

Advisory Services

Contact us

T: +27 21 300 0060

F: +27 21 300 0064

E: info@spaceadvisory.com

www.spaceadvisory.com

Physical address:

3rd Floor St Andrews Building
Somerset Links Office Park
De Beers Avenue
Somerset West, Cape Town
7130, South Africa

Postal address:

PO Box 12037
Die Boord
Stellenbosch
7613, South Africa

1. Introduction

Herein, the different services that are available to your organization to assist with the establishment and/or implementation of your space programme and space related projects.

SAC offers professional and expert advisory/technical/engineering services of a verified high quality, tailored to support customer space programmes and assist in the ensuring of successful outcomes which are within budget and time constraints. This is achieved as a result of resources and teams with extensive experience working on Advisory Engagements, Space Programmes, Remote Sensing and Earth Observation projects.

The SAC business model offers low cost through minimising overheads.

1. SAC has long been involved in the space industry and as such, has extensive experience in the space sector. We have always been proud of our open, honest, constructive and mutually beneficial relationships with our customers. The SAC personnel appointed to a team understand, that this openness is the best way of helping the customer to achieve their goals and targets.
2. SAC is proud of our compliance with, and embedding of, quality processes, and our adherence to industry standards such as the ECSS standards and NASA best practices; keeping in mind specific customer requirements and tailoring the above to fulfil these specifications.

2. Services

SAC offers the following range of services that are designed to empower our customers:

a. Negotiation Support

SAC can provide support in terms of the actual contract negotiations with suppliers. It would further be useful to ensure the availability of specialists who have participated in the technical evaluation of satellites and satellite systems, and specialists on the legal and commercial terms of satellite procurement contracts, negotiation of loan agreements and satellite launch insurance placement as appropriate to the customer.

b. Decision Support

With this service, SAC provides an unbiased, supplier agnostic advice to customers by validating the value to be derived from space activities in an objective and impartial manner, thus enabling customers to make the right decisions. We add value to satellite programmes through facilitating solutions for customers on missions, systems and sub-system levels. We ensure that there is reduction of risk in programmes and projects.

c. Technical Support

With this service, SAC is able to assist with mission analysis, design, optimisation studies and advice for small-satellite programmes. We do complete satellite life cycle design through relevant space systems engineering built on multifaceted space hardware development & acquisition programs. We

facilitate initiation, conceptualisation and commercialisation of new aerospace initiatives & projects through partnerships and industry knowledge & relationships,

d. Documentation review

SAC can assist with the review of both contractual and project documentation. Thus, we can uncover possible gaps and provide technical advice and recommendations. SAC will monitor all the suppliers' and sub-contractors' Performance Assessment activities and documentation to ensure that all necessary controls are in place.

e. Specialist Areas

SAC is able to work with customers in the following specialist areas:

- Contractual negotiation support.
- Program and project management.
- Systems engineering.
- Requirements engineering.
- Quality Assurance management.
- Project documentation review
- Electro-optical systems.
- Synthetic Aperture Radar systems.
- Image processing.
- ADCS systems.
- Mechanical and thermal design and analysis of aerospace structures.
- Commercialisation and business development.

3. Benefits

Through employing the support from SAC, our customers have an objective frame of reference for decision making. Customers are empowered to ensure that they are successful in their plans.

Space programmes are highly risky in their nature, and if there is limited knowledge amongst the space community, then that risk shoots up exponentially resulting in failures and loss of resources. SAC support services ensure that there is risk reduction thus assisting to avoid undesired failures.

In other cases, customers are unsure of the value to be derived from their space activities. SAC is able to validate value to be derived, objectively and impartially.

We are able to provide advice that is unbiased and supplier independent and can we successfully manoeuvre culturally and politically sensitive environments.

4. Our Approach

SAC focuses on servicing each customer individually by understanding their program environment, developing mission and systems requirements, developing and maintaining optimal project planning and execution.

SAC believes in total customer and stakeholder engagement to identify which services will be beneficial in the customer's context and to work out a customized solution for the agreed upon intervention. The following mechanisms can be employed depending on the context.

- Capability and skills audits
- Infrastructure audits
- Key stakeholder workshops
- Capacity development
- Risk assessments
- Design reviews
- Documentation reviews
- Value validation