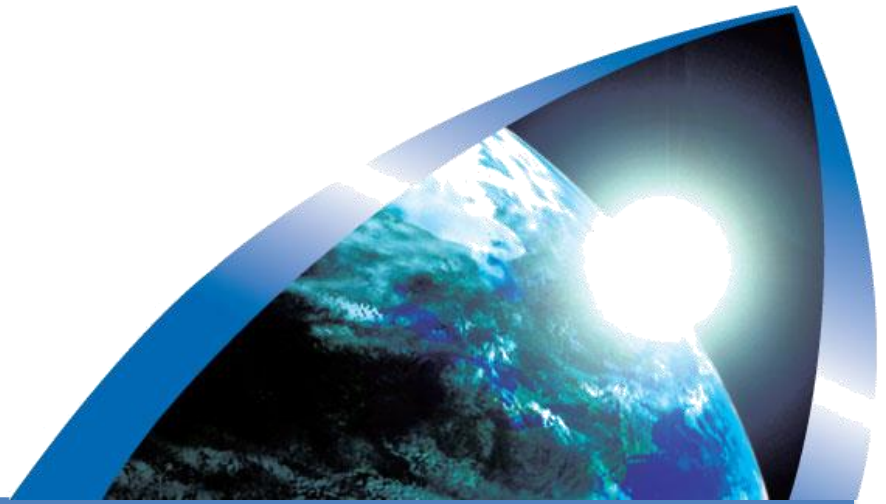


SPACE PARTNERSHIP INTERNATIONAL

**Challenges and Opportunities Facing
New Space Actors**

Working with Developing Nations

May 2016

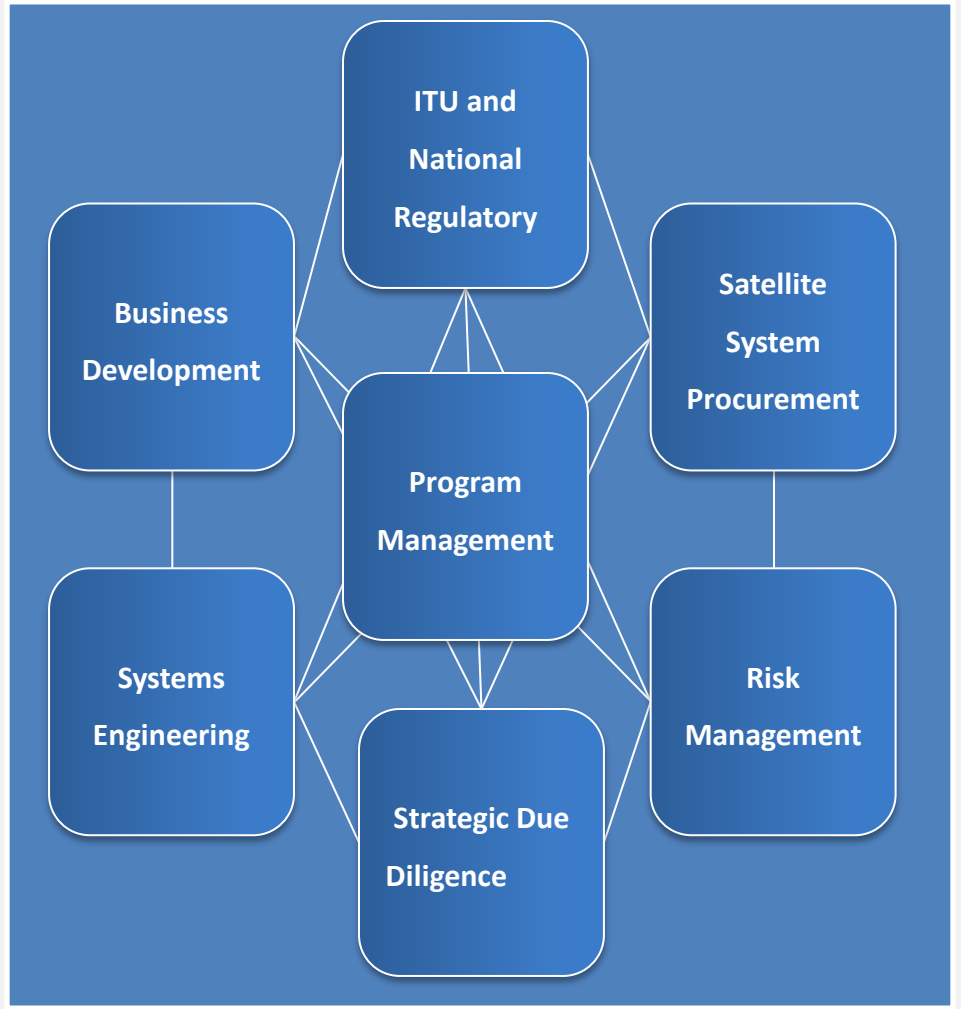


Who, For, How

Pool of cross-disciplinary experts under one roof able to help clients meet complex space-related businesses & challenges;

Represent satellite operators (governments, private sector, established, start-ups), GEO, LEO, MEO, HEO: telecom, non telecom

Provide turn-key services, from planning to execution, across all major segments of a space business organization.



