



EARSC

European Association
of Remote Sensing
Companies

**Annual
Report
2020/2021**

2020/2021 | Fact sheet

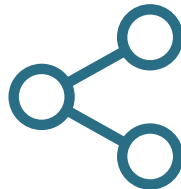
EO Network

Members



130

Organised Conferences / workshops



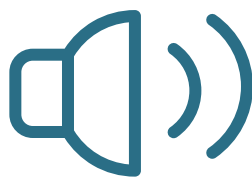
42

Successful EOcafes



21

Speaking opportunities & presentations



36

Exhibition booths



3

Milestones

- 47 guest speakers and 2800 registrations at EOcafe
- User needs gathered from 70 participants across the 6 FIRE sectors
- PARSEC Accelerator supported 137 companies in 2020/2021
- ConnectEO Expression of Interest launch gathering 30 SMEs interest in doing business in Australia and Chile
- e-shape injected Copernicus knowledge and practical examples showcasing the e-shape pilots' services supporting the legislative work of the European Committee of Regions

>12,000 visits
EARSC
website

5,120 Twitter
followers

>17,000 EARSC portal
clicks

2,030
LinkedIn
followers

Chairman's message

It gives me great pleasure to report on the activities of EARSC for the period April 2020 to March 2021. Despite the lockdown, which has affected all of us, the Association has continued to make significant achievements over the course of the year.

To start with, we were pleased to welcome Emmanuel Pajot as our new secretary-general in June 2020; he has done an admirable job settling in to the role and keeping all the activities of the Association running smoothly in these exceptionally challenging circumstances with all his team working remotely. At the same time our previous secretary-general Geoff Sawyer took up a new role as Strategic Advisor to the Board of the Association. On behalf of the board and all the members, I would like to extend our sincere thanks and gratitude to Geoff for his excellent management of the Association over a period of 10 years. We look forward to continuing to benefit from his experience and guidance in his new role.

The Association has continued to implement a diverse range of projects and activities in support of its members. The EARSC Secretariat, now composed of 12 full-time people working out of the Brussels office, has maintained relationships with key stakeholders and has continued to interact with key communities. Although the pandemic has impacted some activities such as representation at stakeholders' events and internationalization efforts, and it has not been possible to physically attend the usual array of meetings and workshops, most of the Association's tasks and project activities were successfully redesigned to take place remotely in order to achieve their goals.

Some of the key highlights of the year include:

Membership: The Association has grown to reach 130 members. Several new full members joined the Association via the trial membership scheme, which has been particularly beneficial for connecting with small companies and start-ups.

Market development: Due to travel restrictions, internationalisation activities were severely



curtailed; nevertheless, we continued to pursue the strategy initiated two years ago with the IDEEO project and kicked off a new ConnectEO project in September 2020. Members interested in developing business and partnership in Australia and Chile can apply for the Call for Participation to be launched in mid-June 2021. Through our project e-shape, EARSC intensified the promotion of European capabilities within European Commission DGs and GEO. The e-shape call to onboard new pilots attracted numerous applications, 76% of which were from private companies! This impressive number highlights the high interest of companies to benefit from the GEO ecosystem. Two EARSC members were amongst the five selected entities. A new call to be launched mid-June this year will provide the final opportunity to become a full e-shape partner and thereby to become an a H2020 beneficiary.

Stakeholder Engagement: EARSC has continued to build strong relationships with key stakeholders for our sector. We have engaged at senior levels within DG DEFIS, and built our relationships with the European Entrusted Entities for Copernicus, as well as with the newly formed EU Agency for the Space Programme or EUSPA. EARSC is recognized as an international community through its observer role at UNGGIM. Our relationship with ESA remains particularly strong, and many of you have participated in the dedicated EARSC-ESA workshop held in January 2021, where senior representatives

Chairman's message

of the EO directorate at ESA listened carefully to the concerns and needs of our sector. Josef Aschbacher, ESA's director of EO Programmes at the time, emphasised how ESA sees EARSC as an important long-term partner; we are delighted that Mr. Aschbacher was subsequently selected as the new Director-General of ESA, as his extensive knowledge and background in Earth Observation and Copernicus will serve our sector well.

