

“Commercialization of the Small Satellite Imagery”

Group Discussion 5

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Small Satellites Optical Imagery

- Many **micro/cube satellites** are currently capable of **capturing imagery of the Earth**
- **No mass civil applications** for those imagery **exist**, except national security purpose, but in this case an higher resolution imagery is required
- Applications for natural resources, weather observation/forecast, agricultural product and disaster monitoring/prevention may **not** be **a main driver to quadruple the satellite imagery market in the next 5 years**

Main Questions

1. **How could we develop satellite imagery market for civil purposes?**
2. **How could we increase the number of customers using the imagery from small satellites and make them need the imagery data/information in their regular workflow?**

DG5 Main Conclusions

- **3 main Business Models** (B2B,B2C,B2G)
- **Technological aspects** (Resolution, frequency, the spectrum, size)
- The **implications of existing solutions**: necessity or not?
- A **mission led** as well as **solution led** approach
- **No mass applications identified yet** → Need to **talk to potential customers** by industry applications (oil and gas, mining, security, diving, coral bleaching, seaweeding, recreational, agriculture, monitoring properties, Early detection of disasters etc.)
- **Potential applications:**
 1. Diving location detection
 2. Coral health deterioration
 3. Oil spills and leakage detection
 4. Logistic Solution
- **Proposal to UNISEC and Space Engineers:** Move towards a more solution based approach from a mission oriented approach (closer relations to private sectors)