



SWISS AEROSPACE CLUSTER

#bettertogether



Cluster Office



Roland Hengartner
President





LARGEST AEROSPACE NETWORK IN SWITZERLAND

- **180 Member Corporations / Organisations**
- Focused on **Small-/Medium-Sized Enterprises & Start-ups**
- **Supported by OEM | Tier 1 | Tier 2 | Service Providers**
 - RUAG, LEONARDO
 - SKYGUIDE, CAPGEMINI
 - HENSOLDT, BOSSARD, RÖSLER
 - ESA
- Direct Access to **Supply Chain / Engineering & Business Services**



Cluster Office @ University of St. Gallen

 University of St. Gallen
Center for Aviation and Space Competence





Extended Scope & Team since 2021:

- Innovation in Space
- System Design
- Space Policy Research
- Executive Education



University of St. Gallen

Center for Aviation and Space Competence*

*Industry Center Rebrand
since January 2023*

* Founded in 2005 as the first Industry Center at the University of St. Gallen




Certificate of Advanced Studies in Aviation Accountability, Safety and Compliance Management ASCM-HSG

Accountable Aviation Management

International Management and Leadership Module (Singapore)

Safety and Security Management Module

Auditing in Aviation Module




Join the #1 business programme for the New Space economy in Europe

SPACE FOR BUSINESS



Diploma Program in Global Air Transport Management

HSG Diploma of Advanced Studies



Sustainable Aviation Management CAS

We train responsible leaders of tomorrow

VERY ACTIVE COMMUNITY LANDSCAPE

• 5 Working Groups

- PRODUCTION & MAINTENANCE
- HELICOPTERS & VTOL
- DRONES & UAS
- SPACE TECHNOLOGIES
- R&D AND PROCESSES*



• 4 Conference & Networking Platforms (**AEROSPACE INNOVATION DAYS**®)

- SYMPOSIUM AIR MOBILITY (SAM)
- AVIATION & SPACE SYMPOSIUM
- ROTORS SWITZERLAND
- COMMERCIAL SPACE DAYS

• Dedicated Working Group Chairs

- **Ronny Schreiter*** (Bossard Aerospace)
- **Yannick Willemin** (9T Labs)
- **Christian Zehnder** (Mollis Airport)
- **Wolfgang Rieder** (Innovation Park Biel)



CLUSTER OFFICE



**Dr. Marc-Andre
Chavy-Macdonald**
Memberships and
Marketing



Dr. Benoit Cornet
Communications
and Events



Nicole Denk
Administrative
Support & Events

200 **HELI20** (Näfels)
110 **SAM20** (Luzern)
200 **AS21** (Virtual)
250 **SAM21** (Luzern)
280 **ROTORS22** (Payerne)
320 **AS22 + BAM22** (St. Gallen)
520 **CSD23** (Luzern)
200 **AS24** (St. Gallen)
>2'000 Participants

3 New Event Brands:



ROTORS SWITZERLAND
Helicopters | Drones | VTOL



Symposium Air Mobility
Urban | Air | Space Technologies

2020 - 2024

5 Years in Numbers...

Cluster Office & Event Team



Dr. Marc-Andre
Chavy-Macdonald
Memberships and
Marketing



Dr. Benoit Cornet
Communications
and Events

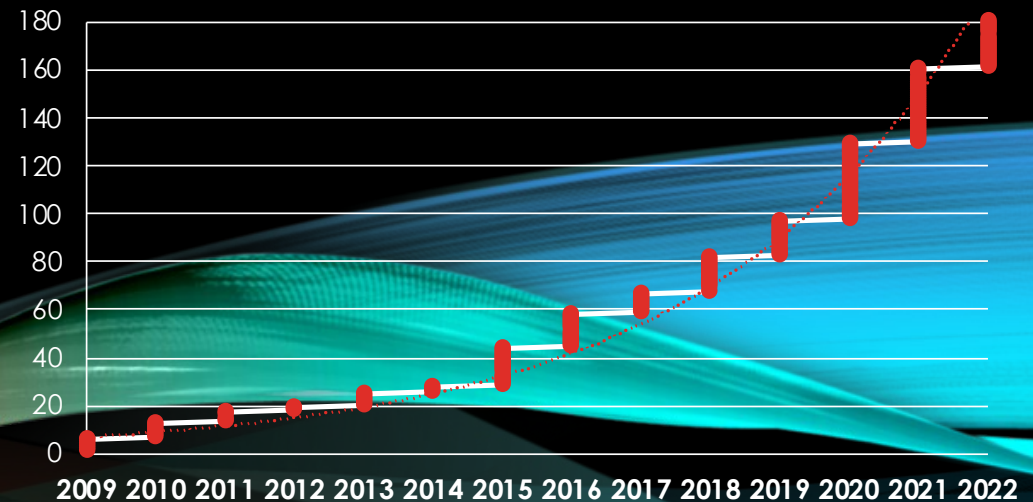


Nicole Denk
Administrative
Support & Events

4 New/Updated Working Groups:

- Helicopters & VTOL (2020)
- Drones & UAS (2020)
- Space Technologies (2021)
- R&D and processes (2024)


SAC Members [2009 - 2022]



SERVICES AT A GLANCE

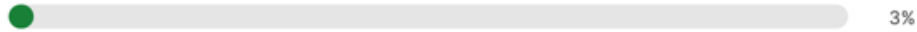
- **Visibility**: online directory on SAC website, presenting company. Can use SAC logo
 - Revamping website, linkedin presence
- **Events**: 1 large event / year co-organized (discount attendance)
 - New Year's reception
 - Annual General Meeting
 - Smaller events – e.g. networking lunches or evenings, contacts from international
- Joint **Swiss Pavilions** at 2 international air shows / year (discount rate)
- Newsletter
- Silver **Membership Switzerland Global Enterprise (SGE)** - discount on their services - support for export (e.g. consulting, reports, on-ground expertise)
 - will be contacted directly
- **Trade missions** (ad hoc, costs extra)
- Access to **R&D projects** – exclusive calls for participation, get Innosuisse etc.
- **Working Groups**: the heart of the association
 - allows more intimate and relevant networking, company visits, joint projects
 - meet 3-4x / year



 Do you want SAC to continue organizing events? If so, big or small?

