

Euroconsult Group
Training

Introducing Euroconsult Group's space training service offering

2022 | 2023

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Business line development rationale

From evolving market needs...

- Customers seek **less frequently dry content purchase** – while requesting **more interactive content and in-house knowledge development**
- **Multiplication/diversification of space sector's players worldwide** looking for **capacity/knowledge building opportunities**
- Training gradually growing into a **key lever for skills development** that goes far beyond the mere acquisition of space infrastructure
- Space industry players offering training solutions as an **essential tool for customer relationship management**

...to inherent internal synergies

- Training stands at the **crossroads of our services**
- **Leverages** a unique combination of in-house skills and expertise
- **Fully synergetic initiatives and solutions** delivering unique value to our customers
- **Building upon Euroconsult's and Satconsult's long experience** in delivering ad-hoc training modules, workshops and presentations to space stakeholders worldwide



General service approach

Our training service offering provides **interdisciplinary knowledge transfer to governments, the private sector and not-for-profit organizations wishing to increase their expertise in the space sector.**

Fully adapted to customers' specific needs, it **customizes both the content and format** of associated training programs **to match customers' specific skill development goals.**

Delivered with an emphasis on **flexibility, accessibility** and **experiential learning**, this tailored service provides both **functional and executive-level training** with **defined outcomes**, among which:

- Interdisciplinary training on all key aspects of the space industry: technical, markets, program management, etc.
- Ability to benefit from prepackaged programs or create a customized program
- Benchmarking, profiling, best practices and lessons learned from key players of the space sector
- Possibility to organize tours of government and private industry facilities and meetings with international executives and officials
- Flexibility in choosing a suitable training location, ranging from on-site training on customer premises, in our offices or in a prestigious third-party location
- Exposure to training in a variety of mediums and formats, from videoconferences to face-to-face seminars, and hands-on exercises, over a few hours, days or week-long sessions

Key customer benefits



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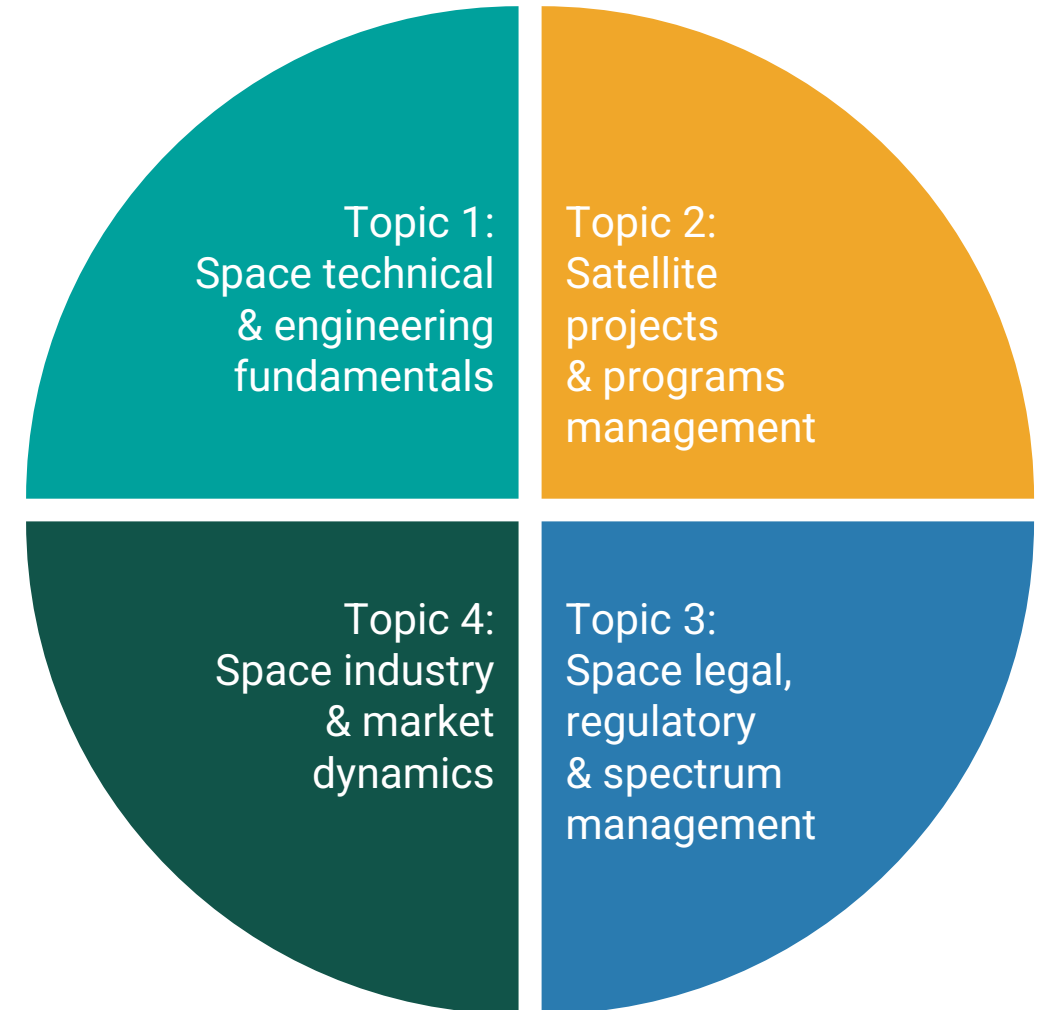
From training topics to delivery modes

