



# AEROSPACE TECHNOLOGICAL TRANSFER INCUBATOR

## A business incubator for the aerospace sector

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# WHY THE AEROSPACE SECTOR?

## RELEVANCE OF THE SECTOR IN ANDALUSIA



### Sector size

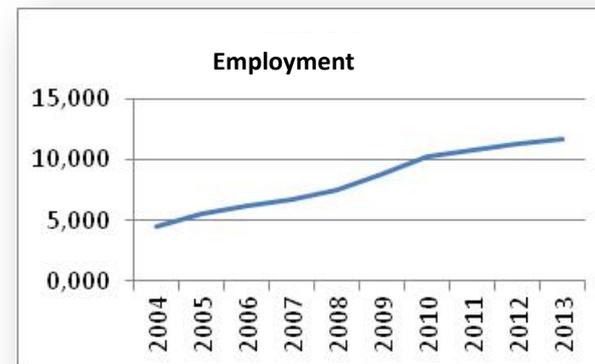
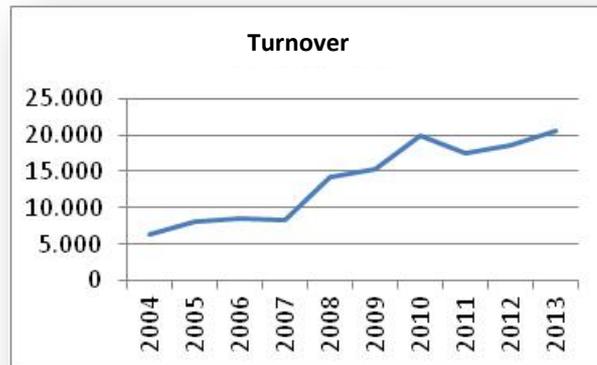
**115** companies

**2.060,2** millions € combined turnover

**11.685** jobs

*(Estudio 2013 sector aeroespacial en Andalucía.  
Clúster Hélice)*

### Sector Growth



**The aeronautic sector in Andalusia takes second place in Spain**

**Important sector and future**

**Cámara**  
Sevilla

**vivero de**  
**empresas**  
espacio emprende

To foster a business sector based on an entrepreneurship culture, it is essential to have a business incubator and stakeholders deeply committed to the development of an entrepreneurial ecosystem

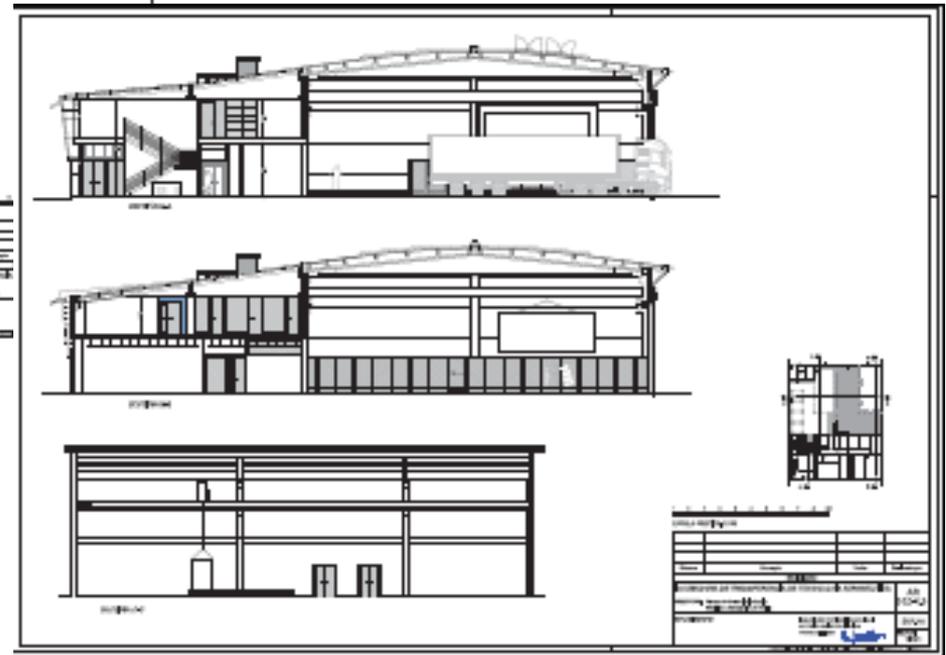
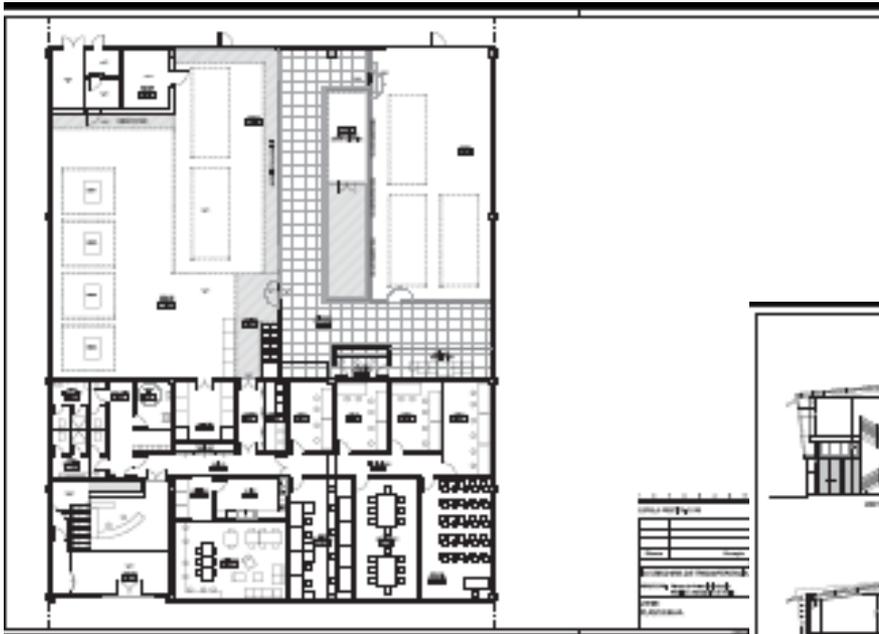
## Members of the Ecosystem

