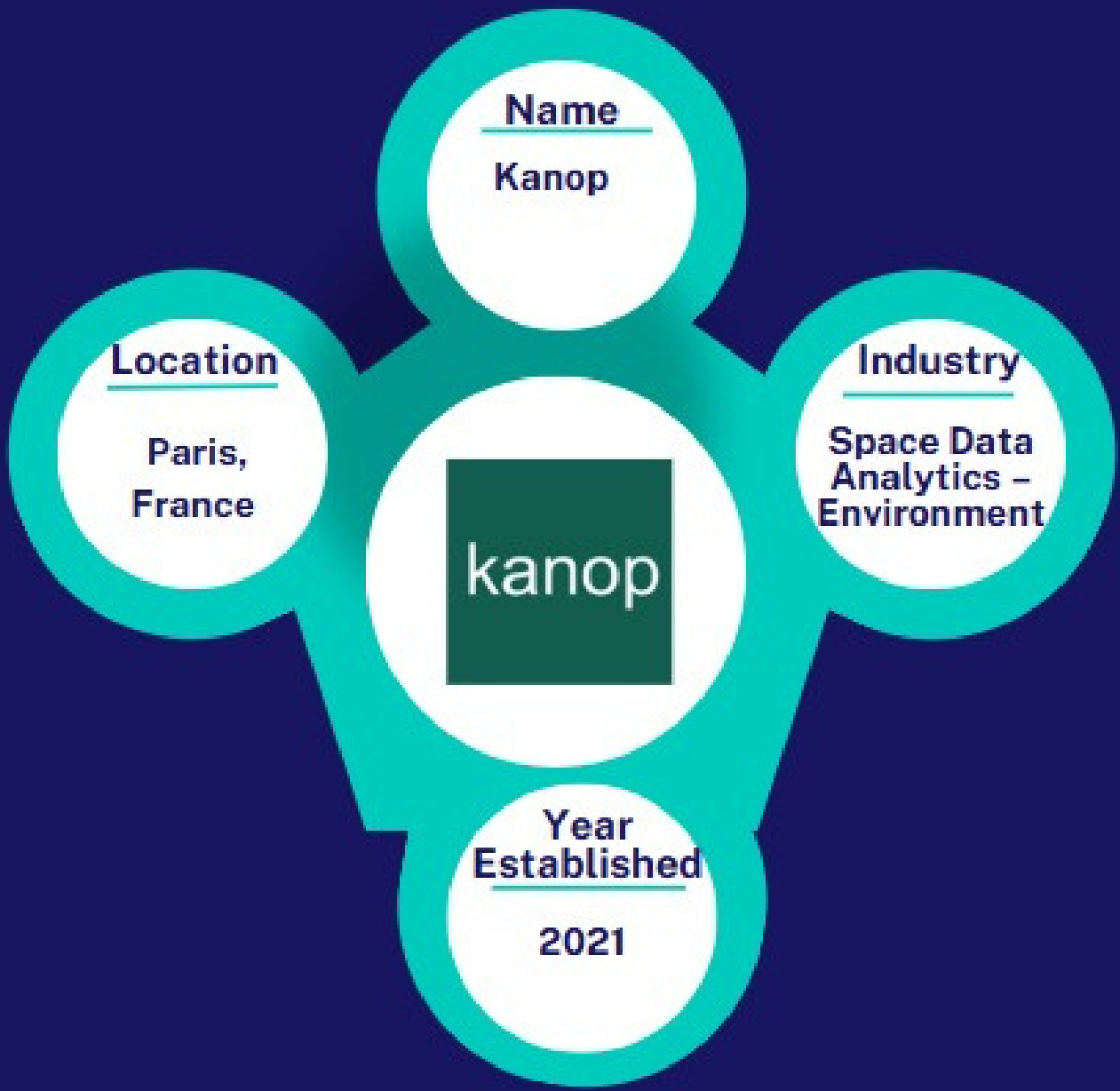
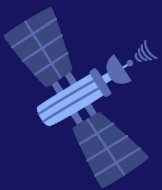
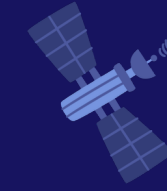


