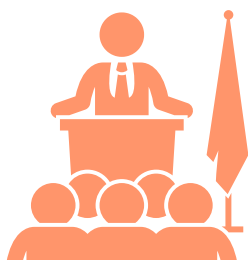




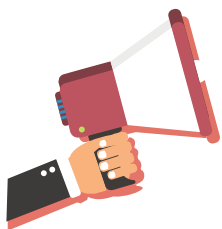
# EARSC Membership

SYNERGY OF 4 PILLARS

## 1 Representing the Members



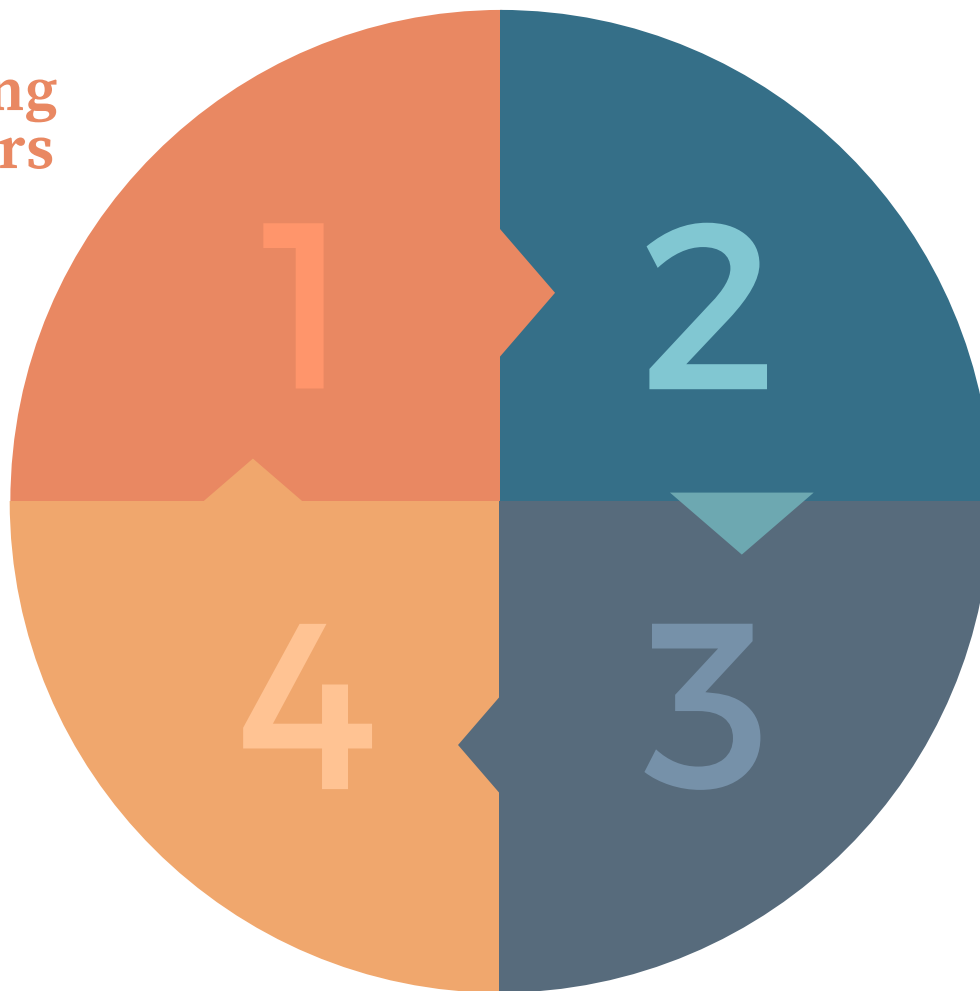
## 4 Tools for promoting the industry



## 2 Market development & Internationalization



## 3 Showing the value of Earth Observation

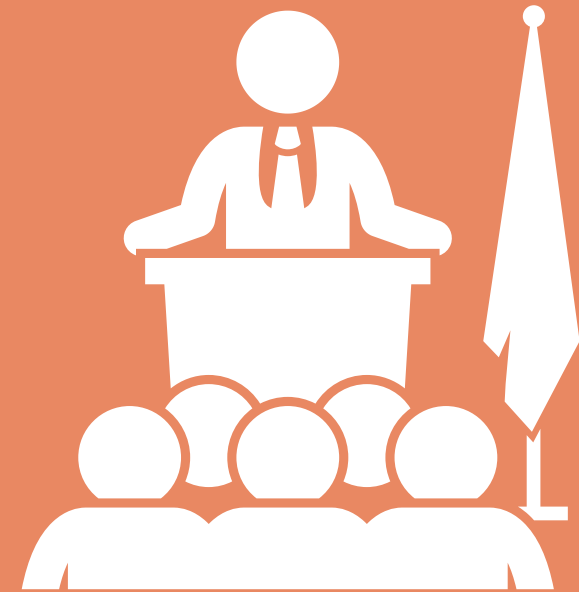


# 1st pillar: Representing the Members

The core pillar of our activities is to **support and promote our members** (approx. 130 members in more than 25 countries) through **working groups**, liaising with EC and ESA, giving our members a voice through **position papers**, through our participation organization and observer roles at GEO and UNGGIM respectively.

More about how we represent our members here. Contact for GEO and UN: Monica Miguel-Lago, [monica.miguel-lago@earsc.org](mailto:monica.miguel-lago@earsc.org)

Contact for ESA and EU: Aaron Scorsa, [aaron.scorsa@earsc.org](mailto:aaron.scorsa@earsc.org)



## 2nd pillar: Market Development and Internationalization

EARSC is engaged in a wide range of activities to develop new markets and business opportunities, interactions with communities of users, technology driven entities and international partners.

