Getting access to Copernicus data, tools and financing

Copernicus for Entrepreneurs and Developers

Copernicus
Europe's eyes on Earth

Copernicus EU
Copernicus EU
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www.copernicus.eu

Space

COPERNICUS IN BRIEF

- **Copernicus, a flagship programme** of the European Union:
  - Monitors **the Earth,** its environment and ecosystems
  - Prepares for **crises, security risks** and **natural or man-made disasters**
  - Contributes to the **EU's role as a global soft power**
- Adopts a **full, free and open data policy**
- Is a tool for **economic development** and a driver for the **digital economy**

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Opportunities

European Commission

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Opportunities for developers and startups

- Competitions
  - ESA Space App Camp
  - Copernicus Masters
  - Copernicus Accelerator
  - Copernicus Hackathons
  - Act In Space
  - Local competitions
- Benefits:
  - Feedback from experts
  - Networking
  - Visibility and marketing
  - Showcase to investors and industry

Copernicus Masters

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The leading innovation platform for commercial Earth observation applications that awards prizes to innovative solutions for business and society.

900
Completed ideas since 2011

> 1.000
Registered participants

> EUR 1.5 Mio
Prize pool

> 50
Countries worldwide

> 200
International experts

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Copernicus Accelerator 2017

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50
Startups as mentees

40
High-level specialists as mentors

2
Prestigious on-site bootcamps

€ 250K
Additional prize pool to the Copernicus Masters

Never before seen **9-month-long coaching service**

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Copernicus Hackathons

- The Commission will finance 20 Copernicus hackathons every year in Europe, with up to 20,000 euros per hackathons

- The objective is to stimulate the generation of new Copernicus applications, while reinforcing the Copernicus ecosystem at local level.
- Each organizer is free to choose the thematic area of the hackathon (e.g. agriculture, sustainable development, forestry, raw material…).
- The Commission finances 85% of the costs, up to 20,000 euros

- The winner of the hackathon is given a ticket to the Copernicus Accelerator

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Financing

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DIFFERENT COMPANIES, DIFFERENT NEEDS

- Different sizes
- Different activities
- Different phases of development

EU recommendation 2003/361

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A WIDE VARIETY OF PUBLIC AND PRIVATE FUNDING OPPORTUNITIES

- Funding instruments developed by EU institutions **tailored to start-ups and scale-ups**
- Private funding instruments **available on the capital market**
- Action lines sometimes **explicitly related to Copernicus or Space-based applications**
- **Not domain-specific** in most cases and usable for EO downstream applications

Credits: ESA / P.Carril & J. Huart

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THE RISK IS TO GET LOST IN THE "JUNGLE" OF POSSIBILITIES

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THERE ARE 3 MAIN GROUPS OF INSTRUMENTS

- **Grants**:
  - Non-repayable funds disbursed by a (public) entity to fund one or several beneficiaries for the execution of a “project”.
  - Awarding based on the evaluation of technical and financial proposals submitted by applicants.
  - Monitoring based on pre-established reporting procedures.
- **Equity**:
  - Capital provided in exchange for a share of equity in the company.
  - Capital provided with the expectation that the company will be profitable, and the equity will thus be returned for a greatly increased amount of capital.
  - Equity received following a successful pitch to potential investors.
- **Debt financing**:
  - The borrowing of capital to use within a company, without loss of equity.
  - Repayments on the borrowed capital paid at a fixed rate over a set time period.
  - Capital loaned after a financial review of the company, its assets and future potential.

