

Welcome!

ESA Phi-Lab Netherlands Information Session

The meeting will start at 13:00 hrs

Questions can be asked during the Q&A in Teams

Session is recorded but recording will not be shared

Slides and Q&A summary will be shared afterwards



Phi-Lab
NET

Netherlands

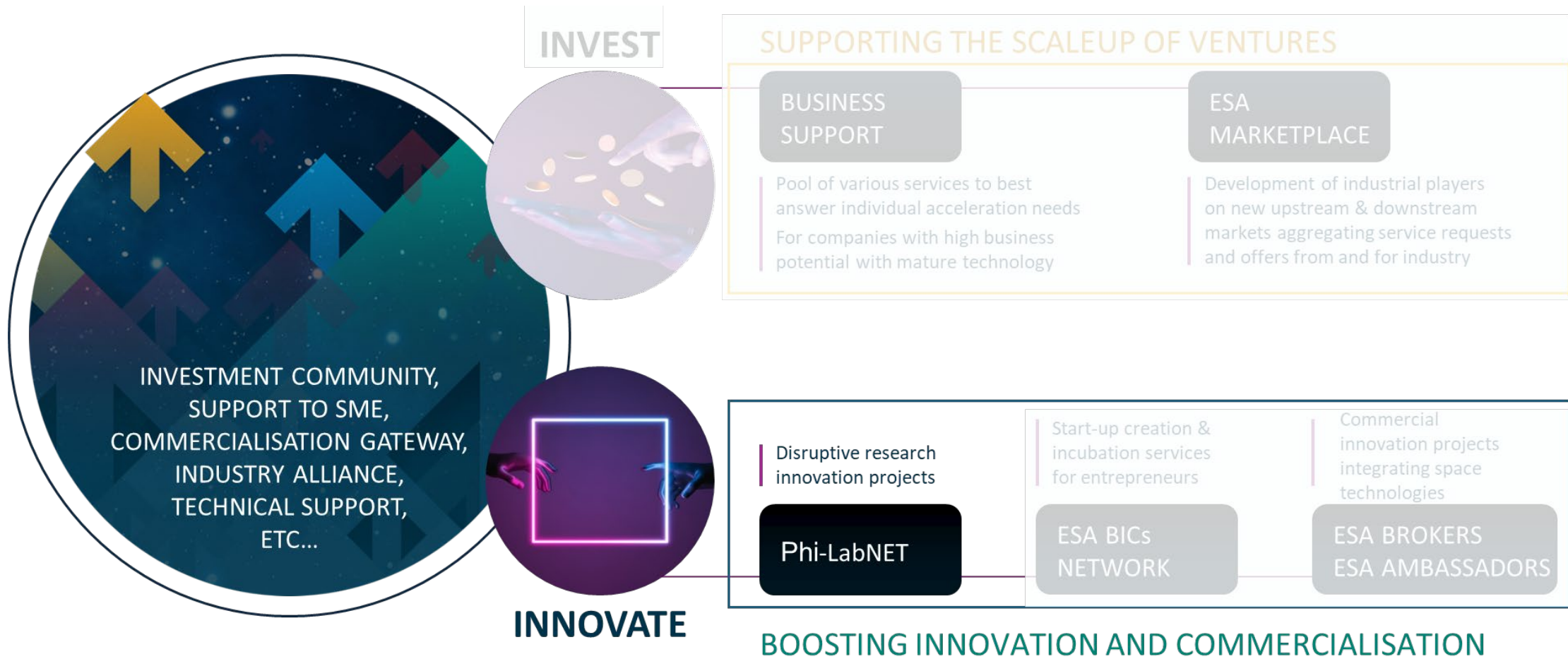


Agenda

- Background and aim of ESA Phi-LabNET
- Introduction Phi-Lab Netherlands
- Provided support and services
- Eligibility and proposal submission
- Assessment procedure
- Questions and wrap-up



Introduction ESA Scale Up and Phi-LabNET



Introduction ESA Scale Up and Phi-LabNET

ESA Phi-Lab NET

Facilitates research teams to engage in groundbreaking science and technology development that have a potential in high-yield commercialisation

ESA BICs

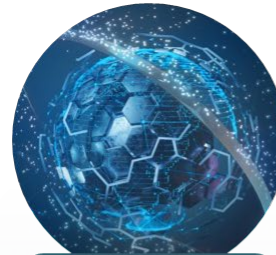
Foster start-up firms that set-up a new and innovative business using space-oriented technology, or data derived from space assets, for products and services in both space and terrestrial markets

