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SINEQUANET Support Priorities for SMEs : Ensuring Unique Added Value

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- › Baseline Study
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- › Outcome of the Requirements Definition Study
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Consortium

BIRD & BIRD

- › International law firm
- › Operates on the basis of an in-depth understanding of key industry sectors:
 - > aviation & aerospace,
 - > banking & financial services,
 - > communications,
 - > e-commerce,
 - > IT,
 - > life sciences,
 - > media and sport
- › Offices in in Beijing, Brussels, Düsseldorf, Frankfurt, The Hague, Hong Kong, London, Lyon, Madrid, Milan, Munich, Paris, Rome and Stockholm



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- › Engineering and innovation consultancy
- › A worldwide network through 17 countries and 4 continents
- › Quoted at the Paris Stock Exchange since 1995
- › Now 30% of the turnover out of France
- › Over 8000 employees around the world
- › 27% growth in First-Half 2006 Revenue
- › 14% organic growth
- › 26% growth in International Operations

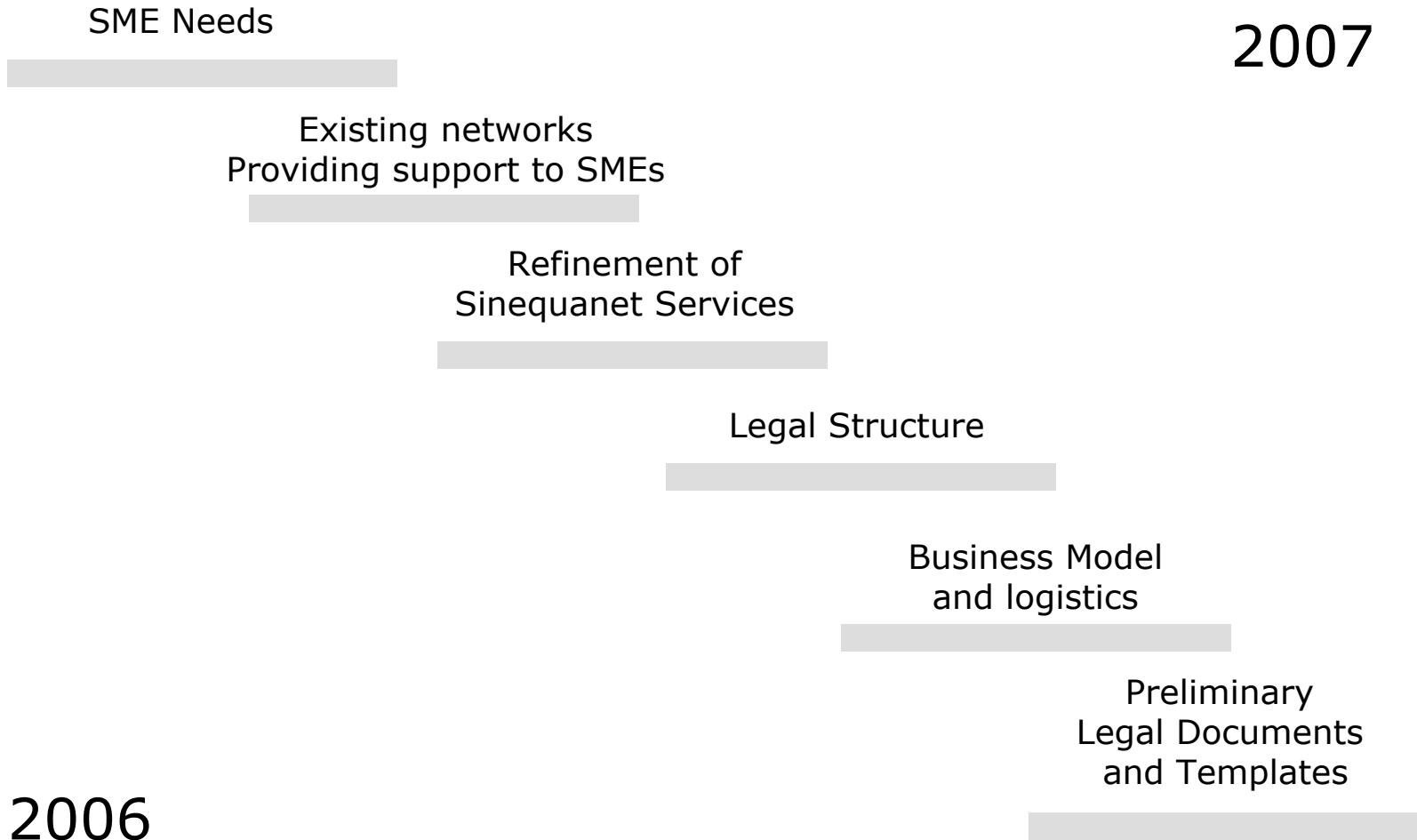


› Purpose

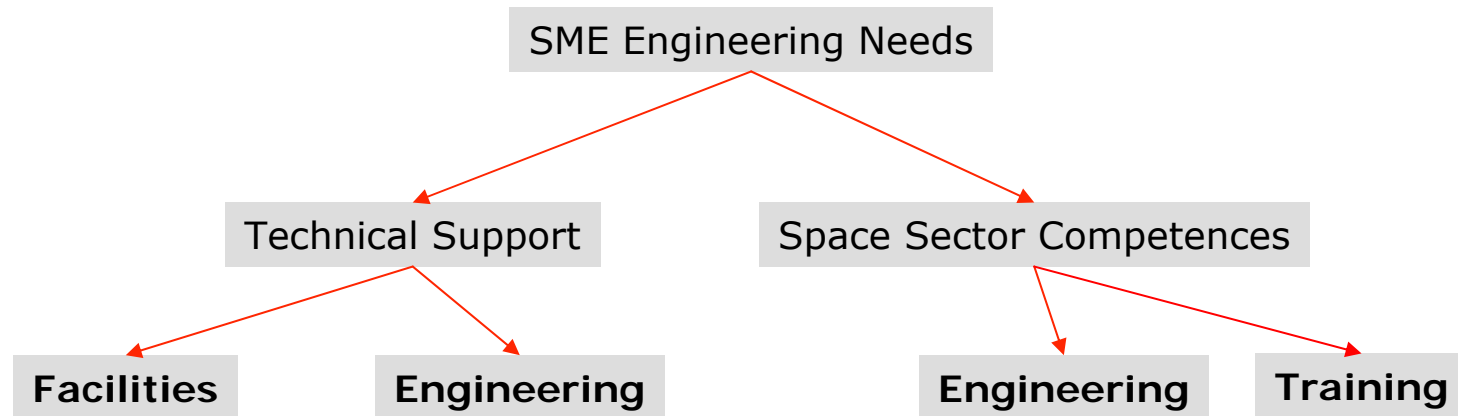
- > To investigate options and determine appropriate trade-offs:
between SMEs and service and facility providers.
- > The optimum solution will be based on a business model and linked to an appropriate legal structure.

› Timeframe

- > July 2006 – September 2007



Requirements definition study: Needs for support in space project management





WP3.1 Refinement of SINEQUANET Role

Objective of WP 3.1

To optimise the type of services to be given by SINEQUANET and avoid any duplication with services given by other existing networks



- › The organisations selected:
 - > Existing Institutional Networks supporting SMEs, with an emphasis on space support and technology support, and
 - > Engineering support organisations.

- › They provide services of the types:
 - > engineering support
 - > business support

- › These organisations have different level of concern regarding reimbursement
 - > Satisfying private companies
 - > Satisfying public funding agencies

