



(image by ESA: https://www.esa.int/ESA_Multimedia/Images/2015/01/PICASSO_CubeSat2)

COTS as the solution? Opportunities and risks for SMEs

ACCEDE 2022 Workshop on COTS Components for Space Applications, Seville 19-21 October 2022



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On behalf of SME4SPACE

Our Main Milestones

SME4SPACE launch

On June 2007, during Le Bourget in Paris, ESA Director General J.J. Dordain and SME4SPACE Chairman, Giovanni Sylos Labini, signed a Memorandum of Agreement (MoA). SME4SPACE is launched, even though still as an informal group.



2007

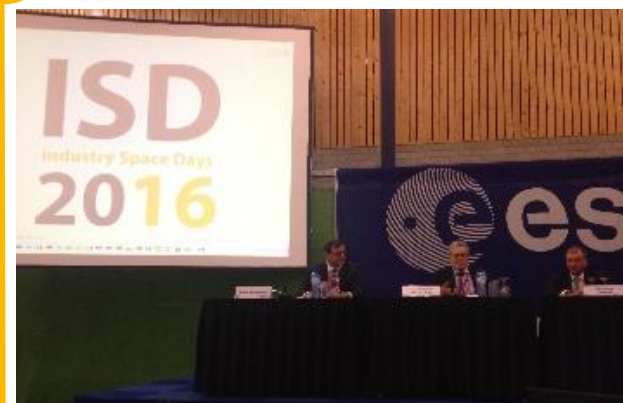
2011

SME4SPACE incorporation

On 1st July 2011, SME4SPACE is incorporated as not-for-profit organization under the Belgian law.

New MoA with ESA

During the 2016 Industry Space Days, SME4SPACE and ESA signed a new Memorandum of Agreement (MoA) in order to support the ESA SME industrial policy.



2016

2019



The EC recognition

The EC recognised SME4SPACE as a valuable and reliable organisation in representing the SME community's viewpoint.

SME4SPACE is the representative SME organisation

SME4SPACE is fully involved in all space related tables and discussions both at ESA and European Commission level, providing information and support to its members and SME and start-ups network. MoA renewed with ESA for further 3 years in May 2022 until June 2025.



2022

SME4SPACE

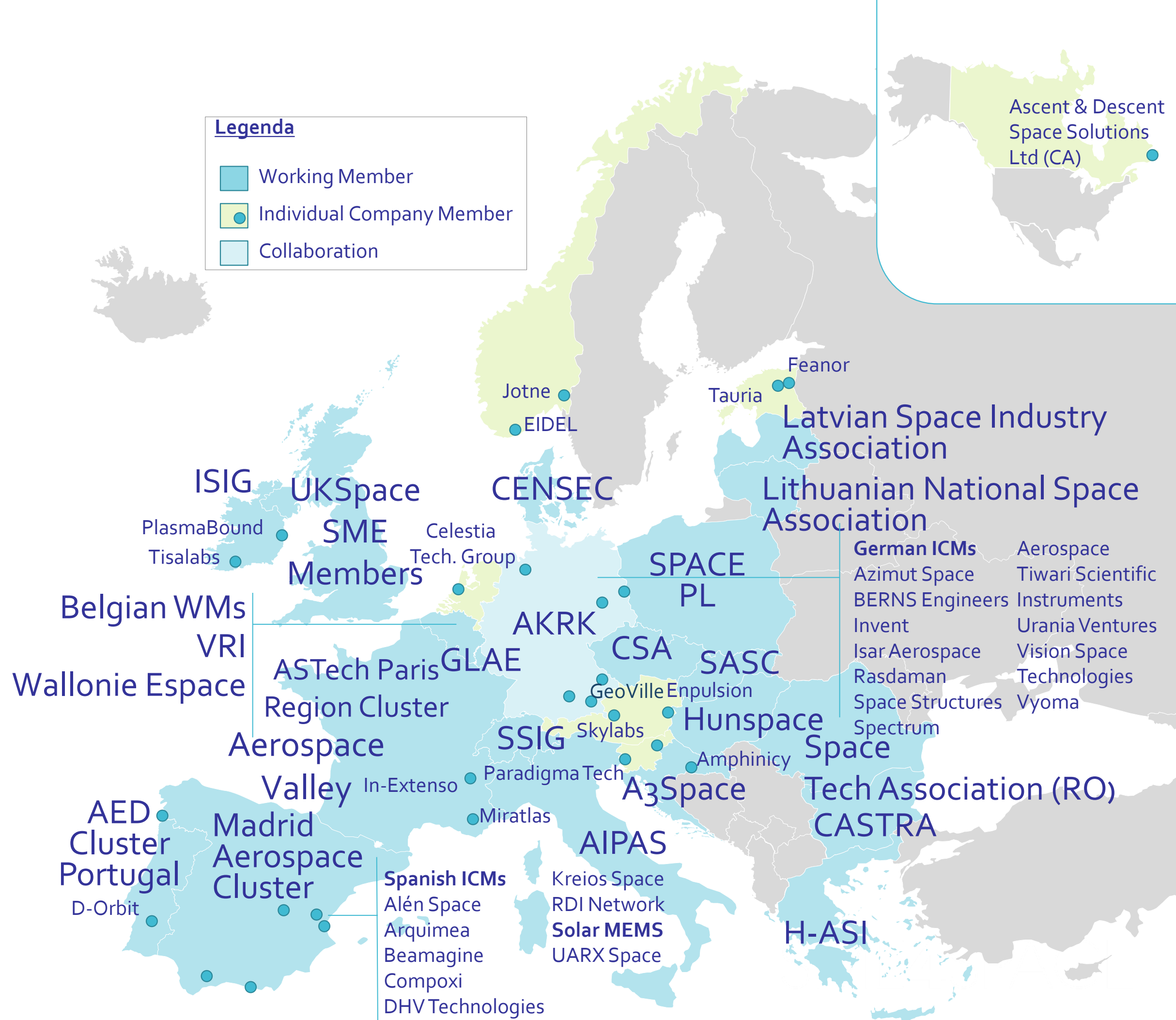
SME4SPACE MEMBERSHIP FOOTPRINT 2022*

27 Countries

22 Working Members
36 Individual Company
Members

+700 SMEs overall

* Provisional



SMES CAN GAIN FROM A MORE EXTENSIVE USE OF COTS DEVICES

SME4SPACE underwrites the policy proposals aimed at extending the use of COTS components as it will in general improve competitiveness and profitability

- ❑ It offers opportunities to both legacy SMEs and newcomers
- ❑ It offers new opportunities to SMEs in the development, modification and qualification of the COTS devices
- ❑ Link with other applications/industries:
 - Spin-off
 - Spin-in
 - Dual use

CONDITIONS FOR THE SUCCESSFUL IMPLEMENTATION OF COTS DEVICES

Availability

- Space is a small market with low orders
- Even smaller for SMEs
- Actual geo-political situation and succeeding crises
- But shortage on the market already an issue pre-Covid

Price

- Same elements influencing price

European Independence

- Without loss of flexibility, availability, price increase?

EEE-initiative of ESA very welcome; with role for SMEs

Centralized purchasing possible?

RISK ACCEPTANCE AS THE KEY FACTOR

- ❑ Will ESA/EU/Customers be willing to accept a higher risk?
 - Not yet the case today.

- ❑ Standardisation for “New Space”?
 - Simplified ECSS (in some cases even only as guidelines)
 - Best practices to be shared / accepted by suppliers, customers and users



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Chairman



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SME4SPACE and AIPAS
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