analysed, to show the economic and environmental benefits of using Copernicus Sentinel data.

Then one year ago we published the results of a study into the impact of on-line services on the sector. The MAEOS study led to us initiating the development of an on-line marketplace for EO services. Development has advanced and eoMALL will shortly be launched in time to support companies using DIAS and other platforms to produce services to be sold on-line.

In our core, over the year our membership has been growing and late in 2017 we passed 100 members for the first time ever. Interest in membership remains strong and we anticipate increasing this number through the course of 2018.

This has been my second year as Chairman of the Association and I am very pleased with the progress which has been made for which I congratulate and thank the EARSC secretariat. I also thank my fellow Directors for their ongoing commitment to the aims and activities of the Association. We continue to represent your interests and to ensure that the values of EARSC are respected and the “voice of the industry” is heard in as many quarters as possible.

A handwritten signature in blue ink that reads "Chetan Pradhan".

Chetan Pradhan
EARSC Chairman, May 2018



EARSC represents the Earth Observation (EO) geo-information services companies in Europe. Our members include both commercial operators of EO satellites and downstream, value-adding companies. The sector plays a key role in providing value-added geo-spatial information to its customers in Europe and the world. Our survey in 2016 showed that the sector employs about 8000 highly skilled persons and is generating revenues of over €1247m per annum.

EARSC Membership

EARSC has 100 members from more than 22 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 of geo-information Industry. EARSC is open to full and observer members which are active in the geo-information sector. Membership gives you the opportunity to add your voice to the issues that matter, influencing national policy and setting industry standards.

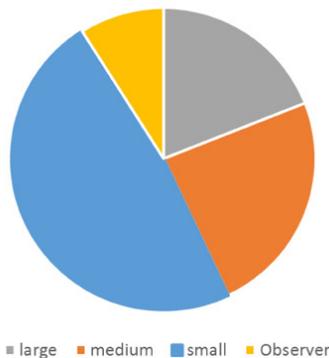
Full Members shall be:

- 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.

EARSC Membership



Profile	Employees in EO and geo-information	Yearly fees in 2017
Small, new companies formed in last five years	5 or less employees	1 st year €250/ 2 ^{ed} year €500 / 3 rd year €825
Small companies	Less than 10 employees	€825
Medium Companies	11-50 employees	€1.650
Large Companies	More than 51 employees	€2.750
Observers		€1.100

List of new members since January 2017

3deo	Exelis Visual Information Solutions UK Ltd	Rasdaman
Air & Space Evidence	Geosystems Hellas S.A.	Rezatec
ALPHA Consult	Geospatial Enabling Technologies	Sinergise
Ariespace	insar.sk	Specto Natura
Balam Ingeniería de Sistemas SL.	Intergraph Italia L.L.C. –	TAS
CloudFerro	Hexagon Geospatial Division	Telespazio Iberica
ConsultingWhere	Planetek Hellas	TerraSpatium
ESRI Europe		WASAT



Board of Directors

EARSC is run by a small secretariat based in Brussels. Oversight of the actions of the secretariat and the activities of the Association is provided by the EARSC Board of Directors (BoD) elected each year by the General Assembly. Overall governance of EARSC is supervised by a General Assembly comprising representatives of its members.

The board as elected during the AGM 2017 is:

Position	Name	Company
Chairman	Chetan Pradhan	CGI
Vice-Chairman	Giovanni Sylos Labini	Planetek Italia
Treasurer	Celestino Gomez	GMV
Director	Han Wensink	OceanSpaceConsult
Director	Christian Hoffmann	Geoville Group
Director	Nöel Parmentier	Independent
Director	Massimiliano Vitale	Planet Germany
Director	Kamen Iliev	TAKT IKI OOD
Director	Markus Probeck	GAF AG
Director	Andre Jadot	Eurosense Belgium
Director	Massimo Comparini	e-GEOS
Co-Opted Director	Pierre-Alain Bosc	Airbus
Expert Advisor	Francis Vanderhaeghen	Independent
Expert Advisor	Marcello Maranesi	Independent

In Memory of Emile Maes

(14th November 1937 to 1st September 2017)



Emile was a great supporter of EARSC being one of the few people still active in the sector who was at the original founding meeting held in ESA in 1989. He was well-known and highly-respected in the industry having been an early start-up in the sector when he founded Eurosense, from his garage, in 1964.