ESA TECHNOLOGY BROKERS

Support technology transfer and appliances between established industry from the space and non-space sector, and within the space sector

EPIC

ESA Partnership Initiative for Commercialisation: empowers entrepreneurship through fit-for-purpose partnerships, enhancing the commercial cases of supported start-ups



Phi-Lab NET

BRIDGING THE GAP
BETWEEN RESEARCH AND
COMMERCIAL WORLD

INNOVATION



BUSINESS
INCUBATION

32 CENTRES

90+ LOCATIONS

200 NEW
STARTUPS P/Y

1600
STARTUPS SELECTED



TECHNOLOGY
BROKERS

11
TECHNOLOGY
BROKERS

400+
TECHNOLOGY
TRANSFERS



PARTNERSHIPS

FOR ENTREPRENEURS,
CORPORATES, INSTITUTES,
AND BUSINESS SCHOOLS

SUPPORTS START-UPS,
ALUMNI AND
NEWCOMERS

CONNECTING TO
CURRENT & FUTURE
DECISIONMAKERS

The **Phi-Lab Netherlands** officially launched 30 January 2025

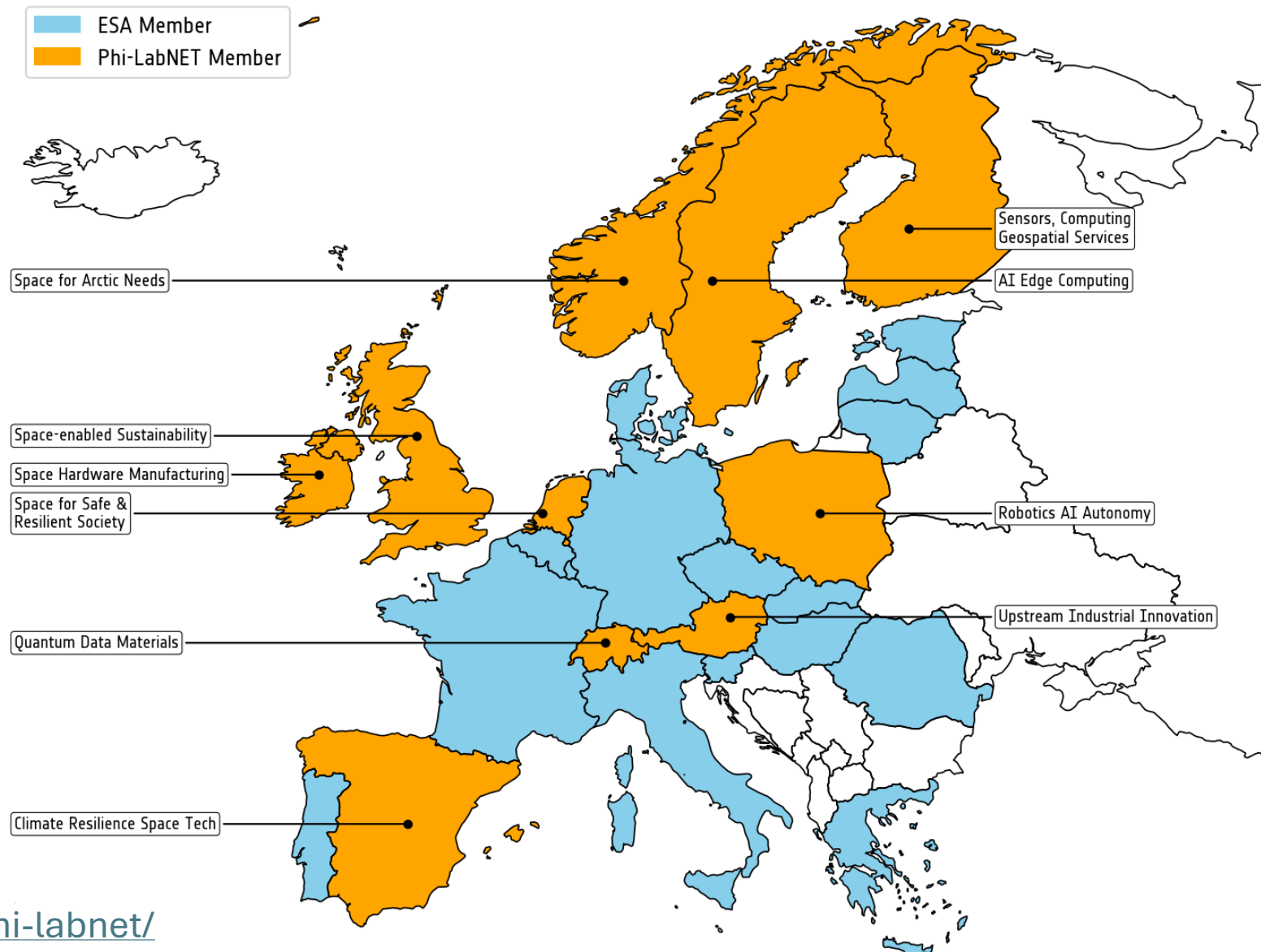


ESA Phi-LabNET

Same Concept

Same Procedures

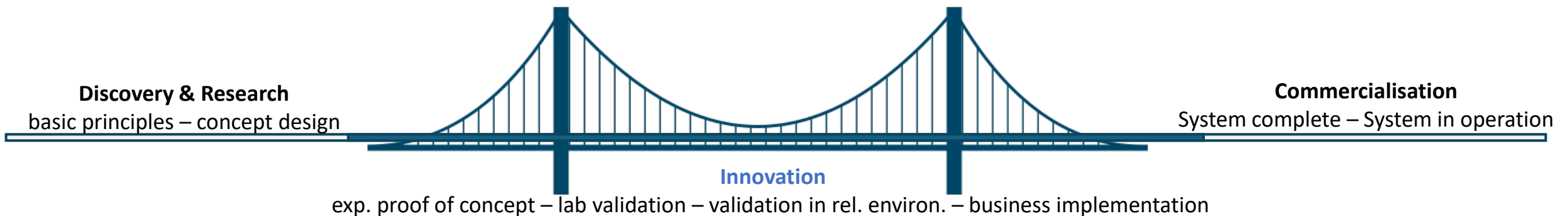
Different themes and focus



<https://commercialisation.esa.int/phi-labnet/>

Phi-LabNET in Essence...

Bridge the **gap between research** and **commercial world** and channel research efforts into developing concrete commercially viable applications/products and solutions.



