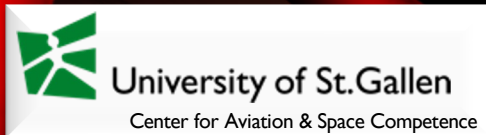




# SWISS AEROSPACE CLUSTER

*#bettertogether*



*Cluster Office*



**Roland Hengartner**  
President



SCAN ME







# 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

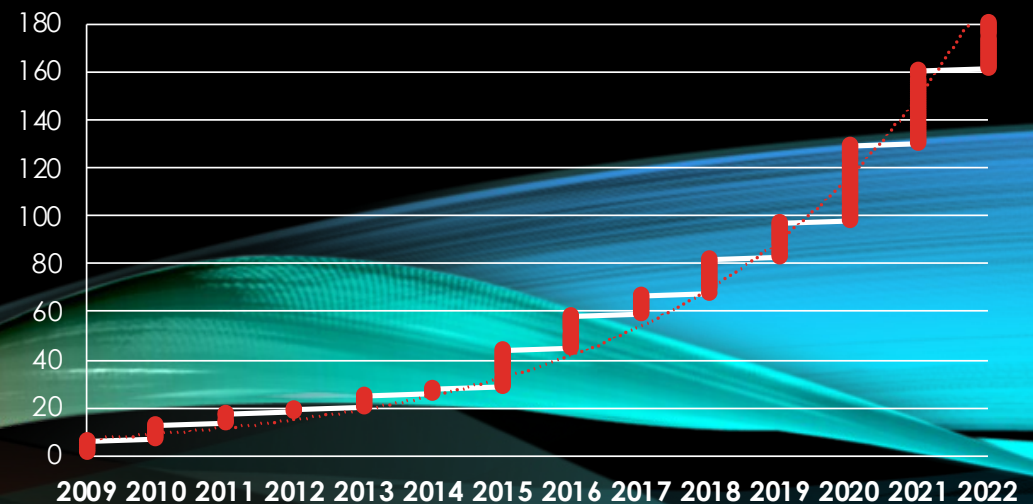


**Nicole Denk**  
Administrative Support & Events

**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

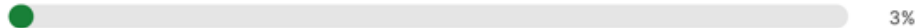




Do you want SAC to continue organizing events? If so, big or small?

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



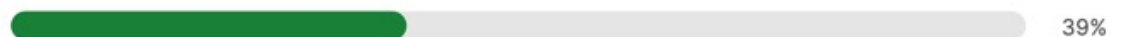
# FUTURE SERVICES



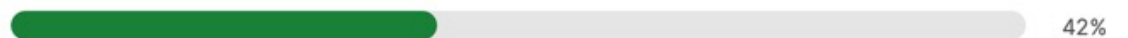
Should SAC boost its presence at international events? E.g. attend more of them, or do more than a booth?

Multiple Choice Poll   36 votes   36 participants

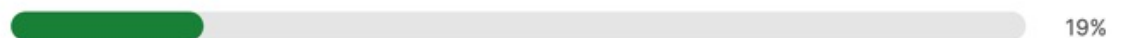
No - 14 votes



Yes - 15 votes



Don't know - 7 votes



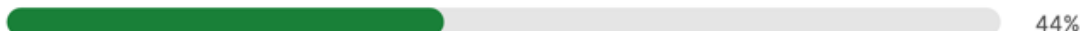
 Which new SAC services would you value most? (pick 2):