Multiple Choice Poll  35 votes  35 participants

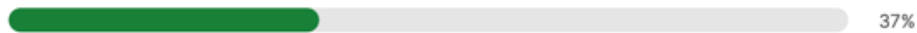
No - 1 vote



Yes - large events (>100 attendees) - 21 votes




Yes - small events - 13 votes



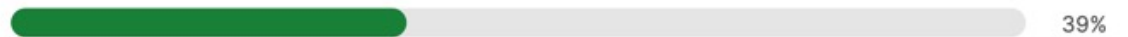
Don't know / need more info - 0 votes



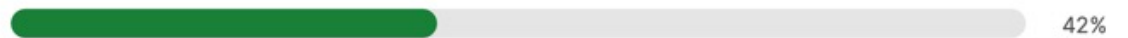
 Should SAC boost its presence at international events? E.g. attend more of them, or do more than a booth?

Multiple Choice Poll  36 votes  36 participants

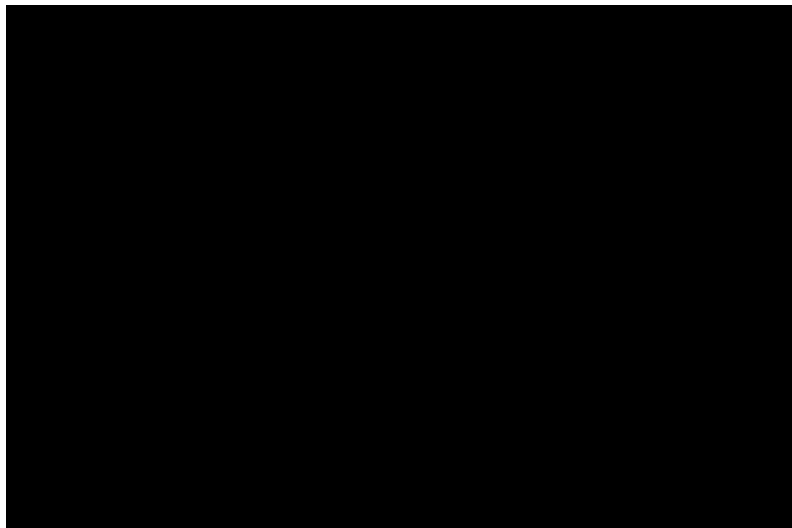
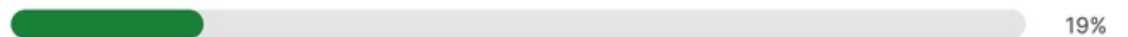
No - 14 votes