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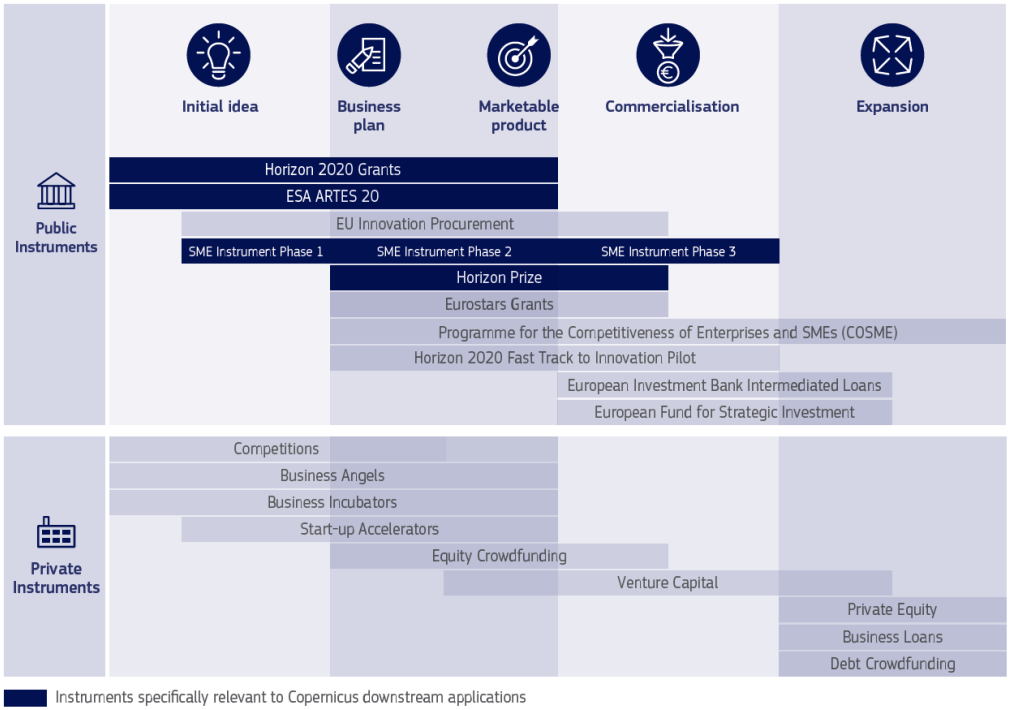
IN SHORT: THERE IS SOMETHING FOR EVERYONE BUT GUIDANCE IS NEEDED

Selecting the most relevant instruments depends on several criteria:

- Type of funding needed
- Development stage of a product/company
- Need for partnering
- Need for additional support



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Useful links

- www.copernicus.eu/access-to-finance
- EU Access to finance platform: http://europa.eu/youreurope/business/funding-grants/access-to-finance/index_en.htm
- H2020 Research and Innovation participant portal: https://ec.europa.eu/research/participants/portal
- H2020 National Contact Points: https://ec.europa.eu/research/participants/portal/desktop/en/support/national_contact_points.html
- Enterprise Europe Network (EEN): http://een.ec.europa.eu
- Your Europe Business: http://europa.eu/youreurope/business

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Data and tools

ACCESS TO TOOLS

- SNAP – Sentinel Application Platform
  - Sentinel-1, -2 and -3
  - Community
  - Documentation and tutorials
  - SNAP API for developers
  - Open source, ability to develop third-party plugins

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RUS: A NEW EXPERT SERVICE FOR SENTINEL USERS

https://rus-copernicus.eu/portal/

RUS Copernicus

Non Commercial activities

Students, Trainers
Researchers
Decision-makers
R&D development

Free access

Powerful computing environment with scalable VMs & full support

Scientific Support

Support from experts in geospatial data processing

Process

Process large Sentinel datasets possible for any user

Training

Face-to-face sessions & webinars for all users

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Using Copernicus in GIS

- Copernicus services:
  - Often available as WMS (no registration needed)
  - Land/Emergency products: shapefile, ArcGIS GDB
  - Marine/Atmosphere: raster data – netCDF
- Sentinel satellite imagery:
  - Available through Sentinel Hub as WMS (free account)
  - Semi-automatic Classification Plugin on QGIS
  - ArcGIS: Sentinel-2 (requires license)

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