

The background features a dark space scene with three satellites in orbit. Each satellite is surrounded by concentric circles representing signal waves. Bright, glowing blue lines connect the satellites, forming a network. The Earth's horizon is visible at the bottom, with a teal gradient overlaying the lower portion of the image.

Space - Early customer engagement webinar

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Agenda for today's webinar

Introduction

Space - why and why now?

Space category and market solutions

Next steps

Discussion



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Space - why and why now?

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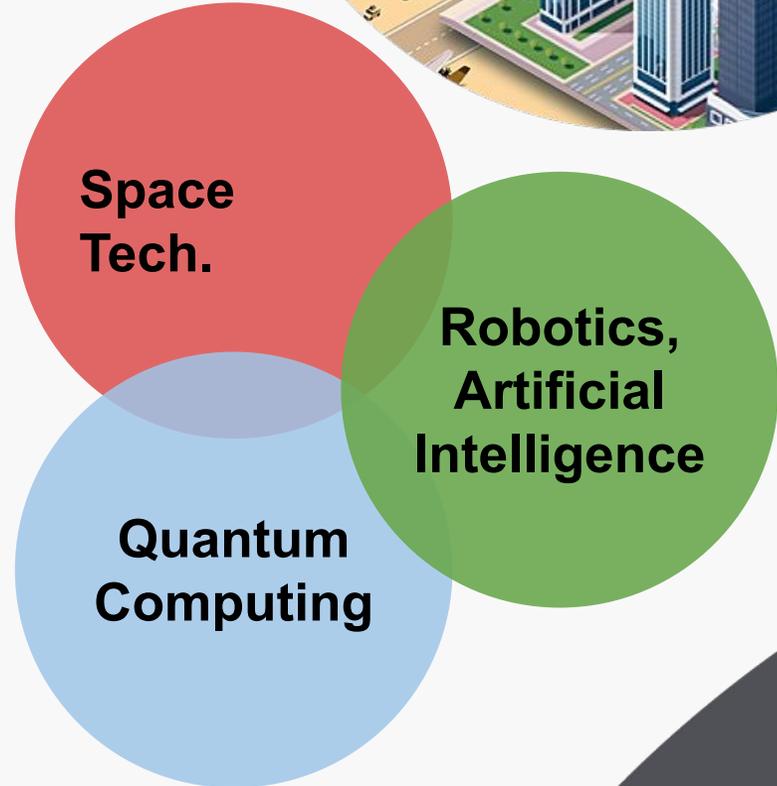


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Space category and market solutions

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Terminology



UPSTREAM

Manufacture, build, launch services - getting up into Space



DOWNSTREAM

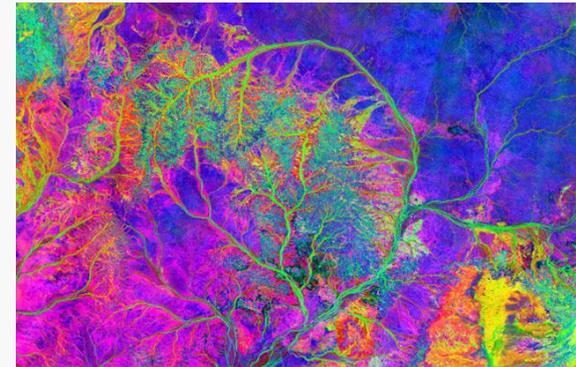
the exploitation of technology such as satellite broadcast services, Earth observation, financial services and satellite communications.

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GEOSPATIAL is used to indicate that data that has a geographic component to it. This means that the records in a dataset have locational information tied to them such as geographic data in the form of coordinates, address, city, or postcode code. **GIS** data is a form of geospatial data

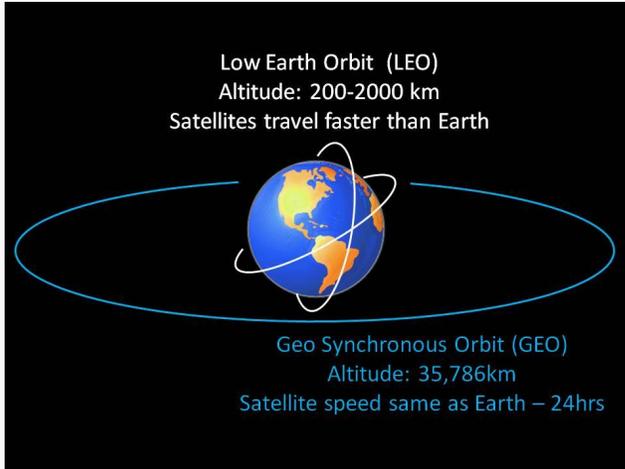


EARTH OBSERVATION (EO) is the gathering of information about the physical, chemical, and biological systems of the planet via remote-sensing technologies, the concept encompasses both "space-based or remotely-sensed data, as well as ground-based or in situ data."