Yes - 15 votes

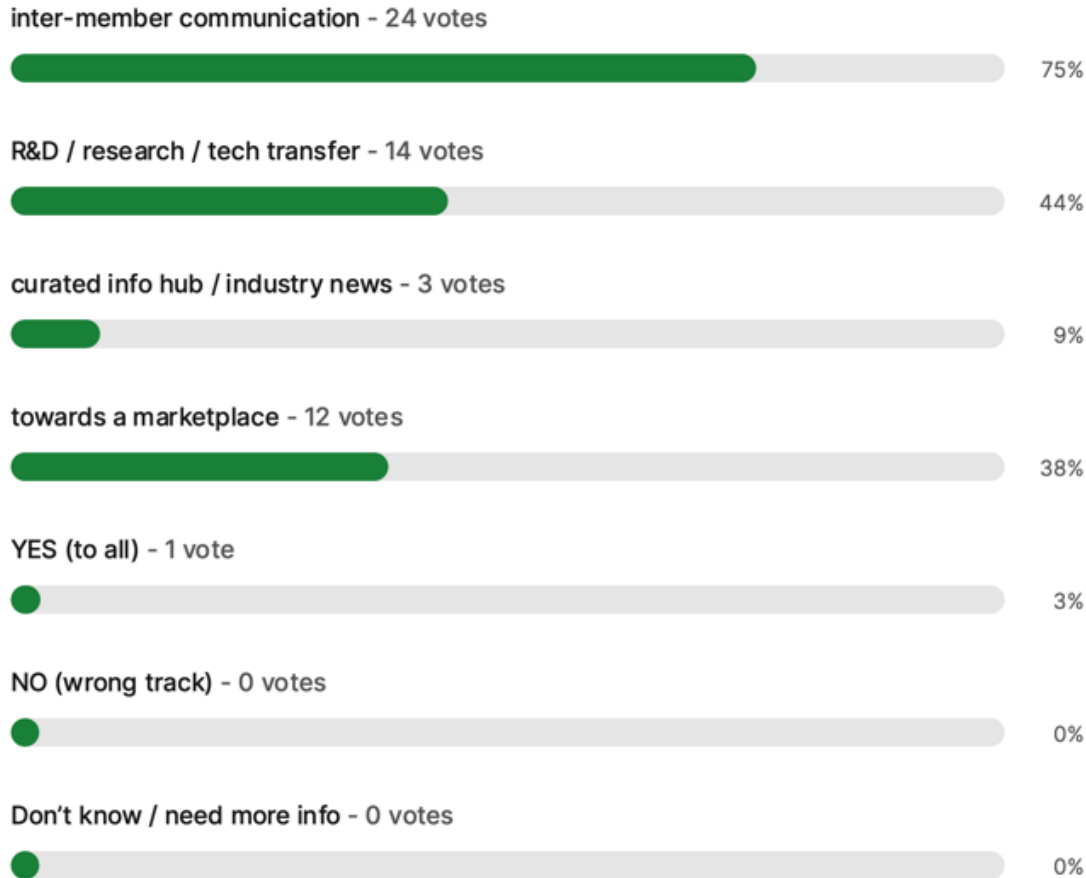


Don't know - 7 votes



Which new SAC services would you value most? (pick 2):

Multiple Choice Poll 32 votes 32 participants



FUTURE SERVICES

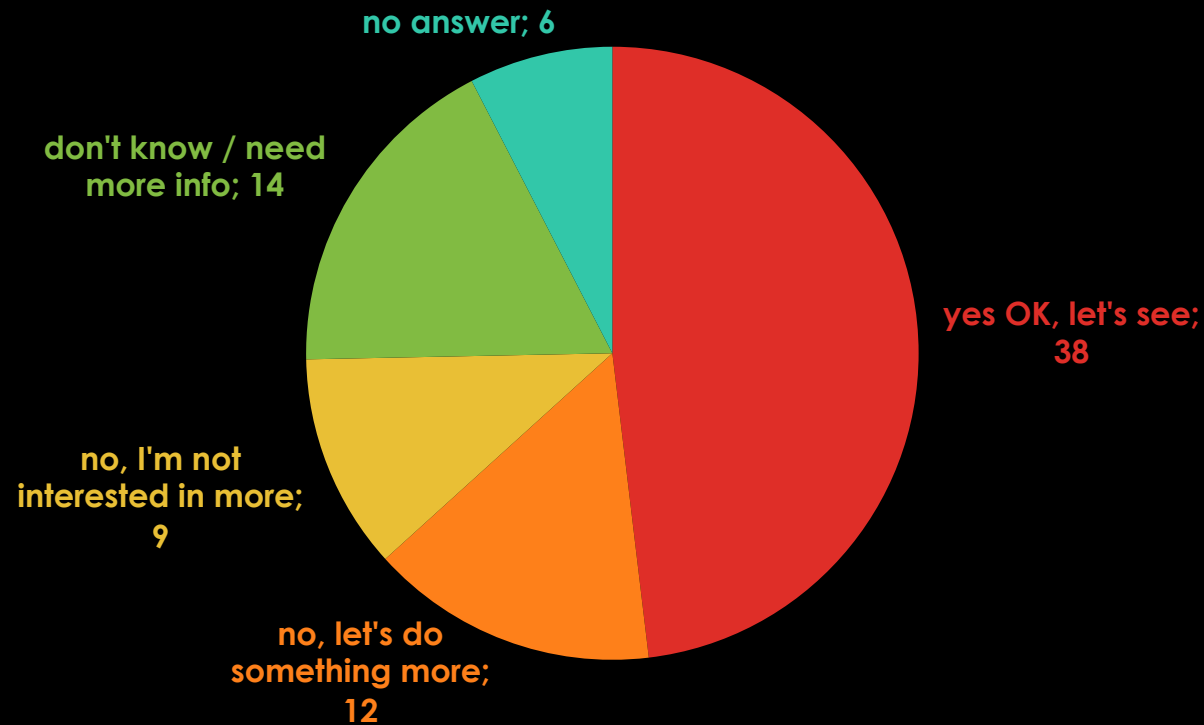
inter-member communication	e.g. platform for communication & matchmaking (B2match-like); networking evenings
R&D / research / tech transfer	e.g. matchmaking for joint research / R&D, Calls for Ideas, joint proposals / infrastructure, talks to transfer results
curated info hub / industry news	e.g. curated industry news, member/local news, job posts...
towards a marketplace	e.g. map SAC capabilities/offerings; towards joint catalogue; joint CRM tools/lists; buying/selling groups (GPO)



FUTURE SERVICES

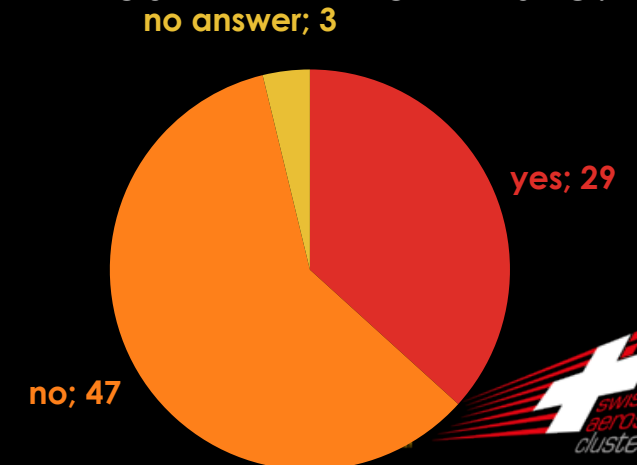
THERE ARE CALLS FOR MORE NETWORKING & MATCHMAKING.
IS NETWORKING EVENINGS/LUNCHS, AND LINKEDIN GROUP OK TO
START?