Our training service offering is based upon **four main topics** covering, through **38 individual training modules**, the **full spectrum of issues to be considered to operate in the space sector, i.e.:**

- Space technical & engineering fundamentals
- Satellite projects & programs management
- Space legal, regulatory & spectrum management
- Space industry & market dynamics

Related contents are available in **two alternative modes** depending upon customer objectives, requirements, and constraints:

- Pre-packaged
- Customized



Training catalog overview

	Topic 1: Space technical & engineering fundamentals	Topic 2: Satellite projects & programs management	Topic 3: Space legal, regulatory & spectrum management	Topic 4: Space industry & market dynamics
Nb. of training modules	17	7	5	9
Typical module duration range*	0.5 to 2 days	0.5 to 2 days	1 to 3 days	1 to 2 days
Typical contents	End-to-end technical and engineering space industry fundamentals	Space program management topics, from business planning to risk management assessment	Legal, regulatory and frequency challenges impacting business plans, investment and programs	Space industry policy, market perspectives and trends
Available delivery formats	Face-to-face or online	Face-to-face or online	Face-to-face or online	Face-to-face or online

* Depending upon customer objectives, requirements, and constraints.

Training catalog details

Structured along a topic-by-topic basis, the following slides provide **an overview of each of our 38 individual training modules** in terms of:

- Objectives
- Prerequisites
- Related modules
- Typical duration
- Topics covered
- Module director

None of the content presented in this catalogue shall be considered as contractual. Any interested customer is kindly invited to contact us for a **detailed technical and commercial proposal that will be derived from his specific objectives, requirements and constraints.**

TOPIC 2: Satellite projects & programs management

Training modules list

2.1 Satellite mission technical roadmap:
From concept to operations

2.2 Satellite project business plan definition

2.3 Satellite project financing

2.4 Satellite program tender management

2.5 Satellite program contract negotiations & management

2.6 Satellite industrial contract management

2.7 Satellite program risk management & insurance

MODULE 2.1: Satellite mission technical roadmap: From concept to operations

OBJECTIVE

- This module will propose a complete roadmap for the development of a satellite system.
- Upon completion of this module, trainees will understand the general process to be conducted for the end-to-end development of such a system, including design, procurement, integration, deployment and validation phases.

PREREQUISITES

- In order to take full advantage of this module, trainees should have some knowledge of a space systems' architecture and operational concept, related contract negotiations and management of its development follow-up.

