

Commercial Satellite Servicing Needs and Challenges

J.H. Rothenberg



This page does not contain ITAR sensitive or Proprietary information.

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

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