RESULTS FROM
A&S SYMPOSIUM 2024
Q1 OF 4



79 respondents

ARE YOU A MEMBER OF THE SAC?

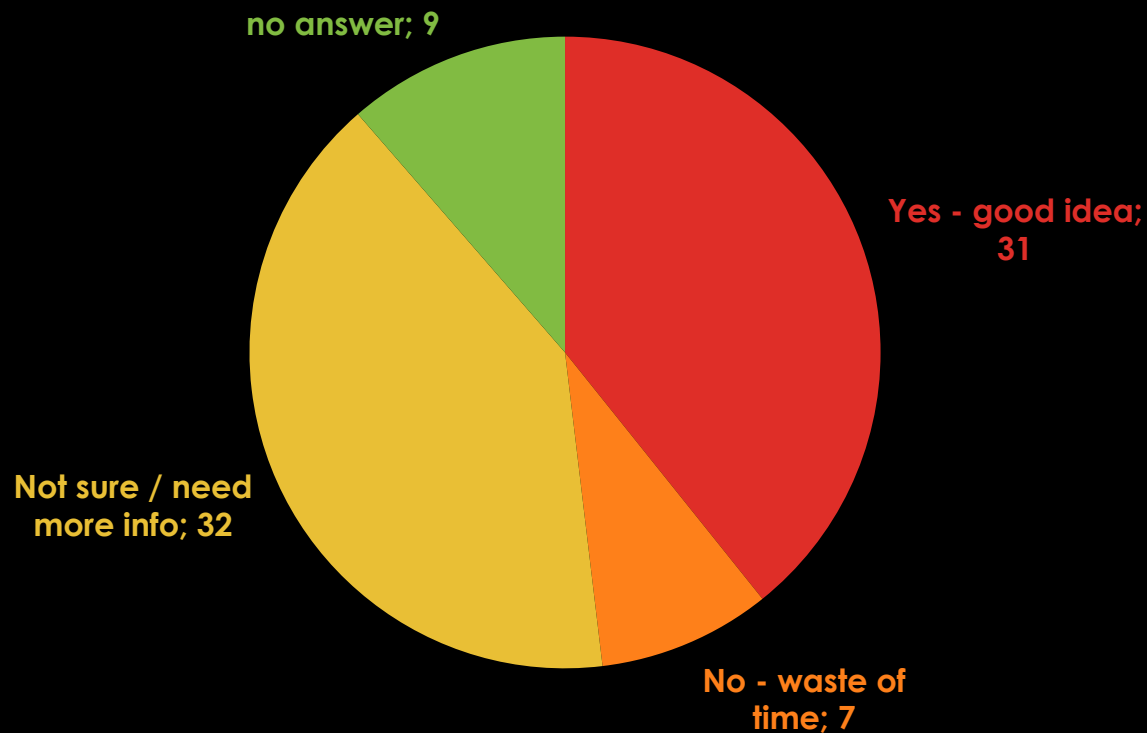


FUTURE SERVICES

THERE ARE CALLS FOR A COMPETENCE MATRIX, AND JOINT PROJECTS.

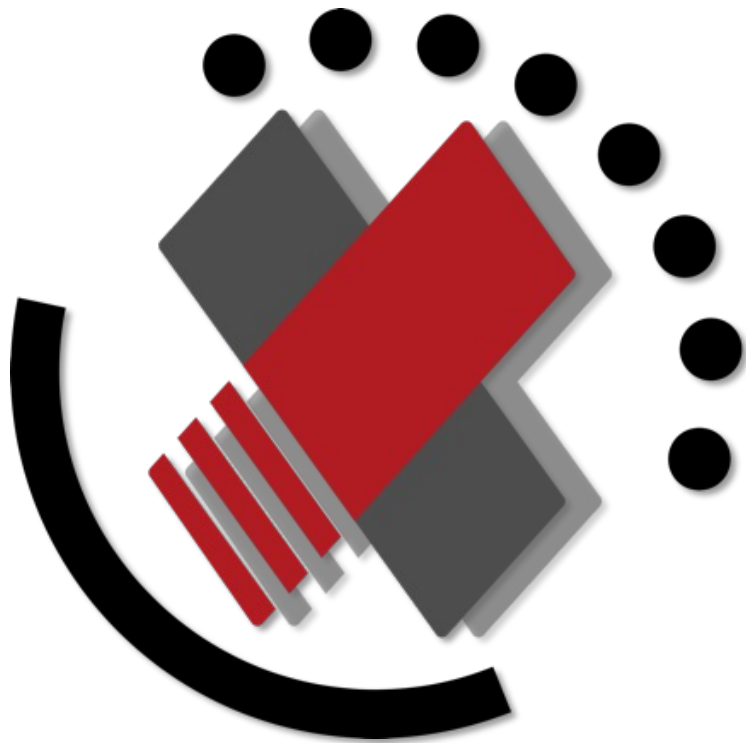
DO YOU SUPPORT AN EFFORT ON COMPETENCE MAPPING, WITH THE GOAL OF FACILITATING JOINT PROJECTS, COLLABORATIONS ETC., AND MAYBE A MARKETPLACE?