Rewards

- Involvement at high levels in government,
- Excitement and national pride very evident,
- Enthusiasm for learning new technologies, processes, and establishing new relationships,
- Creation of new industries, jobs, services, entrepreneurship,
- Getting to know a new culture, and bonds.

Challenges

- Culture, Culture, Culture!
- Administrative process
- Procurement regulations
- Access and knowledge of your customer, sponsors, stakeholders, reporting structure, decision limitations, etc.
- Public opinion
- Fair & open competition

SPI Perspective on the Gap between Parties

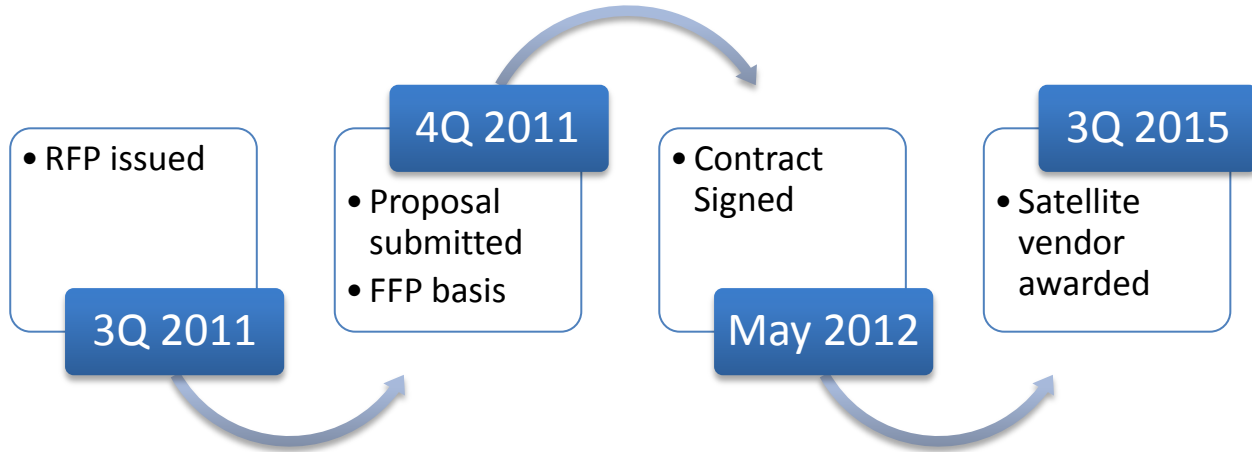
Vendor

- We don't know what we don't know
- We don't know what they know
- We don't know who makes decisions
- We don't know how decisions are made
- Commercial mindset
- We want the business!

Customer

- We don't know what we don't know
- We want to know what they know fast
- We want them here when we need them
- They don't know what we need to do administratively
- We don't know what we need to do administratively to get there
- Government mindset

Sense of Urgency?



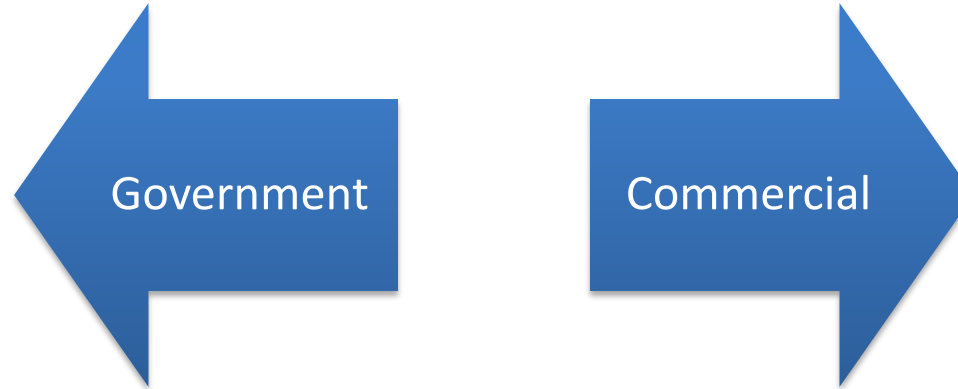
Unforeseen events

- Human capacity
- Training
- Political events
- Administrative issues
 - Finance
 - Regulatory
 - Program management
 - Procurement Laws
 - Approval cycles
 - Change in personnel

