



EU-Japan Partnering Support Mission in the Space Sector - Tokyo, 9 – 11 March 2015

Company Logo



Picture of Participant

Contact Details
Tom Lacey
Business Development
Manager
20 Stephenson Road
Guildford
Surrey GU27YE
UK
+44 1483 806069
www.sstl.co.uk
t.lacey@sstl.co.uk



Lacey

Participant Profile

Short bio-resume *Tom Lacey is a Business Development & Sales Manager at SSTL with primary responsibility for creating international long-term collaborations with space primes and commercial companies, offering SSTL core competences used to deliver space programmes and includes subsystem, platform, payloads, ground segment, training and study support. In Japanese Tom has worked on several space programmes with the following government and commercial partners: JAXA ; METI; JAMMS; PASCO; NICT; MELCO; MHI; IHI; NHK; NEC; AES; JSS; Tokyo University, Nagoya University*

Company Profile

Headquarters and branch locations: SSTL is a UK company with its head quarter in Guildford, Surrey, UK. The company has a composite facility in Bordon, UK and an Optical Payload Division based in Seven Oaks in Kent. SSTL is in an expansion growth phase and has set-up a US facility in Denver, Colorado, in the US.

Shareholders: 99% owned by Airbus Defence & Space, 1% University of Surrey

Mission: 43 successful small satellite [Science, Earth Observation, Navigation and Telecommunications] missions over 30 year period.

Technology portfolio: SSTL design and manufacture small satellites, ground segment. Our long term partners benefit from a market recognise training programme. SSTL also offer ground segment and data down-stream solutions

Commercial footprint:

SSTL is a small satellite manufacturer. The company also provides component level satellite products [subsystems] and services [including training] and has some limited success, over the last 5 to 10 years, selling satellite components into the Japanese space industry. SSTL works alongside the trade house Kanematsu who is based in Tokyo.



EU-Japan Partnering Support Mission in the Space Sector - Tokyo, 9 – 11 March 2015

The following URL link provides more information of the type of products SSTL would like to sell into the Japanese space market: <http://www.sstl.co.uk/Products/Subsystems>

SSTL has sufficient resource to design and manufacture satellite out of its offices in Guildford, Surrey. It is a vertically integrated company that has been challenging the economics of space by providing its customers with low-cost access to space through the innovative use of COTS technologies; unique low-cost spacecraft design philosophy; ability to secure low-cost launch; and automated designed ground segment.

Spacecraft components are designed and manufactured using market-leading batch production techniques, unique to SSTL. The significant cost saving enables SSTL to be competitive in the market place.

Value proposition for the Japanese market

Japan's [mainly government] space market is significant, although recent budget cuts have impacted on some mission programs. The government recognizes a need for change within the industry towards smaller, cheaper space mission. There is also a desire to expand into commercial overseas markets. This has created opportunities for SSTL to sell its low-cost approach to satellite manufacture.

SSTL is uniquely position in the space market because it has developed an automated approach to component manufacture. When combined with its innovative exploitation of COTS components, SSTL can offer very competitive products into the Japanese space industry.

The space agency JAXA, and several of the space primes have already shown some interest in accessing SSTL capability either through a license deal or collaboration.

SSTL has sold satellite platform subsystems into several government science space programmes such as the SDS and ChubuSat. Several space primes have also shown interest in SSTL satellite platforms as a cost-saving route for JAXA's science mission program requirements.

SSTL would be interested in meeting with JAXA, Japan Space Systems, MELCO, NEC, Tokyo University, JSat, IHI, Axel Space

Disclaimer: *The information contained here is only used for the purposes of this event with the aim of facilitating the Business-to-Business meetings.*