RESULTS FROM
A&S SYMPOSIUM 2024
Q3 OF 4



Networking
Event Series

powered by
Innosuisse



Aerospace Innovation Days

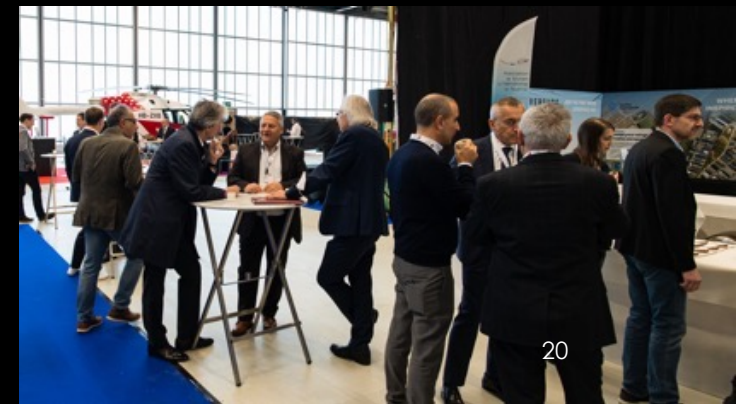
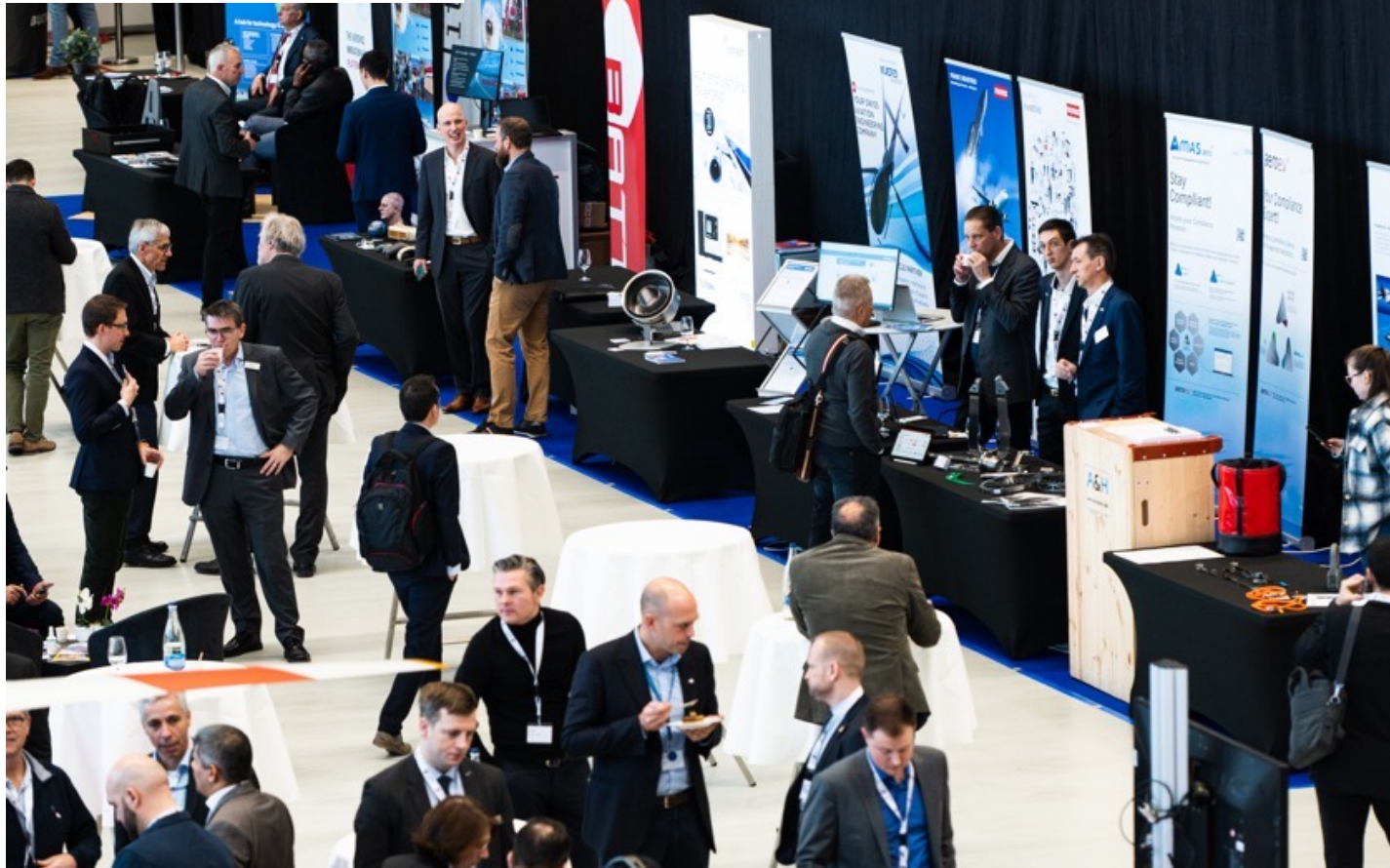