Emile became an honorary director of EARSC in 2014 in recognition of his long and sustained contribution to EARSC and to the sector. He remained active as much as he could and attended recent board meetings providing views where he could not manage to be present in person.

Financial Situation

EARSC continues to develop with 20% more revenues in 2017 than 2016. Both revenues from members and from projects are increasing but the 80% dependence on projects is maintained. Overall, the Association is in a sound financial situation.

Membership fees are increasing steadily as the membership increases but still fall well short of covering the core secretariat costs of the Association. Hence the mixed business model is necessary to maintain or increase in the current level of activity. EARSC will only participate in projects where they offer a dimension which supports the industry sector; we shall maintain our policy of transparency and that we shall not compete with members.

We are a non-profit Association and hence organise our activities so as not to make a profit. Our goal is to keep the “profit” or “loss” to under €10k each year.

All figures in €k	2016	2017
Income	520.8	618.3
Membership fees	104.8	128.6
Projects	413.8	468.8
Other Revenue	2.2	20.9
Expenses	528.6	618.3
Secretariat fees	234.9	309.7
Office and other costs	40.3	77.2
Project costs	250.0	224.7
Audit & accounting fees	3.4	2.3
Profit/Loss for the year	(8.1)	4.5
End of Year Reserves	133.0	137.5



The EARSC cocktail sponsored by Airbus and Specto Natura took place on July 4th in the evening in Science 14 Atrium. During the event, the winners of the EARSC EO Services Company Award and of the European EO Product Award 2017 were announced:



- [Planetek Italia](#) has been presented with the EARSC Company Achievement Award.
- ["Waste from space" by Air and Space Evidence](#) has been recognised as the EO product of the year which has been support the implementation of the Sustainable Development Goals (SDGs).

Company Achievement Award

The EARSC Company Award recognises significant achievement by a company in the field of EO services. The qualification criteria are broad and include the introduction of new products or services, entry into new markets or the business approach of the company. Any EO company can be nominated to this award. Nominations are first filtered by their peers (i.e. all EARSC members) before an independent jury, comprised of recognised experts, selects the final winner from the short list.

European EO product of the year

The EARSC competition “European EO product of the year” was created under the connectinGEO project from the EC and rewards a company that has developed the most innovative product integrating any source of open data. In 2017, the competition focused on the support to the implementation of the Sustainable Development goals.



Working Groups

EARSC Working Groups serve as networks in which current members can exchange information on a particular area of special interest and produce guidelines or position paper. EARSC has currently five Working Groups which are active: ESA Ministerial and Beyond, Internationalisation and Market Development, Copernicus Evolution, GEO/GEOSS and Open Source Initiative.

Examples of Working Group activities in 2017:

- Copernicus Evolution Working Group prepared a position paper which will be distributed to stakeholders (July 2017).
- Open Source Initiative (OSI) Working Group worked on 4-5 output documents in the context of the forthcoming common architecture work, and has also prepared a questionnaire to consult in more detail with the community on the topic of creating a common repository for geospatial data exploitation tools (July 2017).
- The Internationalisation Working Group published a position paper detailing issues affecting the internationalisation of the European EO industry and find solutions to help the industry export their services and products (November 2017).



EARSC Tools

eoMAG!

The number one quarterly newsletter of the European EO industry read by 3000+ readers.

eoPAGES

A brokerage platform to help potential customers find suppliers whilst service providers can promote their products.

EARSC Portal

It is the gateway to the information and knowledge for EARSC members and the broader EO scene, thanks to its two blogs:

EARSC Wiki: Providing members with exclusive news on policy, call, opportunities etc...

EARSC Blog: Bringing EARSC's personal opinion on events, policy, and EO news.

Website: www.earsc.org



EARSC page



[earsc/eopages](https://twitter.com/earsc/eopages)

MAEOS / eoMALL

The Marketplace Alliance for Earth Observation Services (MAEOS) initiative has been set-up in March 2017 with the goal to increase the demand for Earth Observation (EO) online services and to develop a better understanding of this new, currently small but high-growth market. Sixteen companies have signed the MAEOS charter; SMEs or large. The MAEOS working group prepares and oversees the activity to launch the web platform -eoMall- dedicated to the valorisation of EO online services.

