



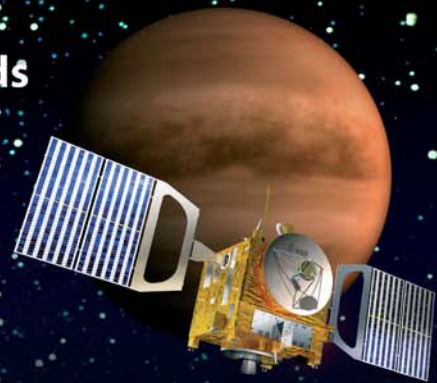
# ISD

Industry Space Days

# 2006

May 29 - 31

ESTEC Noordwijk, The Netherlands



Small and Medium sized Enterprises





# The Industry Space Days

Business Meetings/Conferences/Workshops/Technology

“ ISD 2006 will be the first landmark of the ESA/EC Sinequanet Project and a major forum for all space actors. It will highlight SMEs’ expertise and the role they can play, and will help all space actors identifying tomorrow’s business opportunities and industrial strategies of the sector.

The ISD will involve Institutional actors, SMEs, Small System Integrators, Large System Integrators, Product Suppliers & Service Providers. The aim is to improve the involvement of SMEs in space activities and to foster cross-fertilisation between the different actors in the whole space sector.

I look forward to welcoming you all at ESTEC, and wish you a very fruitful ISD 2006. ”

**Michel Courtois**

*Director of Technical and quality Management, ESA/ESTEC*

## ISD 2006 Programme

	MONDAY 29/05/2006	TUESDAY 30/05/2006	WEDNESDAY 31/05/2006
08h30 - 10h30	Participants’welcome	Business meetings	Business meetings
10h30 - 13h00	Opening speeches from ESA, EC, and Eurospace	R&D: synergy across the sectors	Business with ESA
13h00 - 14h00	Lunch	Lunch	Lunch
14h00 - 17h00	Business Opportunities > Institutional Investors > Industrial Actors > Applications & Services	Business meetings	Business meetings
17h00 - 18h30	SME Coaching	Sinequanet Workshop	
19h30 - 23h00	ISD 2006 Cocktail	ISD 2006 Social event	End of ISD 2006

### Attending the Industry Space Days will enable you to:

- > Have an unprecedented number of business meetings with your potential clients and partners
- > Attend a full set of well targeted conferences on space perspectives and Market Trends
- > Exhibit your technologies and make them know to your potential partners and clients

### > Business Meetings

The Business Meetings will allow you to meet industrial actors, institutional investors and decision makers of the space sector. You will present to them your expertise and know-how, and explore with each of them possibilities of partnership and of business development. These meetings will allow every actor to identify the partners he needs to complement his skills, needs or capacities.



## > Conferences & Workshops

A set of targeted conferences will update you on business opportunities of space as well as on relevant industrial and strategic issues of the sector. Two workshops are also proposed on possibility of support to be given to SMEs and on solutions to ease their participation to space programmes.

## > Technology Exhibitions

SMEs have the possibility to propose their technologies for exhibition during the ISD. However, the exhibition space being limited, it will be allocated on a first come first served basis.

### CONTENT OF PRELIMINARY ISD PROGRAMME

ISD SESSION	CONTENT
<b>Opening</b>	The ESA DG and a number of high ranking representatives from the EC and Industry will analyse the space sector situation and give few keys to its future.
<b>Business Opportunities</b>	This conference will brief you on the business opportunities of three different areas or actors, based on short to medium term Work Plans: > Institutional Opportunities (ESA, EC, National Agencies.) > Large Groups' Business Opportunities > Special opportunities in Applications and Services
<b>SME Coaching</b>	SMEs will be briefed by experienced speakers on how to approach efficiently a potential partner and on how to present themselves successfully during the business meetings.
<b>R&amp;D: Synergy Across the sectors</b>	Different speakers will address the issue of investment shortage in R&D, and will tentatively propose solutions to overcome such a shortage through the share of R&D conducted in different industrial sectors (space, aeronautics, nuclear, automotive, etc.).
<b>Sinequanet Workshop</b>	SINEQUANET is an expertise network focused on engineering and industrial processes, launched by ESA and de EC to help SMEs improving their technical skills for a better contribution to space. The Project will be presented, and its purpose and focus debated with SMEs.
<b>Business with ESA</b>	A certain number of problem areas hindering the participation to space programmes of SMEs and of small system integrators will be identified, debated and possible solutions explored with all actors.

### OUR COMMITMENT AND YOURS, TO ASCERTAIN THE SUCCESS OF YOUR ISD

- D - 60 You** You complete your registration form indicating all the requested details on your needs, your know-how and your field of interest, and return it not later than 30/03/06.
- D - 35 We** send to you the ISD06 catalogue, including registered participants' presentation sheets, giving details on their expertise and identifying their needs and expectations.
- D - 25 You** select the companies you wish to meet and the events you wish to attend, and return the information to us.
- D - 10 We** establish and send your personal diary listing the events you will attend, and scheduling the business meetings you requested provided they have been accepted by the targeted partner
- D - Day Venue:** other business meetings could be arranged, in agreement with both partners.



**How to get there instructions**

[http://www.esa.int/esaCP/SEMOMO374OD\\_index\\_0.html#subhead4](http://www.esa.int/esaCP/SEMOMO374OD_index_0.html#subhead4)

**The ISD Organising Committee**

Chairman : M. Courtois, D/TEC, ESA/ESTEC  
Vice-Chairman : A. Gaubert, Secretary of Eurospace  
Coordinator: N. Bougharouat, EUI-SI, ESA HQ

Members : P. Cordero, TEC-SR, ESA/ESTEC  
P. Counet, Space Policy Unit, EC, DG ENTR  
E. Guilmet, EUI-SI, ESA HQ  
M. Lambert, TEC-MCS, ESA/ESTEC  
S. Lascar, EUI-AH, ESA/ESTEC  
Ph. Perol, TEC-E, ESA/ESTEC,  
G. Saccoccia , TEC-MP, ESA/ESTEC  
T. Sgobba, GQ, ESA/ESTEC  
A. Tobias, TEC-S, ESA/ESTEC



SIXTH FRAMEWORK PROGRAMME



[www.ISD2006.com](http://www.ISD2006.com)  
Phone number : 00 33 1 46 90 00 00

**ESA Conference Bureau for info on**  
[www.estec.esa.nl/conferences](http://www.estec.esa.nl/conferences)