Sector analytics: Following strong interest from external stakeholders and EARSC member companies, the industry survey has now become an annual exercise, giving more granular data on how the sector is progressing year on year. The industry survey report will therefore become an annual publication, with a condensed version published in alternate years with the extended one. The first condensed version was published during the summer of 2020, and the next extended report will be published in the summer of 2021. EARSC also performed a survey on the total EO services employment in Europe, extending beyond the sector and looking at EO departments in other sector companies and agencies.

Support tools: EARSC continued to maintain its portfolio of tools and portals for its members and the sector. A key achievement last year was the update of the eoWiki, making it more modern and

and better structured, and adding a new SDG segmentation. The new eoWiki thus provides easier access to a wealth of content about the sector, including success stories, best practices, technologies and more. EARSC members are more than welcome to promote their own solutions in the eoWiki as well. The eoMall and eoPages platforms are being used more and more, and EARSC is actively promoting these platforms amongst user communities.

Research to business: Building on previous achievements, in which EARSC gathered together a broad community of start-ups and strong interest from the EC and ESA, the beneficiaries of our PARSEC project – including six EARSC members – formed 15 consortia to get access to funds and training. EARSC members had the opportunity to join several workshops designed for PARSEC beneficiaries. Parallel to this, FIRE is our industry-led Forum for Innovation and Research in European Earth Observation, with the ambition to become the bridge between users and Earth Observation services and data. I do hope many of you will be joining our FIRE Forum and EXPANDEO events in June 2021 to learn more.



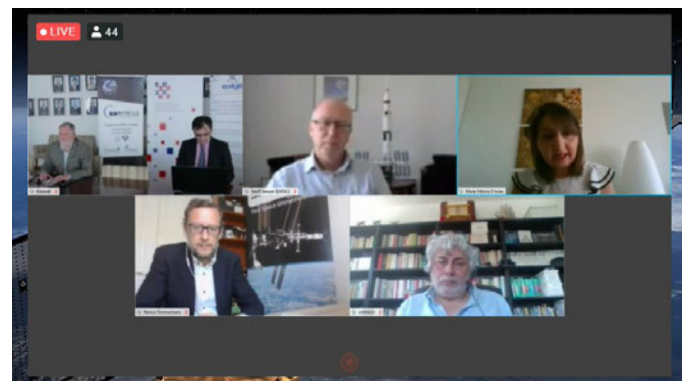
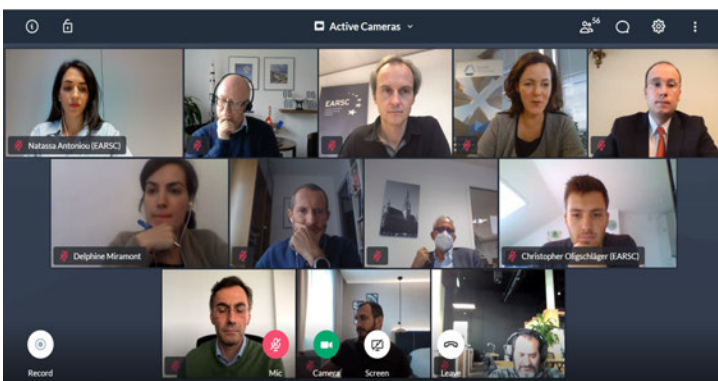
Speaking of EXPANDEO, I should note that we had extremely high ambitions for this event, to make it the “must attend” event of the year for our sector and all its stakeholders, but these have been seriously set back by the Covid crisis. We ended up having to cancel the event last year, and despite our hope that restrictions might have been lifted in time for a physical event this year, this has not materialised and we have only been able to organise an online event. We do of course have high hopes that we can return to a physical meeting next year where the whole community - suppliers and customers - can come together. Put a note in your diary for June 2022 and we very much hope to see all of you then. EXPANDEO will be your event and highlight of the year!