Multiple Choice Poll  32 votes  32 participants

inter-member communication - 24 votes



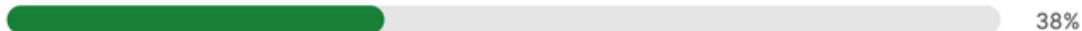
R&D / research / tech transfer - 14 votes



curated info hub / industry news - 3 votes



towards a marketplace - 12 votes



YES (to all) - 1 vote



NO (wrong track) - 0 votes



Don't know / need more info - 0 votes

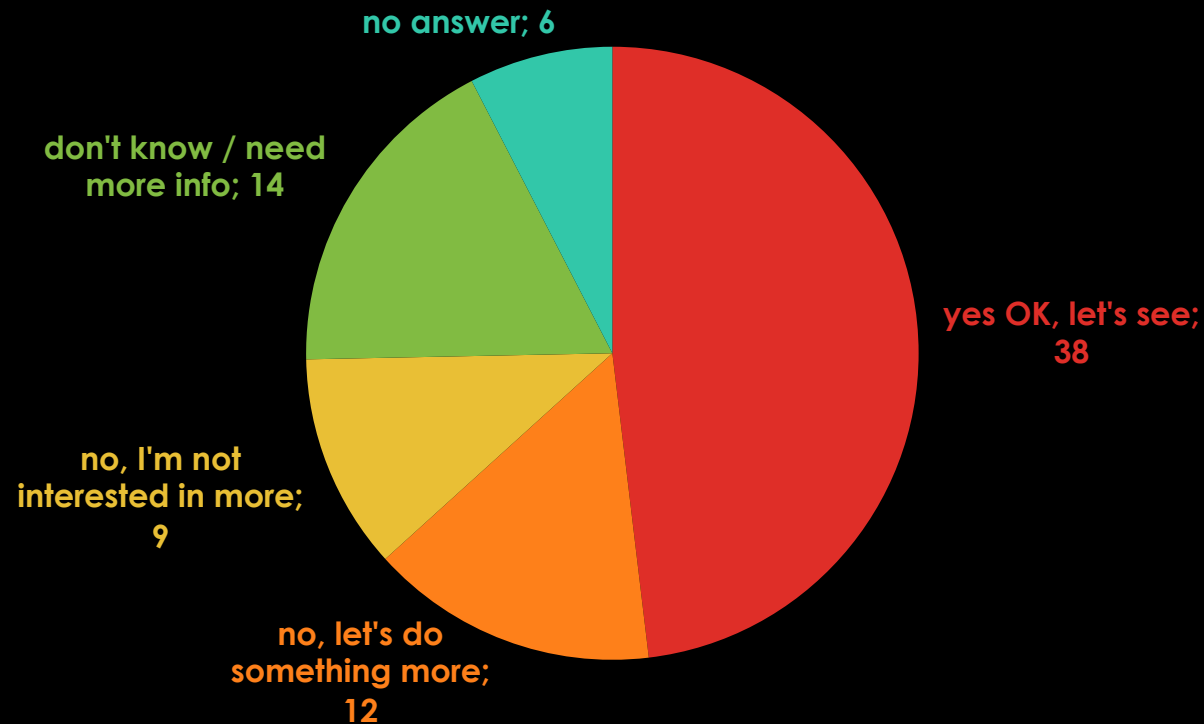


# FUTURE SERVICES

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

# FUTURE SERVICES

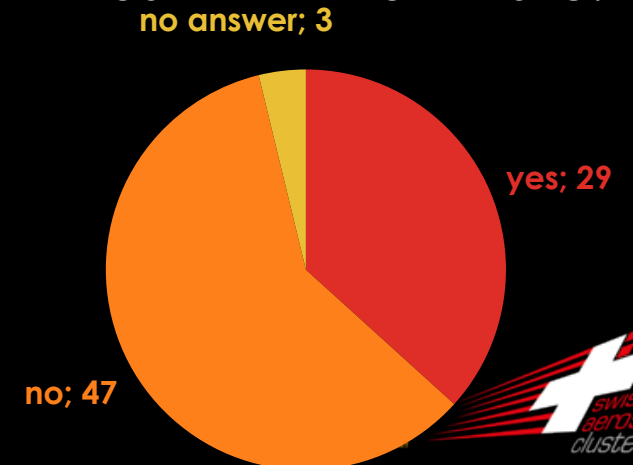
THERE ARE CALLS FOR MORE NETWORKING & MATCHMAKING.  
IS NETWORKING EVENINGS/LUNCHS, AND LINKEDIN GROUP OK TO  
START?