A tender has been issued in August 2017 as a competitive dialogue to maximize the value of the final solution. Three selected consortiums have been invited to interact with the MAEOS working group during this first phase at the end of which, each company presented its prototype reviewed by the MAEOS working group, EARSC and ESA. The selected company will release a Beta version of eoMall in June, followed by three main releases every six months.

eoMall will have its own brand and will be supported by EARSC and ESA. Paying an annual dedicated fee, companies will be able to describe their EO online services on the eoMall web platform; receiving analytics to improve their understanding of this new market and to identify potential need. eoMall is currently promoted towards companies engaged in the EO online market and/or related initiatives (e.g. DIAS, TEPS, R&D platform). eoMall will use EARSC's network to develop new access to user communities, will promote services described in the platform at events and international user fora. You can already register to www.eomall.eu to be informed on news!

EARSC Booths



In 2016, EARSC had booths at two main conferences, for the first time in its history. In 2017 and in the beginning of 2018, EARSC has continued to stimulate interest in the Association and its members through booths at important events such as:

- The 2nd World Bank Geospatial Day in Washington DC, USA (2017).
- Geo Plenary in Washington DC, USA (2017).
- Balkan From Space Conference in Sofia, Bulgaria (2018).



Industry Survey



EARSC conducted its biennial industry survey to map the state and health of the companies providing EO services in Europe and Canada for the third time in 2016/2017. The executive summary with key figures was published early July 2017 and has been used by the European Commission as one pillar of the evaluation of Copernicus.

Overall, the responses show that the EO services industry is employing over 8000 highly skilled staff and generates revenues of around €1247m per annum.

This report and previous reports can be found at our website.

Copernicus Sentinel’s Benefits study (SeBS)

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

In the last few years, under a previous contract, EARSC has published three cases analysing the benefits arising from using Copernicus Sentinel data:

- Winter Navigation in the Baltic
- Forest Management in Sweden
- Infrastructure Monitoring in the Netherlands

The analyses are based on a methodology which traces the impact of the use of one EO product along a value-chain.

In 2018, we have published a 4th case study “ Farm Management Support in Denmark ”. This looks at a service provided by start-up Fieldsense in Denmark using Sentinel 2 data to offer precision farming products. We are always looking for new cases which must be «operational» i.e. in use by a customer organisation, use Sentinel data (essential), and open for detailed discussions and publication of results.

This case is also the first in the frame of the study “Assessing the detailed benefits derived from Copernicus Earth Observation data within selected value chains”, under an assignment from the European Space Agency, funded through the EU Copernicus programme.

All cases can be found on our website and a video showing the results is available as well.

Further cases will be analysed in the coming years.



NextGEOSS



The NextGEOSS project is creating a data hub that will demonstrate the potential of new advances in data harvesting and cloud computing. The first public release is scheduled for September 2018 and will present a pilot on agricultural monitoring. EARSC is contributing to bring private sector voice in the project, to enable the development and commercialization of EO services. EARSC has presented an extension of the EO taxonomy to partners and contributed to a survey aiming to map data user and data provider views on digital platform.

EO4GEO



EO4GEO promotes the new action launched by the European Commission “Blueprint for Sectoral Cooperation on Skills” to support the implementation into the economic sector of Earth Observation. The Blueprint is one of the ten actions identified in the New Skills Agenda, which is designed to improve the quality and relevance of skills to meet the need of a rapidly changing labour market. EARSC is leading the Sector Skills strategy.

GEO-Cradle



The GEO-Cradle project looks into EO Activities in the regions of North Africa, Middle East and Balkans and developing links with GEO. Within this project, EARSC is notably working on developing a methodology for the assessment and monitoring of EO maturity at national level. The aim of this approach is to establish an analytical tool that allows quantitative measurement of the current EO capabilities of a given country and their evolution over time.

IDEEO



IDEEO was funded under the COSME Cluster Go International action and will run over fifteen months from the 1st of January 2018. The consortium is coordinated by EARSC and composed of 2 sectorial clusters Pôle Mer Bretagne Atlantique (France) and Cluster Lucano di Bioeconomia (Italy). The NEREUS network is also involved as a partner for dissemination and contact with the regions.