ESA Phi-Lab Netherlands

Core Team



PARYA PASHA ZADEH
Programme Director



MAAIKE SMELTER
Community and Network



MARC SANDELOWSKY
External Strategy and Policy



PEDRO LACERDA
Scientific Coordination



MARTIJN LEINWEBER
Operations Management



RIANNE VAN DER POEL
Operations Support



RAOUL VOETEN
Commercial Coordination



Phi-Lab
NET

Netherlands

Netherlands
Space
Office



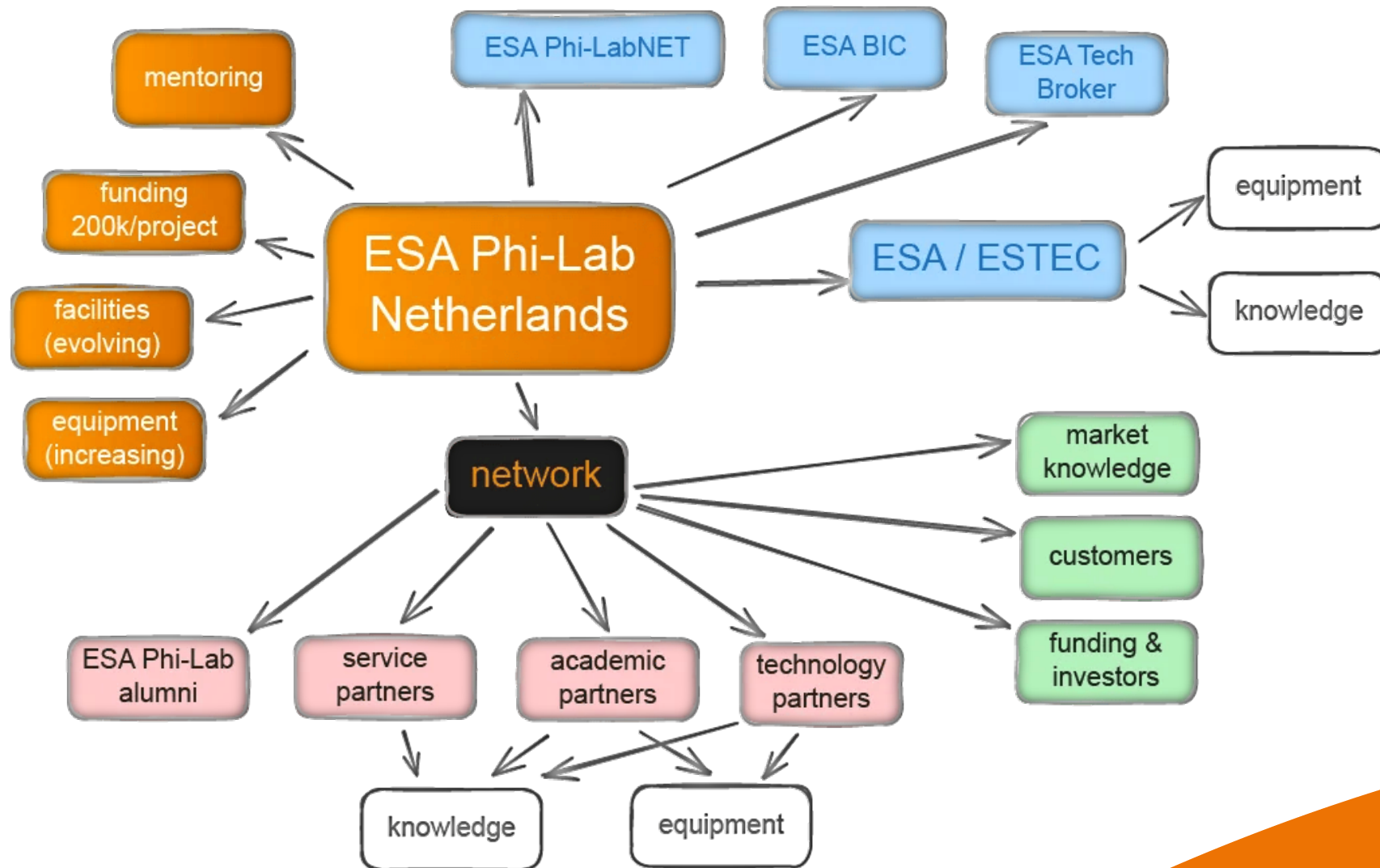
NL SPACE CAMPUS
Connecting the curious

SBIC
space business innovation centre
Noordwijk



ESA Phi-Lab Netherlands

Structure and Provided Support



ESA Phi-Lab Netherlands

Partners Network

ACADEMIC PARTNERS

Strong Dutch Research Universities

Leiden-Delft-Erasmus
Universities

UNIVERSITY
OF TWENTE.



TU/e

INNOVATION
SPACE

TU Delft
Delft University of
Technology



TECHNOLOGY PARTNERS

Dutch Space Industry and Applied
Research Centers



UBOTICA™
SEEING BEYOND

CGI



TNO

s[&t

cosine|



PLNT
Leiden centre for
innovation and
entrepreneurship

COMMUNITY PARTNERS

Regional Government, Development
Associations, Vocational Education
Institutes, Trade Associations, ...

Innovation
Quarter

investeren &
innoveren in
Zuid-Holland

iholland
university of
applied sciences

LiS
Leidse
instrumentmakers
School

Groundstation
SPACE

provincie
ZUID HOLLAND

SPACENED



ESA Phi-Lab Netherlands

Ecosystem Approach

Freq.	Event	Audience	Content	Goal
2	Phi-Lab Info Session	Prospective	Advertising & Information	Inform
3	Phi-Lab Masterclass	Phi- 		Connect
5	4 Impact Series	Partners	Business Strategy & Innovation	Listen
1	Phi-Lab Open Day	Phi-LabNET		Train
3	Phi-Lab Seminars	ESA R&D	Technical & Scientific	Show
3	Phi-Lab Tech Demos	ESA Commercial		Impact
20	Phi-Lab Internal Biweekly	NSO	Regulatory Priorities	Support
		Gov + Policy M.		Ideate
				Inspire

