

**Building the Bridge between Engineering and Business**

# Chris Cook

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- Sales and business development professional
- Business experience in financial technology, banking and advocacy.
- Started with ECM Space in 2019
- Chatty Cathy



# ECM SPACE COMPANY KEY FACTS

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- Was founded in 2008
- #1 commercial company WW by consulting in Space industry
- In TOP 3 of commercial company's WW by small satellites launches
- Unites more than 400 professionals in 5 main locations

3000+

Specialists trained in the field of space and aviation

17+

Successful launches missions completed

100+

Satellites was developed and launched



# BUSINESS UNITS



# OUR CONSULTING

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## MANAGEMENT CONSULTING

- Project, Program and mission Management
- Financial estimation and estimations audit

## BUSINESS CONSULTING

## TECHNOLOGY CONSULTING

- Consulting on building satellite constellation
- Project risk estimation and technology audit

## MARKET REVIEW

- Satellites and components
- Turnkey solutions on the market
- Launch capabilities





Government of Canada / Gouvernement du Canada

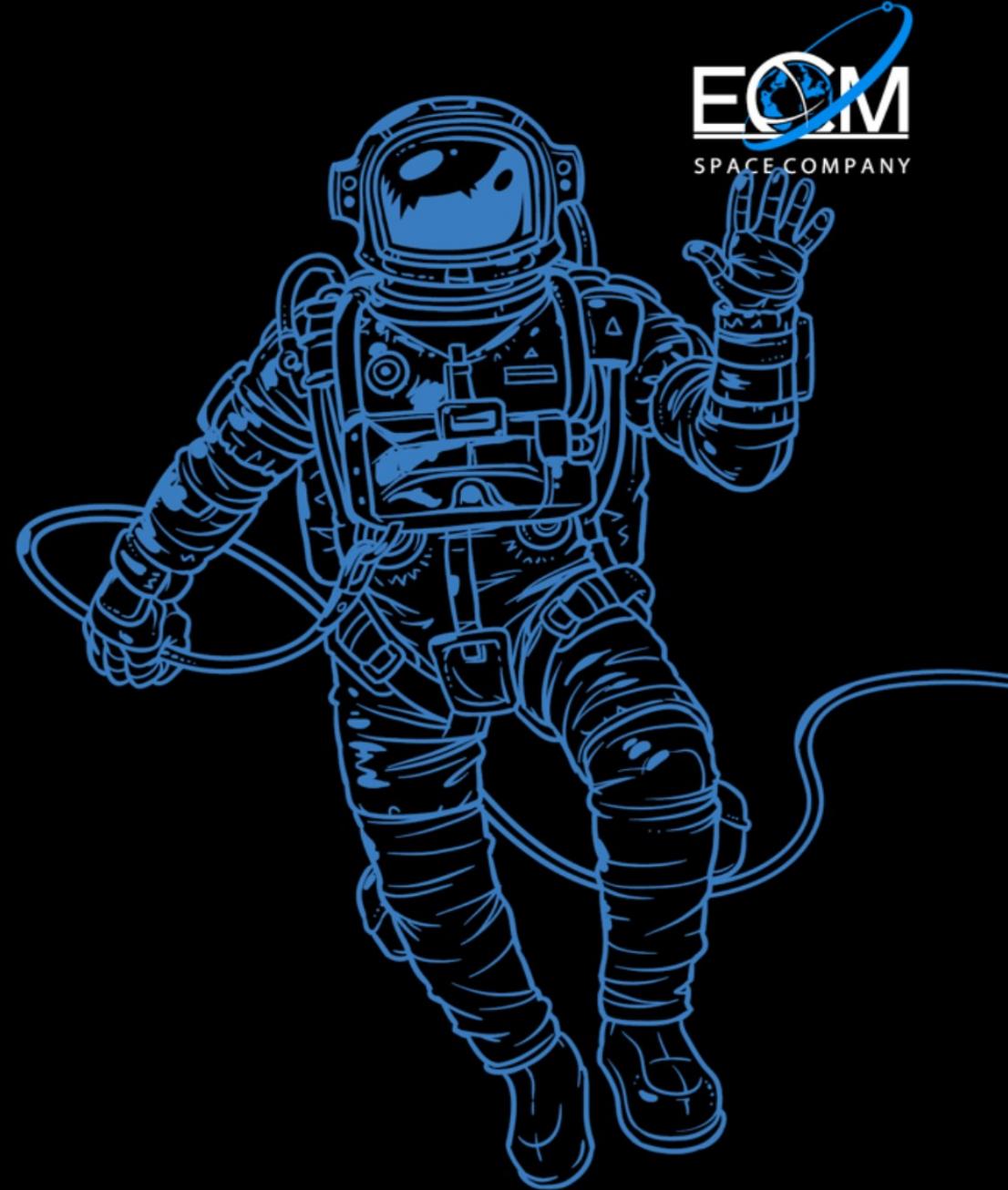


THE CANADIAN CHAMBER OF COMMERCE



# WHY CANADA?

- 1. U.S. within reach
- 2. Canada is saturated with engineering talent
- 3. Invest Ottawa