The overarching objective of the IDEEO project is the creation of a new European partnership which will promote internationally the use of European Earth Observation capability in different sectors such as marine, agriculture, energy, etc.



On the 21st of February 2018, IDEEO was awarded the European Strategic Cluster Partnership Going International (ESCP-4i) from the European Commission alongside 22 other Clusters. With this label, IDEEO is committed to support the internationalisation of SMEs beyond Europe, and thereby contributes to the European Commission’s objectives to boost growth, jobs and investment in Europe.



Australia



In March 2018, EARSC organised a Trade Mission to Australia, traveling with seven European members. The mission helped businesses form partnerships focused around EO Services through an extensive program of networking events, briefings, introductions to EU remote sensing firms, investors and customers.

It was also the opportunity for EARSC and the Cooperative Research Centre for Spatial Information (CRCSI), to sign an MoU under the watchful eye of Elżbieta Bieńkowska, EU Commissioner for the Internal Market, Industry, Entrepreneurship and SMEs.

Chile



EARSC and four of its members participated to a mission in Santiago, Chile in September 2017. EARSC also attended the International Matchmaking Event with the support of Business beyond Borders, at FIDAE 2018, the leading aerospace, defence and security exhibition in Latin America and a prime business platform in the region. Last but not least, in May 2018 EARSC signed an MoU with the Eurochile Business Foundation. Thanks to this MoU, EARSC and Eurochile join forces to promote Earth Observation products and services within the framework of the Copernicus programme.

India



EARSC and the Association of Geospatial Industries (AGI) signed an MoU on 16 January 2018 to strengthen relationships between European and Indian companies during the Geospatial World Forum where EARSC also gave a presentation.

In March 2018, Director Markus Probeck represented EARSC in the EU-India space industry event in Bangalore, India.

Japan



EU-Japan Support Mission in the Space Sector took place in Tokyo and Hokkaido on 5-8 September 2017. The objective of this mission was to link the European and Japanese industries, for business collaboration and partnerships. The affluent primary sector in the region implies a vast potential of untapped areas which can benefit from space technologies. Four Members of EARSC made the trip.



Advocating European Policy

EARSC has been active towards the European Institutions in giving advice and promoting the views of the European industry. We have generated position papers on the following topics:

- **Copernicus Evolution** Fostering Growth in the Downstream sector which set out our vision for how a renewed commitment to Copernicus by the European Union can be used, through a stronger engagement with the private sector, as a motor to deliver more jobs and economic benefits.
- **Improving the Potential for Copernicus Services** which sets out industry views on how stronger co-operation between the EC, the Entrusted Entities which are responsible for delivering the Copernicus Services, and the European EO Services sector can help grow the market in Europe. The work also linked to a study for the European Commission which was led by PwC.
- **The Multi-Annual Financial Framework (MFF)** where we set out views on the budget volume and allocations for Copernicus over the period 2021 to 2027.
- **Corine Land Cover + Products** and how using open data can help deliver better results for Europe whilst in the longer term, aspiring to a pan-European coverage consistent with a fully implemented Inspire process.
- **Internationalisation** where we set out views on how Economic Diplomacy can be used as a tool to help the industry leading to a closer co-operation between the European External Action Service (EEAS) and the private sector can help develop export business for the space sector.

In addition to specific position papers, EARSC has provided inputs to policy makers¹ through participation in many meetings throughout the year; some of them linked to the position papers noted above. The most important/consequent meetings and policy topics have been:

- **Space policy** an on-going discussion on the future regulations linked to Copernicus and their position within an overall space policy. In particular advocacy for a platform for formal dialogue between the industry and the policy makers and a clarification of where public activity stops and private initiatives can take over.
- **GEOSS/EuroGEOSS** where EARSC participates to the European High-level working group organised by the EC DG RTD and which co-ordinates European activities towards GEOSS. EARSC goals are to maximise the participation of the private sector in GEO activities in support of public policies. GEO is also seeking to increase its engagement with the private sector and EARSC Director Massimo Comparini met with the GEO Executive Committee during the GEO Plenary in Washington to discuss this point. During the year, a co-ordination group was set up to oversee the establishment of a new initiative, EuroGEOSS, which aims to bring greater benefits from GEOSS participation to European policy makers.
- **ESA High Level Industry Forum** participation to the annual interaction between ESA DG and ESA directors to deliver views and messages specific to the EO downstream sector.
- **EU Presidency** during the 2nd half of 2017, EARSC worked with the Estonian presidency of the EU to further the industrial inputs into Copernicus and the preparations for the next MFF. This included presenting our views to the Space Working Party. In the first half of 2018, EARSC director Kamen Iliev has been instrumental in setting up 3 days of meeting in Sofia to consider how EO can be applied to problem-solving in the Balkan region. An EARSC workshop with regional ministers and agency heads was followed by an official Bulgarian Presidency event organised with ESA and the support of EARSC.

