

space solutions

# → WHAT AN ESA BROKER CAN DO FOR YOU

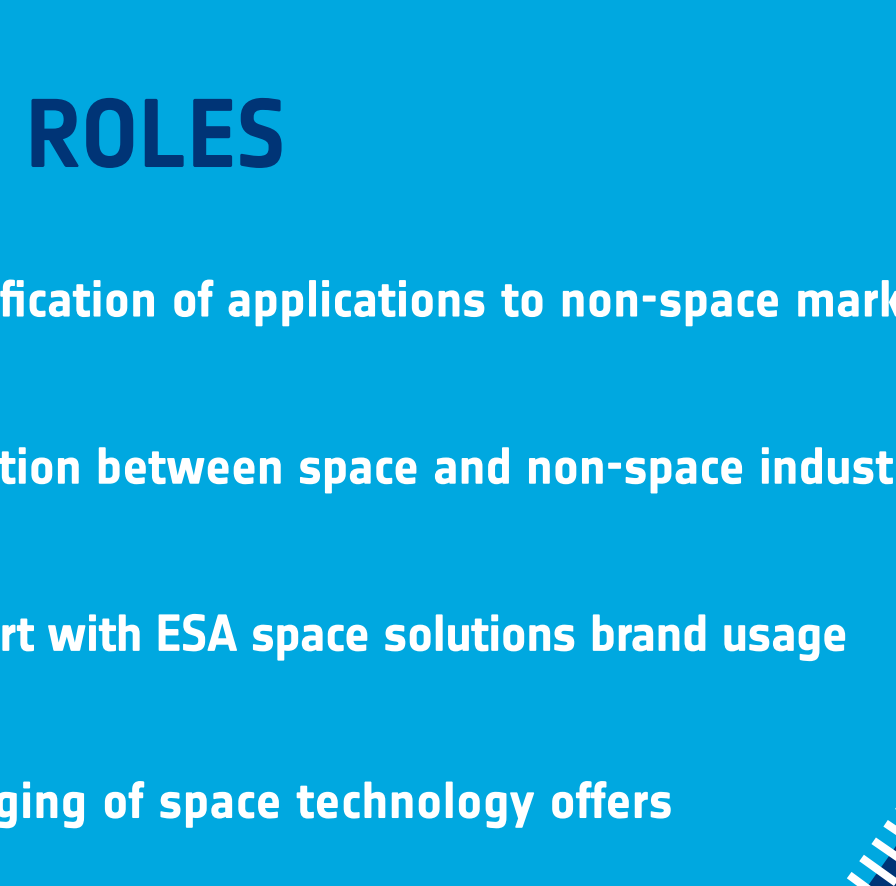
Defy gravity space-up your business with us

**Are you a company looking for the most innovative and cutting-edge space technologies?**

**Are you a space company with technology from space programmes that could be applied in terrestrial applications?**

The European Space Agency's Tech Transfer Brokers network offers extensive support to the space industry through identification and exploitation of new market opportunities. ESA brokers also facilitate the access to these technologies to non-space industry partners.

## → ESA BROKER NETWORK



## BROKER ROLES

Identification of applications to non-space market

Mediation between space and non-space industry

Support with ESA space solutions brand usage

Packaging of space technology offers

Communication of success stories

Access to ESA IP Portfolio

## HOW A BROKER WORKS

NON-SPACE INDUSTRY

SPACE INDUSTRY



## WHY WORK WITH KIM, ESA BROKER IN SPAIN

**Expertise.** KIM practices open innovation (tech transfer) between industry and RTOs since 2007.

**Pull philosophy.** The driver of KIM's activity with RTOs is to respond to the needs of its industrial customers, mainly large multinational companies.

**360° vision.** KIM's experts have a technological vision of the processes of acquisition and commercialization of early stage technologies and other IP assets. Moreover, KIM can also introduce you to other topics such as business model, financial, legal and IP...

**Cross innovation.** KIM has a multi-industry market knowledge, allowing it to reposition and transfer technologies from one industry to another.

**Enablers.** Their extensive experience in the financing instruments of tech transfer and their ability to connect public and private instruments, allow KIM to develop a facilitating role.

## WHAT KIM CAN DO FOR YOU

### Government bodies

- Promotion of the aerospace industry in Spain.
- Promotion of the "Spain" brand as a technological brand at an international level.
- Promoting innovation in SMEs through actions that help them innovate quickly (for example, by acquiring technologies instead of developing them).

### Aerospace corporations

- Generation of new business opportunities, by licensing its technologies to companies in non-space sectors, or by creating new R&D projects to advance the TRL space technology.
- Visibility through dissemination of success stories (application of their technologies in other sectors) and other communication activities.