Organized by: Op+NSO Op+Comm All+NSO Comm+Sci Sci



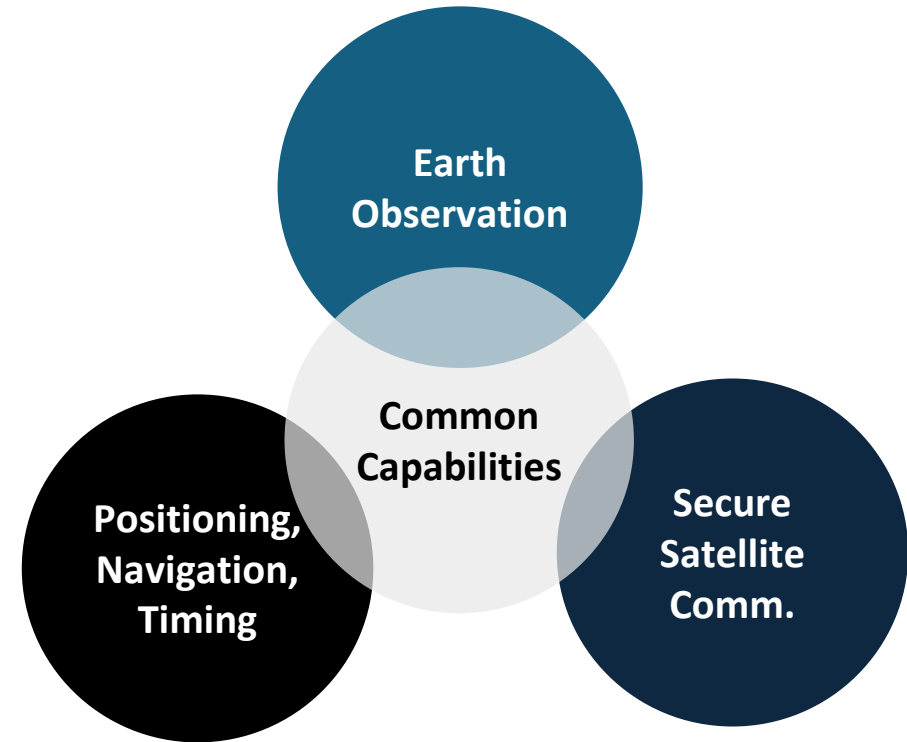
Envisioned projects

Scope

- Duration of 1-2 years
- Strong team composition
- High socio-economic impact
- Project budget: 200k + additional own contribution

Implement research activities with credible near-term potential for commercial applications

Downstream data and technology for safe and resilient societies



Envisioned projects

Eligibility

- Submitted by a **legal entity or a consortium of legal entities**.
- Has a **valid space connection**; e.g.:
 - Exploitation of space technology,
 - Use of knowledge from the space domain,
 - Utilisation of space systems and space-based services in non-space domains (spin-off).
- Proposed **idea**
 - Is based on solid **research-driven evidence** with **disruptive innovation**
 - Has **high** potential for **commercialization**
 - Is **relevant** to the **focus areas** of Phi-Lab Netherlands
 - Deliver a **benefit** to **Netherlands Space Ecosystem**
 - Demonstrates long-term **socio-economic impact**

<https://www.esaphilab.nl/eligibility-checklist/>



Application procedure

Explore

1. Check Eligibility Criteria
2. Download and inspect Call for Application Documents:
 - Open Call for Proposals
 - Research Proposal Application Template
 - Draft Research contract
 - **Check for published Clarifications and updated Documents**
3. (Optional) Submit an Idea Outline to the Phi-Lab team



<https://www.esaphilab.nl/>



Application procedure - Explore

Idea Outline

Start Smart with an Idea Outline!

- Receive expert feedback
- Understand if your project fits the call
- Get connected with relevant partners
- Save time and effort
- Be redirected to other ESA opportunities if needed

Deadline for submitting Idea Outline: 12 September 2025



Application procedure – Prepare Proposal

Proposal structure

- Requirement and compliance checklist
- Executive Summary
- R&D and Potential Impact Proposal
 - Background and Experience
 - Research and Technology Developments
 - Commercial Opportunities and Potential Socio-Economic Impact
- Activity and Management Proposal
 - Milestone Planning
 - Work Breakdown
 - Cost Planning
 - Need of Phi-Lab support
- Annexes
 - Support Letters
 - Additional Info



Budget

- Innovation Seed Funding: 200k
- Total Project Budget: 200k + In Kind and/or In cash contribution
- Eligible Costs
 - Staff costs.
 - Subcontracting costs.
 - Access to data sources or intellectual property.
 - Materials, equipment, and facilities.
 - Travelling, subsistence, and accommodation costs.



