

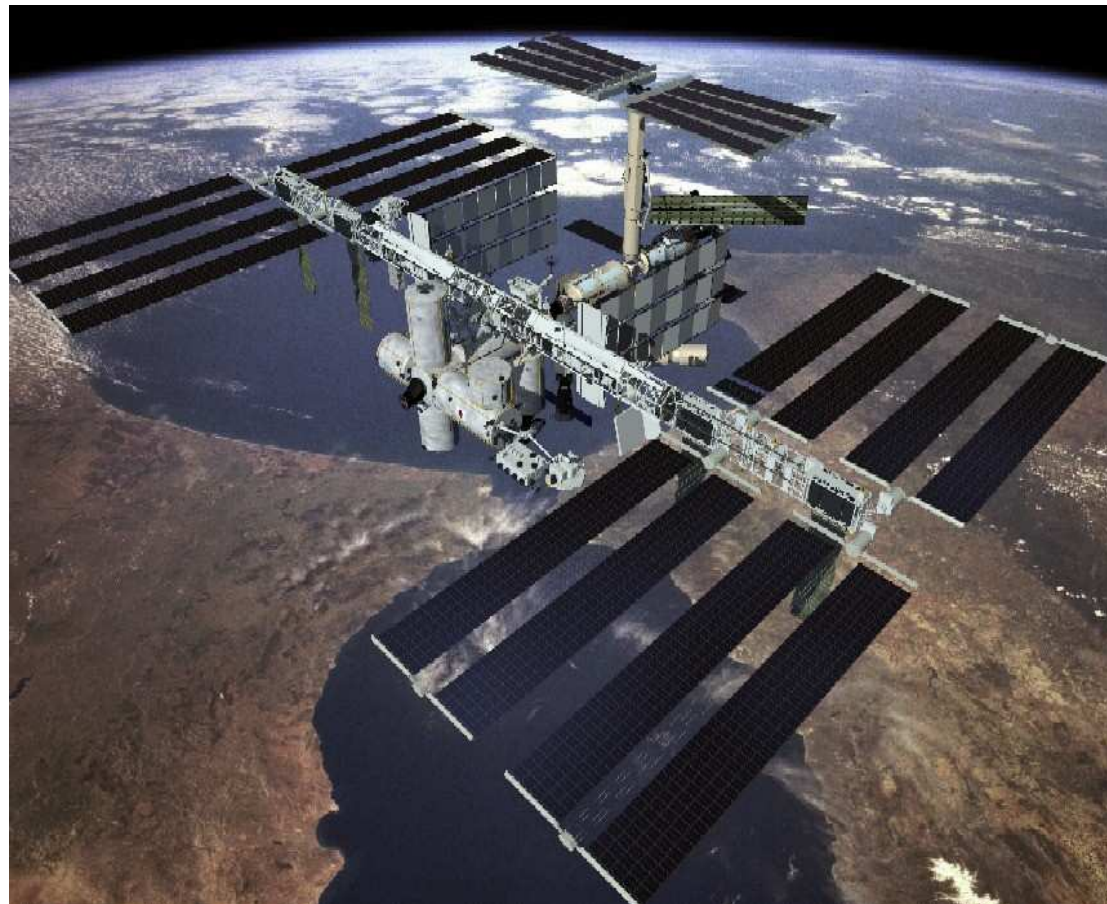
The ISS Commercial Agent Network



Profession: Bio-Entrepreneur 2005

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The International Space Station ISS



15 et 16 Mars 2005

www.bio-entrepreneur.net

Assembly:
started in 1998

Completion:
2010 (tbd)

Owner:
15 Nations
(US, RUS, J, CAN,
Europe)

Utilization period:
~ 10 years

Mass:
450 tons

Pressurized space:
1200 m³

Size:
104 x 80 m

**Orbital
altitude/inclination:**
350 – 450 Km / 51,5 °

ISS – European Main Contributions

Columbus Module

Mass	12.800 kg
Length	6.50 m
Diameter	4.25 m



Microgravity Facility Payloads (MFC)

- Biolab
- European Physiology Module (EPM)
- Fluid Science Lab (FSL)
- Material Science Lab (MSL)
- European Drawer Rack (EDR)



The International Space Station ISS

Commercial opportunities

- **Research and Development**
 - **Utilisation of space environment (μg , radiation, vacuum) as a tool for improvement of terrestrial products, processes etc.**
 - **Utilisation of space environment as a test bed for the development of new technologies**
 - **Earth observation**
 - **Space research**
- **Communication and data services**
- **Marketing/Sponsorship/Education**



The ISS Commercial Agent Network

biotechnology, health, food and nutrition

- **ESA decided to implement a network of Commercial Agents in order to successfully integrate non-space industry and private investors into a commercial utilisation of ISS in a centralised and co-ordinated way**
- **The first ISS Commercial Agent has been selected by ESA in August 2004 for the market sectors mentioned above**
- **Contract was signed on 21 September 2004**
- **Future Contracts will cover the Environment and the Materials**



The ISS Commercial Agent Network

Goals

- **Identify potential added value for commercial users**
- **Establish a dialogue between space representatives and potential industrial users**
- **Initiate commercial projects**
- **Offer individual end-to-end services and support towards the commercial customers**