### Large non-space corporations

- Creation of lines of work in the aerospace field.
- Design of intrapreneurship programs related to the best application to the business of a space technology.

### SMEs

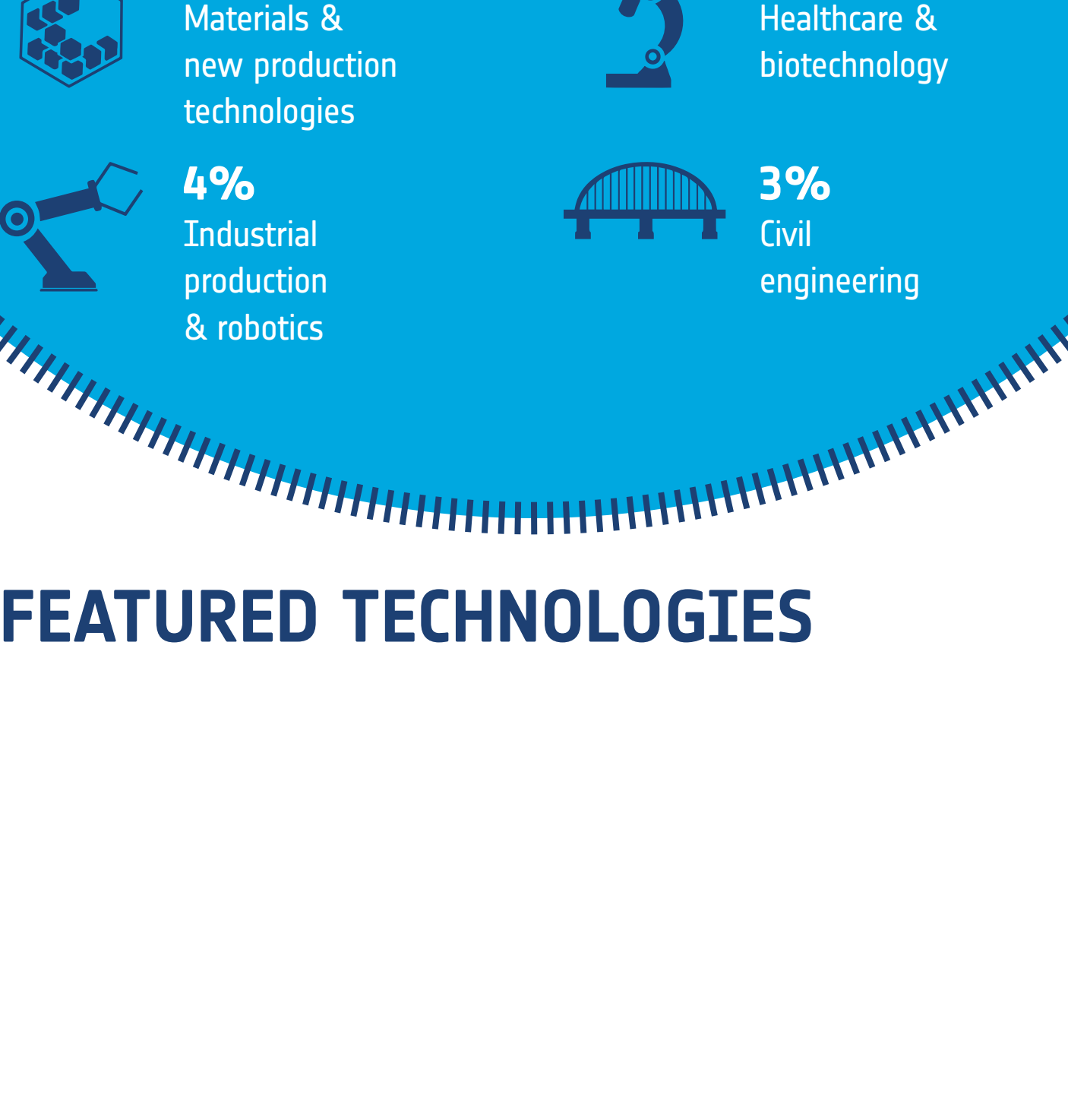
- Fast track to innovation, by detecting technological challenges and solving them with ESA technologies.
- Sophistication of its corporate image ("made in collaboration with ESA").

## OUR TECHNOLOGIES

**+320 available technologies**

**12 technology transfers last year**

### Sectors of application



## FEATURED TECHNOLOGIES

## FROM SPACE TO NON-SPACE MARKET: SUCCESS STORIES

## CONTACTS

*Space-up your business with us!*

Images courtesy of ESA.  
Designed by KIM.

KIM is founding member of  
The Knowledge Agents Alliance