¹ European Commission, European Council, European Parliament, ESA, National Space Agencies and Government points of contact.



EARSC organised several meetings a year on specific topics, inviting all its members and selected guests to participate.

EARSC Workshop “Improving EO services industry involvement in EU space programmes”



EARSC in coordination with DG GROW and DG RTD, organised a full day-event on 26th April 2017 to discuss concrete ways to improve industry involvement in the exploitation of Copernicus Services and the delivery of GEO vision. The event attracted more than 80 people.

Session on EO Industry Contribution at the European GEO Workshop



EARSC organised a session on the Industry contribution to Sustainable Development Goals (SDGs) at the European GEO projects workshop (EGW2017) on 20th June 2017 in Helsinki. The workshop brought experts from the public and private sectors to underline the key priorities of GEO with regards to industry engagement and how to work in practice for the uptake of R&D projects.

EARSC Workshop “Demonstrating the Value of Earth Observations”



During the GEO Plenary in Washington, 23-27 October in Washington D.C, EARSC was the co-organiser along with NOAA, USGS and ESA of a 2 day workshop on “Demonstrating the Value of Earth Observations”. It brought together key experts from around the world to discuss different methods of assessing the value whether by economic means or by story-telling. Over the 2 days some 60 analysts discussed their approaches with a lot of insights emerging. Workshop results were documented in a strategic summary describing the methods and use of value chains to quantify the societal benefits of EOs and to identify types of information that can be routinely collected to support enhanced and recurrent impact assessments.

E-infra Workshop



In January 2018, EARSC hosted an info session with DG-Connect on procurement action of Earth Observation commercial services stemming from Copernicus DIAS platforms. A focus has been made on the call INFRAEOSC-01-2018 “Access to commercial services through the EOSC hub”. This call aims to facilitate the access for researchers to added value products or services developed using DIAS. It has been a unique opportunity to create links between EO Service providers, ICT sector and researchers.



Over the last years, EARSC has represented the industry on many platforms, a few of these being:



- Improving EO services industry involvement in EU space programmes workshop (26 April 2017, Brussels)
- 37th International Symposium on Remote Sensing of Environment (8-12 May 2017, Tshwane)
- 1st EU Environmental Research Infrastructures - Industry Joint Innovation partnering Forum (17-19 May 2017, Grenoble)
- Defence Satellites conference (23-25 May 2017, Rome)
- ELAN Network Members' meeting (13-15 June 2017, Bilbao)
- Space Policy for EU integration: 60th anniversary of the Rome Treaty (14-15 June 2017, Rome)
- NextGEOSS Meeting (14 June 2017, Geneva)
- 11th GEO European Projects Workshop (19-21 June 2017, Helsinki)
- Copernicus for coastal zone monitoring and management workshop (29 June 2017, Brussels)
- Smart Farming Conference (29 June 2017, Venlo)
- 39th GEO HLWG (5 July 2017, Brussels)
- Global Reference Grid Systems for Big Geospatial Data workshop (11-12 July 2017, Ispra)
- EU-Japan Support Mission in the Space Sector (5-8 September 2017, Tokyo, Hokkaido)
- TAIEX Multi-Country Workshops on Space Applications (7-12 September 2017, Chile, Bolivia)
- Economic Diplomacy meeting with EC and the ESA (14 September 2017, Brussels)
- Advisory Board of Landsense project (3 October 2017, Laxenburg)
- Meeting with the Council's Working Party on Space (6 October 2017, Brussels)
- Copernicus for Renewable Energy workshop (12 October 2017, Brussels)
- ESA High Level Forum with Industry (12 October 2017, Paris)
- GEO Plenary Week (23-27 October 2017, Washington DC)
- Demonstrating the Value of Earth Observations: Methods, Practical Applications, and Solutions workshop (23 October, Washington DC)
- Space week under the Estonian Presidency (7-10 November 2017, Tallinn)
- ICT Proposers Day (9-10 November 2017, Budapest)
- BDVA Summit (23 November 2017, Paris)
- World Bank Geospatial Day (6-8 December 2017, Washington DC)
- Eurisy Members Day (7 December 2017, Paris)
- Industry meeting on "Developing New Partnerships with Industry for Copernicus" (12 December 2017, Brussels)
- Multiannual Financial Framework 2021-2027: elements and critical issue for industries Workshop (15 December 2017, Rome)
- Geospatial World Forum 2018 (15-19 January 2018, Hyderabad)
- 10th European Space Policy Conference (23-24 January 2018, Brussels)
- Workshop "Creating bridges between EO Service providers and Researchers" (25 January 2018, Brussels)
- Copernicus for agriculture industry workshop (5 February 2018, Brussels)
- ECCP - Clusters Go International (ESCP-4i) partnering event (21 February 2018, Brussels)
- Space-based Services for Regional Strategies in the Digital Economy: Balkan and Black Sea Perspectives workshop (18-19 April 2018, Sofia)
- Trade Mission to Australia (5-9 March 2018, Brisbane, Canberra and Sydney)
- EU-India Space Industry Event (19 March 2018, Bangalore)
- Atlantic Newspace Summit 2018 (28-29 May, Lisbon)
- The Copernicus for Water Management workshop (29 May, Brussels)

EARSC Secretariat

After working at EARSC for three years Ariane Dubost, EARSC Project Manager, has left the Association to take on some new projects. We thank her for her hard work and wish her great success in her new position. She has been replaced by Marion Bouvet, EARSC Communication & Community Officer who joined EARSC in February 2018. EARSC Secretariat expansion didn't stop there as Christopher Oligschläger, EARSC Analyst, also joined the Association in March 2018. The EARSC Team will continue to expand in 2018.



Futures activities

EARSC priorities over the next 12 months remain strongly focused on its four pillars:

- **REPRESENTING THE MEMBERS:** EARSC will continue to link with the European Institutions, Copernicus policy, GEO, and ESA concerning the industrial policy and role in EO services development including a potential new programme of support activities. Special activities will be dedicated to helping micro and small companies have more visibility.
- **MARKET DEVELOPMENT AND INTERNATIONALISATION:** EARSC will continue to help the industry access new international markets through different MoU, trade missions and projects such as IDEEO.
- **SHOWCASING THE BENEFITS:** Using the Industry Survey and the Sentinels Benefits Study, EARSC will promote the wide range of capabilities of EO European industry.
- **TOOLS FOR PROMOTING THE INDUSTRY:** Thanks to the e-tools and eoMall, EARSC will continue to give visibility and bring opportunities to EO European industry.



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It was my best experience in this kind of activities and I thank you very much for giving us the opportunity to be part of it.

Gabriel Ch. Mavrellis, CEO of Geospatial Enabling Technologies, on the EARSC Trade Mission, to Australia

“

Eurochile is extremely pleased to formalize working relations with EARSC that opens up endless opportunities to work together, promoting the creation of new businesses in the field of space observation data within the framework of the Copernicus Programme.

Mr. Vicente Caruz, President of Eurochile

“

Joining EARSC has been instrumental in Rezatec gaining strategic insight into the fast developing earth observation data analytics sector in Europe and beyond. EARSC represents a great forum for SME voices to be heard in the Space Tech sector.

Patrick Newton, Chef Executive Officer, Rezatec

“

Missions such as these provide a fantastic opportunity to meet and build genuine collaborations, enhanced by mechanisms such as H2020 and facilitated by partnerships such as have been established via this MOU.

Stated Graeme Kernich – CEO of the CRCSI

“

EARSC has been instrumental to put forward the perspective of Europe's space industry into the Copernicus ecosystem and to foster growth of an international presence of the value-added sector. Both of these are key pillars for continued expansion of the EO sector.

Celestino Gómez, Treasurer of EARSC

OUR MEMBERS