RELATED MODULES

To be mastered

To go further

Connected with

2.2 to 2.7

1.1, 3.1, 4.1

TYPICAL DURATION

- 0.5 to 1 day (4-8 hours)

TOPICS COVERED

- **General program conduction roadmap**
 - High-level program development timeline
 - High-level description of each phase
- **Project feasibility phase**
 - Business assessment
 - Regulatory assessment
 - Technical feasibility, architecture and cost estimate
 - Business models definition
- **Procurement phase**
 - Contractual breakdown
 - Tender development
- **Development, deployment and verification phase**
 - Development monitoring scheme
 - Progressive validation principles

MODULE DIRECTOR

- Mr. Björn BUCKWALTER, Senior Consultant, Satellite Platforms & Operations Expert, Satconsult

MODULE 2.2: Satellite project business plan definition

OBJECTIVE

- This module will include a review of the key elements that support the development of a satellite project business plan. Versions of this module will be based upon the type of satellite activity (such as communications, Earth observation, etc.).
- Upon completion of the module, trainees will have acquired the skills to build a business plan for a satellite project including financial forecasts.

PREREQUISITES

- In order to take full advantage of this module, trainees should have some knowledge of space systems and services, along with some basics in economics and financial metrics.

RELATED MODULES

To be mastered

2.1

To go further

2.2 to 2.7

Connected with

1.3, 4.6, 4.7

TYPICAL DURATION

- 1 day (8 hours)

TOPICS COVERED

- **General business plan development roadmap**
 - High level business plan development timeline
 - High level description of each phase
- **Market assessment and top line assessment**
 - Assessing demand dynamics in target markets
 - Competitive assessment
 - Business models definition
 - Market prioritization and revenue forecast
- **Capital expenditure and operating costs**
 - Capex components with main principles
 - Review of the main components of the operating costs
- **Financial modelling, financial structuring**
 - Revenue and cash flow modelling
 - Profitability performance ratios

MODULE DIRECTOR

- Mr. Laurent VALIGNON, Vice-President Marketing & Business Development, Satconsult

MODULE 2.3: Satellite project financing

OBJECTIVE

- This module is meant to complement the previous one relating to business plan definition. It will focus on the usual structuring of a satellite financing process.
- Upon completion of this module, trainees will have acquired the full understanding on financing processes for satellite programs.

PREREQUISITES

- In order to take full advantage of this module, trainees should have some knowledge of space programs, of economics and financial metrics, of balance sheet principles and of main sources of financing.

RELATED MODULES

To be mastered

2.1, 2.2

To go further

2.3 to 2.7

Connected with

TYPICAL DURATION

- 0.5-1 day (4-8 hours)

TOPICS COVERED

- **Overview of potential sources of financing**
 - Typical sources of financing vs. the type of program
 - Overview of the general process
 - Review of a potential financial roadmap
- **Equity raising**
 - Typical financing rounds for satellite programs
 - Key success factors and typical conditions
- **Debt raising**
 - Main sources of debt financing, including export credit
 - Process review and key success factors
- **Other options for financing and capex optimization**
 - Strategic partnership with a third party on the satellite system
 - Other forms of structured transactions

MODULE DIRECTOR

- Mr. Nathan DE RUITER, Managing Director, Euroconsult Canada

MODULE 2.4: Satellite program tender management

OBJECTIVE

- The objective of this module is to outline the main principles and specifics unique to the procurement of a satellite system.
- Upon completion of this module, trainees will understand the key capabilities to structure and run a satellite program tender phase.

PREREQUISITES

- In order to take full advantage of this module, trainees should have some knowledge of a space system's architecture, satellite program contract negotiations and management, as well as a space system's development logic.

RELATED MODULES

To be mastered

2.1

To go further

2.2, 2.3, 2.5, 2.6, 2.7

Connected with

TYPICAL DURATION

- 0.5 to 1 day (4-8 hours)

TOPICS COVERED

- **Introduction to the procurement process**
 - Upstream phases: from concept to feasibility assessment
 - The role of the Request for Information (RFI)
- **Tender phase preparation**
 - Tender type: from negotiated to open tender
 - Preparation of a Request for Proposal (RFP) package
 - Key components (contract, statement of work, technical appendices, instruction to bidders)
 - Tender planning
 - Defining the tender evaluation and shortlisting process
- **Managing the tender**
 - Main phases
 - Interactions with bidders
 - Evaluation, ranking and down selection
 - Negotiation phase: the role of BAFO and negotiation rounds

MODULE DIRECTOR

- Mr. Laurent VALIGNON, Vice-President Marketing & Business Development, Satconsult

MODULE 2.5: Satellite program contract negotiations & management

OBJECTIVE

- The objective of this module is to outline the main principles and specifics proper to satellite and launch services contracts.
- Upon completion of this module, trainees will have acquired the capabilities to steer the performance of a project based upon an international turnkey contract.