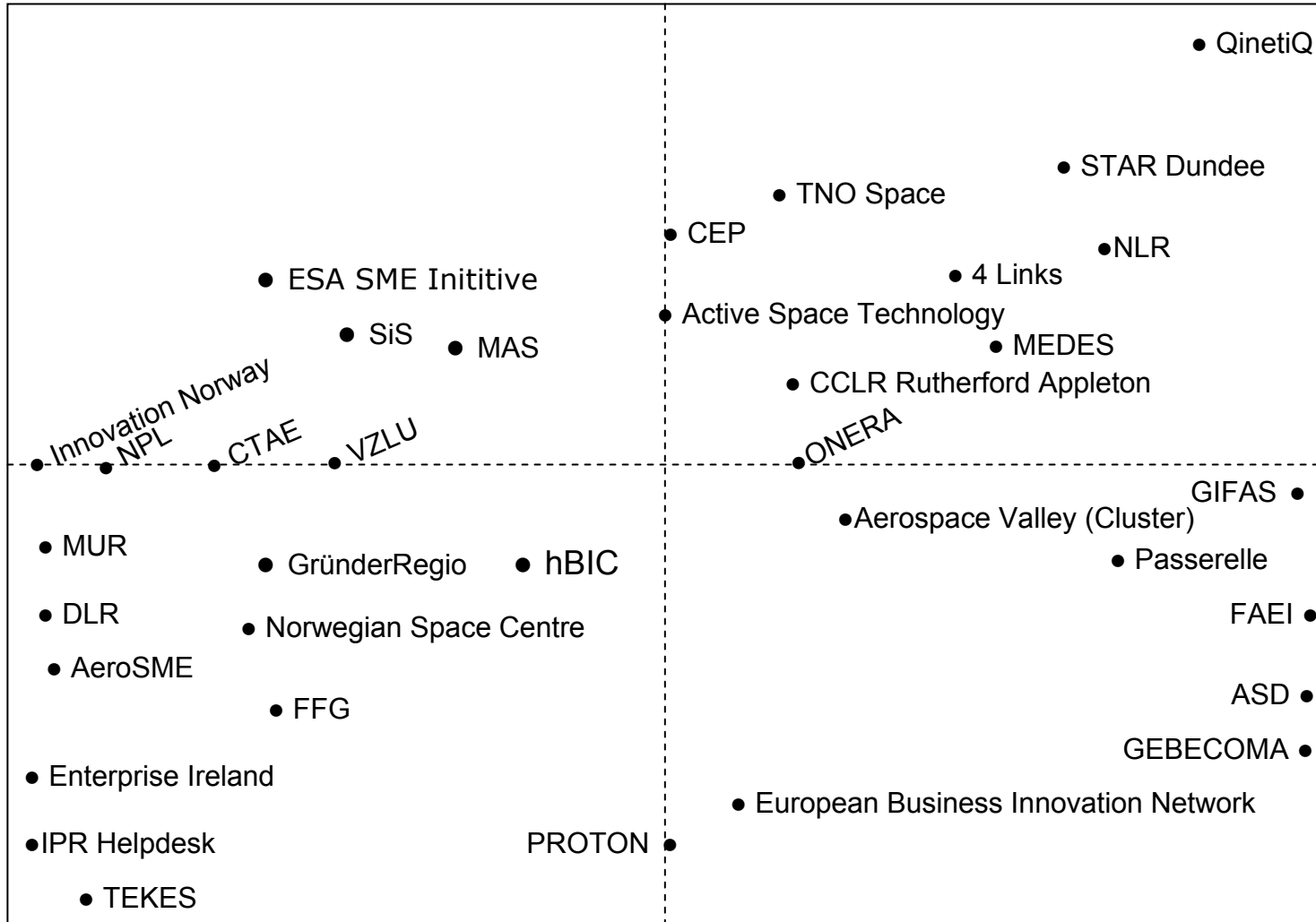


Active Networks and Service Providers Market segmentation

Engineering Support

*Public
Funding
Concern*

*Private
Receiver
Concern*



Business Support



- › Services for SMEs :
 - > Existing Institutional Networks support SMEs, but have not a space specialisation, and
 - > Engineering support organisations do not actively seek SME clients.

- › Organisations offering engineering services usually do so on a commercial basis and do not support SMEs to secure revenues