Budget – Co-Funding

Type of applicant	% of total allowable costs funded	% of required co-funding
SMEs	Up to a maximum level of 80%	Min 20%
Universities and research institutions claiming no commercial interest - Up to 30% of the total allowable cost of the activity;	Up to a maximum level of 100%	-
If applicable, universities and research institutions claiming no commercial interest - for the amount exceeding the 30% of the total allowable cost of the activity	Up to a maximum level of 50%	Min 50%
Universities and research institutions claiming to have any commercial interest in the future exploitation of the final product or service required to demonstrate this interest.	The funding level for SME or non-SME shall apply.	The funding level for SME or non-SME shall apply.
Economic operators that are <u>not</u> SMEs nor universities and research institutions	Up to a maximum level of 50%	Min 50%



Application procedure – Submit

Submit the following application documents either by

Sending them to info@esaphilab.nl

Or using submission page on <https://www.esaphilab.nl/call-for-projects/submission/>

Deadline: October 20 at 13:00 hrs

1. **Cover Letter** Including Requirements and Compliance Checklist
2. ESA Phi-Lab Netherlands **Research Proposal**
3. **Draft Research Contract**
(highlighting any proposed changes if not fully agreed with the contract specifications)



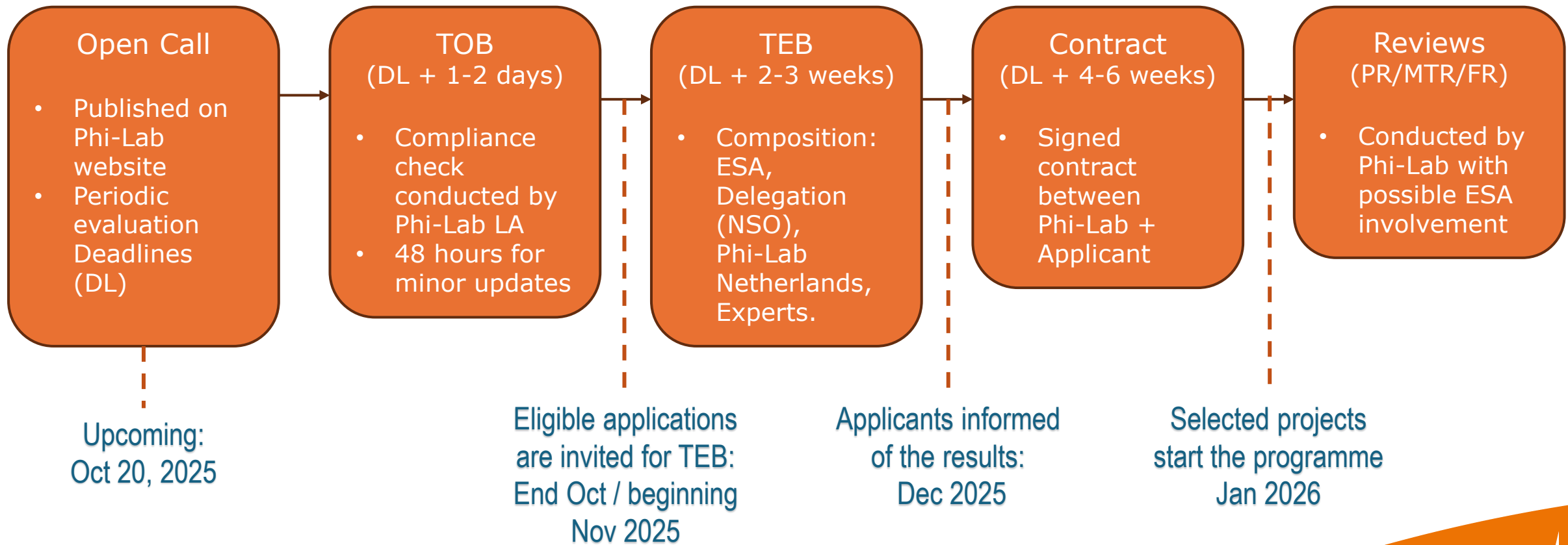
Evaluation Criteria

- Background and Experience (25%)
- Research and Technology developments (30%)
- Commercial Opportunities and Potential Socio-Economic Impact (25%)
- Activity and Management proposal (20%)

Detailed under “The evaluation procedure”
in “ESA Phi-Lab Netherlands Open Call for Proposals” document



Application procedure



Key factors for a winning research proposal

- **Pre-engagement** with the Phi-Lab team
- High potential for **substantial commercialisation** and market disruption
- Strong consortium/collaboration including:
 - **Commercial entity** with **market traction**,
 - Research entity with **scientific excellence**,
 - Demonstrated **interest** from end-user.
- Part of a **bigger, well funded project**/programme
- Outcome connects to missions 1-6 of the Lange-termijn Ruimtevaartagenda ([LTR](#))
- Active **contribution to NL Space ecosystem**



Questions

Answers



Phi-Lab
NET

Netherlands

You will receive the slides a report of the Q&A afterwards.

Contact: Info@esaphilab.nl



NL SPACE CAMPUS

Connecting the curious