

# ASI APPROACH

- Space activities, managed in Italy by ASI, are becoming of great interest for local actors and Regions in particular
- Regions are, indeed, subjects able to aggregate the demand and to represent laboratories for the use of space services, as well as to boost the development of small and medium companies (SMEs)
- The principle to follow, according to the Smart Specialization Strategy (S3), is to focus on specific strengths of territories
- To this purpose, ASI is engaged in specific agreements with a first list of Italian Regions
- The space application segment is a major force for generating wealth and employment and SMEs are a major element within it
- In this scenario, ASI intends to support especially Italian SMEs in order to stimulate awareness in new communities of users (including local public administration), creating added value through exploitation and combination of existing space assets.

# OTHER ASI INITIATIVES

- ASI is also engaged in a 3 years cooperation agreement with the national space industry associations to promote an industrial policy toward SMEs
- At national level 4 thematic Invitations to Tender (ITTs) have been issued for SMEs in 2009-2014 and special attention is paid to services and applications.
- Moreover ASI is going to issue an open call, reserved to Italian SMEs, for the use of data of COSMO Sky-Med with the aim of improving existing applications and developing new technologies.

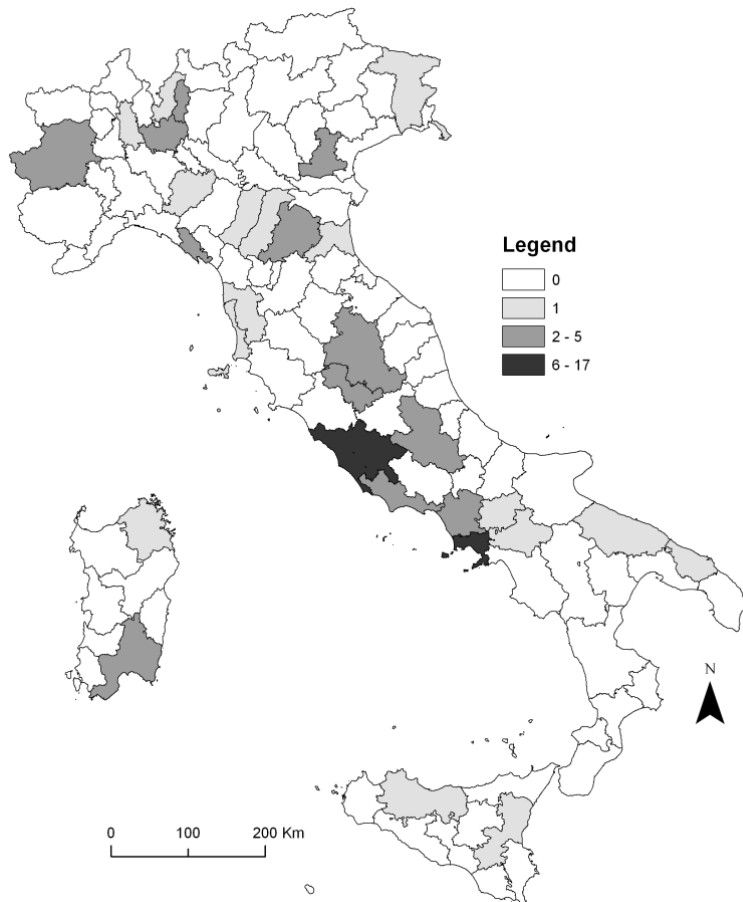
# ASI CALLS RESERVED TO SMES

TOPIC	PROPOSALS RECEIVED	TOT COMPANIES INVOLVED IN PROPOSALS *	SUCCESSFUL PROPOSALS	TOT COMPANIES IN SUCCESSFUL PROPOSALS
MATERIALS, COMPONENTS and SENSORS	33	72	11	25
EARTH OBSERVATION	28	69	15	39
TLC and INTEGRATED APPLICATIONS	26	65	10	24
SATELLITE NAVIGATION and EARTH OBSERVATION: USE of NATIONAL and EUROPEAN SPACE INFRASTRUCTURES	CALL PRESENTLY OPEN – DEADLINE 30 <sup>th</sup> APRIL 2014			

\* It has to be taken into account that in some cases the same companies participated to more than one call

# PARTICIPATION TO ASI CALLS FOR SMEs

n.of companies that took part to the 1° call –  
Materials, components, sensors (Italian Provinces)



n.of companies that took part to the  
2nd call – Earth Observation (Italian Provinces)