PREREQUISITES

- In order to take full advantage of this module, trainees should have some knowledge of a space system's architecture, management, and development logic.

RELATED MODULES

To be mastered

2.1

To go further

2.2, 2.3, 2.4, 2.6, 2.7

Connected with

TYPICAL DURATION

- 1 day (8 hours)

TOPICS COVERED

- **Structure of a satellite contract**
 - Types of contracts
 - The concept of "turnkey contracts"
 - What a contract must say
 - Three key concepts
 - Summary of contract terms
 - Contract and project performance
 - Signature and EDC
- **Satellite contract management**
 - Everything goes smoothly
 - In the event a party cannot fulfil its obligations
- **Launch services contract overview**

MODULE DIRECTOR

- Mr. Laurent VALIGNON, Vice-President Marketing & Business Development, Satconsult

MODULE 2.6: Satellite industrial contract management

OBJECTIVE

- The objective of this module is to outline the main principles and specifics pertaining to the management of the manufacturing phase of a space program.
- Upon completion of this module, trainees will have acquired the main principles and best practices applied in the frame of the management of the design, construction and deployment of a space program.

PREREQUISITES

- In order to take full advantage of this module, trainees should have some knowledge of a space system's architecture, satellite program contract negotiations and management, as well as of a space system's development logic.

RELATED MODULES

To be mastered

2.1

To go further

2.2, 2.3, 2.4, 2.5, 2.7

Connected with

TYPICAL DURATION

- 1 to 2 days (8-16 hours)

TOPICS COVERED

- **Introduction to a satellite program**
- **Procurement and main contract**
- **Organization**
 - Company & program
 - Work breakdown structure
 - Program management plan
- **Management**
 - Delegation, reporting, decision process
 - Program phase: meetings and reviews
 - Mission quality and performance
 - Schedule & cost management
 - Risk management
 - Monitoring of human relationships, external suppliers, anomalies, interfaces, contractual change notices, deviations, waivers, etc.

MODULE DIRECTOR

- Mr. Jacques NERON, Senior Satellite Systems Expert, Satconsult

MODULE 2.7: Satellite program risk management & insurance

OBJECTIVE

- The objective of this module is to outline the main principles of satellite program risk management and space program insurance.
- Upon completion of this module, trainees will have gone through the fundamentals of satellite project risk management and insurance, along with related organization, players, services and operational management.

PREREQUISITES

- In order to take full advantage of this module, trainees should have some knowledge of a space system's architecture and development logic.

RELATED MODULES

To be mastered

2.1, 2.5, 2.6

To go further

2.2, 2.3, 2.4

Connected with

TYPICAL DURATION

- 0.5 to 1 day (4-8 hours)

TOPICS COVERED

- **Risks to be covered**
- **Satellite project risk management**
 - Typology of risks
 - Risk management strategies
 - Risks associated with project phases
- **Space insurance market**
- **Factors impacting the insurance cost**
- **Operational approach**
 - Broker selection
 - Risk management strategy
 - Insurance coverage
- **Case studies**

MODULE DIRECTOR

- Mr. Denis BENSOUSSAN, Head of Space, Beazley

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References & achievements

- Designed and/or managed the successful implementation of more than 50 training programs for space stakeholders worldwide over the past decade (2012-2022), including: ADD (South Korea), AEB (Brazil), Azercosmos (Azerbaijan), Bank Rakyat Indonesia (Indonesia), CONIDA (Peru), GMV (Spain), MEASAT Satellite Systems (Malaysia), MTCIT (Oman), Türksat (Turkey)...
- Designed and continuously upgraded Euroconsult's training service offering since 2020.

