

ARRIBES

INNOVATION FOR A NON LINEAR WORLD

JORNADA CIENCIA E INDUSTRIA
Organizada por la Agencia Espacial Española
Universidad de Alcalá, 05/02/2025



ARRIBES



Who We are
What We do
Who We Work With



The Activity
Partners and Stakeholders
Opportunities

NOELIA SÁNCHEZ-ORTIZ

PHD AEROSPACE ENGINEER, MBA
IAA ACADEMICIAN
IAF STM OUTREACH LEADER
IAC CHAIR
UC3M ASSOCIATE PROFESSOR

+25 YEARS IN THE SPACE INDUSTRY,
GMV, DEIMOS SPACE
EXPERT IN SST / SSA / STM
AND MISSION ANALYSIS
50+ PROJECTS FOR SPACE AGENCIES
110+ PUBLISHED PAPERS



LUIS MARTÍN

BACHELOR IN PHYSICS
POST GRADE PROFESSOR IN BUSSINESS SCHOOLS
BUSINESS ADVISOR
SALES AND MARKETING EXPERT

32 YEARS IN THE DIGITAL AND INNOVATION
INDUSTRY
IBM, ATTACHMATE, S21SEC, MICROSOFT, BARRABES
+50 DIGITAL PRODUCTS LAUNCHED
+20 STARTUPS
+15 ACCELERATORS & HUBS & VENTURE BUILDERS