RESULTS FROM  
A&S SYMPOSIUM 2024  
Q1 OF 4

79 respondents

ARE YOU A MEMBER OF THE SAC?

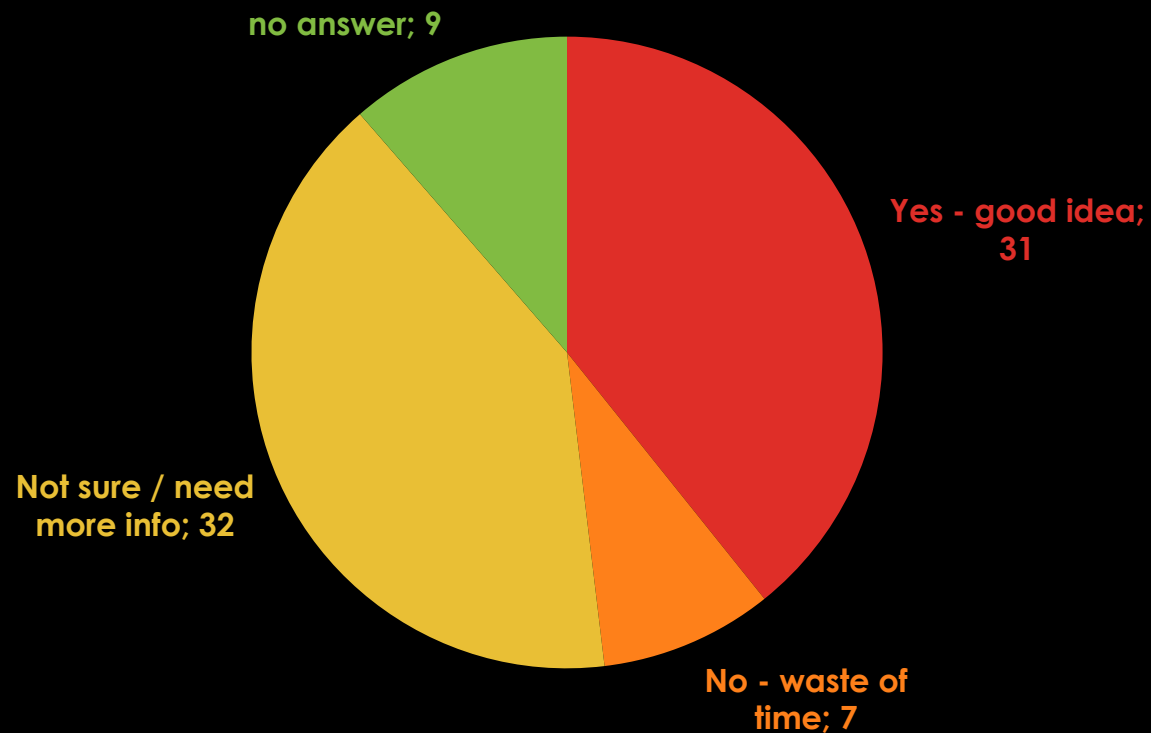




# FUTURE SERVICES

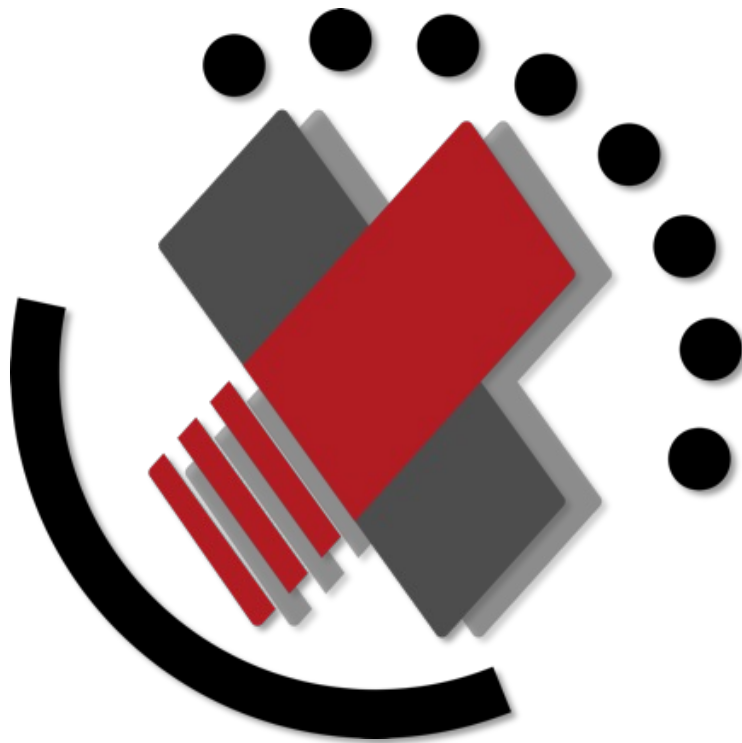
THERE ARE CALLS FOR A COMPETENCE MATRIX, AND JOINT PROJECTS.  
DO YOU SUPPORT AN EFFORT ON COMPETENCE MAPPING, WITH THE GOAL OF FACILITATING JOINT PROJECTS, COLLABORATIONS ETC., AND MAYBE A MARKETPLACE?

