

The Aerospace Gateway Network

Background

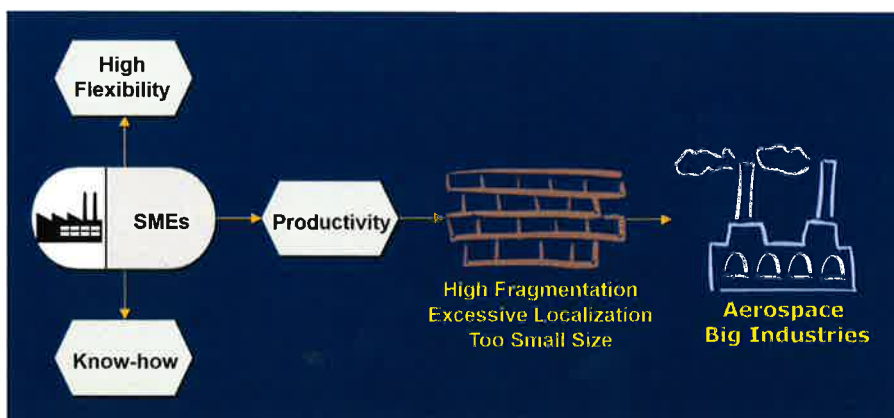
The "Aerospace Gateway" (AG) project stemmed from the vast experience and knowledge of the founding members of the aerospace world, in both the commercial and defense sector.

The aerospace industry's needs, particularly those of the Italian small/medium industry (namely the urgent wish to open up to international markets), have created the premises to establish AG's mission and seek the most suitable strategies to help Italian SMEs expand and grow in the bustling global aerospace industry.



Created in 2015 as Creasys' spin-off project, **AEROSPACE GATEWAY** is a company dedicated to the **business growth** of **Italian SMEs** in the **Aerospace and Defense sector**. Settled in 2016 as a private LLC company, Aerospace Gateway has been carried out many activities such as Industry days in Seattle, Farnborough International Airshow, HeliRussia, MAKS2017 and so on. Since then, the internationalization process has been strengthened through the establishment of many relationships with the greater industrial organizations in the reference markets, such as USA, Israel and the Russian Federation. Today, the network includes more than 20 SMEs and significant successes in the signing of international contract agreements with some large foreign aerospace companies.

The Scenario



The peculiarities of Italian SMEs are often a burden for themselves, causing unnecessary difficulties to withstand the global competition. Namely: business organizations that are often too small; the excessive scattering of the business; and the extreme localization of the production venues. In Short: low visibility on a global scale! Yet, Italian SMEs have great potential, in terms of know-how, flexibility, high technology and wide variety of aerospace offer.



**Aerospace
Gateway**

The Mission

“Enabling the best Italian Aerospace and Defense SMEs to compete in the global market”

From the very beginning, Aerospace Gateway has identified the following project’s aims:

- Get to know better the Italian Aerospace and Defense SMEs, to determine their quality and excellences;
- Emphasize the strengths of the SMEs;
- Give visibility to and promote the SMEs within the international market;
- Aid synergies between complementary SMEs;
- Facilitate the SMEs, as well as international Aerospace Integrators, to successfully access the Industrial Return Program under way.

The main methods to reach the project’s aims are:

- Research and associating the sector’s SMEs and relative linked industry;
- Research and involvement of great manufacturing aerospace industries and relative integrators (OEM);
- Market analysis and business opportunity research (Industrial Return programs included).

Accordingly, Aerospace Gateway continues its mission:

- Offering strategic services to develop the business and aid internationalization, as well as a team of specialists with the highest level of expertise and knowledge of the sector;
- Promoting the establishment of a network, between complementary suppliers and/or between suppliers and integrators, to research and create better business opportunities;
- Involving the costumers in the perfection of the services offered, so as to constantly adjust them to real needs and to guarantee a continuous improvement.

*Enabling the best Italian
Aerospace and Defense SMEs
to compete in the global market.*



*Within 2020, Aerospace Gateway’s
services will be requested and used
with profit by Italian SMEs and by great
global aerospace enterprises*



The Vision

In line with its mission, Aerospace Gateway’s main task, being an association of businesses, is to give value to Italian Aerospace and Defense SMEs, so that they may successfully compete within a challenging global market.