Business	<b>Airbus; Clúster HELICE</b>
Incubador	
Financial	<b>Banco Popular</b>
Government / Business Associations	<b>Parque Tecnológico Aeroespacial de Andalucía (Aerópolis), Cámara de Comercio de Sevilla INCYDE</b>
Universities/R&D	<b>Universidad de Sevilla</b>
Technology	<b>FADA-CATEC;</b>

**In any entrepreneurship ecosystem is necessary a business incubador.**

**The only aerospace business incubator in Spain.**

# SPECIALIZED VENUE



- **1400m2 building located in Aeronautic Tech Park “Aerópolis”:**

- ✓ Over 20 companies
- ✓ Platforms y bedplates for certifications and analysis.
- ✓ Industrial workshops.
- ✓ Space for prototype testing.



# VALUE PROPOSAL



## Universities Spin Off

- *Risk reduction at launch*
- *Turnkey service*
- *Launching into international markets on direct or indirect contracts*

## Start Ups

- *Access to the market*
- *Credibility to the customers*
- *Guarantee of maintenance of its technological level*

## Soft Landing

- *Cost reduction*

## Public Sector

- *Capacity of access to final recipients*
- *Reduction of operation costs*



# SET OF SERVICES



# BASIC STRATEGY



## SPECIALIZATION

- *In the aerospace sector*, integrating the value and the supply chain; and including complementary sectors. We are "industrialists".

## LOW INVESTMENT

- *A basic investment focused to cover the industrial needs*. The rest of needs are cover through collaboration agreements.

## COLLABORATION

- *Based on our main partners*, and counting on sponsors and collaborating companies of the sector.

## SELF-FINANCING

- *From the third year*, even though we are not based fundamentally on real estate activity, but on the provision of value services to our market segments

# WHAT IS THE CONTRIBUTION OF EACH PARTNER?



## Airbus

- **Reduction of launching risks**, as a result of the availability of information on future needs of the aeronautic market.

## Aerópolis

- **Market access**, since they are located in the same geographical location as potential initial customers.

## Banco Popular

- **Capacity to access financing**, as a consequence of the integration of a financial entity in the incubator.

## Cámara de Comercio de Sevilla / INCYDE

- **Launching risk reduction of costs**, based on the contribution of venues, business management, internationalization and networking support.

## Clúster Hélice

- **Capacity of access to the final recipients**, by the integration of the accelerator in the ecosystem, in the cluster and in its associated companies.

## Fundación FADA-CATEC

- **Cost reduction**, they can offer technology support adapted to the initial needs of the start-ups.

## Universidad de Sevilla

- **Access to solutions based on I+D**



# AEROSPACE TECHNOLOGICAL TRANSFER INCUBATOR

## MONITORING BODIES



ADVISORY BOARD	
COMPOSITION	A representative of each of the 8 Institutions / companies partners
DUTIES	Provide assistance, support and collaboration in the strategic aspects of ITTA activity, as well as those issues that have been proposed by the monitoring body of the Incubator, and accepted by the Advisory Board.
MEETINGS	The Advisory Board will meet on a general basis twice a year and additionally as often as it deems convenient
OPERATION	The Board shall be constituted at the time when half plus one of its members are present.
INFORMATION	<p>Together with each meeting request, the Secretary of the Advisory Board will deliver a set of documentation to the members of the board so they are able to analyze each of the points in advance.</p> <p>Any member of the Advisory Board may request any additional information as he deems appropriate, requesting it to the Secretary at least seven days before the date of the meeting.</p>
REMUNERATION	The position of member of the Advisory Board will not be remunerated





# FINAL CONCLUSIONS



- ❑ The aeronautic/aerospace offers clear business opportunities and business growth.
- ❑ The small companies and start-ups have a place in certain segments of the sector
- ❑ The Incubator MUST and CAN provide effective support to projects and therefore MUST be used.

WE WAIT FOR YOU!

Antonio del Cura

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c/ Wilbur y Orville Wright  
Parque Tecnológico y Aeronáutico de Andalucía AEROPOLIS  
La Rinconada (Sevilla)

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