

2020 SmallSat Symposium

03 - 06 Feb 2020

Poll results

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What is your most important requirement when choosing a launch provider (besides cost)

052

Only cost, just get me into space



Reliability and Track Record



Overall Flexibility



Right time, right orbit



Regulatory Ease



AI and Machine Learning for Smallsat Data Processing

0 3 2

Using ML now, and it's provided measurable benefit and value



Using ML now, but no payback yet



Developing ML uses and applications



Exploring applicability



Not thinking about it



How is your organization making use of open source?

0 2 2

Core to our product, service or operation



Widespread use



Selective use



Very little or no use



Where are the greatest gains to be made in satellite-related application of ML?

0 3 2

Earth observation and geospatial analytics



Satcom traffic and network management

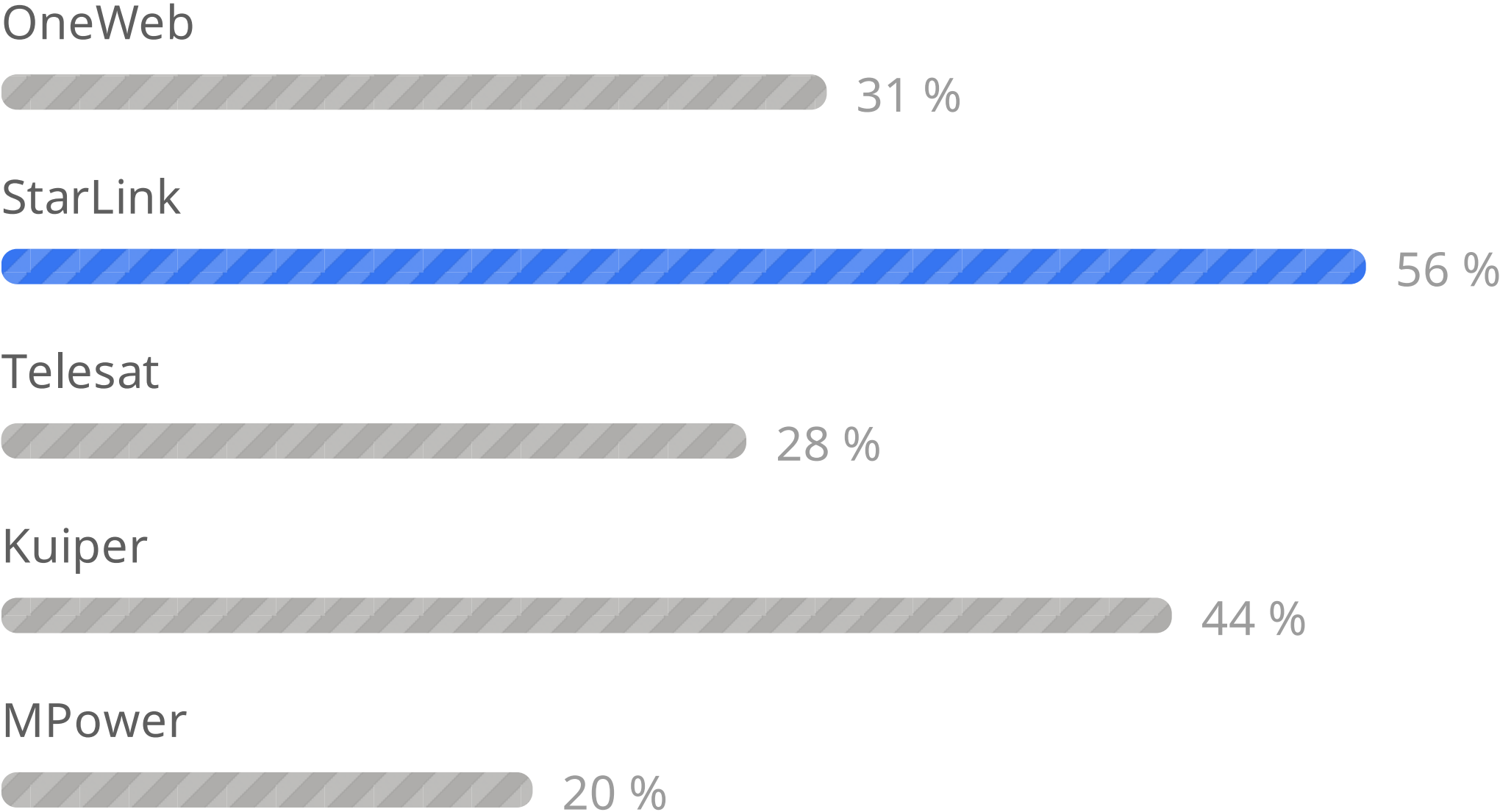


Satellite fleet/constellation operation



0 7 1

Which of the upcoming broadband internet satellite systems will “succeed” and be around 5 years from now (without a bankruptcy) Select your top two
(1/2)



0 7 1

Which of the upcoming broadband internet satellite systems will “succeed” and be around 5 years from now (without a bankruptcy) Select your top two

(2/2)

Other?