In concluding, I would like to note that my term as Chairman of the board of the Association comes to an end at the AGM in June 2021.

It has been both an honour and a privilege to serve the Association in this capacity since 2016 (and as vice-chair for the 6 years previous to that), and hope that I have helped to direct and steer the activities of the Association as it underwent a period of significant change and evolution. None of it would have been possible without the hard work and dedication of the Secretariat team and my fellow Directors of the association, to whom I extend my heartfelt thanks for your support over the years. Finally I would also like to thank all EARSC members for your continued 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 with their support and dedication, the future looks bright for all our members.

Chairman of EARSC,

Chetan Pradhan



About EARSC

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. These companies are global leaders in the provision of EO services and our members are at the forefront of this.

EARSC Membership

EARSC has **130 members** from **24 European countries and 1 non-European country**. For companies, the annual membership dues are a cost-effective way to stay informed, promote their companies, engage with political and institution representatives, have networking opportunities with other industry players and help to support the future of the 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	Less than 11 employees	6 months free
Small companies	Less than 11 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, we established the free trial membership scheme that enabled us to build better connections with the small companies. Trial members can get access to all of EARSC's resources for free for six months to evaluate the value to become an EARSC member. To your right, is the full list of trial members since April 2020 till March 2021.

Aerospacelab S.A.
 Bluebiloba srl Startup Innovativa Srl
 CONSORTIS
 eoanalytics
 IBISA
 OHB Hellas
 RSS-Hydro
 RSS - Remote Sensing Solutions GmbH
 Satim Monitoring Satelitarny LLC - SATIM Inc.
 Space4Good
 Termodron
 TFE Energy GmbH

Governance

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

Secretariat

The Executive Secretariat is composed of 12 full-time staff, which operates from March 2020 remotely. 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 2020/2021

Chairman	Chetan Pradhan	Earth-i
Vice-Chairman	Giovanni Sylos Labini	Planetek Italia
Treasurer	Celestino Gomes	GMV
Director	Pierre-Alain Bosc	Airbus
Director	Christian Hoffman	Geoville Group
Director	Kamen Illiev	TAKT IKI
Director	Andre Jadot	Eurosense
Director	Maciej Krzyzanowski	Cloudferro
Director	Agnieszka Lukaszczyk	Planet
Director	Markus Probeck	GAF
Director	Pascal Schichor	European Space Imaging
Director	Marc Tondriaux	Terranis
Expert Advisor	Marcello Maranesi	Independent
Expert Advisor	Geoff Sawyer	Independent

Financial Situation

EARSC continues to develop strongly with revenue stream from members and projects. We especially wish to see members revenues growing to balance the uncertain nature of projects and their natural life cycle. 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. Fortunately, most of our projects are covered by grants which provide a good, positive cash-flow.

In 2021 the office costs have decreased significantly with the Covid-19 pandemic and the Secretariat working remotely.

EARSC did not organize any physical events or workshops as initially planned.

As a result, we report a surplus this year.

All figures in €k	2020	2021
Income	929.8	912.9
Membership fees	146.5	147.3
Projects & grants	762.4	739.0
Other income	20.9	26.6
Expenses	937.0	888.1
Secretariat fees	621.6	662.4
Office and other costs	165.1	76.7
Projects costs	141.8	143.7
Audit & accounting fees	8.5	5.4
Surplus/deficit	(7.2)	25.1
End of year reserves	149.3	174.4

Policy

In April 2020, EARSC published a Position Paper about **Copernicus** and the future of Downstream services. This paper is the result of fruitful exchanges within the Copernicus Working Group, gathering thoughts and recommendations of the industry about the evolution of the Copernicus programme. In 2021 the work within the Copernicus Working Group is continuing with two papers which will be published in the upcoming weeks. The first one, the Industrial Paper will represent an updated version of the paper on the industry view of the future of the Copernicus programme. The second one, the DIAS paper, will focus on the industry views and expectations for the new DIAS governance and structure.