Career abstract

- Pierre VALENTI (<https://www.linkedin.com/in/pierrevalenti>) has spent most of his 28-year career in the space sector, leveraging a proven track record in such key functions as business planning, business development, business intelligence, market research and training.
- His previous professional experience includes a ten-year tenure (1999-2009) as Marketing & Sales Manager with the Telecommunications Satellites business unit of Airbus Defense & Space, Space Systems. He also acted as Arianespace's Marketing Director from 2009 to 2011. In addition to this solid industrial experience, Pierre also worked for such renowned consultancies as Accenture (1994-1996), Euroconsult (1996-1998) and Satconsult (2011-2012).
- More recently, he served as Deputy Managing Director (2012-2013), then Managing Director (2014-2019) of the Institut Aéronautique & Spatial (IAS), a training agency operating under the aegis of GIFAS, the French aerospace industries association.
- In 2020, he decided to join forces with Euroconsult to structure and develop a dedicated training service offering (<https://www.euroconsult-ec.com/training>).

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Leading independent group

Euroconsult Group is the **leading global consulting group** specializing in the **space sector** and **satellite enabled verticals**.

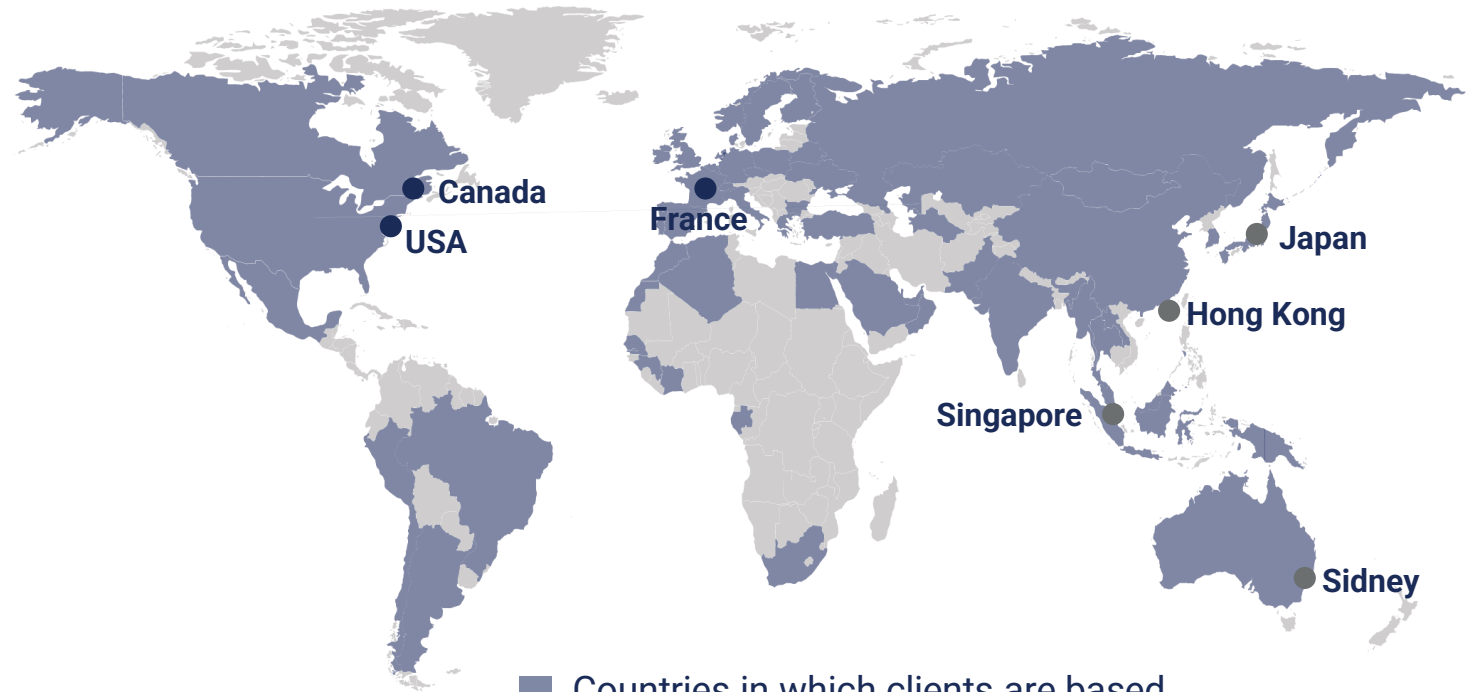
Euroconsult Group



- Privately owned
- Fully independent
- 40 years of experience
- 7 global locations
- 600 clients
- A team of over 100 multidisciplinary experts

