Lazioconnect
Italian Aerospace Cluster
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### WHO IS LAZIO CONNECT?

**LAZIO CONNECT** is managing the communication (and is able to find partners) with **170 companies** and **40 research centers** representing **5 Billion Euros of Revenues** and **30,000 employees**.

**LAZIO CONNECT** Association is a collaborative technological and legal platform created on 22nd July 2009 whose members are large-scale companies and manufacturing units of national and international groups, small- and medium-sized enterprises and research organizations acting, within the Regional territory in several different industries such as aerospace, electronics, ICT, avionics, aeronautical services and airport maintenance.

**LAZIO CONNECT** operates as a networking entity facilitating collaboration among Companies, Public End users and Research Organization, legally independent, that get together into temporary task-forces called *Extended Enterprises* which, by sharing knowledge and resources, can compete in the ever more demanding business landscape.

### OBJECTIVES

**LAZIO CONNECT** aims at generating additional business by overcoming the barriers to collaboration among cluster members by:

- facilitating additional market penetration through a portfolio of services such as Pre-Commercial Public Procurement, exploitation of members technologies in non-core-markets applications and business relations with international clusters;

- facilitating system engineering and collaborative enterprising through the implementation of standardised processes, methods, risks and revenue sharing rules and the use of an ICT collaborative platform;

- facilitating the access to public and private funds for R&D, from the European Commission, ESA, National programmes, and private financial funds (seed and venture capital).

### MEMBERS and INTERNATIONALIZATION

The Association promotes a series of initiatives in order to enrol new members at regional level.

**Up to now, the Association counts 45 members:** Large enterprises (such as, Agusta Westland, Ids, Intecs, National Instruments Italy, LEONARDO, Telespazio, Thales Alenia Space Italia), SMEs and Research bodies.

Bridge for internationalization from Italy to the global market

**With an internationalization** process for increasing involvement of enterprises in international markets.

### FOCUS

Lazio Connect became one of the European Copenricus Relays. The Copernicus Relays are in place since the first quarter of 2017. They act as local champions, coordinating and promoting activities around the Copernicus Programme, its benefits, and opportunities for local residents and businesses.

The members of this new community, which already involves more than 60 organisations, are the representatives of Copernicus on the ground and will be promoting the benefits of the EU’s Earth Observation Programme.

They are the voice, but also the eyes and the ears, of the Commission at local and regional level to ensure that user needs are integrated into the Programme and to maximise its use at local and operational level.

The network is part of a wider toolkit of initiatives designed to provide information about the programme and address any concerns from citizens about accessing data and information from Copernicus. In addition, these localised one-stop shops spread the word about opportunities set up by the Commission to support the development of innovative applications and new business models.

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