RESULTS FROM  
A&S SYMPOSIUM 2024  
Q3 OF 4



Networking  
Event Series

powered by  
Innosuisse



# Aerospace Innovation Days

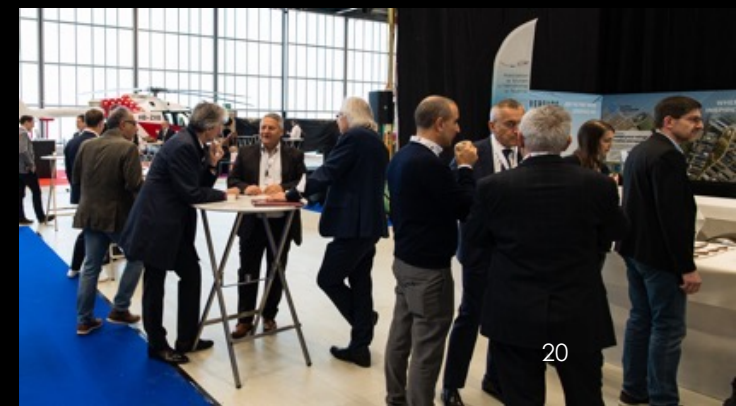
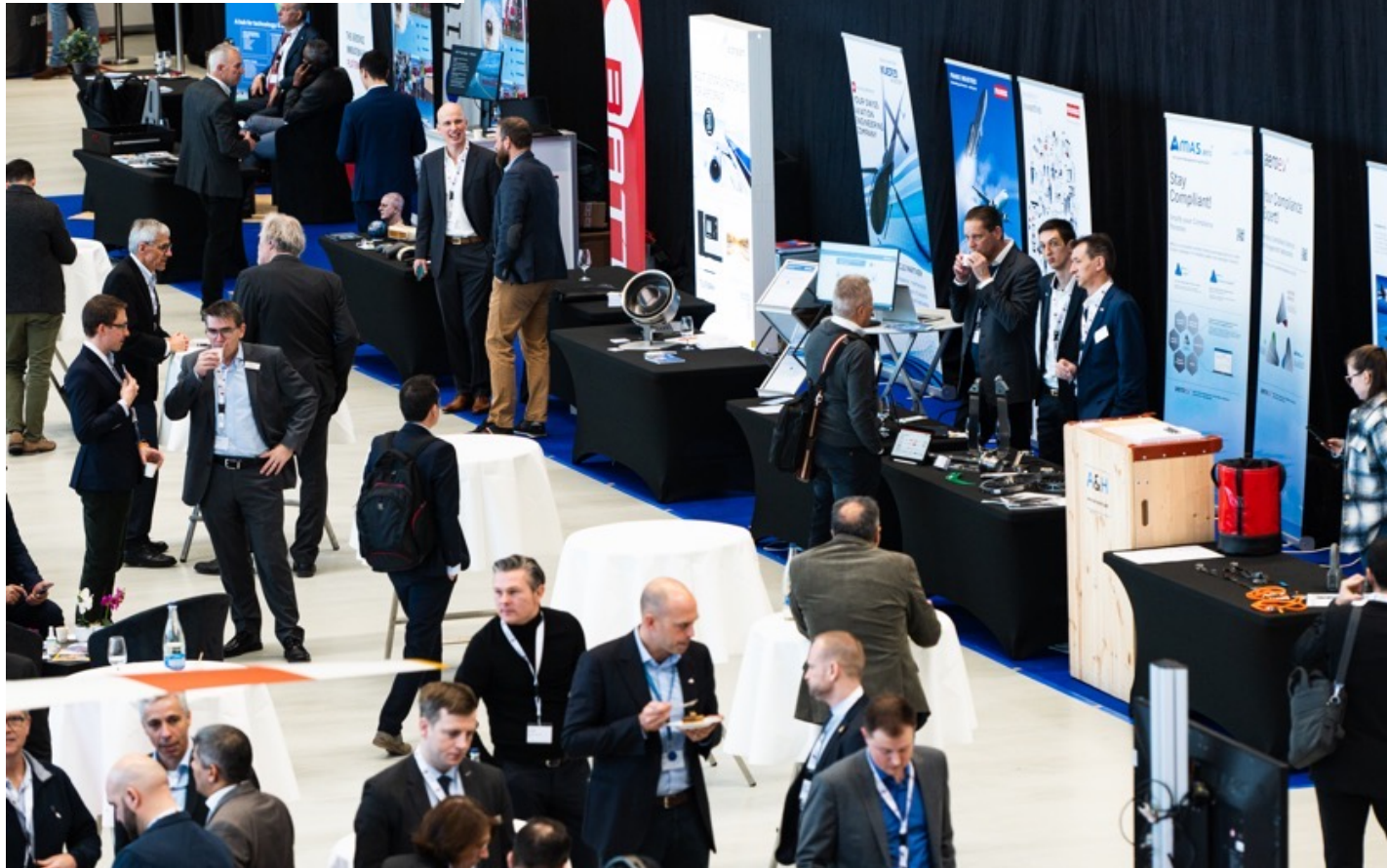