# INVEST OTTAWA

- Assistance with HR, business registration, immigration, taxation, and regulatory issues
- Access to Invest Ottawa's networks
- Business advice with market insight
- Cool facility





# RADARSAT-2 derived flood extent - Ottawa River

## L'étendue des inondations extrait d'image RADARSAT-2 - Rivière des Outaouais

26 April 2019, 22:54 UTC / 26 avril 2019, 22:54 UTC

Lower Ottawa, QC  
Cours inférieur de la rivière  
des Outaouais - South Nation, QC

75° 52' 00" W / 45° 31' 52" N



### Flood extent / L'étendue des inondations

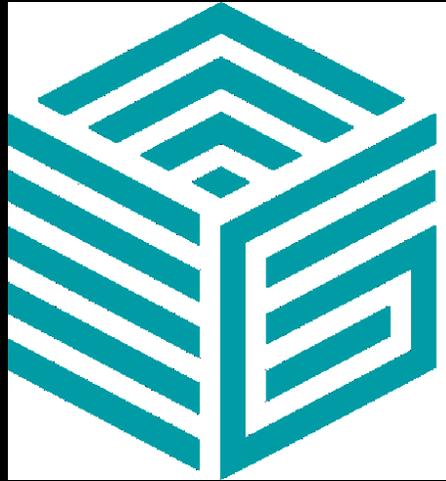
- Permanent Water Bodies/Plan d'eau permanent
- Open Water Flood/Inondation en milieu ouvert
- Flooded Vegetation/Végétation inondée
- Urban Flood/Inondation en milieu urbain



Produced by the Canada Centre for Mapping and Earth Observation, Natural Resources Canada. Produit par le Centre canadien de cartographie et d'observation de la Terre, Ressources naturelles Canada.

The open water flood products are derived from RADARSAT-2 images with a system developed and operated by the Strategic Policy and Results Sector of Natural Resources Canada © Department of Natural Resources Canada. All rights reserved. Les produits de l'étendue des eaux libres liés aux inondations sont réalisés à partir d'images RADARSAT-2, à l'aide d'un système mis au point et exploité par le Secteur de la politique stratégique et des résultats de Ressources naturelles Canada © Ministère des Ressources naturelles du Canada. Tous droits réservés.

RADARSAT-2 © Maxar Technologies Ltd. (2018)



GROOVE

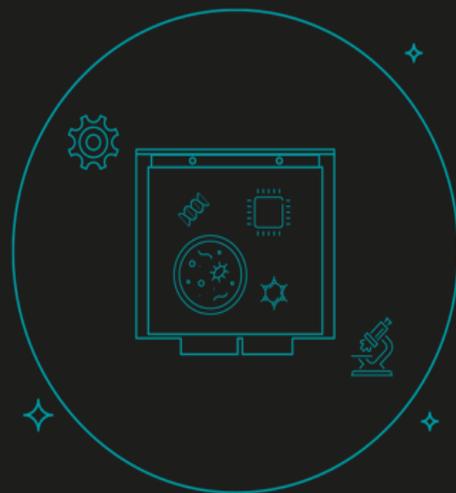
# Typical mission timeline

PHASE 1 →



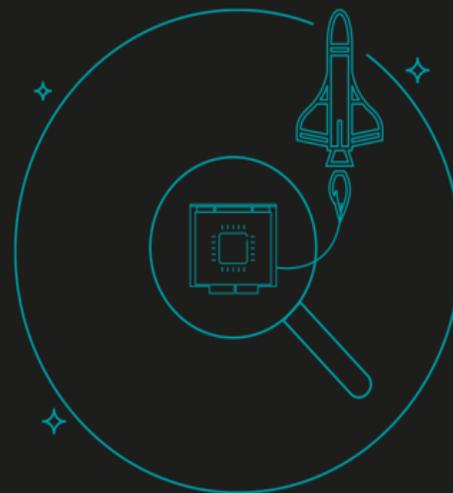
Online registration, Slot  
booking & Mission  
Specification