EARSC also published various articles in its "**policy blog**" on the EARSC website about the most relevant policy evolutions for the Earth Observation downstream services industry. It included developments about the EU Space programme 2021-2027, the role of Earth Observation data, the opportunities of the European Green Deal as well as Horizon Europe, the role of digitalization and the evolution of ESA with its Agenda 2025.

Finally, EARSC continued its dialogue with various stakeholders: the European Commission (DG DEFIS, DG MARE, DG ENVI and JRC), the European Parliament (ITRE, PECH and Transport committees), the Slovak Liaison Office for Research and Development and Copa-Cogeca.

Social Media

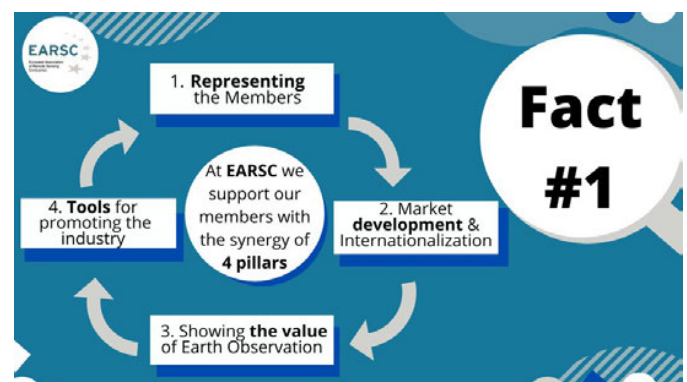


At the beginning of this year we organized several social media campaigns such as 'International Women's Day' and '5 Facts about EARSC' that gained a lot of attention among the members and the partners and strengthened our connections with them.



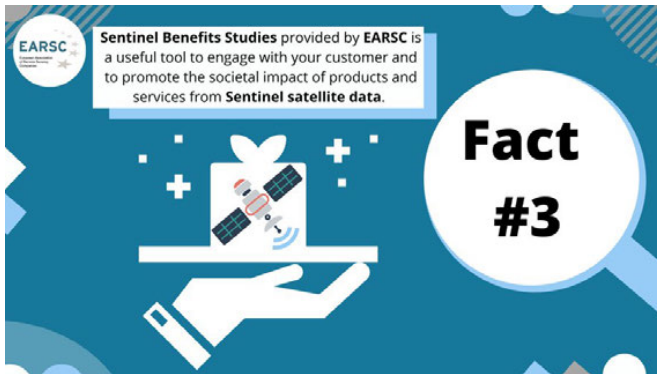
Twitter & LinkedIn

Similar to the last year, Twitter was the most noteworthy social media outlet for EARSC where we promoted our events, members, projects, and engaged with the EO community. However, this year our LinkedIn page started to gain more attention in comparison to the previous year. We have gained several hundreds new followers and successfully used this network for engaging with our members and the EO community.



YouTube

This year we started to actively develop our YouTube channel and this has been warmly welcomed by our members and by the EO community.



Statistics have shown that these kind of social media campaigns have proven to be successful and popular in the EO community and have raised the level of engagement with the members and the partners. These campaigns have helped EARSC to build better and stronger connections with our members, stakeholders and our partners.

This specific social media campaign "5 facts about EARSC" has aimed to explain with the help of infographics what values EARSC brings to our members.

Much positive feedback from the members and the stakeholders have been received regarding this social media campaign.