 3 %

063

How many of the large global broadband offerings can the market use?

One



Two



Three



Four



Five or more



067

What is the most important factor that will determine who is successful?

(1/2)

Solidness of the Financial position/availability/cost of capital?



Technology superiority, attractiveness and ground cost to customer



Regulatory execution



Customer and use targets (including existing customers)



Vertical integration



067

What is the most important factor that will determine who is successful?

(2/2)

Time to market?



Existing global sales, infrastructure



0 6 7

How important a customer/factor will the US Government be for one or more of these large systems

Minimal

1 %

Modest

28 %

Significant

69 %

Undecided

1 %

NanoAvionics (1/3)

0 5 6

Did the presenter make a convincing case?

No



Somewhat



Mostly



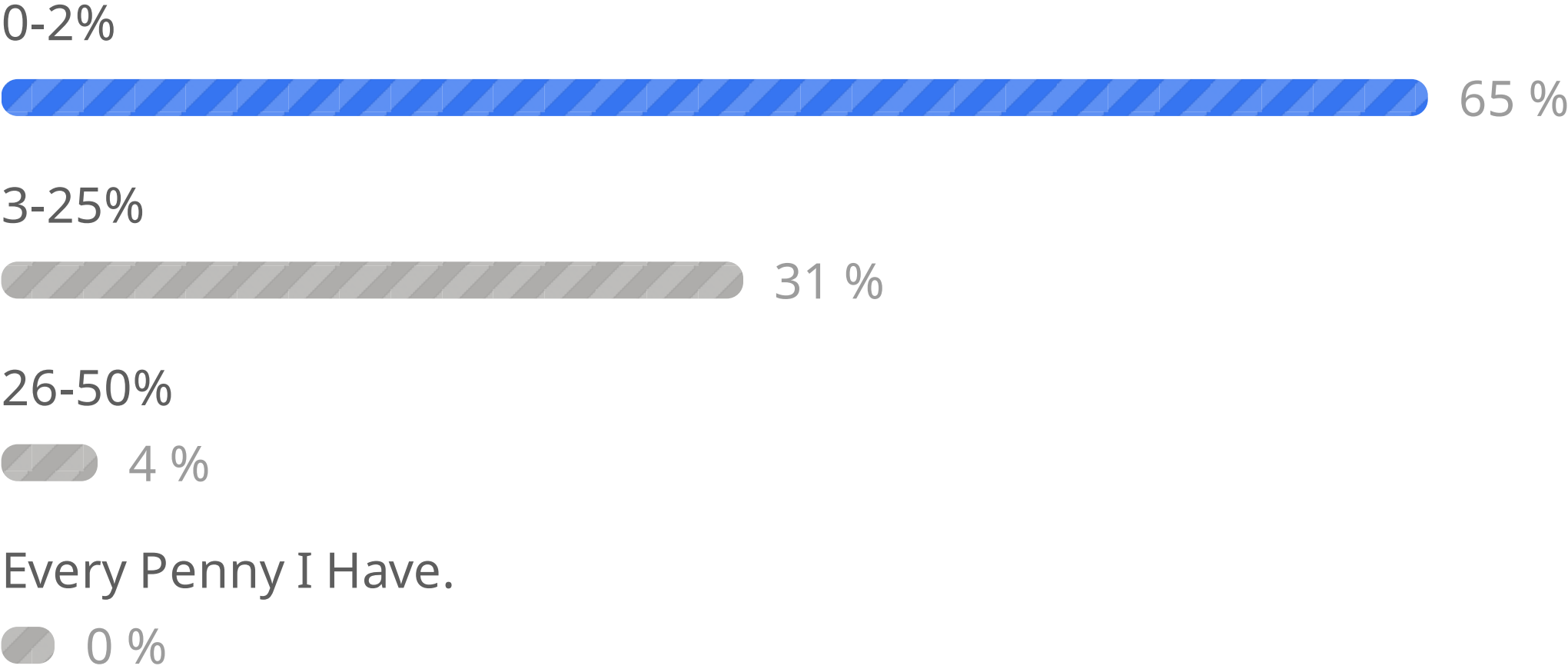
Absolutely



NanoAvionics (2/3)

0 5 5

How much of your own 401K would you be willing to invest in this startup?