PHASE 2 →



Development, production  
and delivery of  
PayloadSlots

PHASE 3 →



Verification of  
PayloadSlots. Integration  
and launch to the orbit

ON ORBIT



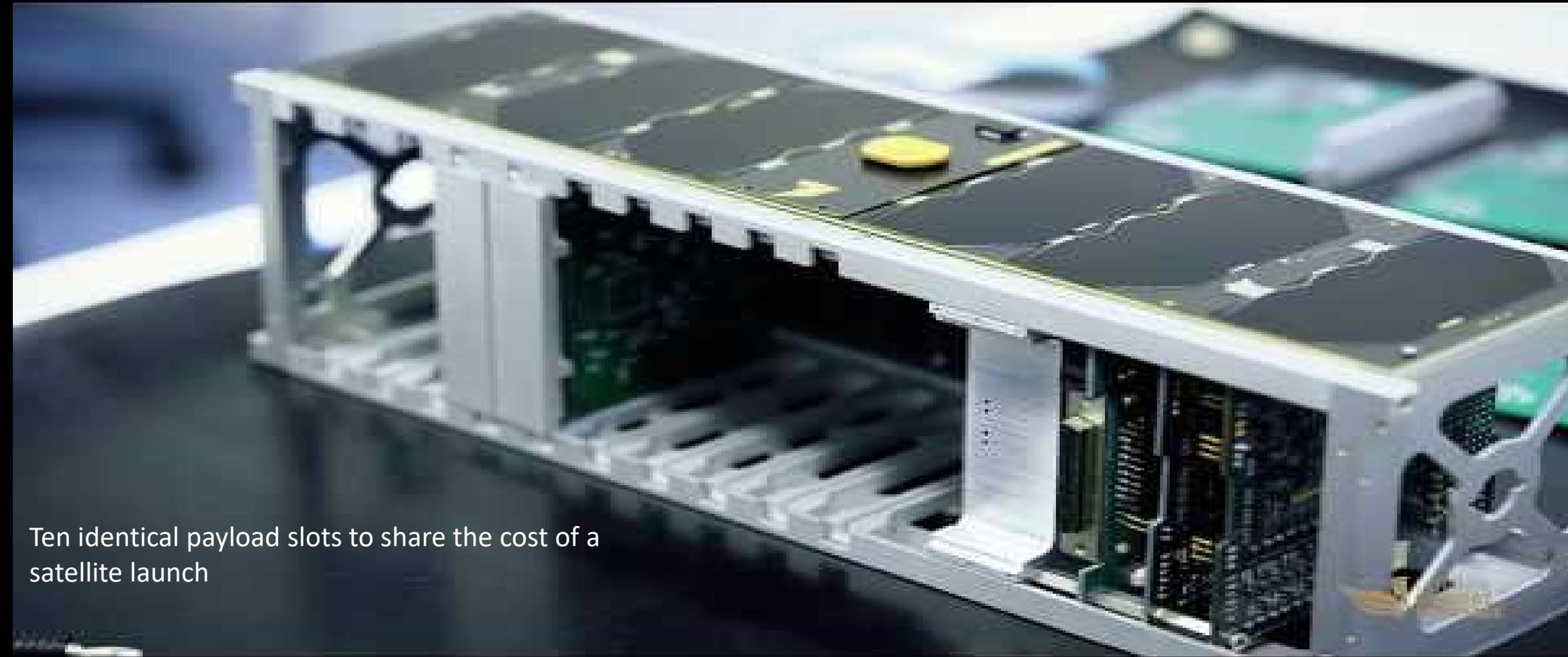
On Orbit Verification of  
your mission after  
successful launch

Registration Now till Q2 2019

6 Month

3 - 6 Month

1 Year



Ten identical payload slots to share the cost of a satellite launch

EXO LAUNCH



# As per Space.com

- **Oct. 17:** A **SpaceX** Falcon 9 rocket is expected to launch the second batch of approximately 60 satellites for SpaceX's Starlink constellation.
- **Oct. 21:** Northrop Grumman will launch the **Cygnus** NG-12 cargo mission to the International Space Station. It will lift off from Wallops Island, Virginia on an Antares rocket at 2:39 p.m. EDT (1839 GMT).
- **By the end of October:** The **Boeing CST-100 Starliner** may launch on its first uncrewed mission, called the Orbital Test Flight (OFT), to the International Space Station. It will lift off from Cape Canaveral Air Force Station in Florida on a United Launch Alliance Atlas V rocket.
- **India** will launch the first Cartosat 3-series Earth observation satellite.
- **India's** Polar Satellite Launch Vehicle (PSLV) will launch the RISAT 2BR1 radar Earth observation satellite for the Indian Space Research Organization.
- An International Launch Services Proton rocket will launch the Eutelsat 5 West B communications satellite and the first Mission Extension Vehicle for Northrop Grumman. It will lift off from the Baikonur Cosmodrome in Kazakhstan.

# The future...

ECM Space plans to leverage our European experience to win business in North America.

Please introduce yourself if you are excited about working on space projects.

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