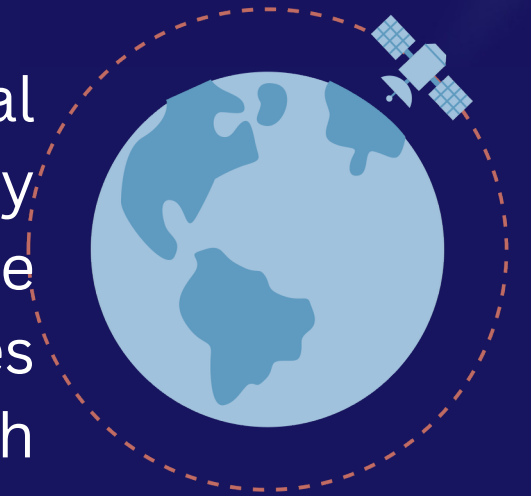


Satellite imagery and advanced remote sensing technologies to transform raw space data into actionable insights in carbon finance and nature-based projects

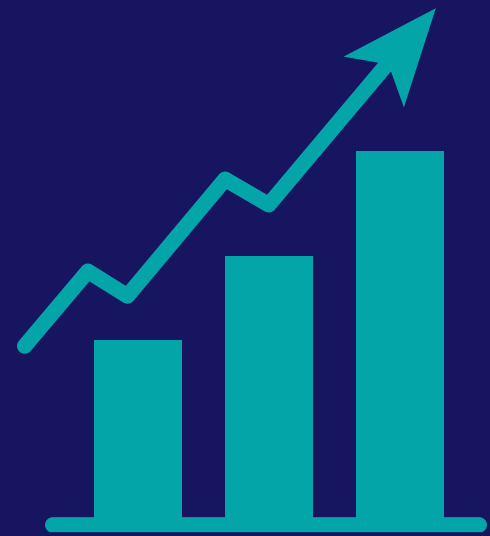




By analyzing time-series satellite imagery, KANOP provides clients with insights into environmental impact, helping them make data-driven decisions. Initially focused on carbon finance, the company has expanded its scope to broader environmental monitoring, biomass assessments, land-use verification, and carbon sequestration validation. Roadmap to access the data: KANOP integrates publicly available satellite data, primarily from Sentinel-1 and Sentinel-2, using Google Earth Engine. They emphasize the use of Synthetic Aperture Radar (SAR) and advanced techniques to extract insights.



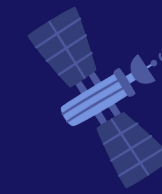
Applications of Space Data



Barriers & Support Requirements

Main challenges: 1. Scalability Issues: Differences in satellite data availability across regions made it difficult to standardize solutions. 2. User Adoption Challenges: End users struggled to interpret raw satellite data without additional contextual insights. 3. Cost Constraints: High-resolution imagery from commercial providers proved too expensive for widespread use. Support mechanisms: 1. Incubation & Acceleration Programs: They participated in initiatives like CentraleSupélec, Google Accelerator, and ESABIC Nord France, which provided technical guidance and business development support. 2. Funding & Grants: The company secured financial support from programs such as the EUSPA Cassini Challenge and the French government, which helped sustain their research and development efforts. 3. Strategic Partnerships: Collaborations with research institutions (ONERA, Telecom Paris) provided expertise in SAR and remote sensing.





Success Factors

Their success was shaped by several key strategies. A market-driven shift from a SaaS model to a full-service solution allowed them to better align their offerings with client needs. Continued investment in SAR data processing and time-series analysis enhanced the accuracy and relevance of their insights. Strategic collaborations with leading research institutions and consultancies further strengthened both their technical and commercial capabilities. Additionally, the development of a user-friendly API and data access platform significantly improved usability and boosted customer adoption.

KANOP learned that simply offering raw satellite data is not enough—clients need clear, actionable insights to support their decisions. Their strong focus on SAR expertise and continuous R&D, backed by research partnerships, positioned them as a leader in environmental monitoring.



Lessons Learned

