



Creative Industries



Agriculture



Energy



Space



Mobility



Logistics

## Ready to Go International and Softland in New Markets?



### If your company is an innovative European SME...

- Either a space technology provider or application developer targeting mobility, energy, logistics, creative industries or agriculture markets
- or working in one of the above market sectors and looking to develop a service using space-based technologies or data.

### If your ambition is to ...

- Develop business activity in either Canada, UAE, Colombia, Chile or China
- Identify opportunities and how to do business in your chosen markets
- Find the right customers and partners
- Develop sustainable collaborations and business deals, improve international skills and create an export strategy.

### If you demonstrate ...

- A strong business case that is scalable
- Quantifiable market traction
- A potential to go international

**Then get onboard the SPACE2IDGO programme!**

**SPACE2IDGO** is a fast-track internationalisation programme to boost European SMEs' access beyond Europe. SPACE2IDGO is co-funded by the European H2020 COSME programme.

The purpose of this call is to select SMEs to take part in the SPACE2IDGO acceleration programme to access new markets in Canada, UAE, Colombia, Chile and China.

### Who is backing SPACE2IDGO?

Bringing together world-class expertise in space activities and high performance in 5 ground businesses (Mobility – Energy – Logistics, Creative Industries and Agriculture), the partnership is made up of 8 European clusters coming from 5 European countries: *Aerospace Valley (FR)*, *si-Cluster and gi-Cluster (GR)*, *Skywin Wallonia (BE)*, *Logistics in Wallonia (BE)*, *TeRN (IT)*, *Madrid Aerospace Cluster (ES)* and *ALSIA (IT)*.



The partnership is supported by the PwC's Accelerator, the PwC global network dedicated to acceleration of SMEs and a proven method built upon experience with startups and innovation ecosystems.

## Paving the way

We provide a full preparatory service to assess your maturity, understand your needs, and strengthen your export skills, give you access to valuable market insight and help you prepare to do business in your selected country:

- 360° diagnosis assessment
- Kick off meeting to define your internationalisation needs
- Export strategy and international awareness training workshops
- Dedicated target country workshop and material
- 2-5 hours of specialised consultancy services (including kick off meeting and debrief meeting).

## Going international

We organise tailored matchmaking missions in the target countries to build valuable relationships with your relevant partners in new markets. The aim of these missions is to sign business agreements and foster commercial deals, promote collaboration and joint project development with host country counterparts:

- Participation in up to 2 target country missions, tailored to your market needs and interests
- Identification of key local contacts, including a direct set up with at least 2 key business connections
- Logistical support and reimbursement of plane fare costs up to 800 euros per SME

## Follow-up services

We provide tailored expertise to help establish a long-term plan of sustainable growth:

- Field mission follow-up, including support to turn discussions into business agreements and legal support
- Maturity assessment and 360° diagnosis at the end of the program to identify success factors and future development prospects for your business

## Launch in New Markets!



## Calendar

Canada: Fall 2018  
UAE: Spring 2019  
Colombia: Spring 2019  
Chile: Summer 2019  
China: Fall 2019

## How can I apply?

Beneficiary SMEs will be selected according to the call for applicants. Interested SMEs must submit their online application by 28th September, 2018 here:

[https://  
boosternova.typeform.com/  
to/RKOnh2](https://boosternova.typeform.com/to/RKOnh2)

For all enquiries, please send your questions to:

[space2id@corallia.org](mailto:space2id@corallia.org)

To get on board the SPACE2IDGO programme, the selected SME shall pay an access fee of €3.700 in 2 instalments.

## Find more details on:

Webpage ([https://  
www.clustercollaboration.eu/  
/escp-profiles/space2idgo](https://www.clustercollaboration.eu/escp-profiles/space2idgo))

Social media (Twitter,  
LinkedIn)

#space2idgo

**PwC Subject Matter Experts**



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**Cluster Experts**  
**Target Countries**  
**Mission Leaders**



Eugenio Fontán  
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