## In-Orbit Maintenance

# The Global Picture

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#### **Market Potential GEO** Potential Customers Identified (operating): 86 20 **Commercial Communication** Satellites GEO **Commercial Communication** 46 38 **Satellites LEO** Others GEO Commercial nercial **Communication** unication Surpassed end of life Others

Close to vears

As of 31st Dec 2015, based on USC database

#### Is there a market for In-Orbit maintenance?

Prospective customers
 Communication Satelites Geo & LEO

Orbital ATK entering the In-orbit servicing market

Deal signed with Intelsat

Market pull or customer pull strategy based on the trends
Ex: SES to signup with Orbital ATK

According to Space transportation report by EAA over 900 satellites to be launched in the

FAA, over 900 satellites to be launched in the next 10 years which shows a huge market potential









### Stakeholder analysis

For

Stakeholders from industrial and government backgrounds

CNES, Airbus Defense and Space, Aerospace Valley, JAXA, Satellite2 etc.

## **Against**

Some are for In-Orbit maintenance:

- Doing the right redundancy choices
- Targeting specific need



Some are against In-Orbit maintenance due to:

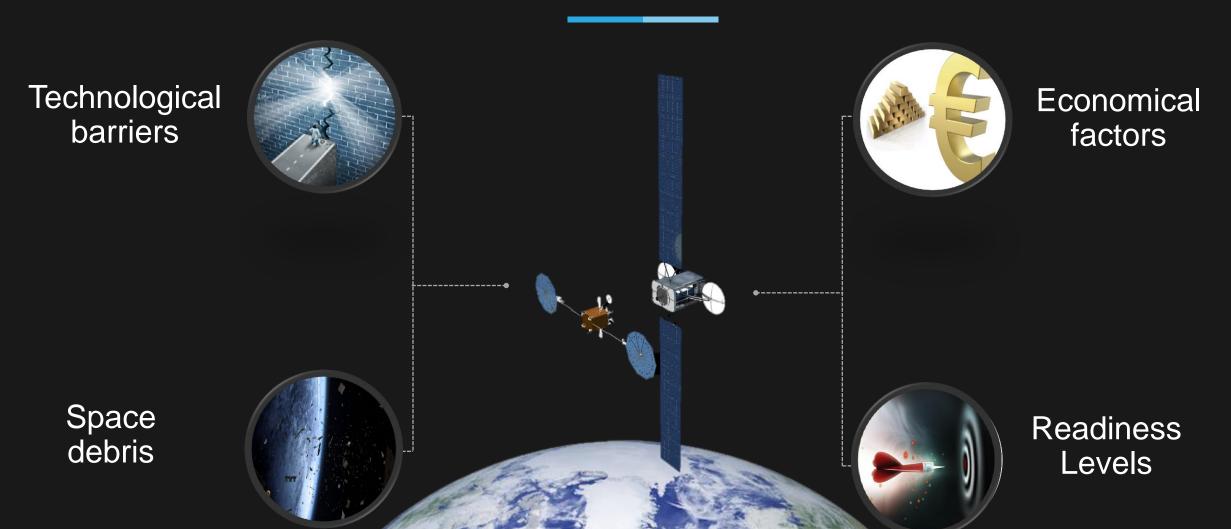
- Democratization of space
- Miniaturization

Two mindsets

Sustainability versus Profits



#### What are the major challenges?



#### Recommendations

03 01 02 04 05 Creation of a **Evolution of Space Provision of** secondhand regulation Standardization value added awareness market service

Technology
How satellites will be
built?
Ex. Orbital ATK

Improving functionality of the equipment

Ex. Refurbishment of redundant technology

Selling extended life satellites as second-hand -Commercial sector -Developing countries

Enabling more newcomers to participate

Current debates: Space tax and licensing

Suggested area requiring attention: Involvement of commercial sector in legislation formulation

Sustainability
Reduction of space debris

Recommendations