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Terminology



Low earth orbit (LEO)

A low Earth orbit (LEO) is an Earth-centred orbit with an altitude of 2,000 km (1,200 mi) or less (approximately one-third of the radius of Earth), or with at least 11.25 periods per day (an orbital period of 128 minutes or less)

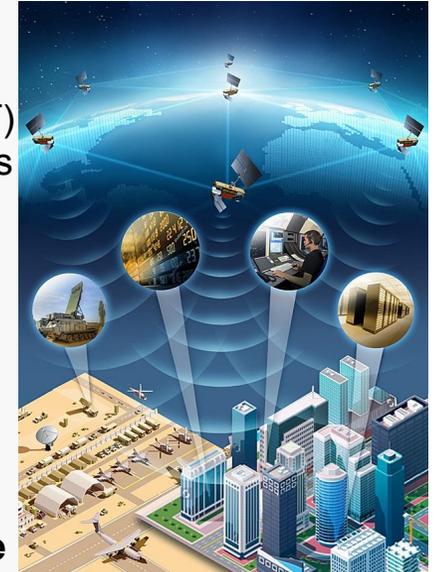
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Unmanned Aircraft Systems (UAS) are a new and evolutionary component of the aviation system, offering several new and exciting opportunities, as well as a number of challenges. Unmanned Aircraft may also be referred to as:

- Drones
- Remotely Piloted Aircraft Systems (RPAS)
- Unmanned Aerial Vehicles (UAV)
- Model Aircraft
- Radio Controlled Aircraft



PNT (Position, Navigation, Timing) Navigating from Point A to Point B safely and efficiently is critical to all modes of transportation making Positioning Navigation and Timing (PNT) capabilities and technologies a vital part of the global infrastructure.



Global Navigation Satellite System (GNSS)

GNSS and GPS work together, but GNSS compatible equipment can use navigational satellites from other networks beyond the GPS system, and more satellites means increased receiver accuracy and reliability.



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Category Strategy

CCS are developing a category strategy for Space Technology

- Release date March 2021
- Defines the Market from a Supplier and Customer perspective
- Value levers
- Engagement and Commercial models
- 3 key sub-categories which align with CCS mandate of common good and services

Across the 3 sub categories it is expected to include suppliers who provide either end to end services, or focusing on :

- Consultancy
- Design and Specification
- Build and Test
- Production/Supply
- Support

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Communications, Broadcast, PNT signals

Services and solutions related to satellite comms, networking, broadcast and PNT. Antenna and Earth station solutions. Quantum key distribution



Geospatial, Earth Observation Data Services and Solutions

Solutions focusing on data supply, data consolidation and analytics, AI



Remote Sensing and Unmanned Aerial and Land solutions

Solutions for remote sensing, drone and UAV services and other unmanned solutions



Launch - unlikely to feature in future agreements



Manufacture- unlikely to feature in future agreements



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Market glimpse

Government/ALB's



Geospatial
Commission



Space for Smarter
Government Programme



- National Space Council
- Space Leadership Council
- Scottish Space Leadership Council

Innovation/ Incubators



Defence and Security
Accelerator



Suppliers and Trade Bodies (very small selection...)



UBIPOS UK LTD



HawkEye³⁶⁰



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Next Steps

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Outline plan



Key Events

- key workshops (March-21)
- further engagement webinars (March-21)
- SpaceComm Expo (May-21)
- OJEU Notice (July-21 onwards)
- on-boarding webinars (August-September)

for Customers



for Suppliers



What we expect the agreement to look like

Dynamic Purchasing System (DPS) to cover services identified:

- communications
- location data
- data, signal provision
- data processing and storage
- software
- security
- receiving equipment
- measuring equipment
- drones/UAV services
- software application development
- software application support
- consultancy and advisory

Your input to help us shape the future...

We really want to hear from you.....

Use the chat or feel free to come off mute...



How could we exploit this technology?



- High bandwidth, flexible communication networks
- Rapid deployment



- Near Real-time monitoring of the UK - people, towns, vehicles, environment, borders



- Real time remote examination of infrastructure
- Delivery of critical supplies

- Do you buy these today?
- Do you know if you buy these? Are they part of a bigger solution?
- Is there a need/solution you would like to explore? What's your key business problem this may help solve?
- Think about your workforce, can this help you deliver more, improve quality/performance?
- Do you have data that could be enhanced by this?
- What are your priorities in a post-Covid world and could this play a part?