**ROTORS SWITZERLAND**  
Helicopters | Drones | VTOL

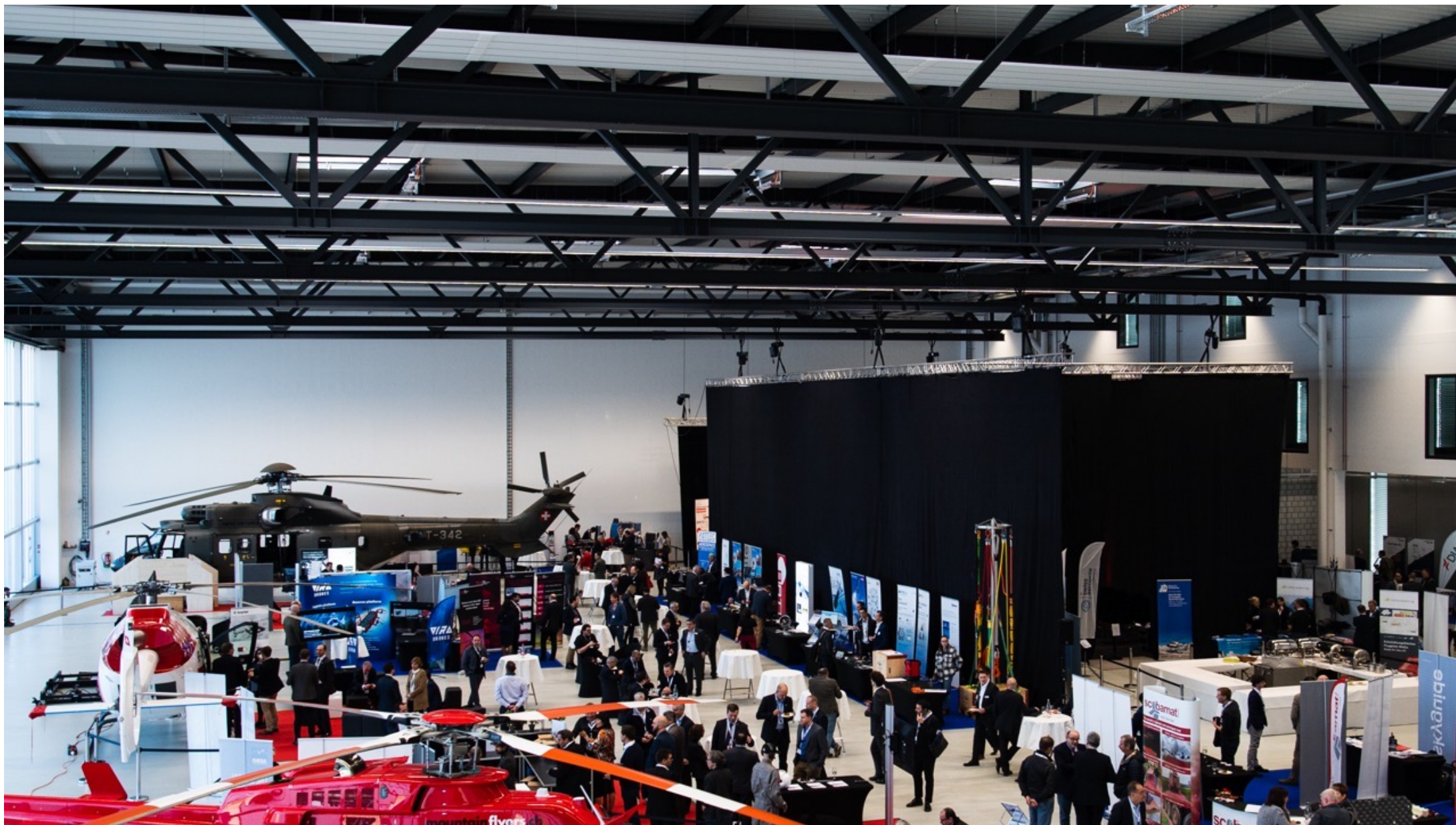


**ROTORS SWITZERLAND**  
Helicopters | Drones | VTOL

**280 Attendees**  
**55 Exhibitors**  
**#ROTORS22**  
**Payerne Airport**







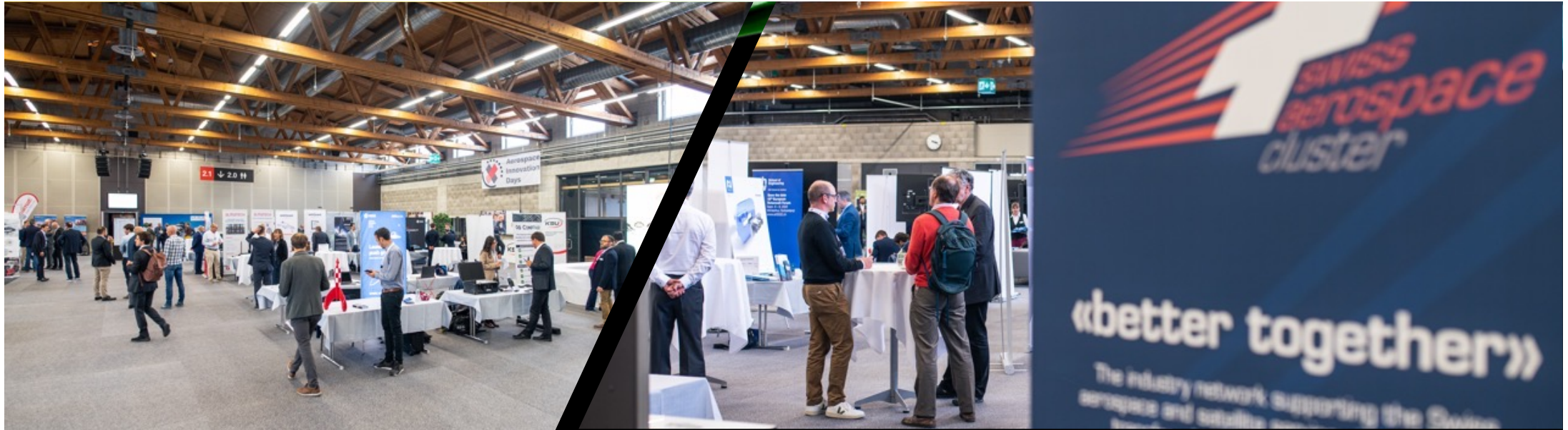




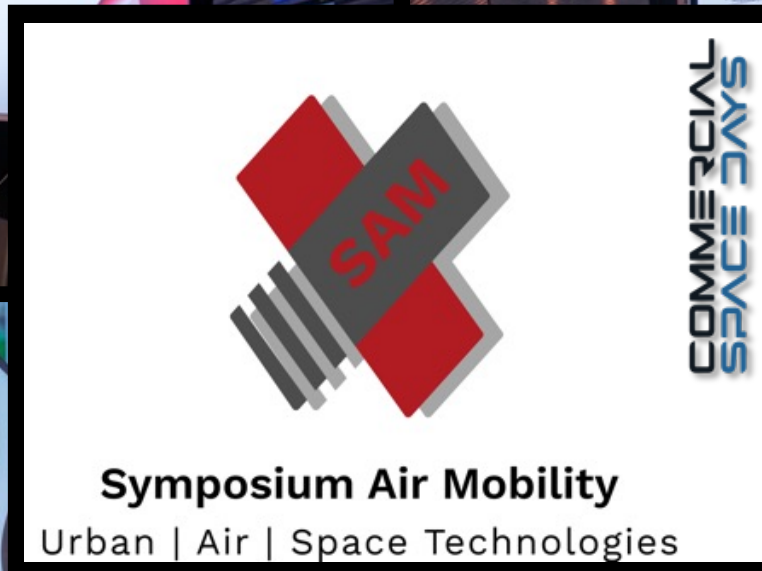












**250 Attendees**  
**50 Exhibitors**  
**#SAM21**  
**KKL Luzern**





# 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

**A MUST SEE  
PANEL!**