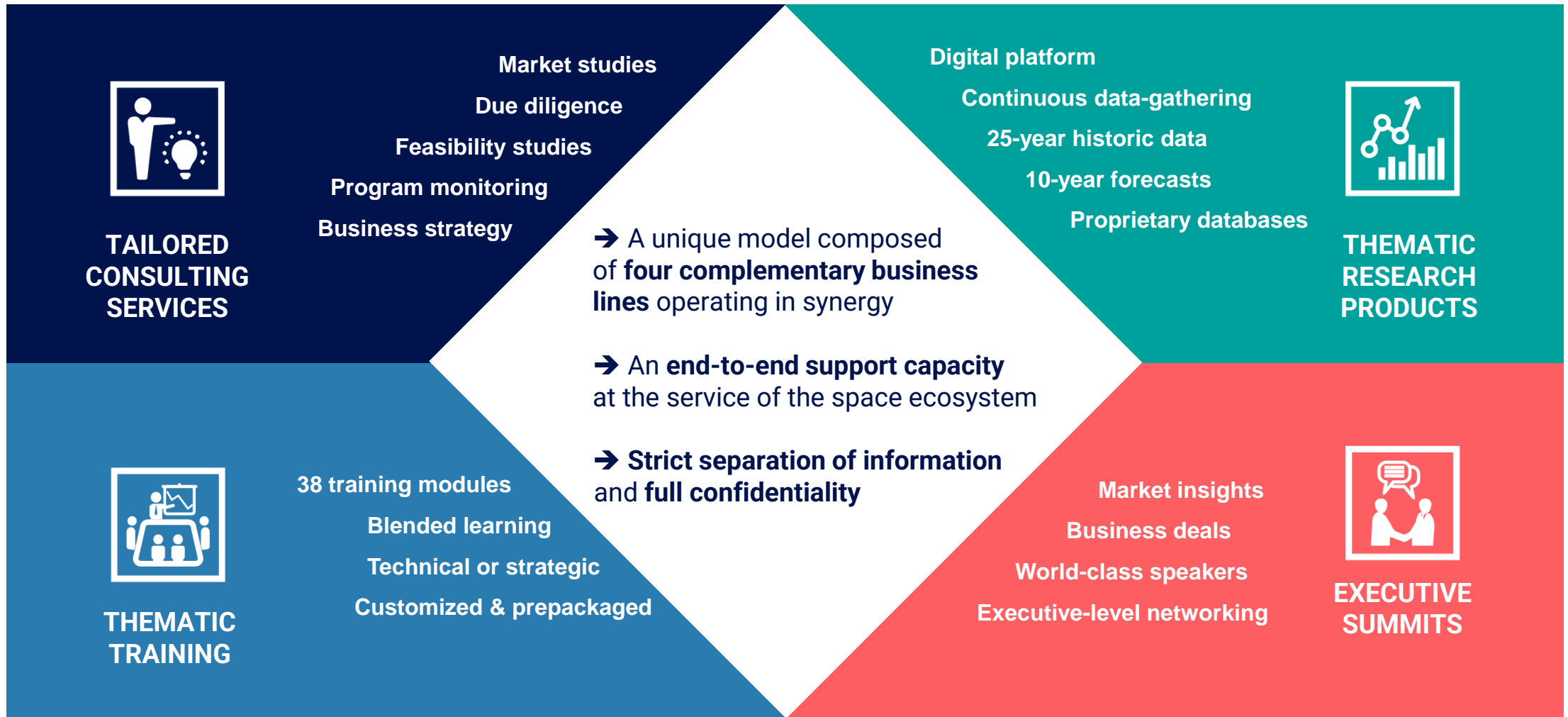
Clients

600 clients in 50 countries
7 global locations



- Countries in which clients are based
- Office locations
- Representatives

Business lines



Euroconsult Group

Training



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