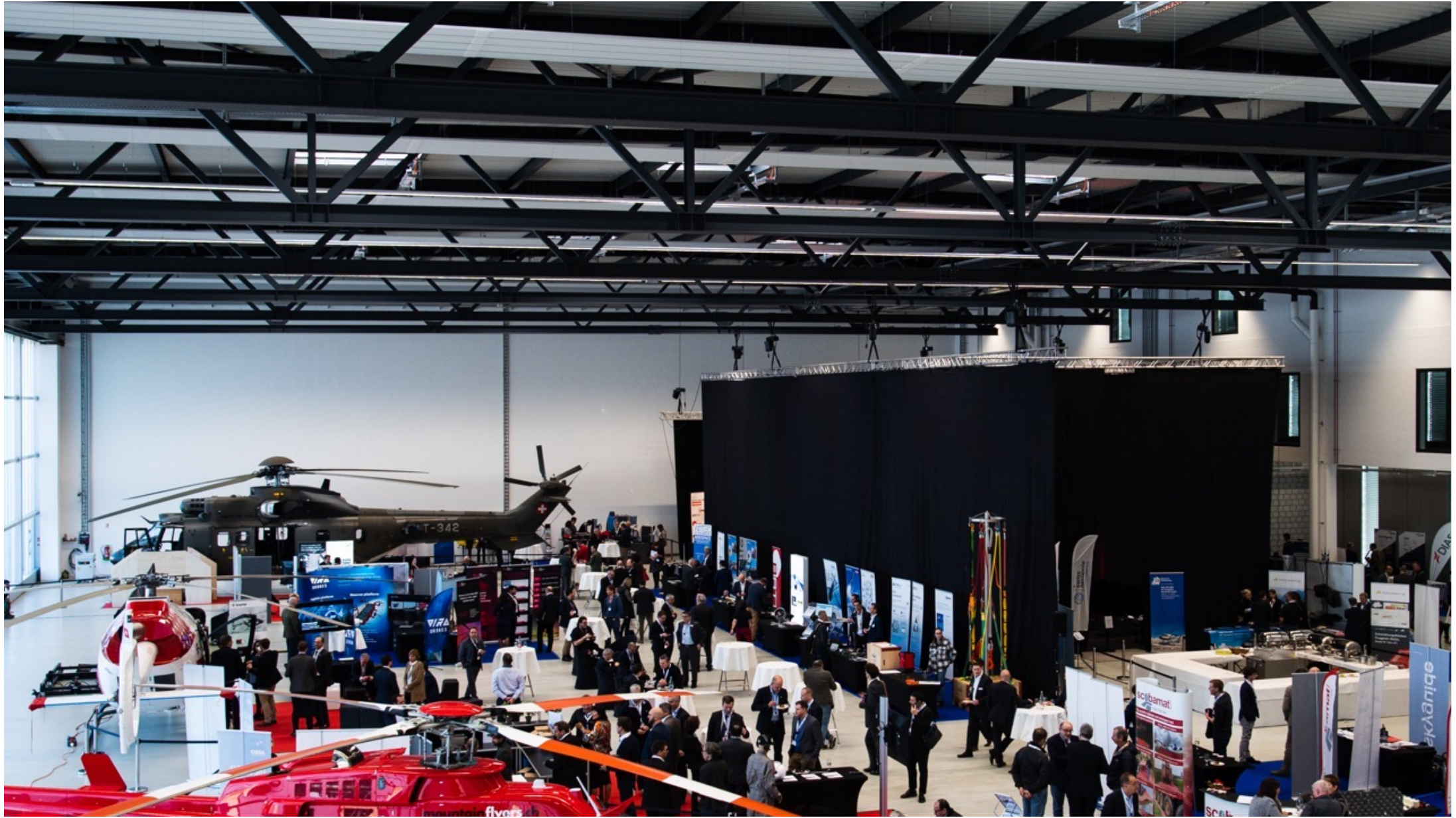
ROTORS SWITZERLAND
Helicopters | Drones | VTOL



ROTORS SWITZERLAND
Helicopters | Drones | VTOL

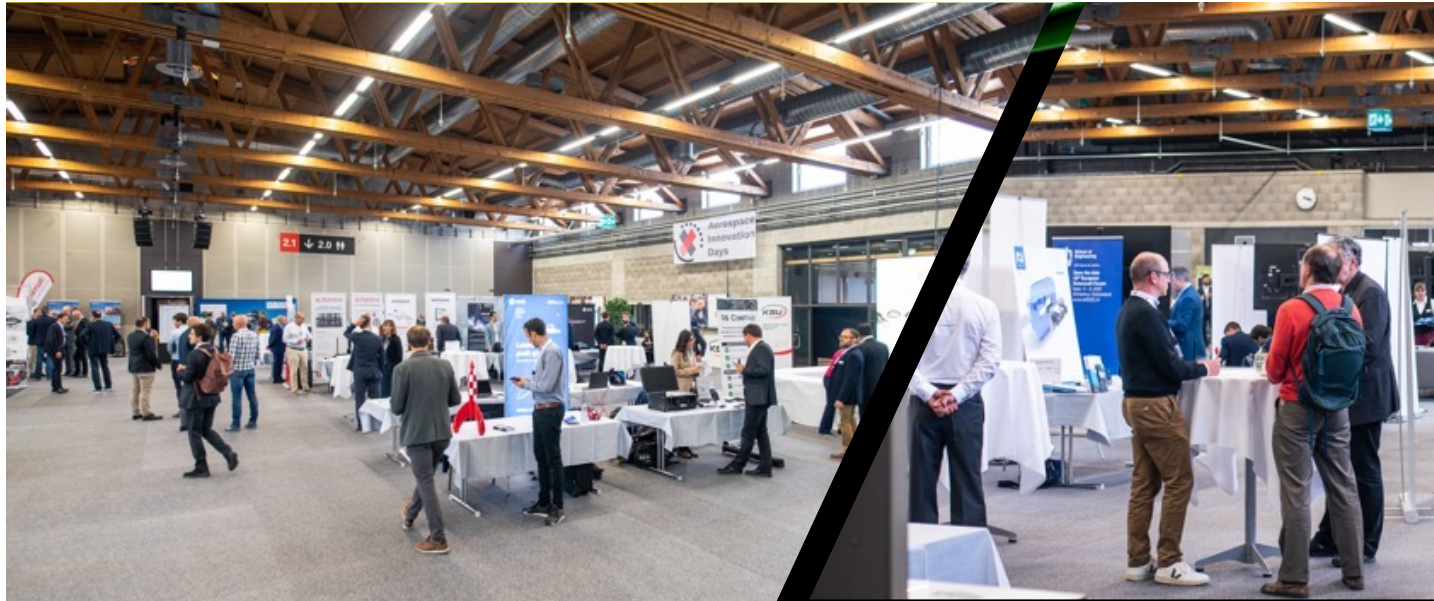
280 Attendees
55 Exhibitors
#ROTORS22
Payerne Airport