NanoAvionics (3/3)

056

When do you think this company will be able to pay off/provide a return to investors?

1-2 years

5 %

3-10 years

82 %

Never

13 %

Prime Lightworks Inc. (1/3)

0 7 2

Did the presenter make a convincing case?

No



Somewhat



Mostly



Absolutely



Prime Lightworks Inc. (2/3)

0 7 2

How much of your own 401K would you be willing to invest in this startup?

0-2%



3-25%



26-50%



Every Penny I Have.



Prime Lightworks Inc. (3/3)

0 7 2

When do you think this company will be able to pay off/provide a return to investors?

1-2 years

1 %

3-10 years

53 %

Never

46 %

Exotrail (1/3)

0 5 8

Did the presenter make a convincing case?

No



Somewhat



Mostly



Absolutely



Exotrail (2/3)

0 5 8

How much of your own 401K would you be willing to invest in this startup?

0-2%



3-25%



26-50%



Every Penny I Have.



Exotrail (3/3)

0 5 8

When do you think this company will be able to pay off/provide a return to investors?

1-2 years



3-10 years



Never



Skyloom (1/3)

060

Did the presenter make a convincing case?

No



Somewhat



Mostly



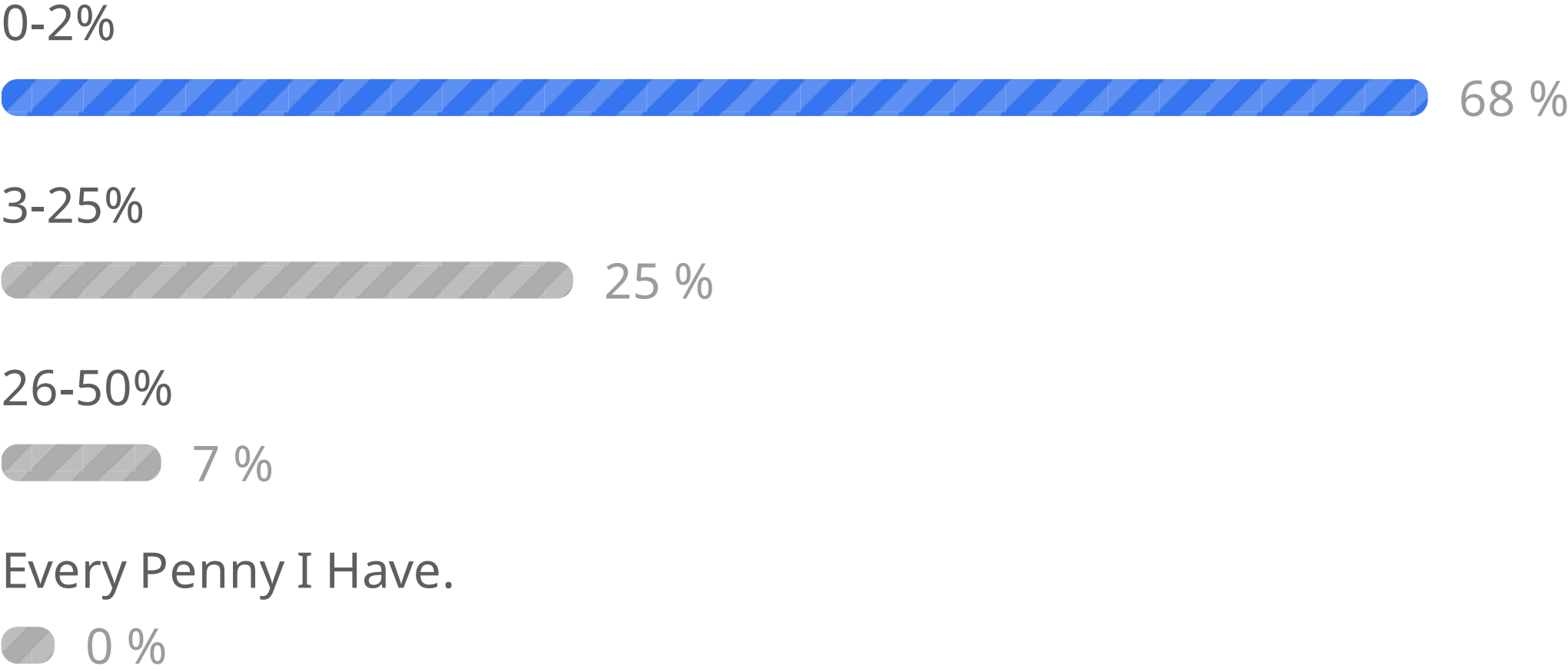
Absolutely



Skyloom (2/3)

0 6 0

How much of your own 401K would you be willing to invest in this startup?



