Thierry RANCHIN
Mines ParisTech – PSL University / ARMINES

EuroGEOSS:
Coordination along the value chain
The sustainability of EO services

-relies heavily on access to 4 key resources at each stage of their development

• Access to Knowledge

• Access to Capital

• Access to Technology

• Access to Markets
The sustainability of EO services

- **Access to Knowledge**
  - Understanding user requirements
  - Monitoring policy priorities
  - Capturing market, technology and investment trends

- **Access to Capital**
  - Receiving incubation and acceleration support
  - Tapping into relevant funding schemes and vehicles

- **Access to Technology**
  - Having continuous access to EO data (satellite, in-situ, airborne, etc.)
  - Utilising necessary tools (data analytics, cloud resources, etc.)

- **Access to Markets**
  - Getting coordinated support for export promotion
  - Being involved in cross-border and cross-sectoral matchmaking
  - Receiving investment readiness support
Coordination along the value chain

- **With users:** co-design, co-production and help desk
- **With scientists:** answering to users with up to date science adapted for their needs
- **In implementation:** standardisation and interoperability
- **In users’ uptake:** targeted communities, multiples networks, capacity building, institutional alignment
- **In sustainability and upscaling:** market penetration, upscaling processes, strategies for sustainability
- **In communications:** adapted to users’ communities

→ **Strategic:** Capitalize lessons learned, best practices, guidelines, ...