Unforeseen impact of delays

- Keeping proposal valid
- Keeping personnel on
- Facing changing dynamics
 - Business plan
 - Regulatory/BIU
 - Technology
 - Pricing
 - Strategy
 - Marketing
 - Products & Services
 - Source selection

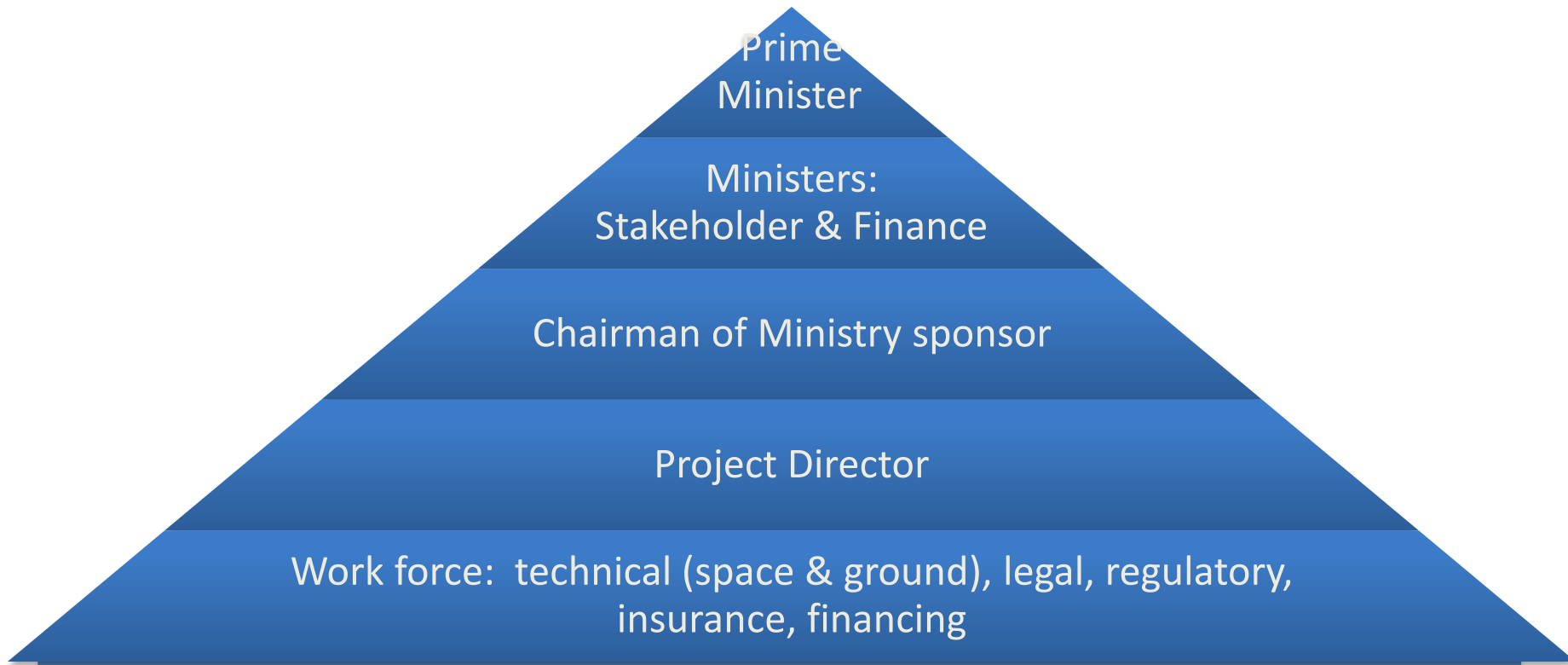
Mind Set



- Sustainability requires opening new markets outside a country's border;
- Operational company must be established with commercial mind set and limited bureaucracy to compete internationally;
- Unique Operating Agreement must be created to mitigate;
- Many forces at play.

Administration

- Cannot change government procedures – can only work within them;
- Have to respect hierarchy & decision making process:



Conclusion

- Many challenges confront new space actors;
- No challenge is insurmountable;
- It takes a multi-disciplinary, creative and cooperative approach to problem resolution;
- All interests involved **MUST** be aligned for the good of the project and country at the cost of compromises;
- It can be a wonderful & rewarding experience for all parties.



...We take an interactive, multi-dimensional approach to problem solving and solution building, to ensure the best possible results for our clients

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