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 is a web-based technological showcase of European Data & Earth Observation Services 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 online 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 *i.e. 1 product = many customers.* (eomall.eu)



EARSC Surveys

In June 2020, EARSC published its annual industry survey, to assess the state and health of the Remote Sensing sector in Europe. This report covered the results coming from the 1st survey conducted at an interval of one year from the previous one. It showed a healthy and steady growth of 10% and 1.37b euros revenues for the European downstream services sector. In the first quarter of 2021, EARSC conducted two surveys (one is the EARSC annual industry survey and the other one is focused on start-ups) showing how the sector faced the pandemic crisis in 2020. The surveys will be published in the upcoming weeks. In March 2021 EARSC has also published its first Employment Survey in which the Total Employment in Europe in the Earth Observation Services Sector has been detailed. You can find previous reports at earsc.org.

SeBS

Through a series of economic impact studies, EARSC aims to analyse and showcase the **quantitative** and **qualitative** benefits that the Copernicus Sentinel data deliver to various (emerging) markets. These analyses are based on a methodology which traces the impact of the use of an EO product or service along a value-chain. These case studies explain the impact and benefits of Copernicus data in the following **6** dimensions:

- economic
- regulatory
- science & technology
- environmental
- entrepreneurship & innovation
- societal



Over the last year, we published the long cases “Grassland Monitoring in Estonia”, “Making Wine in France”, “Aquifer Management in Spain”, “Ground Motion Monitoring in Norway” as well as the short cases “Insurance & Risk Monitoring in Slovenia” and “Forest Monitoring in Portugal”. These and our previous case studies **help us to promote the benefits of EO and the Copernicus programme** in front of European institutional stakeholders as well as private sector organisations from a wide range of sectors and markets.

All case studies can be retrieved at www.earsc.org/sebs



Connections with communities

EARSC's [EOwiki](#) platform has been updated with new content, including a dedicated page for the **EOwiki** platform. The platform is a free, open-source, and user-friendly tool that allows users to create and share content related to Earth Observation. The platform is currently available in English and Spanish, and we plan to add more languages in the future. You can find more information about the platform on the [EOwiki](#) website.

We contributed to the final report of the Territorial Impact Assessment workshop on Climate Target organized by the Committee of the Regions where several references to EO to support the green transition have been included.

EARSC became an Observer member of the United Nations Committee of Experts on Global Geospatial Information Management (UN-GGIM). During the last year, EARSC disseminated United Nations Statistics Divisions' activities but also contributed with statements corresponding to diverse agenda items.

EARSC supported the activity of the GEO EO4SDGs initiative encouraging the vision to facilitate a shared understanding of how geo-information can help business sectors to support most effectively the achievement of the SDGs. During the last months, EARSC also contributed to the GEO Capacity Development working groups and presented best practices approaching user communities.

ConnectEO kicked-off in September 2020 and immediately had to modify the planning recognising the COVID-19 pandemic. The ConnectEO team, composed of EARSC and two clusters Pôles Mer Bretagne Atlantique (PMBA) and Corporación Tecnológica de Andalucía (CTA), had to postpone the Fact Finding missions in Chile and Australia planned in 2020. The Call for Expressions of Interest was launched in February 2021 to establish the ConnectEO Community. The Trade missions are scheduled for Q1 2022.

FIRE, the Industry-led Forum for Innovation and Research in European Earth Observation, has completed a key milestone in 2020 by concluding its first round of focus group discussions on user needs from six key sectors – agriculture, energy, raw materials, infrastructure, marine, and urban spaces. The identified challenges and needs will help in shaping Europe's Research and Innovation Strategy for Earth Observation.