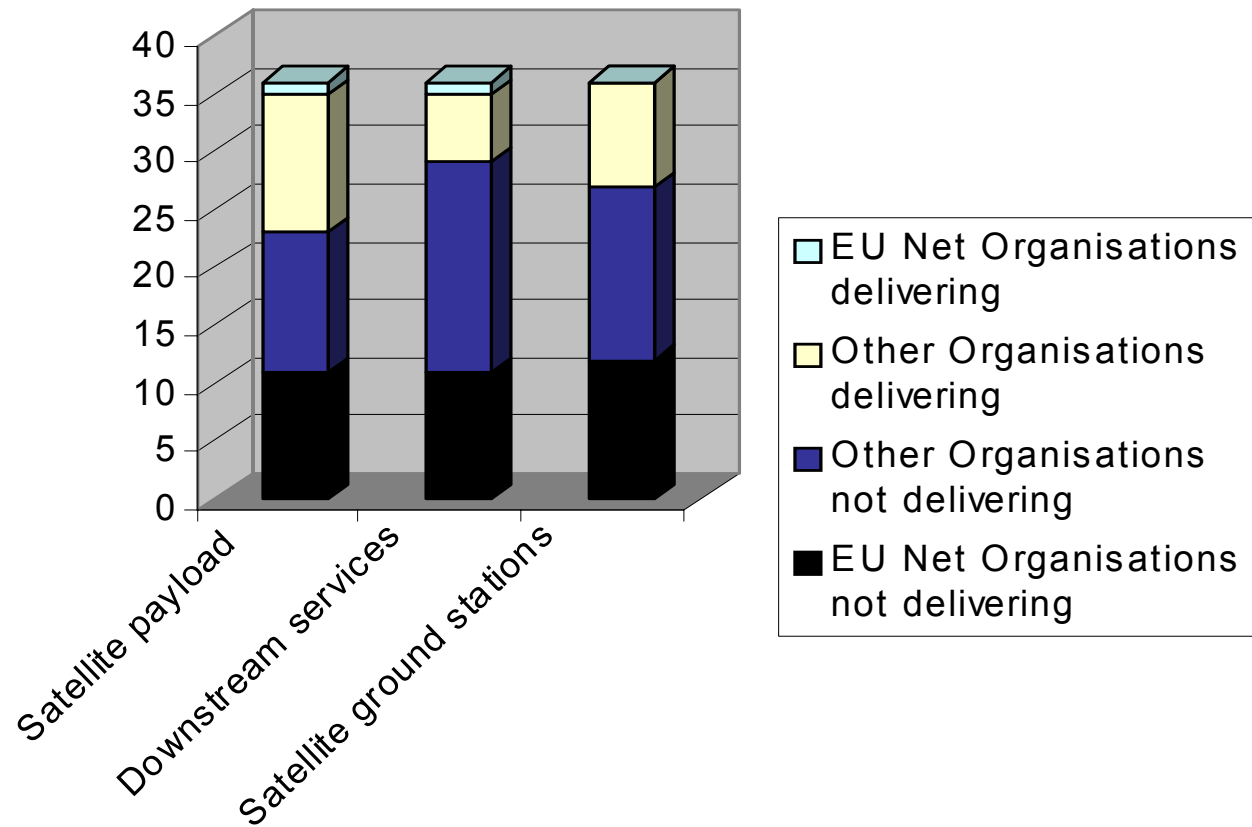
- › European SME support organisations assist SMEs to secure research budgets and deliver technology audits, etc. but they provide no engineering nor technological support

- › There is no space engineering support network for SMEs in Europe



Active Networks and Service Providers Market sectors

No European network organisation identified which provide engineering and technical support in: satellite payload, downstream services and satellite ground stations.

