

# EUROGEOSS WORKSHOP 2018



#EGW2018

12-14 SEPTEMBER 2018, GENEVA

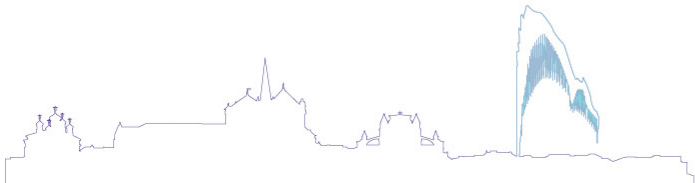


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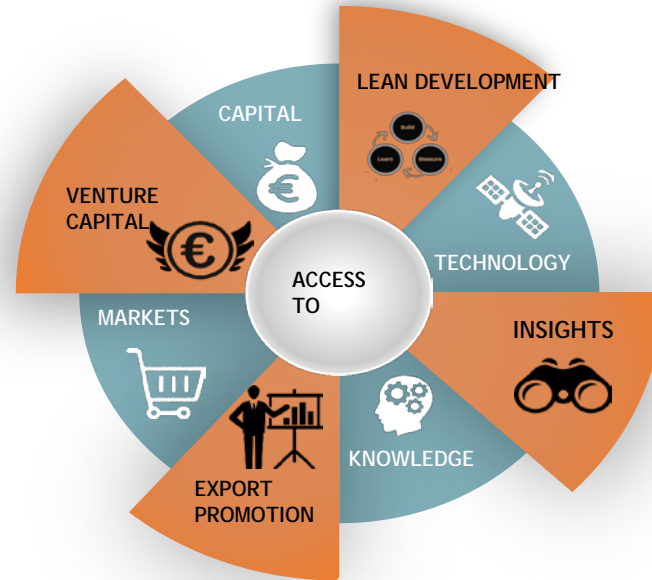
Coordination along the value chain



# The sustainability of EO services

-relies heavily on access to 4 key resources at each stage of their development

- Access to Knowledge
- Access to Capital
- Access to Technology
- Access to Markets



# The sustainability of EO services

## ▶ Access to Knowledge

- Understanding **user requirements**
- Monitoring **policy priorities**
- Capturing **market, technology and investment trends**

## ▶ Access to Capital

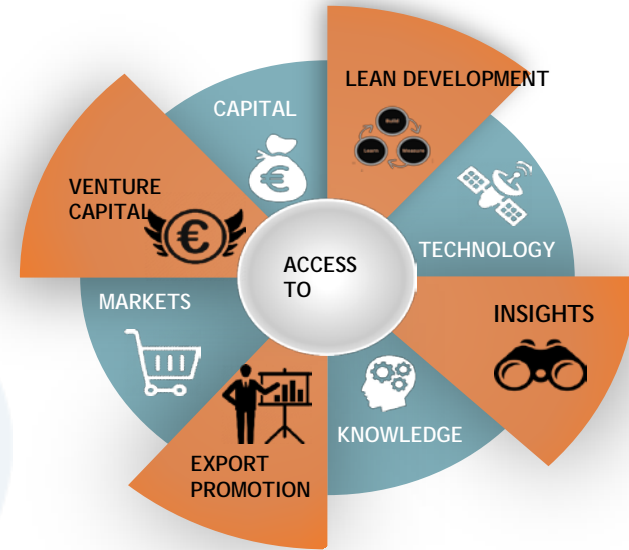
- Receiving **incubation and acceleration support**
- Tapping into relevant **funding schemes and vehicles**

## ▶ Access to Technology

- Having continuous **access to EO data** (satellite, in-situ, airborne, etc.)
- Utilising necessary **tools** (data analytics, cloud resources, etc.)

## ▶ Access to Markets

- Getting coordinated support for **export promotion**
- Being involved in **cross-border and cross-sectoral matchmaking**
- Receiving **investment readiness support**



# Coordination along the value chain

- ▶ **With users:** co-design, co-production and help desk
  - ▶ **With scientists:** answering to users with up to date science adapted for their needs
  - ▶ **In implementation:** standardisation and interoperability
  - ▶ **In users' uptake:** targeted communities, multiples networks, capacity building, institutional alignment
  - ▶ **In sustainability and upscaling:** market penetration, upscaling processes, strategies for sustainability
  - ▶ **In communications:** adapted to users' communities
- **Strategic:** Capitalize lessons learned, best practices, guidelines, ...