Market Development

FIRE

The FIRE project achieved two key milestones this year. The first round of Focus Group Events (FGEs) was held at the end of 2020 to analyse the needs and challenges faced by users from six selected sectors - **agriculture, raw materials, wind energy, urban development, marine and infrastructure**. Through these discussions, more than 70 participants were able to learn about the state of play of EO solutions for their sector, enabling them to translate these into their respective environments and eventually influence the Research and Innovation Strategy for Earth Observation solutions in Europe. In conjunction, the EO Evangelist programme was launched to further promote the uptake of EO solutions across the selected sectors. The names of the Evangelists will be announced in the 1st FIRE Forum on the 16th June 2021, where they will present the results of the FIRE FGEs between the EO industry and the selected sectors (www.fire-forum.eu)



F I R E

OCRE

EARSC has been working closely with the OCRE EO team to finalise the Dynamic Procurement System (DPS) and the funding scenarios. It has been also interacting with service providers to better understand their expectations. On the 10th of September 2020, EARSC hosted a workshop with more than 100 participants where the dynamic purchasing system was introduced. The Secretariat has been also promoting the call for Earth Observation Funding for Research applications to many research institutes and multipliers from which six projects awarded digital services focused on Earth Observations. All the updates of the project can be found at www.ocre-project.eu.

OCRE

Working with Partners

EARSC signed MoUs with organisations in Japan (JSS), Australia (FrontierSI), Chile (Eurochile), India (AGI) and Africa (AARSE) and is developing business opportunities for members with them. In 2020 EARSC signed an MoU with POLE-AVENIA in France to identify where Earth Observation services could support the geothermal community to detect and monitor assets. 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.

In Europe, we are a member of Eurogi and work closely with Eurisy, NEREUS and ASD-Eurospace, EARSeL representing the upstream industry. We are a recognised business network and have built relationships with several clusters in Europe, such as Pôle Mer Bretagne Atlantique.

EARSC and GSA/EUSPA collaborated to support the use of Galileo and Copernicus data. EARSC offered GSA/EUSPA to interact with the PARSEC community and EARSC contributed to the EU Space Week. On Copernicus, we developed interactions with the European entrusted entities to help our industry grow their business using Copernicus Service products and we initiated meetings with ECMWF and EEA. In January 2021 we had the first closed meeting between ESA and the EARSC members to discuss challenges and opportunities.

Research to Business

PARSEC

PARSEC Accelerator in its support of the EO-based solutions for Food, Energy, and Environment sectors, developed strong connections with numerous stakeholders creating a vivid ecosystem. To select the best 15 teams - #15PARSEC - links with investors were created, such as EBAN and Industry Disruptors Game Changers. To evaluate the innovations also representatives of European Space Agency, Bluemorpho, and EIT Raw Materials were invited.



To provide the holistic support different players were invited to provide training to the beneficiaries – GSA, IP SME Helpdesks (EU, South-East Asia, China, Latin America), and several EARSC members who joined the programme as speakers and coaches. Finally, PARSEC connected with the end users of the targeted sectors and met with their representatives such as CropLife Europe, EDF, ICLEI, Instituto Valenciano de Investigaciones Agrarias, Ampere Energy, and many more. For a few more months PARSEC will continue creating the new sustainable connections. (www.parsec-accelerator.eu)

EO4GEO



This year the Sector Skills Strategy “In Action” was prepared to better reflect the Strategic Objectives of the sector. A more mature version of the ontology-based Body of Knowledge was publicly released, while the dynamic collaborative platform with associated tools (job-offer, occupational profile, annotation, matching, curriculum-design) is now publicly available. Training materials covering resources for educators/instructors were developed and case-based training actions were designed around several learning scenarios in the area of climate change, smart cities and integrated applications. Together with the review of the Sector Skills Strategy in Action, the ideas and actions to be taken as part of the Long Term Action Plan were further discussed and shaped. (www.eo4geo.eu)