Skyloom (3/3)

060

When do you think this company will be able to pay off/provide a return to investors?

1-2 years

 5 %

3-10 years

 60 %

Never

 35 %

Xona Space Systems (1/3)

0 5 6

Did the presenter make a convincing case?

No



Somewhat



Mostly



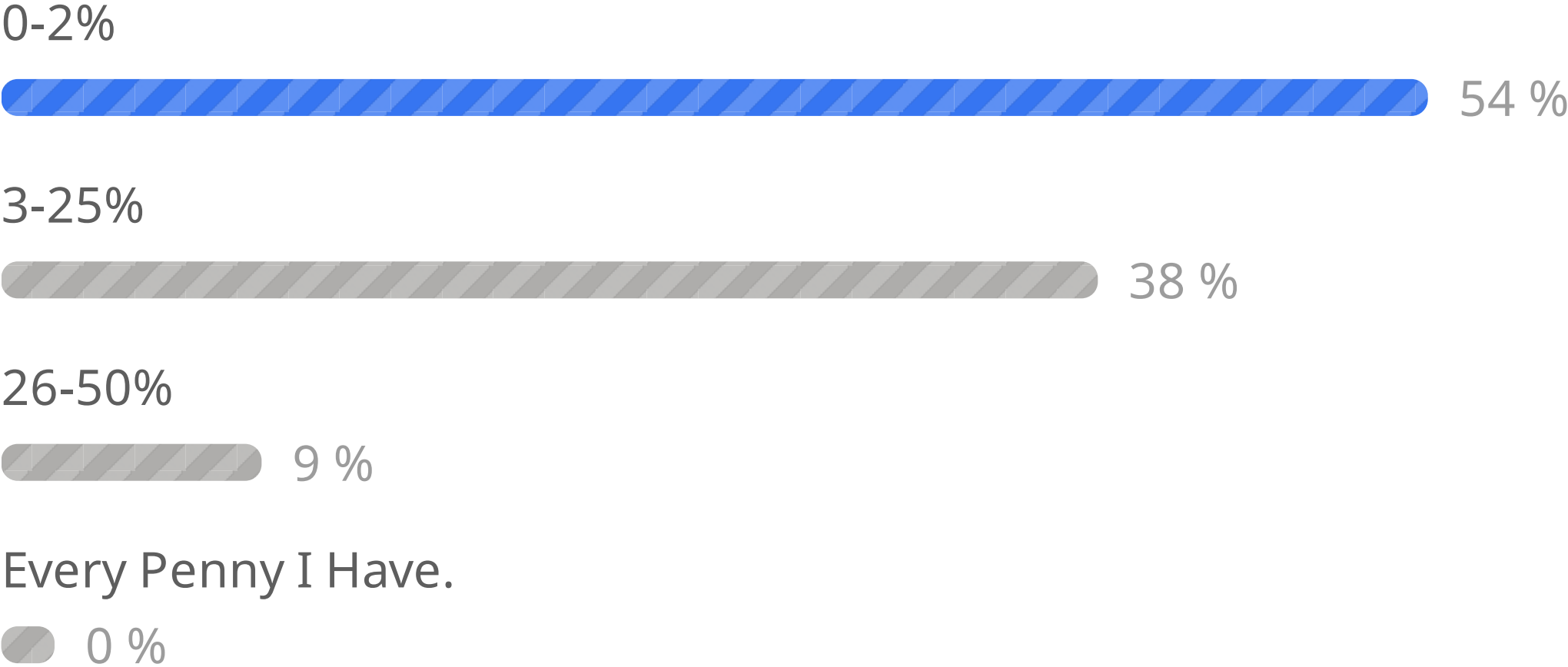
Absolutely



Xona Space Systems (2/3)

0 5 6

How much of your own 401K would you be willing to invest in this startup?



Xona Space Systems (3/3)

0 5 6

When do you think this company will be able to pay off/provide a return to investors?

1-2 years

0 %

3-10 years

88 %

Never

13 %

071

You just inherited \$5 million, but it has to be invested immediately. Which of these companies would you invest in?

NanoAvionics



Prime Lightworks Inc.



Exotrail



Skyloom



Xona Space Systems



0 4 7

What is the number one reason a small company would not want to partner with a prime ?

rather do it ourselves



loss of IP



slow pace and bureaucracy



too many strings attached



don't know where to start



038

What is the number one reason a small company would want to partner with a prime?

Money



access to customers and opportunities



talent



access to technology or facilities



brand

