

A Japanese company offers international project opportunities to EU companies in space operations and ground segment infrastructure

Summary

Profile type	Company's country	POD reference
Business Offer	Japan	BOJP20240730001
Profile status	Type of partnership	Targeted countries
PUBLISHED	Outsourcing agreement Supplier agreement	• World
Contact Person	Term of validity	Last update
<u>Alessandro Perna</u>	30 Jul 2024 30 Jul 2026	17 Jul 2025

General Information

Short summary

A Japanese company specializing in space operations and ground segment infrastructure is seeking EU partners for international projects related to operation services. The company offers solutions based on their 20 years of experience in the aerospace sectors to EU companies interested to enter the Japanese market.

Full description

A Japanese company with expertise in space operations and ground segment infrastructure is looking for EU partners to execute international projects related to operation services.

Entering in the Japanese market is quite complex, and having an appropriate partner with a strong network is key for success. The Japanese company is procuring software and services from EU companies under an outsourcing agreement, and at the same time can provide turnkey solutions as a supplier.

The company team members have been working on aerospace and ground segment for almost 20 years. The company can provide flexible and comprehensive implementation of mission control systems, planning tools and supporting operation tools together with the related training, making very easy the access to space operations.

The experience with different payloads, missions and countries makes this company a perfect candidate to partner with confidence in missions' development activities. The company staff has been involved in dozens of NASA and ISS missions with hands-on experience of Earth observation, lunar lander and rover missions.

The company has several Memorandum of Understanding et de Letter of Intent with companies in the EU, Switzerland, and UK.

Advantages and innovations

The Japanese company fan of services includes:

- 1- Training of Ground segment people
- 2- Customization and Implementation of Operational Software for Rover/Lander/Satellite missions
- 3- Simulation environments for Rover missions
- 4- Simulation environments for in orbit Servicing
- 5- Operations as a service
- 6- Automation of procedures and processes
- 7- Turnkey Mission Control Centres

Their team is composed of experts covering different fields of the operational systems. They contribute with open-source tools and therefore reduced prices on their implementations. They have years of experience in MCC (Mission Control Centres) development and operations, and they have strong simulation capabilities for personnel training and certification as well as software testing.

Using their operations as a service for a standard mission can reduce costs on up to 75% from in-house options as costs from tools, infrastructure and personnel are shared among different customers. In addition to that, the activities are handled by experienced operators, and this reduces the risks of mission failures adding also strong know-how for design and troubleshooting phases.

Technical specification or expertise sought

Stage of development

Sustainable Development goals

- **Not relevant**

IPR Status

IPR Notes

Partner Sought

Expected role of the partner

The partner sought is a small size, with strong, flexible and ready to react fast and with a customer-oriented vision. The partner should be active in the sector of New Space technologies with fast development goals and ambitious projects.

Type of partnership

Outsourcing agreement

Supplier agreement

Type and size of the partner

• **SME 11-49**

• **SME <=10**

Dissemination

Technology keywords

Market keywords

• **02007006 - Other system software**

• **02007001 - Systems software**

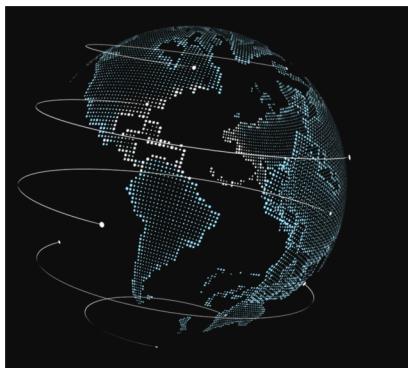
Targeted countries

Sector groups involved

• **World**

Media

Images



[Earth.png](#)