



FROM SENTINEL
BENEFITS STUDY
TO OBSERVATORY

Introduction & Key Methodologies

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Workshop scope and format

Overarching objectives

- Foster a strong community of practice
- Promote best practices
- Support the collection of new cases to study

Workshop format

- 1st of series (every 6 months)
- Exchange between different stakeholders (service providers, users, economists)
- Testimonials, Slido, Free Discussion

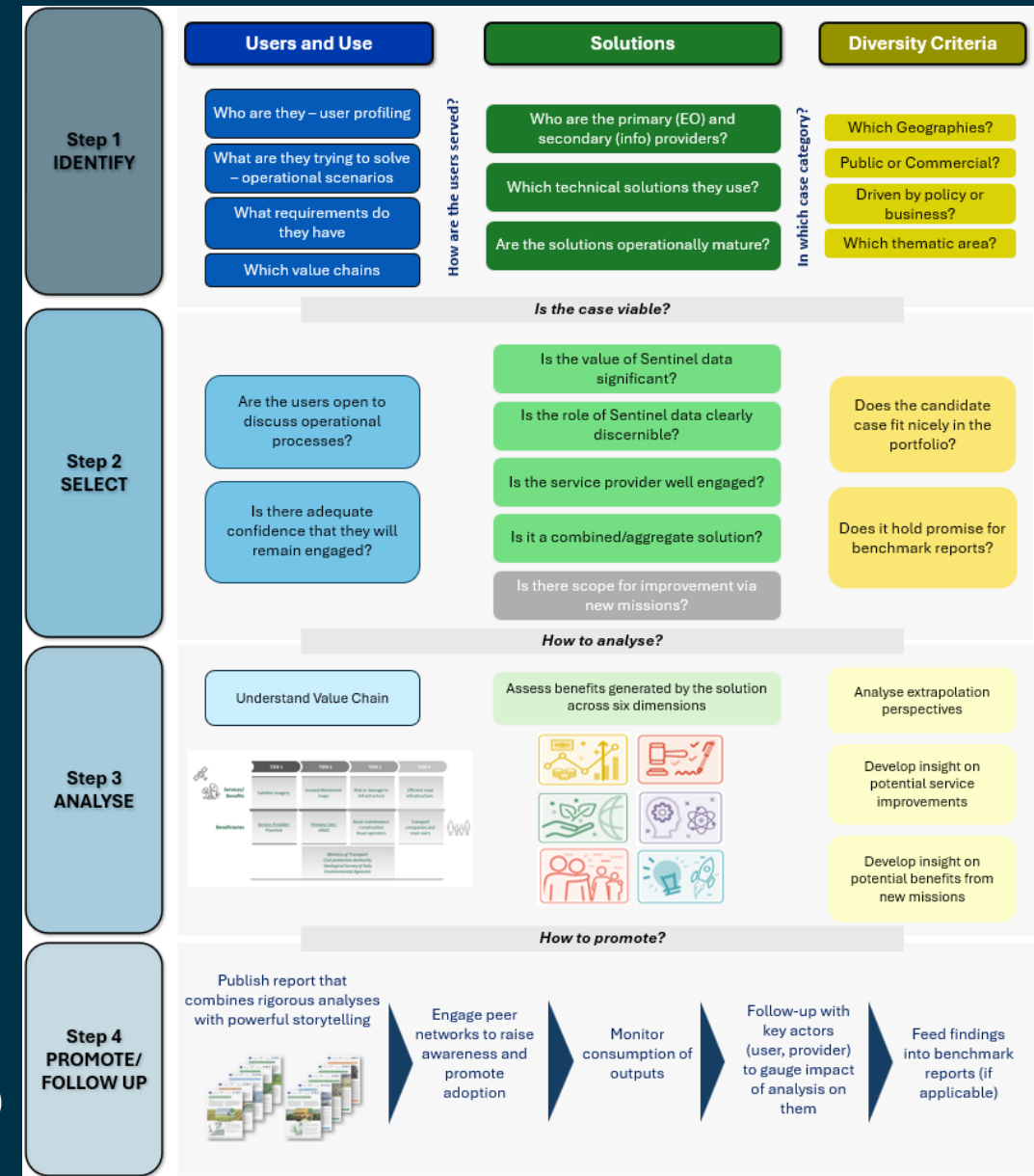
SeBS³⁶⁰ In a nutshell

Key information

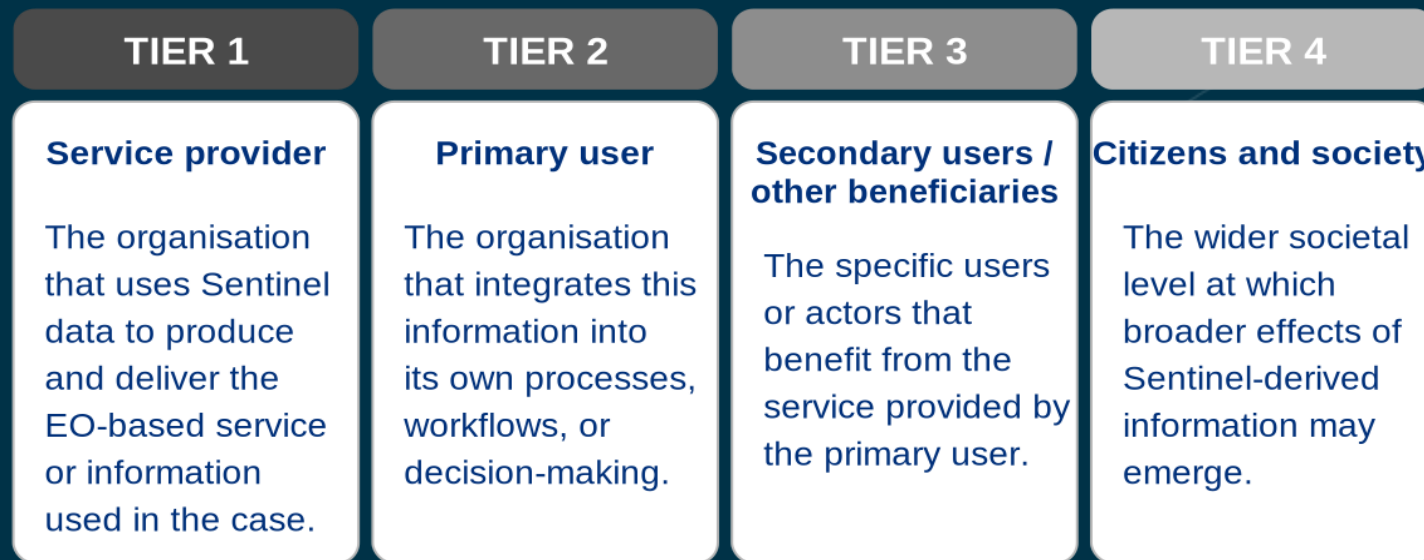
- 4-year project
- Evenflow (lead), EARSC, University of Oxford

Key activities

- Performing 30 bottom-up value chain analyses
- Producing benchmarking reports
- Solidifying underlying methodologies
- Producing synopsis reports (cross-cutting themes)
- Promoting valuation practices (training, workshops)



SeBS360 carries on the legacy and methodological approach of SEBS* – we analyse benefits along the full value chain



6 Dimensions of Value



Economic



**Innovation &
Entrepreneurship**



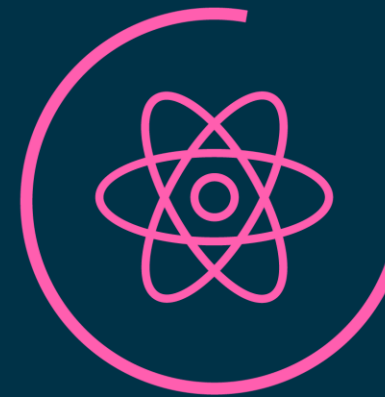
Environmental



Regulatory



Societal



**Science &
Technology**



Why is it important to assess the value of Sentinel-based solutions?