ARRIBES CO-FOUNDERS

What We do

Project
Management
in Complex
Environments

From
Technology to
New Business
Products

Space
Sustainability
Services

Innovation &
Research

Support in
Funding
Opportunities

What We do

Project Management
in Complex
Environments

DeepSync

From Technology to
New Business Products

MES
I³
RM4BV

Space
Sustainability
Services

BE²S²G

Innovation &
Research

Support in Funding
Opportunities

Who We Work With



2022

2023

2024

2025



ESA Technology Broker Spain



TECHNOLOGY
BROKER

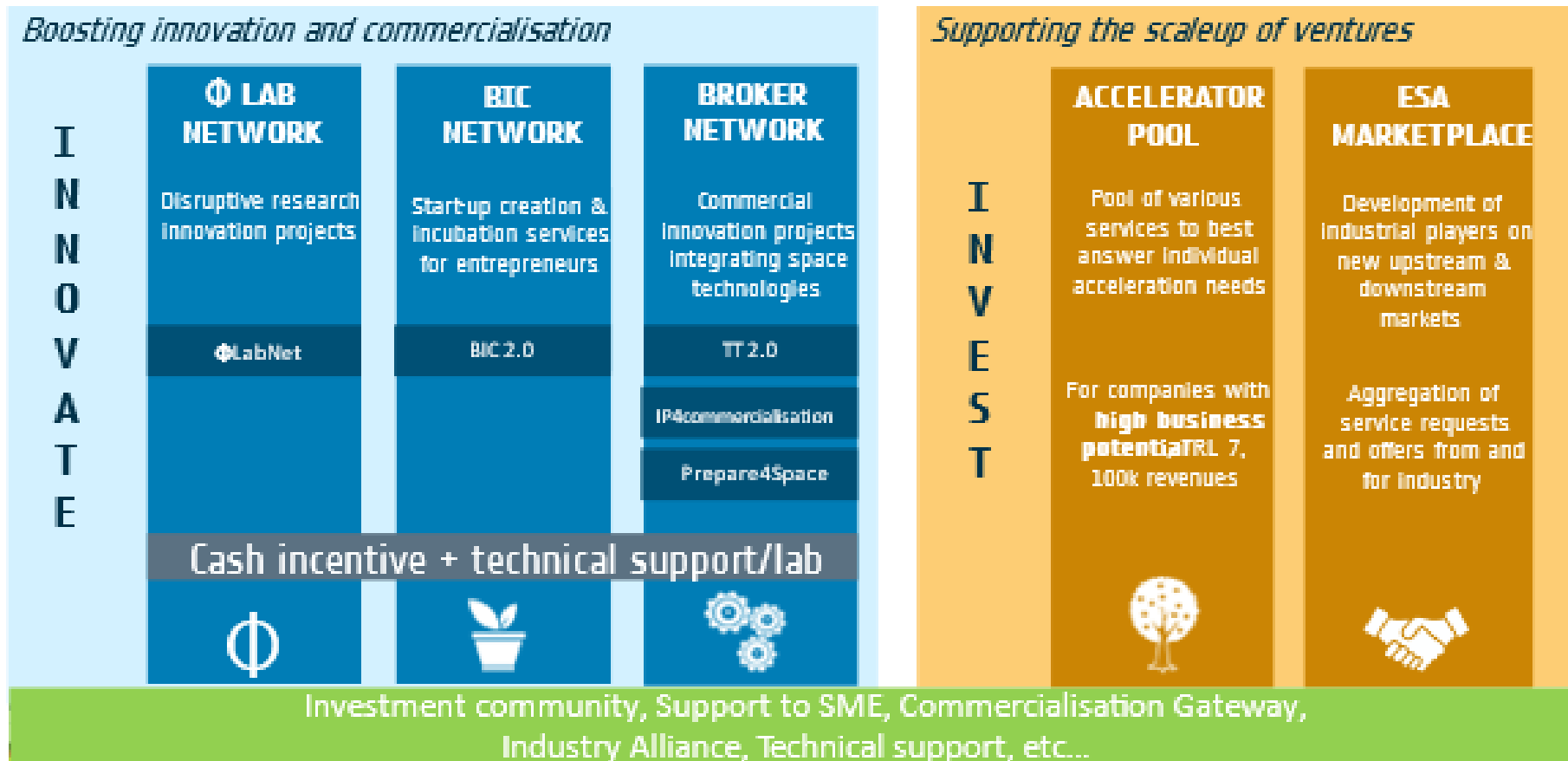
Spain



POLITÉCNICA

UNIVERSIDAD
POLITÉCNICA
DE MADRID

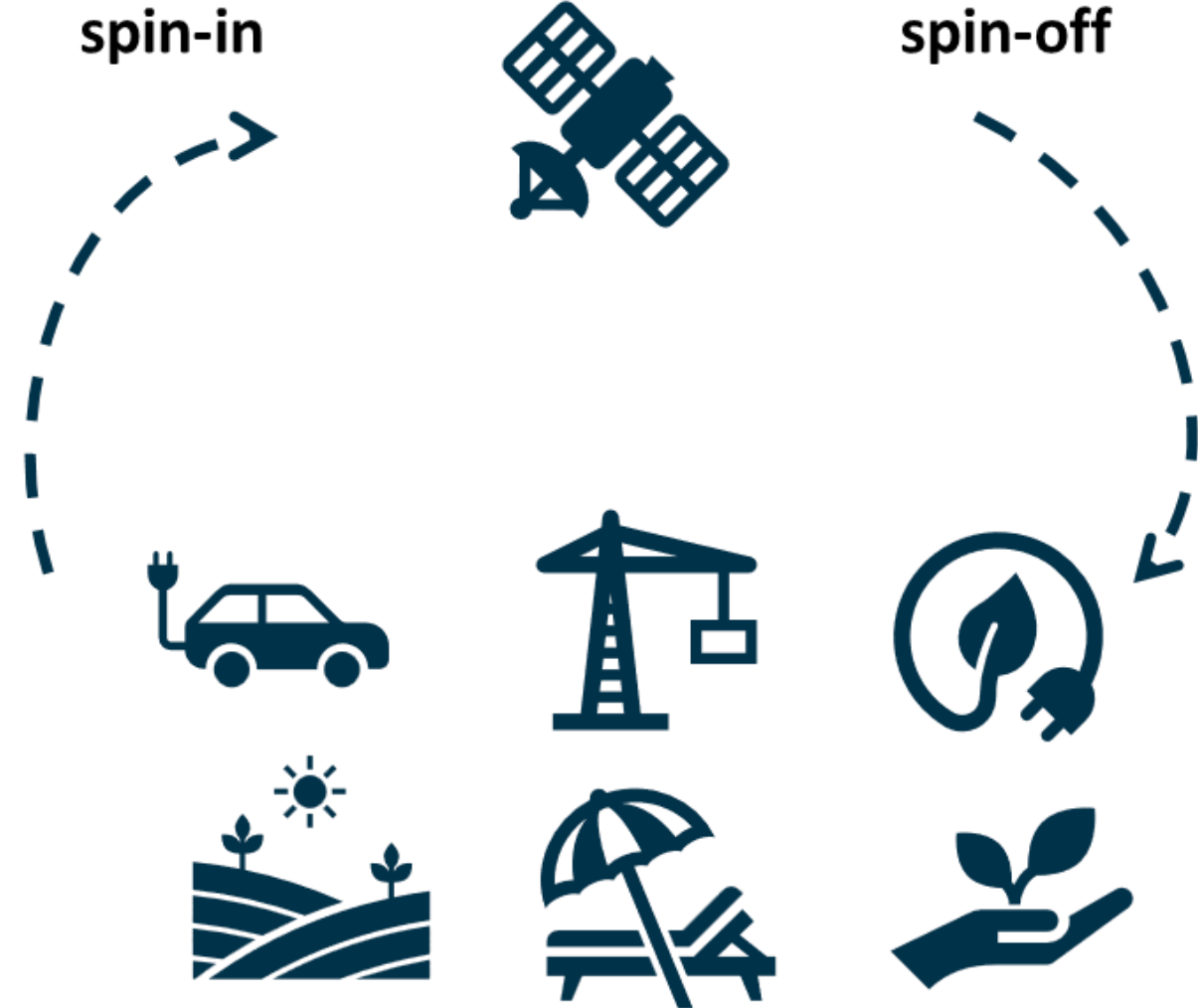
ESA & the ScaleUp / Commercialization Program



ESA and the ScaleUp / Commercialization Program

Target

Making space technology provide the greatest possible benefit to Europeans.