CopHub.AC

CopHub.AC milestones have been accomplished consolidating and sustaining the Copernicus Academy Networks as a knowledge and innovation platform through the following tools: Knowledge Landscape - mapping the expertise of the network, Innovation Monitor - showcasing innovation strengths of members, Training catalogue - finding Copernicus training elements and #SuccessStories, Thematic Working Groups - collaborating in #CopernicusServices research, Citizen Application - investigating Copernicus on a local scale, Awards - rewarding partnership for #UserUptake and others. (www.cophub-ac.eu)



e-shape



e-shape develops European Earth Observation services with and for the users supporting research to business and innovation, contributing to the expansion of the EuroGEO initiative. EARSC has created main connections with the Space Climate Observatory, Committee of the Regions, EARSeL research communities, the launch of the first e-shape Call for EO-based Products 2020 with applications from 5 EARSC members, of which 2 have joined the e-shape consortium as partners (DHI GRAS, Planetek Italia). Cooperation with Eurogi engaging with private-user communities, EO4SDGs and EO4GEO projects, enable EARSC members to join the EuroGEO community and extend their EO services uptake and institutional liaison. EARSC members, Planetek and Deimos are taking a leading role under e-shape in assessing the maturity of EO activities at national level. (e-shape.eu)

Events

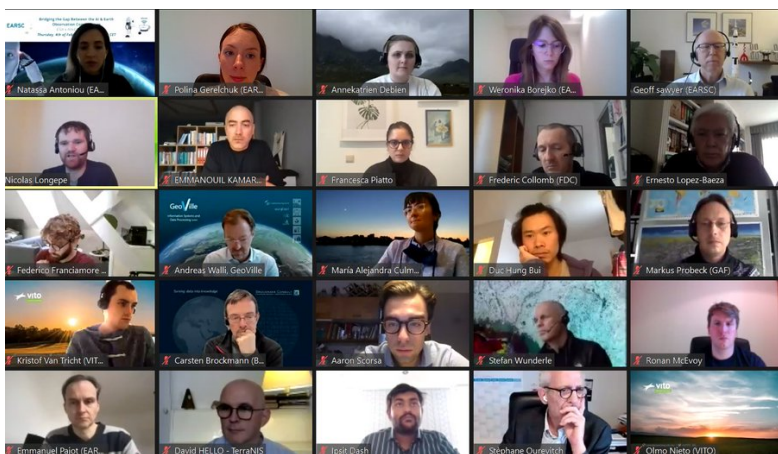
AGM 2020

On the 18th of June 2020, EARSC organised its Annual General Meeting, gathering Earth Observation industry members and key European stakeholders, namely Mr Massimiliano Salini (representing the European Parliament), Mr Josef Aschbacher (European Space Agency), Ms Paraskevi Papantoniou (European Commission, DG DEFIS), Mr Kai-Uwe Schrogl (German presidency of the European Council) and Mr Chetan Pradhan (Chairman of EARSC).

The online event gave a comprehensive overview of the future of the European Space programme to our members. The guest speakers expressed their views and concerns regarding the governance and the budget of the European Space programme in the context of the Covid-19 crisis.

EOcafe

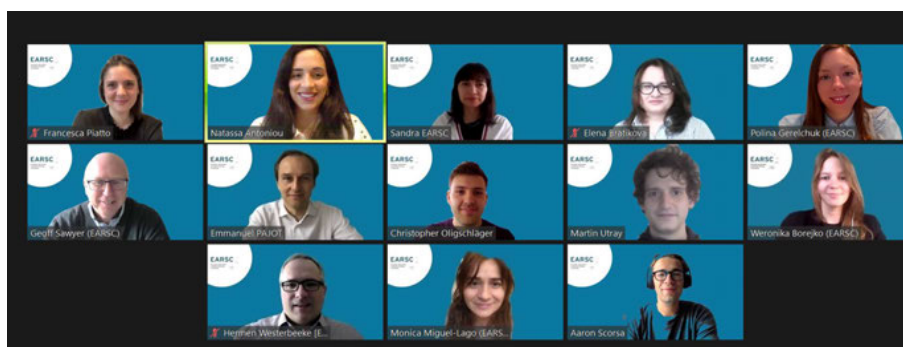
EOcafe - where the EO community meets - hosts a series of meetings that offer timely, relevant, and practical information on a broad variety of topics related to the EO sector. Every two weeks, EARSC provides the opportunity to discuss and network while enjoying a cup of coffee with friends. The first idea was to organize EOcafe live in our EARSC premises but then the pandemic started and it came natural to organize it online.



