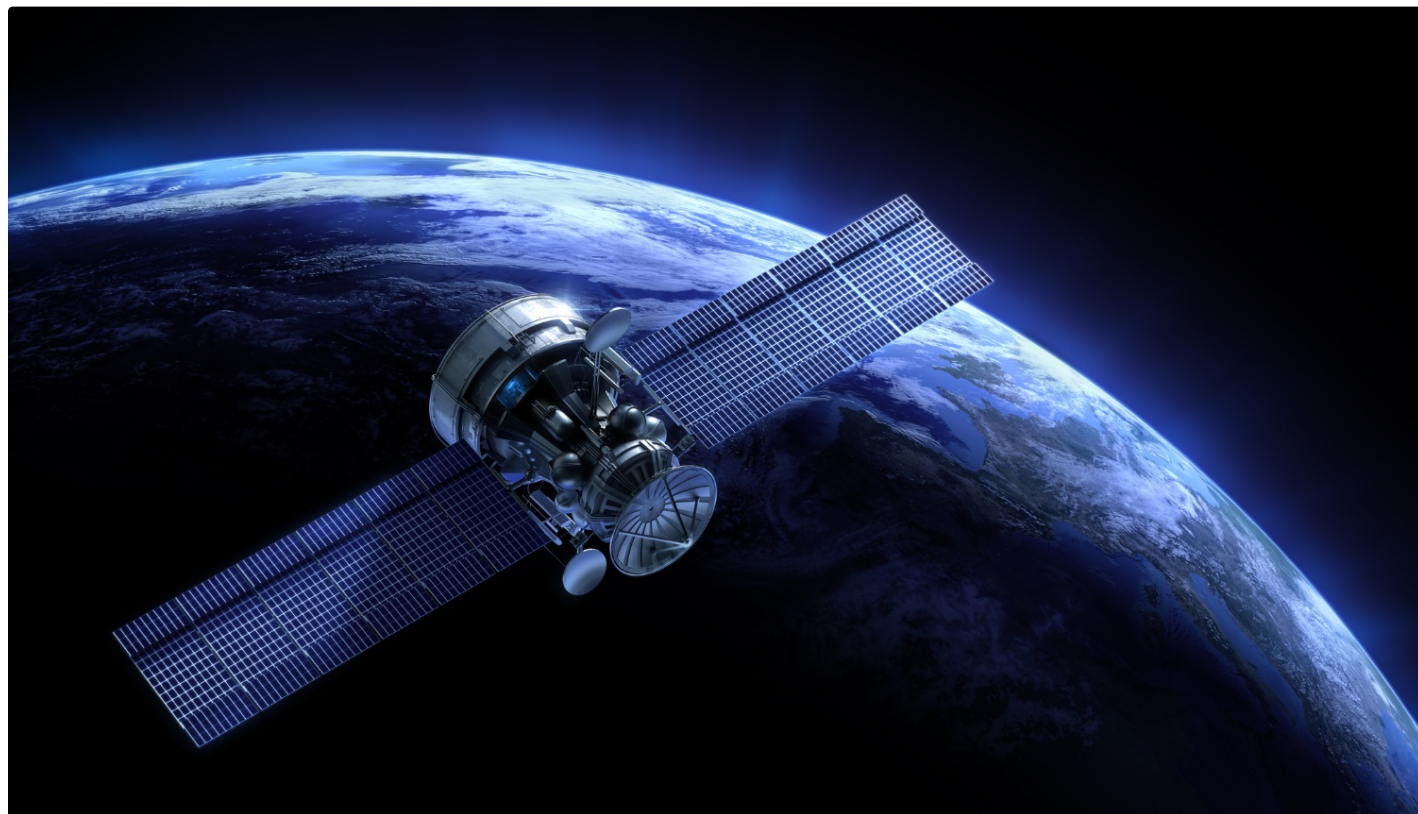


# Applications Open for Training in the Space Sector

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The Ministry of Education and Science, in collaboration with the European Space Agency (ESA), is offering valuable training courses for Latvian companies and research organizations working in the space sector. The courses will take place in Riga on October 28. During the training sessions, participants will gain skills to develop potential business case in the space industry and better prepare for negotiations with ESA representatives.

Private companies are playing an increasingly active role in the space sector, from high-profile businesses like “SpaceX” and “Airbus” to nearly 3,000 small businesses that contribute to ESA missions and the development of new technologies. However, entering the space market and conceptualizing new products and services comes with specific challenges.

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“That is precisely why ESA offers specialized training to Latvian organizations each year. The goal is to provide the necessary knowledge for successful integration into the European space sector and to help develop business in this rapidly growing industry. I encourage representatives from Latvia’s space sector to make the most of this opportunity and participate in the training,” emphasized Kaspars Karolis, the Space Policy Expert at the Ministry of Education and Science.

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The first course, “Developing a Business Case for Space,” will provide Latvian companies and research organizations with essential knowledge about the importance of a business case in the development of a product or service. Participants will learn about the differences between a project and a product, ESA’s involvement in both, and how to use the provided tools to guide their planning and forecasting. This course is particularly aimed at small, emerging companies with limited experience in business development, as well as companies looking to launch their first product or expand into the space market.

It is important to note that receiving a letter of acceptance from ESA after a proposal evaluation does not guarantee a contract. Therefore, the negotiation phase is crucial in the ESA contract process. The second course, “How to Handle the Negotiation

Phase," will build on the previous one, providing participants with insights into the most important aspects to consider when preparing for negotiations with ESA representatives. The course will offer an introduction to the negotiation process, a detailed overview of the implementation process, key negotiation points, and the annexes included in negotiation documents.

The courses will be conducted in English and led by experienced ESA representatives Ines Castelao (Country Desk Officer and Engineering Support) and Karol Brzostowski (Country Capability Development engineer), who specialize in supporting successful integration of new and existing member states into ESA.

Interested participants can review the planned training program and register for the courses by filling out the [application form](#) by October 24.

The training courses will take place as part of the project No. 1.1.1.1/1/24/I/001 "More Efficient Implementation and Management of Latvia's Science Policy".

#### About European Space Agency

European Space Agency intergovernmental organisation with the mission to shape the development of Europe's space capability. Latvia joined ESA as an associate member state in 2020. The organization currently consists of 22 member states and four associate member states. Latvia's participation in ESA opens access to European and global space industry networks, providing opportunities to develop technologies used both in space and on Earth.

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