320 Attendees
84 Exhibitors
#AS22
#BAM22
OLMA St. Gallen



A central graphic with a white background. It features a stylized logo consisting of overlapping red and grey shapes forming the letters "SAM". To the right of this logo, the text "COMMERCIAL SPACES DAYS" is written vertically in a blue, sans-serif font. Below the logo, the text "Symposium Air Mobility" is written in a bold, black, sans-serif font, followed by "Urban | Air | Space Technologies" in a smaller, regular, black, sans-serif font.





**COMMERCIAL
SPACE DAYS**

11-12 SEPTEMBER 2023 | LUZERN

COMMERCIAL SPACE DAYS

11-12 SEPTEMBER 2023 | LUZERN

- Two-Day Space Congress at KKL Conference Center (Luzern) with focus on New Space Economy and Commercialization, supported by:
 - European Space Agency (ESA)
 - European Center for Space Economy and Commerce (ECSECO)
 - Swiss Space Office (SSO)
- Complete Overview of Commercial Projects Landscape
- Collaboration Workshops
- Networking & Matchmaking
- Projection & Multimedia Show Planetarium
- Gala Dinner in Aviation & Space Exhibition
- ECSECO Awards



400 Participants!

COMMERCIAL SPACE DAYS

2 DAYS
5 FLOORS
30 SPEAKERS
400 B2B PARTICIPANTS ONSITE

ESA | ECSECO | OECD | WEF | NASA | SERI

*CONSIDERING WHAT REALLY MATTERS
IN NEWSPACE ECONOMY AND COMMERCE!*



DAY 1 AUDITORIUM + LIVE STREAM

13:30 - 17:00 CET

INNOVATION ECONOMY IN SPACE | THE GREAT DEBATE

**A MUST SEE
PANEL!**



Mariana Mazzucato
Professor | Economics & Innovation
University College London



Dominique Foray
Professor em. | Economics & Innovation
Ecole Polytechnique Federale de Lausanne



University of St. Gallen

Vivianna Fang He
Professor | Entrepreneurship & Innovation
University of St. Gallen