## INNOVATION ECONOMY IN SPACE | THE GREAT DEBATE



**Mariana Mazzucato**  
Professor | Economics & Innovation  
University College London



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



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

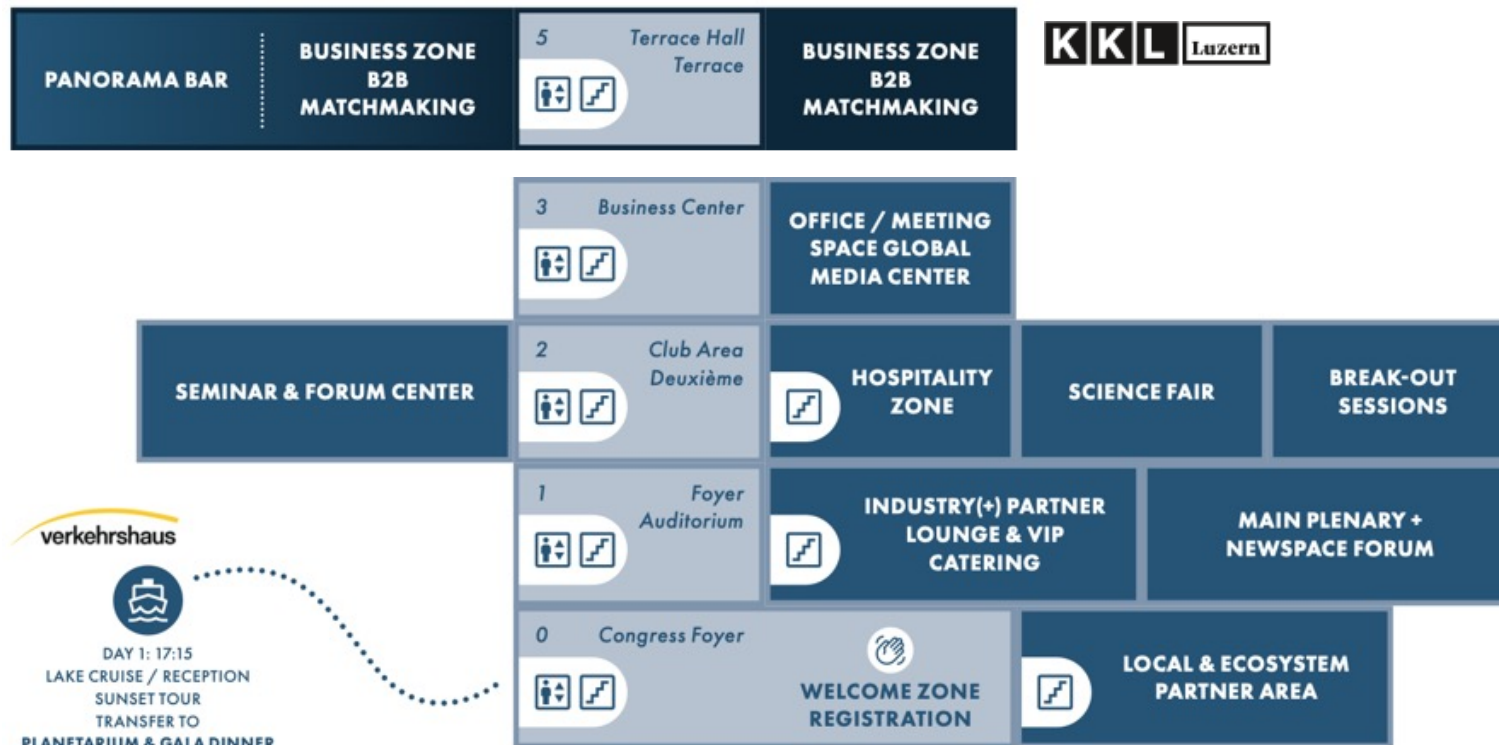


**Matthew Weinzierl**  
Professor | Space Economics  
Harvard Business School



**Alexander MacDonald**  
Chief Economist  
National Aeronautics and Space Administration







**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

SPACE FLORIDA

**AIRBUS**



**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*



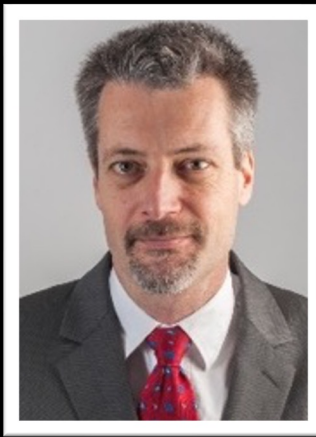
**Massimo  
Fiorin**

*Swiss Aeropole*



**Joel  
Hencks**

*AeroEx*



**Dr. Maurizio  
Scaramuzza**

*Skyguide*



**Anton  
Bischofberger**

*Knoepfel*



**Ronny  
Schreiter**

*Bossard Aerospace*

*#bettertogether*

# THANK YOU!



SCAN ME



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Chavy-Macdonald**  
Memberships and  
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Communications  
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**Nicole Denk**  
Administrative  
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[office@swiss-aerospace-cluster.ch](mailto:office@swiss-aerospace-cluster.ch)