The ISS Commercial Agent Network

How we work

- **The ISS-Commercial Agent Network Customers are mainly the Industries**
- **The Industries need a clear target and an array of services to identify, pursue and obtain their solutions**
- **The ISS Commercial Agent Network provides a full consultancy and service to the Industries**



The ISS Commercial Agent Network

How we can assist

Once an Industry decides to proceed with an ISS service:

- The ISS-Commercial Agent Network assists the Customer in the **preparation, development, deployment and analysis** of its specific work on the ISS
- The ISS-CAN assists the Customer in the **interaction with ESA** in all the phases of the project
- The Customer will concentrate on its technology, its products and its processes to reach the target. The ISS-CAN will concentrate on **all the rest**
- The ISS-CAN is available to assist in the **subsequent handling of the resulting products up to their full implementation on the market**



The ISS Commercial Agent Network

Who we are (I)

- **ISS Lab Ruhr GmbH, Germany**



**sound experience in space commercialisation,
experience in life sciences, food and nutrition.
Contact point in Germany, network co-ordinator**

- **AGT Group, Italy**



**highly experienced in the development of innovative
technologies, marketing expertise. Contact point in Italy**



The ISS Commercial Agent Network

Who we are (II)

- **MEDES, France**

**long lasting experience in space medicine,
clinical trials, bed rest studie.
Contact point in France**



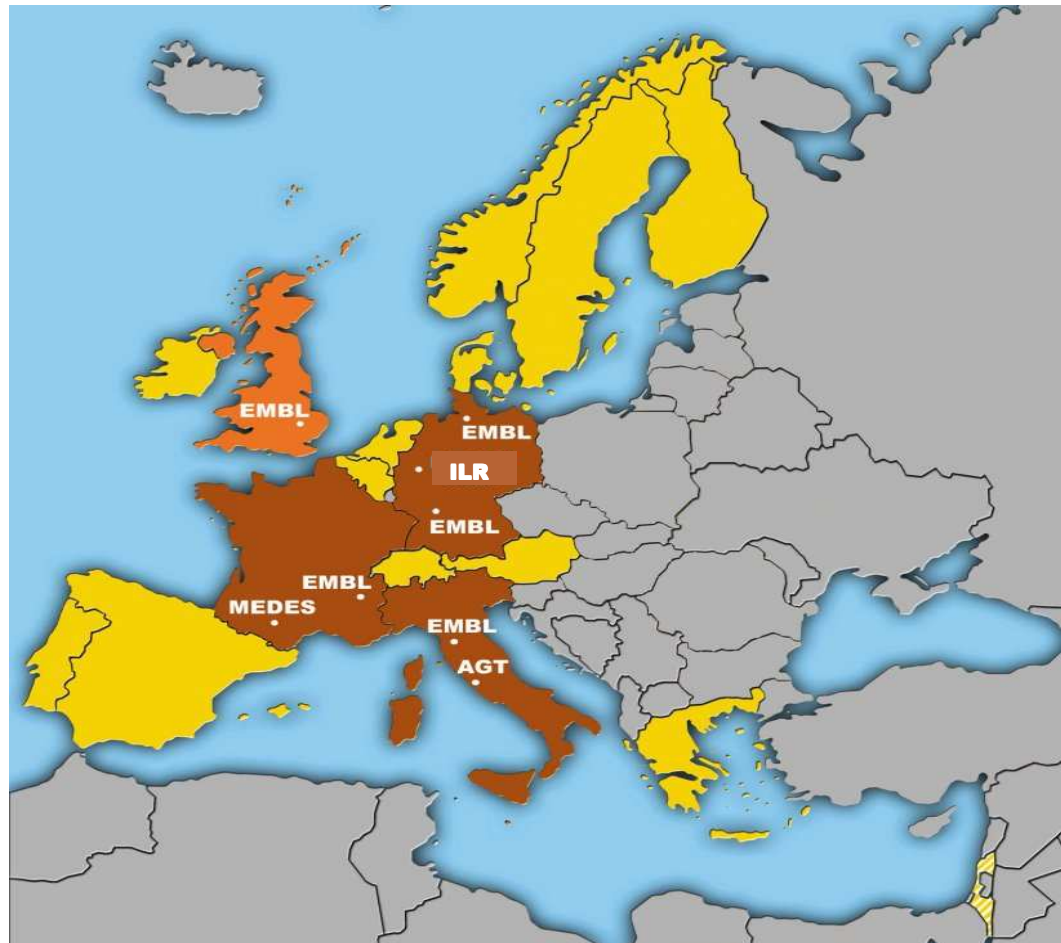
MEDES

- **EMBL-EM, Germany
(France, Great-Britain, Italy)**

**commercial department of the world-renowned
EMBL (European Molecular Biology Laboratory) ,
highly experienced in biotechnology, biomedicine.
Contact point in Europe**



Where you can find us



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www.bio-entrepreneur.net

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Summary

- **The ISS is still under construction but already exists**
- **Functionally active as a lab already during construction phase**
- **Commercial utilization is to sum up to 1/3 of total European capacity**
- **Established processes in order to guarantee industry standards (project management, confidentiality, etc.)**
- **Direct access and end-to-end services via the Commercial Agent Network**



Contact



- **ISS Commercial Agent Network**
biotechnology, health, food and nutrition

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