

# ESA Workshop on Space Industry

A Presentation to  
Greek Industry, Institutions and Service Providers

8-9 July, 2004

Stratos Vassilikos Hotel  
Athens, Greece



## ESA Workshop Agenda

Greece is in the midst of becoming an European Space Agency (ESA) Member State. This new status implies a potentially larger contribution of Greek companies and institutes in ESA programmes. In addition, these companies and institutes may eventually increase their involvement in other space markets.

In order to support Greece and ESA in defining the most appropriate industrial space policy for future space activities, an independent assessment of Greece's industrial and research capacities is being performed.

The purpose of this workshop, organized by ISARS/NOA\*, is first, to do an overall presentation on the current situation of the European Space Industry to the interested Greek industry and institutes: where and how to access it, which are the players, what are the trends.

Secondly, ESA, through Bertin Technologies\*\* and Euroconsult\*\*\*, will conduct a series of bilateral meetings with representatives from the companies and institutes present at the workshop, in order to establish a mapping of the Greek capabilities and potential and allow Greek actors to obtain specific advice.

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\***ISARS** (Institute for Space Applications and Remote Sensing) belongs to NOA (National Observatory of Athens) which is founded in 1842 and is the oldest scientific Institution of modern Greece. ISARS is the leading public research Institute of Greece in space science and engineering, with R&D activities in various related scientific areas, including space physics remote sensing and telecommunications.

\*\* **Bertin Technologies** is a leading consulting firm providing services for technology and of innovation management in the Space, defense and biotechnology sectors, for both industrial and institutional clients.

\*\*\***Euroconsult** is a worldwide reference for research and consulting services in the space sector, providing independent and impartial advice to government agencies, space companies, satellite operators and investors in their decision-making process.

### Thursday, 8th of July (1st DAY)

#### Plenary Session (morning)

**9:30** Welcome, **Takis Mathiopoulos (ISARS/NOA)**

**9: 35** Introduction, **Sergio Lopriore (ESA)**

**10: 15** Key Issues on Space Markets: Trends, Prospects and the Space Business Value Chain, **Steve Bochinger (Euroconsult)**

*The objective of this presentation is to give an overview of the commercial and institutional space markets at World and European levels; this presentation includes a look at the value- added chain, from the equipment supplier to the end- user.*

**10: 40** Benefiting from ESA programmes to build a sustainable space activity, **Steve Bochinger (Euroconsult)**

*Developing a space activity requires an understanding of the concerns of the key end- users, clients and suppliers and a demonstrated delivery capability. The objective of this presentation is to provide a road- map towards building a competitive and sustainable space activity, using ESA programmes as a key element in this process.*

**11: 10** Coffee Break

**11: 30** Mapping the European Space Industry in ESA Member States, **Jean-Pierre Patureau (Bertin Technologies)**

*A comprehensive mapping of the competencies and capabilities of over 170 suppliers and integrators in ESA Member States and Canada has recently been completed. The goal of this presentation is to provide the key highlights of this assessment study.*

**12: 30** Conclusions, **Sergio Lopriore (ESA)**

**14:00 - 19:00** Bilateral Meetings with the Greek delegates (afternoon)

ESA/ BERTIN/ EUROCONSULT

### Friday, 9th of July (2ND DAY)

**9:00 - 18:00** Bilateral Meetings with the Greek Industry  
ESA/ BERTIN/ EUROCONSULT