ESA TECHNOLOGY BROKERS MAP



TECHNOLOGY
BROKER

Spain



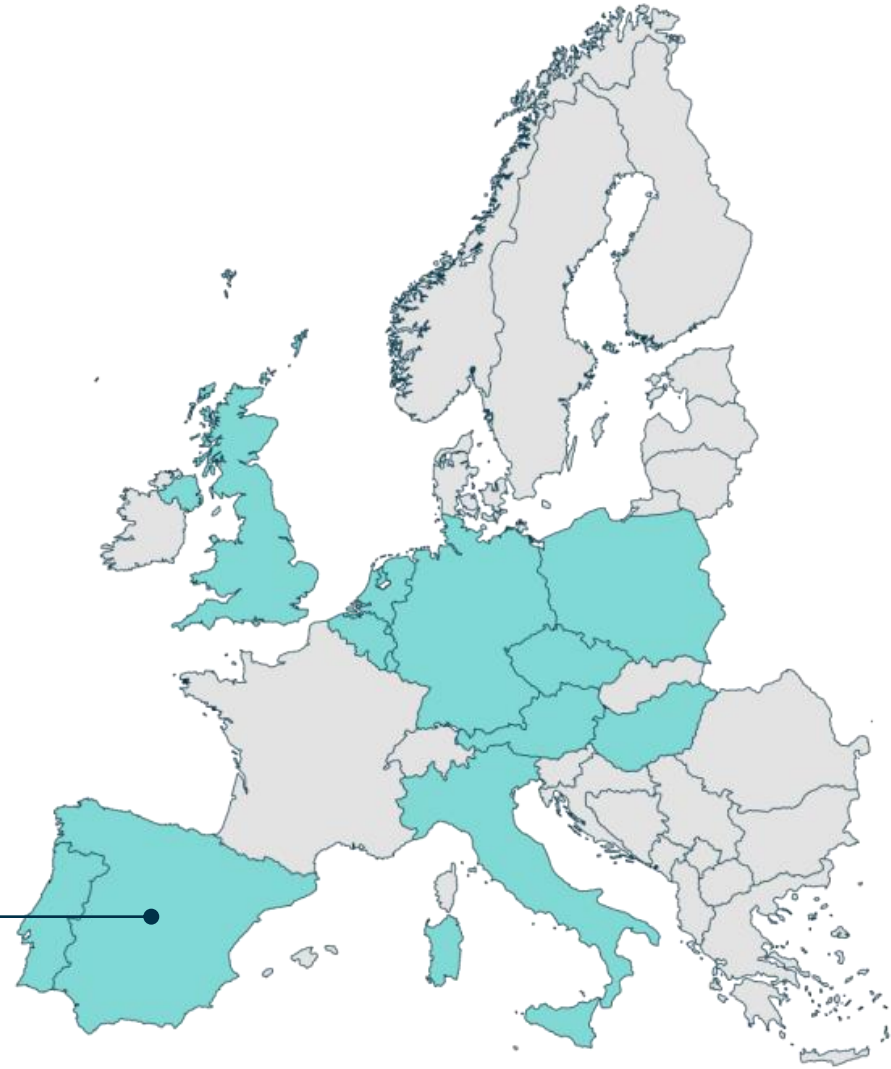
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LEGEND

■ ESA Technology Broker



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<http://www.esa-technology-broker.es/>