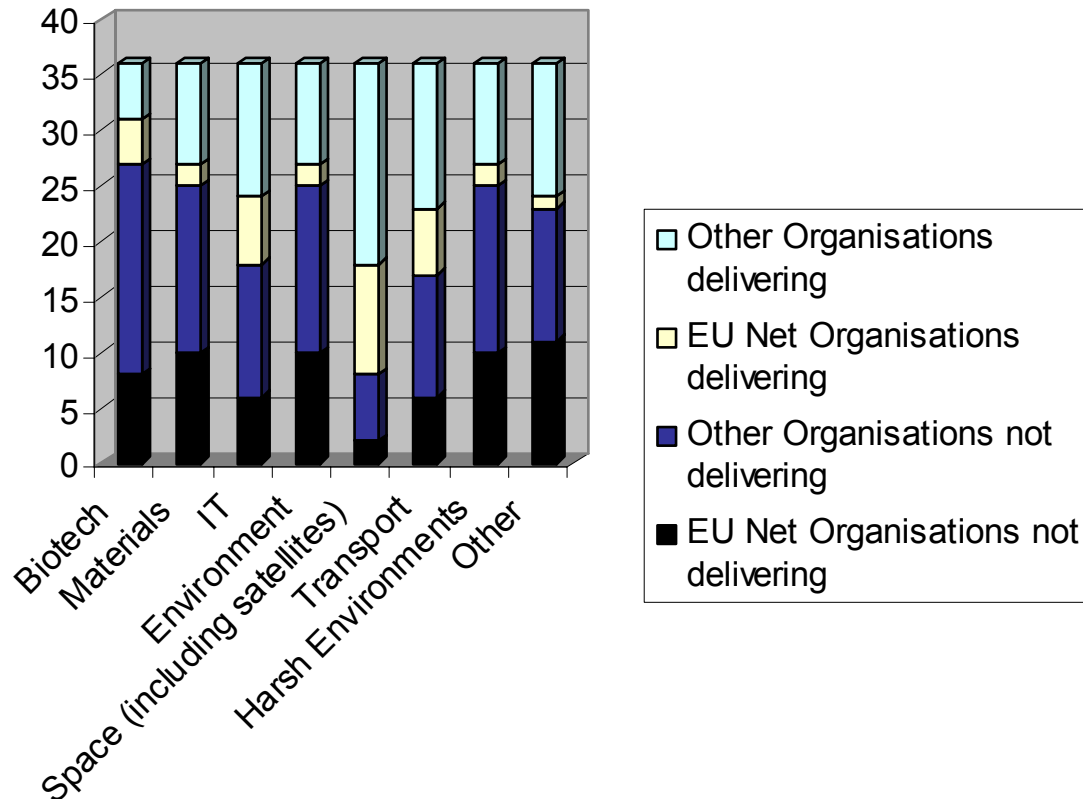




Active Networks and Service Providers Technology areas

Organisations offering engineering and technical support may have a specific technology as their focus, but:

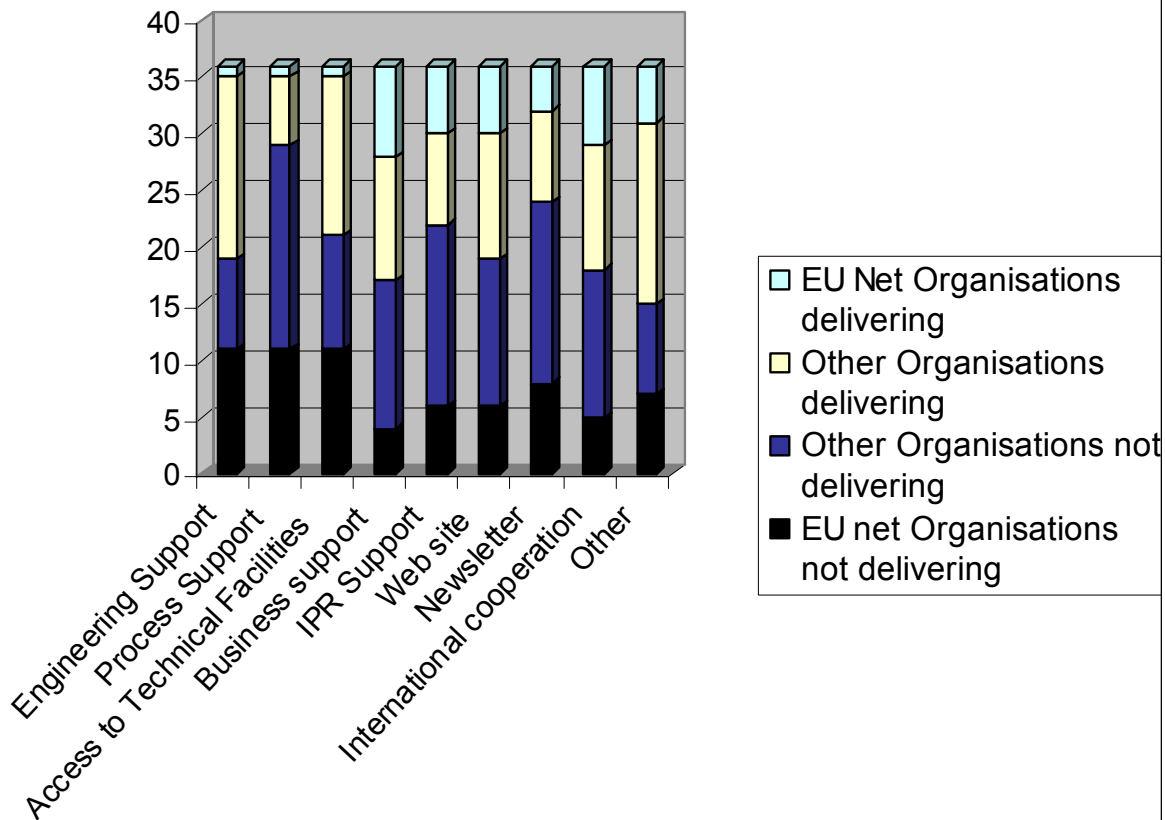
- they have resource constraints and
- SMEs as client have special attributes.