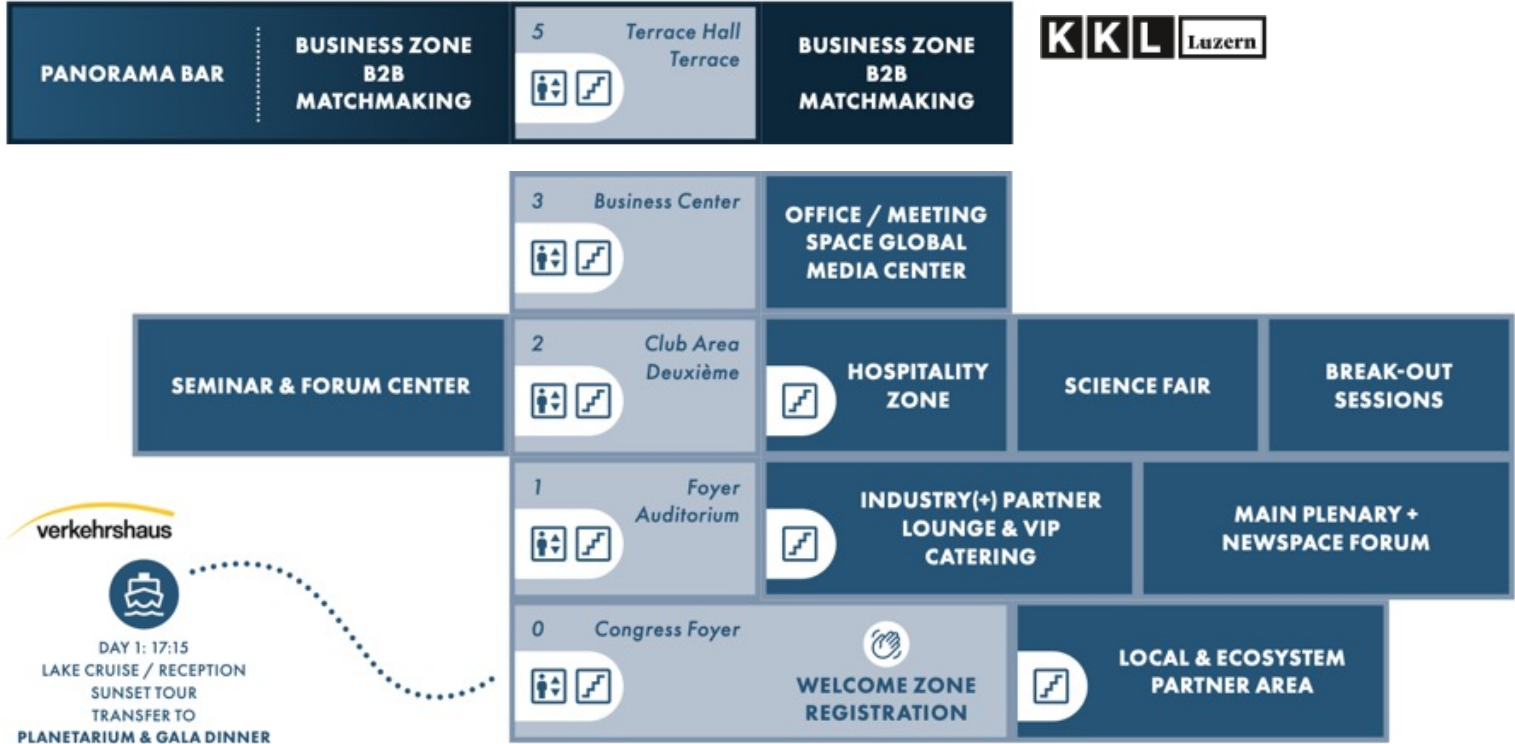


Harvard
Business
School

Matthew Weinzierl
Professor | Space Economics
Harvard Business School



Alexander MacDonald
Chief Economist
National Aeronautics and Space Administration





 DAY 1: 17:15
 LAKE CRUISE / RECEPTION
 SUNSET TOUR
 TRANSFER TO
 PLANETARIUM & GALA DINNER

SPACE

MISSION.CH

by swiss aerospace cluster

“NEW MARKETS” INITIATIVE

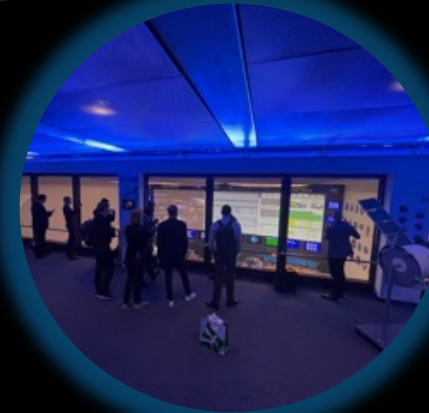
• Annual Trade Missions

- SPACE MISSION **GERMANY 2022** (DLR, AIRBUS, THALES ALENIA SPACE, ISAR AEROSPACE)
- DISCOVERY MISSION **OKLAHOMA 2022**
- SPACE MISSION **USA 2023** (ALABAMA & FLORIDA)

• Joint Activities (inhouse, domestic & abroad)

- Info Webinars & Hybrid Events
- Company Visits & Networking
- Trade Show Delegations
- Co-Exhibitor Concepts
- Swiss Pavilions (T-LINK)
- Partnerships: SWISSMEM, DIAS, AEROSUISSE, S-GE, ESA-BIC, EACP

**SPACE
MISSION**
by swiss aerospace cluster



SPACE
MISSION.CH
by swiss aerospace cluster

Space Mission Germany Edition 2022



SPACE MISSION 2022 (GERMANY)



SPACE MISSION.CH

by swiss aerospace cluster

Business Delegation & Fact-finding Mission*

USA Edition 2023

26. August – 02. September

- **Huntsville (AL)**
- **Cape Canaveral (FL)**



BLUE ORIGIN

beyond gravity

AIRBUS

SPACE FLORIDA



SPACEX

...and more



Information & Registration

*All-inclusive:

- Flights
- Hotels & Dinners
- Transportation
- B2B Meetings & Onsite Support
- **Falcon 9 Launch (tbc)**

**SWITZERLAND
GLOBAL
ENTERPRISE**

enabling new business

NEW INITIATIVE: R&D PROJECTS

- New R&D WG – plan to do White Papers, joint projects (e.g. Innosuisse)
- New R&D-focused Cluster Officers
- Interest expressed by member survey, Board, and in SAC Statutes
- Ideas already in proposal form (with traction!)
 - Next-gen offerings explorer & competence matrix: *Supplier Ecosystem Explorer*
 - Linked to ESA's new Strategic Tech Planning System
 - Concurrent Engineering Facility 2.0
 - Modeling industry dynamics: *Understanding NewSpace: A Systems Model*
 - Modularity design for (aero)space
 - Etc.
- Vision: SAC as vehicle for industry shaping of proposals, R&D...

SAC BOARD



**Roland
Hengartner**
President

Aerolite



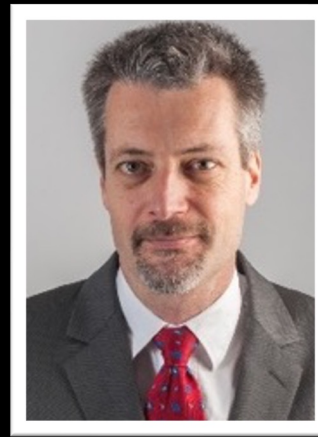
**Massimo
Fiorin**

Swiss Aeropole



**Joel
Hencks**

AeroEx



**Dr. Maurizio
Scaramuzza**

Skyguide



**Anton
Bischofberger**

Knoepfel

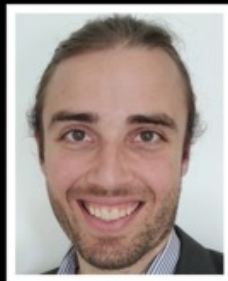


**Ronny
Schreiter**

Bossard Aerospace

#bettertogether

THANK YOU!



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Chavy-Macdonald**
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University of St. Gallen 
Center for Aviation and Space Competence



SCAN ME

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