



# CALLING STARTUPS + CORPORATES

# IGNITE SPACE

## LULEÅ, 18 FEBRUARY



## Calling corporates interested in meeting the most innovative space startups

Space technology has important implications for a wide variety of industries down on Earth such as farming, forest, energy, mining, logistics, industrial automation, manufacturing and insurance, only to name a few.

Together with ESA BIC Sweden, we invite private companies and the public sector to a matchmaking event where you can meet groundbreaking startups that are developing new products utilising space technology combined with other smart solutions to make changes on Earth.

By joining Ignite Space, you will have the opportunity to explore the possibilities to collaborate and innovate together with the most innovative space startups from Sweden and Finland.

### DATE & PLACE

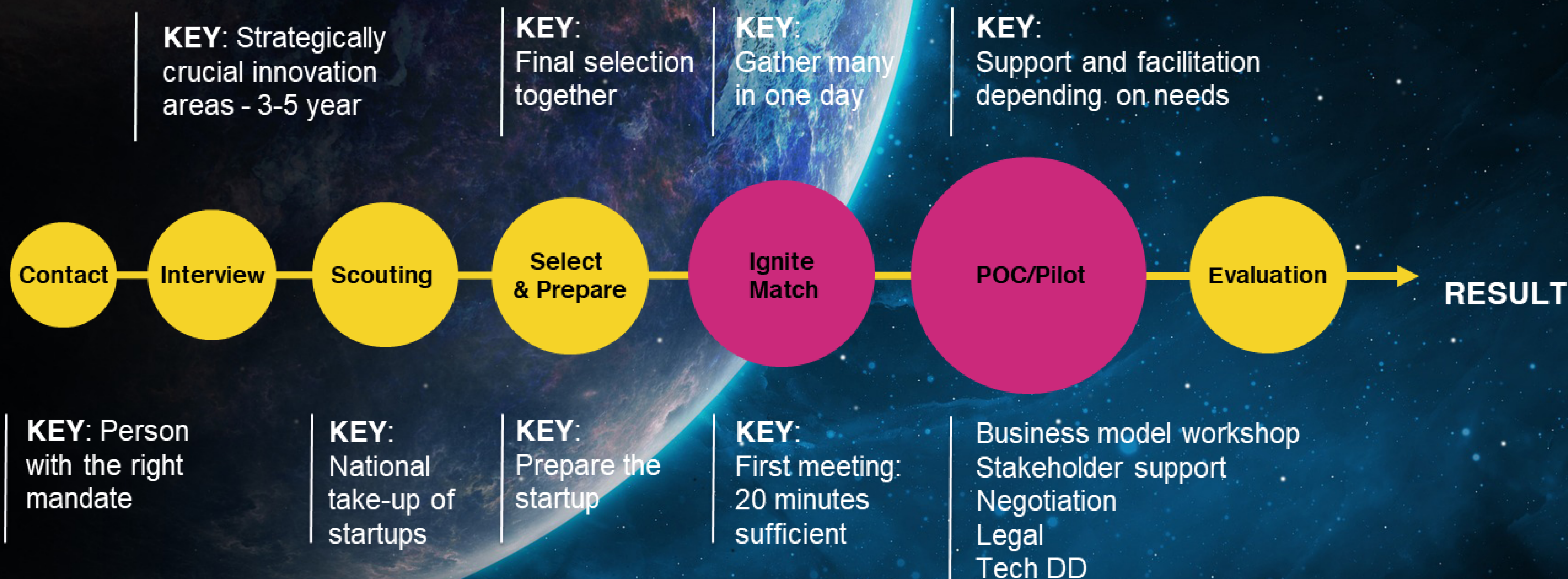
February 18th, 2020  
Arctic Business Incubator  
Luleå Science Park

### WHAT ARE THE STARTUPS LOOKING FOR?

- A potential first and/or new customer
- Validation of their business idea and technology
- Help to verify the final product requirements by a potential customer
- Real customer environments for pilot testing
- Strategic partnerships to scale



# The matchmaking process





# About ESA Bic Sweden

The European Space Agency Business Incubation Centres (ESA BIC) was established in 2003 to inspire and work with entrepreneurs to turn space-connected business ideas into commercial startups companies. There are 20 centres spread over more than 60 cities in 17 countries. These centres provide all the needed technical expertise and business development support to the more than 300 startups currently under incubation.

The Swedish chapter opened in December 2015 and it is managed by Arctic Business, in collaboration with Uppsala Innovation Centre and Innovatum.

ESA BIC Sweden's startups are building exciting companies combining space technology with other smart solutions for different industries on Earth. At the same time, several of the ESA BIC Sweden startups provide new technology to the space industry.

Read more on [www.esa-bic.se](http://www.esa-bic.se).



# About Ignite Sweden

Ignite Sweden is a national non-profit program aimed at catalyzing commercial partnerships between small innovative startups and large companies. Since the start in 2017, Ignite have tailored more than 2390 meetings between 410 startups and 132 corporates, resulting in over 100 commercial collaborations.

Behind Ignite Sweden are the incubators STING, LEAD, THINGS, MINC and UMINOVA, as well as SISP, Swedish Incubators and Science Parks. The program is co-funded by Energimyndigheten and Vinnova.

Read more on [www.ignitesweden.org](http://www.ignitesweden.org).

## Successful collaboration stories from Ignite Sweden

- Stockholm Exergi & Sentian.AI: [https://youtu.be/\\_w5PbSJJ4mE](https://youtu.be/_w5PbSJJ4mE)
- Alfa Laval & Mavenoid: <https://youtu.be/CFXqkK7Okd8>
- FLIR Systems & Gemit Solutions:  
<https://ignitesweden.org/ignitenews/gemit-flir-case>



# Some of the corporates matched since 2017



**BOMBARDIER**



**SMHI**



**COMBITECH**



**postnord**



**AIR FRANCE KLM**



**KOMATSU**



**L'ORÉAL**



**e-on**



**SIEMENS**



# Backing the startup

## LARGE CORPORATE

- + network
- + best practises
- + needs analysis
- + meet the right startups

## STARTUP

## STARTUP

- + open door to the right customer
- + sales training
- + coaching
- + legal support
- + negotiation support
- + Corporate Code of Conduct

When there are so great differences in size, culture, legal knowledge and cash flow, the startup is vulnerable when entering business with a corporate.

With backup from Ignite Sweden, the startup becomes stronger.

Ignite Sweden also secures that the corporate's motive for startup collaboration is just (and means real business for the startup).



# Interested in joining Ignite Space? Contact us today!

## STOCKHOLM

### Ignite Sweden

Stina Lantz

[stina@ignitesweden.org](mailto:stina@ignitesweden.org)

+46 73 532 38 80

## LULEÅ

### Arctic Business

Leila Ashrafi

[leila.ashrafi@abi.se](mailto:leila.ashrafi@abi.se)

+46 70 620 08 41

## UPPSALA

### UIC

Monica Hedberg

[monica.hedberg@uic.se](mailto:monica.hedberg@uic.se)

+46 72 160 50 40

## TROLLHÄTTAN

### Innovatum

Deborah Lygonis

[deborah.lygonis@innovatum.se](mailto:deborah.lygonis@innovatum.se)

+46 70 833 00 89

Ignite Space 2020 is hosted by Ignite Sweden, ESA BIC Sweden, Arctic Business Incubator, Uppsala Innovation Centre and Innovatum, in collaboration with LEAD, Minc, SISP, Sting, THINGS and Uminova Innovation.