Both European networks and technical engineering support organisations highlighted the **specificities of serving SMEs, (first contacts, re-orienting and filtering, validating technical competence, payment difficulties, etc.)**

Signposting to an alternative source of support, both financial and technical, was deemed necessary for SMEs.





Access to clean rooms, vibration chambers, thermal test facilities, molecular spectroscopy, calibration, acoustic rooms etc.

- › 16 out of 36 networks interviewed provide access to technical facilities
- › State agencies, state research institutes and business incubators play an important role
- › Access to technical facilities is usually not arranged at a European level and at best at a national level
- › At best access to technical facilities is called assembly, integration & verification and is part of a broader range of services



Role of SINEQUANET

Added value

Studies	Market Actors	Service Requirements to target SMEs
Refinement of SINEQUANET Service Requirements (D44)	Service Providers	<ul style="list-style-type: none"><li data-bbox="902 494 1549 686">} Set up of a European service tailored to Space SMEs, that SMEs understand<li data-bbox="902 708 1549 858">} Reinforce information on technology standards & funding sources for SMEs<li data-bbox="902 879 1582 965">} Assure space readiness of SME to select the best



SINEQUANET - Technical Demands and Offers (1/2)

Category of service	Current status of offer	Problems in satisfying the demand	Possible improvements
Hands-on support	Partially covered by: Commercial entities. Some thematic network/ cluster	Confirmed access to supply. Cost. A restricted focus (geographic, strategic technology).	Availability guarantees. Support for costs.
Facilities	Abundant. Portal on some facilities.	Time consuming for SMEs to identify appropriate facility.	Portal on all space facilities.
Certification/ Auditing	Partially covered (PRI, ASD)	Knowledge gap. Complexity/speciality of space.	ECSS accreditation.
Advice	Partially covered by: EC funded networks; National labs & agencies; ESA; & Commercial entities.	Not known to SMEs. Absence of continuity. Poor reactivity. A regional or national focus. Conflicts of interest. Finite resources. Cost.	Communication. Continuity. Manned response. Link needs to supply.
Training	Partially covered by: ESA; Commercial entities.	Visibility of training poor. Opportunity cost of personnel off- site for training.	Increase visibility of training. Increase frequency of training. Extend subjects.



SINEQUANET – Cooperation Demands and Offers (2/2)

Category of service	Current status of offer	Problems	Possible improvement
Networking	Partially covered by: ESA ISD's ESA EMITS system EC RTD networks	Known to a few. Joining the “clubs”. Expensive for SMEs.	Communication. More space-community meetings.
Financing	Some support is available: regional and national agencies..	SMEs poorly informed. Time consuming. Overhead of administration. Poor funding makes SMEs un-attractive.	Facilitate a link between SMEs seeking support and sources of funding to pay for technical support.
General support	Divers support but no European level technical support.	Fragmented therefore time-consuming. Credibility of SMEs as clients.	A “No Wrong Door” service. Up-skill SMEs. Create a space-ready branding.



Role of SINEQUANET

Cooperation possibilities (1/2)

Synergy with existing services

SME Engineering Needs

Technical Support

Space Sector Competences

Facilities

Engineering

Engineering

Training

Cover Service Costs

Sponsor

- > Income
- > Grants
- > R&D grants
- > Deferred costs
- >



Role of SINEQUANET Cooperation possibilities (2/2)

