Commercial Satellite Servicing
Needs and Challenges

J.H. Rothenberg
Commercial Satellite Servicing Needs & Challenges

• Servicing Needs & Opportunities
• Potential Servicing Customers & Interests
• Commercial Servicing Provider Challenges
• Discussion Topics
Servicing Candidates & Opportunities

• Comm & Remote Sensing Satellites
  - Early life parts/design problems
  - Anomalies
  - Lifetime extension
  - De-orbit
  - ..........

• Unique and larger satellites have higher potential for a compelling ROI and/or need
Potential Customers & Interests

• Potential Customers
  - Manufacturers
  - Commercial Operators
  - Insurance Industry
  - Satellite Brokers

• Interests
  - Return On Investment - absolute and risk
  - Cash Flow
  - Investor confidence

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Commercial Servicing Provider Challenges

• Very High Investment Risk
  - Unproven market with hi-entry costs
  - Servicing price vs. customer ROI needs
  - Legacy satellite capture & interfaces
  - Credibility in market
  - Threatens existing business models
  - Credible market - initial and long term
  - Commercial Investor patience
Discussion Topics

• Is there a commercial satellite market and how might the challenges be overcome?
  – Manufacturer/Operator/Insurer concerns
  – Investment needs & risks

• Is there a government need that can be met commercially and leveraged to attract commercial satellite community?
  – Comm and Remote Sensing Satellites
  – Large observatories
  – Weather satellites