We engage with market leaders to understand their needs (**the FIRE project**) and with end users across the world to **promote the EO services**.

We help our members to develop business opportunities in Chile and Australia (**the ConnectEO project**). Read more about the 2nd pillar **here** or contact: **Hermen Westerbeeke**, [\*\*hermen.westerbeeke@earsc.org\*\*](mailto:hermen.westerbeeke@earsc.org)



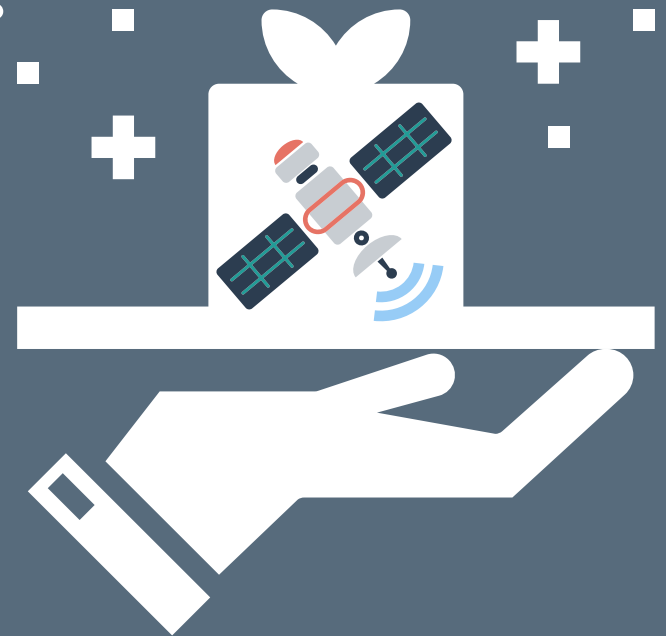
# 3rd pillar: Showing the value of Earth Observation

EARSC showcases the value of Earth Observation by leading the **Sentinel Benefits Study (SeBS)** project to measure the societal impact of products and services from **Sentinel satellite data**. Read more about the **project here**.

Contact: **Christopher Oligschlager**,  
[christopher.oligschlaeger@earsc.org](mailto:christopher.oligschlaeger@earsc.org)

EARSC conducts a regular **Industry Survey** into the total employment and turnover of the Earth Observation sector in Europe. Read more **here**.

Contact: **Aaron Scorsa**, [aaron.scorsa@earsc.org](mailto:aaron.scorsa@earsc.org)



## 4th pillar: Tools for promoting the industry

EARSC has several digital tools which provide a common space to find EO companies, to discover 'online' EO services and to promote our members' products. **EARSC's closed portal** provides our members unique access to funding opportunities and updates from the industry.



EARSC provides our members with opportunities to promote their articles, job offers, news and other materials on our website and social media.

**Contact: Communication Officer, [polina.gerelchuk@earsc.org](mailto:polina.gerelchuk@earsc.org)**



[www.earsc.org](http://www.earsc.org)

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# Projects at EARSC



**ConnectEO** - business in Australia and Chile. **Contact:** Hermen Westerbeeke, [hermen.westerbeeke@earsc.org](mailto:hermen.westerbeeke@earsc.org) and Sandra Cabrera Alvarado, [sandra.cabrera-alvarado@earsc.org](mailto:sandra.cabrera-alvarado@earsc.org).



**EO4GEO** - bridging the skills gap between supply and demand for education, training and workforce development in the EO/GI sector. **Contact:** Monica Miguel-Lago, [monica.miguel-lago@earsc.org](mailto:monica.miguel-lago@earsc.org)



**FIRE** - a user community across different sectors. **Contact:** Natassa Antoniou, [natassa.antoniou@earsc.org](mailto:natassa.antoniou@earsc.org)



**e-shape** develops and promotes European EO capabilities with and for the users. **Contact:** Francesca Piatto, [francesca.piatto@earsc.org](mailto:francesca.piatto@earsc.org)



**PARSEC** is an acceleration programme boosting EO-innovation in the Food, Energy and Environment sectors. **Contact:** Weronika Borejko, [weronika.borejko@earsc.org](mailto:weronika.borejko@earsc.org)



**OCRE** – The Open Clouds for Research Environments project (OCRE), aims to accelerate cloud adoption in the European research community. **Contact:** Natassa Antoniou, [natassa.antoniou@earsc.org](mailto:natassa.antoniou@earsc.org)



**SeBS** is the project that showcases the benefits brought by the usage of Sentinels data to society, environment and economy **Contact:** Christopher Oligschläger, [christopher.oligschlaeger@earsc.org](mailto:christopher.oligschlaeger@earsc.org)

# Other opportunities at EARSC

## EARSC Awards



Every year during our anniversary cocktail we give out **EARSC Awards** in 4 categories: **Company Award**, **Product Award**, **Partnership Award** and **Startup Award**. Learn more about EARSC Awards 2021 [here](#). The winners receive recognition of the EO industry.

## EARSC Events



**EXPANDEO** is the Annual Conference of EARSC where we give **our members** the chance to learn about different market opportunities in different sectors while **growing their business** through **networking** and other interactive sessions.

# Welcome to EARSC!



If you already have any specific questions about the projects or other EARSC activities please contact our relevant project officers at EARSC.

If you have any other questions please contact our Communication Officer at EARSC **Polina:**  
**[polina.gerelchuk@earsc.org](mailto:polina.gerelchuk@earsc.org)**

We are very happy to welcome you as our new EARSC member!