For institutional actors

- Understand impact of public investment
- Inform market development interventions and future evolution of systems

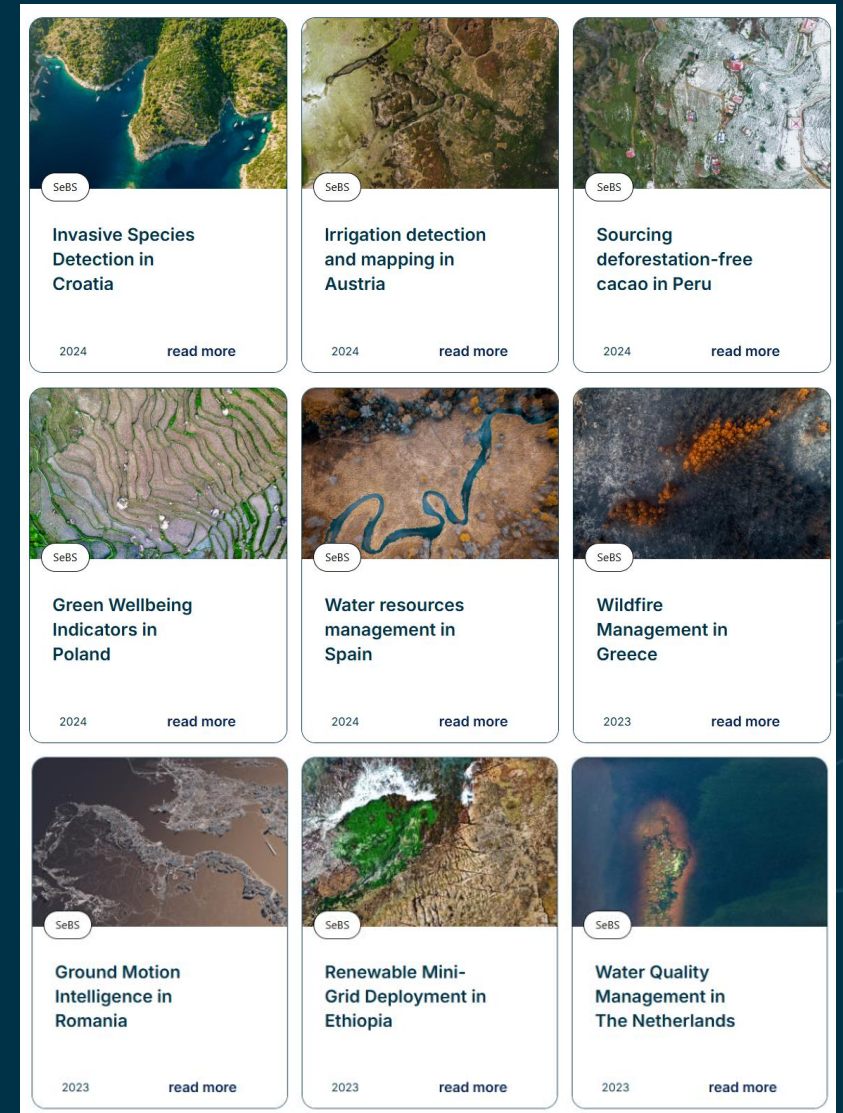
For users

- Become aware of benefits in support of operational processes and regulatory obligations
- Advocate within organization on importance of adoption of such solutions

For providers

- Obtain better understanding of user's reality and better picture of whole value chain
- Support marketing efforts towards greater adoption

This is what we want to probe into today!



Submit your case

Criteria

- 1. Value from Sentinel data**
- 2. Operational maturity**
 - Ongoing contract with a paying client, not an R&D project
- 3. Willingness of the primary user to discuss the perceived benefits,**
 - Commercial users within Europe
 - Public authorities within Europe or outside Europe