The first EOcafe was 'Copernicus and EuroGEO in the time of CoVid - What next?' and took place on the 16th of April 2020. Since then we organized 21 EOcafes with 47 guest speakers. In total we had 2,800 registrants. The topics varied from policy (EuroGEO, ESA, EUSPA, Germany Presidency), technology (gaming, AI4EO and AI4Copernicus), markets (Raw Materials, Agro-insurance, marine), skills (EO4GEO), gender balance (Women In Copernicus) etc. All the EOcafes can be found here: (www.youtube.com/channel/UCnT4YhAnp0YkdBjd8Yt3LDA/videos)

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.

- Emmanuel Pajot, Secretary General
- Monica Miguel-Lago, Senior Project Manager
- Natassa Antoniou, Project Officer
- Christopher Oligschläger, Analyst
- Elena Bratikova, Office Manager
- Marion Bouvet, Communication Officer (until February 2021)
- Polina Gerelchuk, Communication Officer
- Aaron Scorsa, Junior Policy Officer
- Rory Donnelly, Business Manager (until March 2021)
- Sandra Cabrera Alvarado, Project Officer
- Hermen Westerbeek, Business Manager
- Weronika Borejko, Project Officer
- Delphine Miramont, Policy Officer
- Francesca Piatto, Project Officer
- Geoff Sawyer, Strategic Adviser
- Martin Utray, Junior Project Officer
- Marian Caro, Intern (until July 2020)



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 in the recovery plan.

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 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.

Testimonials

“ For us at Space4Good, our experience as an EARSC member has been nothing but fruitful. From our invigorated abilities to engage with knowledge sharing, networking and outreach; gaining support and advice for business, funding and consortia; and particularly our experience with the PARSEC Accelerator, we have grown along with the community. The close connections we have forged with the team prove to be an asset to us and our diverse community and we look forward to the frontiers for EO we shall discover together in the next year.”

Jessica Immelman, Space4Good

“ EARSC provides young European startup like ours with an impressive platform to engage in the Earth Observation and remote sensing ecosystem. The team in EARSC is highly motivated and is dedicated to provide technical as well as business development support to startups such as networking opportunities, visibility, consultation etc.

Sagnik Bhattacharjee, ECOTEN Urban Comfort

“ EARSC is, since more than a decade the trusted partner of ESA to develop the Earth Observation sector. Its members are among the best companies world-wide. Without EARSC and its members, Europe's leadership in Earth Observation would not be possible.

Josef Aschbacher,
ESA Director General

“ VIA - Vital infrastructure arena benefits greatly from collaborating with EARSC. It has given us and our cluster members useful insights and new perspectives on the work of developing safe, smart and sustainable transport infrastructure.

Helen Roth, CEO, Vital infrastructure arena

“ EARSC gives SMOs a platform to link with the different stakeholders in the EO industry, which is urgently needed.

The different projects and virtual meetings allow to come actively in contact even in times of social distancing. We need such organizations to fill the gap between the industry and the end users.

Many thanks to the EARSC secretariat, who fulfill their tasks with passion and always with a helping hand.

Dietrich Heintz, Cropix

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As a research organization, VITO is an Observer member at EARSC for quite some time.

It's great to see how EARSC drives the European EO scene not only in between the members but also as a recognized interlocutor by the European Institutions and the European Space Agency.

Steven Krekels, Unit Manager, VITO Remote Sensing

“ Speaking with one voice with like minded companies is powerful and EARSC offers that opportunity. We can accomplish much more together than we can alone. EARSC is a great platform for remote sensing industry collaboration and having the voice of that industry heard.

Agnieszka Łukaszczyk, PhD
Senior Director - European Affairs, Planet

Our Members