→ THE EUROPEAN SPACE AGENCY

ESA and the ScaleUp / Commercialization Program

EXAMPLES

Rosetta mission : mass spectrometry instruments for Ptolemy



BAE systems: Long term air quality monitoring

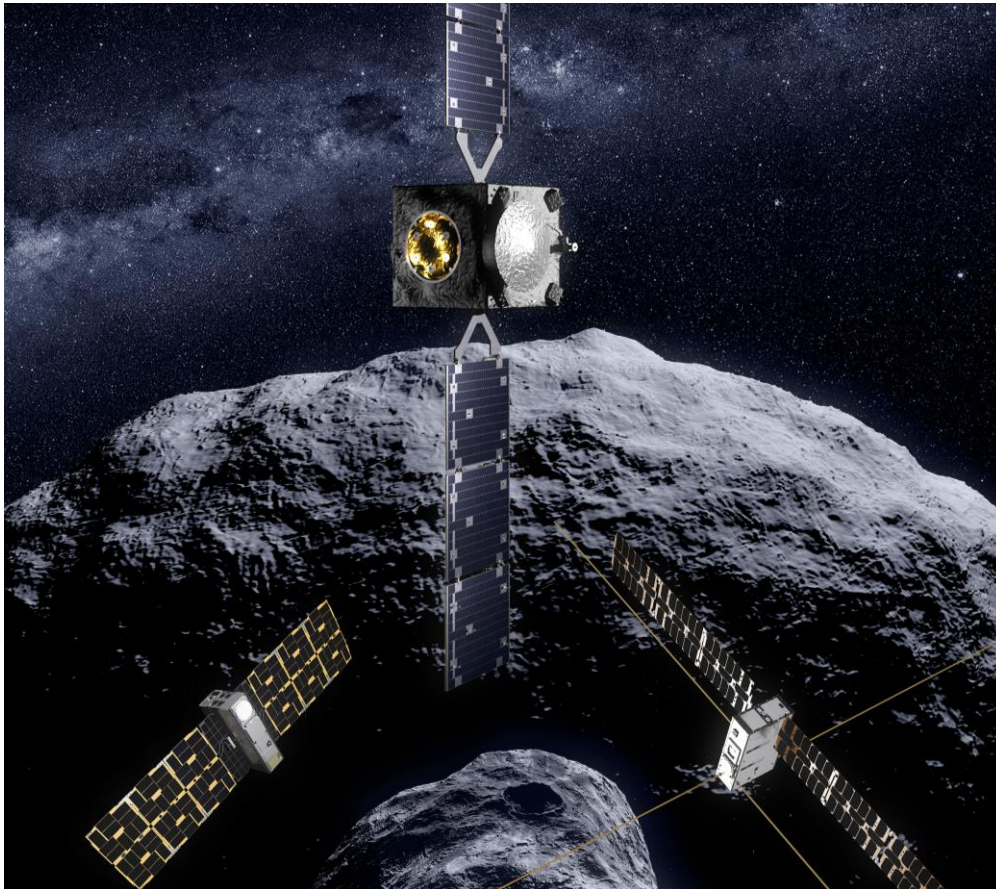


Givaudan (world leader in flavourings): range of sniffing technologies, removing microplastics from household products



MicroMedical: medical breath testing system to detect *Helicobacter pylori*

Programs Inside the Technology Broker Spain



TECHNOLOGY
BROKERAGE

SPARK
FUNDING

IP FOR
COMMERZIALIZATION

PREPARE
4 SPACE

Lines of activity

- **Facilitates access to technology**
- **Space** for companies in other sectors
- **Terrestrial** to solve space industry challenges
- **ESA Patents**
- It has a **mediating role** between different entities:
- Identification of technological needs and opportunities.
- Matchmaking
- Diffusion of the hybridization of Technology
- 1 of 2 Organizations must be Spanish

TECHNOLOGY
BROKERAGE

SPACE - NON SPACE

TECHNOLOGY DESCRIPTION

NON SPACE - SPACE

TECHNOLOGY NEEDS

Lines of activity

- It supports economic operators in the definition of new solutions by offering **financing**.
- **Up to 10 projects** will be selected in open calls.

Types of Projects	Prototype	Pilot Project
Spin-Off	4 projects Max. 75,000 €/project	1 projects Max. 150,000 €/project
Spin-in	4 projects Max. 150,000 €/project	1 projects Max. 300,000 €/project



Lines of activity

- Provides **financing** to economic operators that require legal advice on intellectual property protection:
- Define IP protection strategy
- Execute measures to protect the same
- **Technology developed** in an ESA program or national calls for proposals.
- **10 Economic Operators** will be selected through open calls for tender

TECHNOLOGY
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IP FOR
COMMERZIALIZATION

PREPARE
4 SPACE

Lines of activity

- **Training and preparation** of companies to take advantage of business opportunities derived from space technology and access to the space market.

It includes:

- **Training** on how to perform economic activities in the industry
- **Connection** with the entrepreneurial ecosystem
- Specific **support** in the search for business opportunities
- **20 Economic Operators** will be selected through open calls for applications

TECHNOLOGY
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SPARK
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COMMERZIALIZATION

PREPARE
4 SPACE

Call to Action



[Project Web](#)



[Email](#)



[Needs
Description](#)



[Technology
Description](#)



[Contact Form](#)

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INNOVATION FOR A NON LINEAR WORLD

hello@arrib.es



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