Aerospace Gateway’s long-term vision can be summarized as follows:

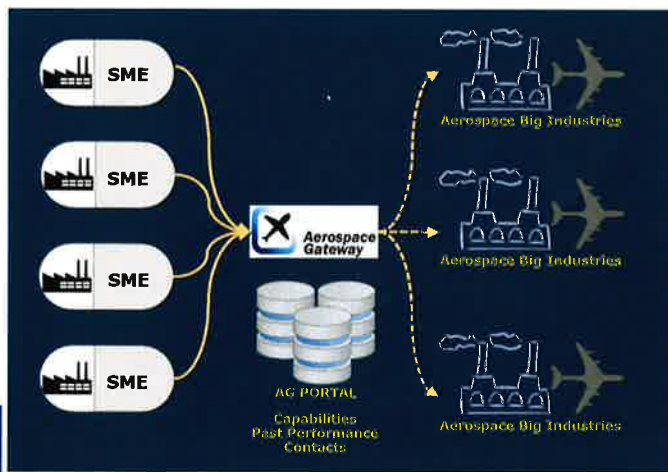
“Within 2020, Aerospace Gateway’s services will be requested and used with profit by Italian SMEs and by great global aerospace enterprises.”

The Value Proposition

The Aerospace Gateway Team is committed to build a true and lasting experience of growth together with customers, through the establishment of strategic awareness of Italian SMEs in their capabilities, in order to make the Italian excellences more easily known to the greater aerospace companies worldwide.



AEROSPACE GATEWAY offers to its network's Aerospace and Defense companies a great variety of specialized services to support business development, concerning these four strategic fields:



- Business Networking
- Internationalization Process
- Management and Control
- Commercial & Marketing

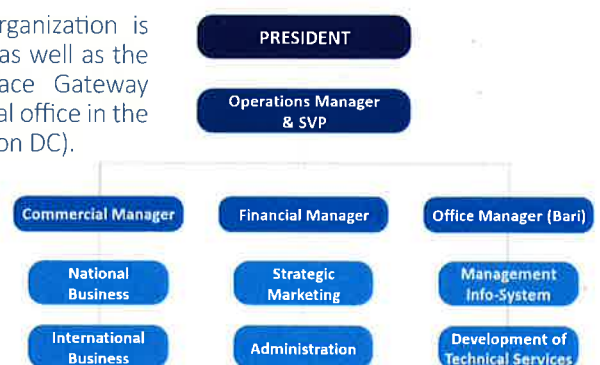
All of Aerospace Gateway's services are carried out by qualified professionals with sound experience matured in the service of stakeholders, both public and private, of great importance nationally and internationally. Further information can be found at www.aerospacegateway.com

The Organization

Along with other elements of the offer, Aerospace Gateway's organization is structured to guarantee the achievement of the company's mission, as well as the internal and external stakeholders' business goals. The Aerospace Gateway registered office is in Rome. In addition to this, there are: an operational office in the Puglia region (Bari) and a foreign representation in the USA (Washington DC).

The consultants, that are a part of the organization chart and the operations team, come from at least twenty years of experience in the following companies:

- Creasys (Total Project & Cost Management Services) and ValueSys (Solutions and Services ICT) based in Rome.
 - Qualified companies in U.S.A., Israel and Russian Federation.
- Last but not least, a great partnership with AQM Srl- Technical Services Center for Companies - concludes the organizational framework.



A team of experts in Defense, Aerospace, and Industrial Return, complete the team. They have matured their experience in the highest levels of Italian Administrative Defense. Aerospace Gateway provides its costumers with a pool of qualified specialists from different professional backgrounds and expertise, that can operate in the Italian, European, American, the Russian Federation, and Israeli markets. In addition to these markets, motions are underway to expand Aerospace Gateway's foreign influence to Brazil and to China.

The Solution

To give value to the Italian Aerospace and Defense SMEs, and to better compete within a challenging global market,

the Aerospace Gateway solution is ready to go



“TO MAKE ITALIAN EXCELLENCES SHINE”

Aerospace Gateway S.r.l.

Headquarters

Piazza Albania, 10 - 00153 Rome (Italy)

Tel: +39.06.5725.0059 - Fax: +39.06.5713.7032

Operative Offices

- *Via Vincenzo Sassanelli, 42 70124 Bari (BA) - Italy*
- *1616 H St NW Washington, DC 20006 - U.S.*

www.aerospacegateway.com info@aerospacegateway.com