

# INDUSTRY VIEWS

## ON THE SPACE INFRASTRUCTURE HUB

COMPILED BY ZASPACE

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1 How SANSA can boost local beneficiation

Build an industry, not just a satellite

2 How SANSA can help build export-ready sectors

We need more export success stories like Xinabox

3 How SANSA can support SMMEs and new entrants

Be that first customer

4 How SANSA and ZASPACE can encourage industry transformation

"When I grow up, I want to be a space techie"

5 How SANSA can help increase private sector funding


Open a spaceport to tickle investors


6 How SANSA can enable public-private IP partnerships


Put public cash in private starbursts


7 How SANSA can lead the pan-African space agenda


Housing, medicine and internet for Mars ... and Africa


 Don't compete with the private sector; work together with South African businesses so that the country as a whole can compete internationally


 Demonstrate South African industry credibility in the space sector by being the first to buy and use new products from SMMEs and new entrants, and via successful in-orbit missions


 Publish a 10-year space plan detailing upcoming opportunities so that the entire space sector can align to a common long-term vision

 Leverage the country's favourable geography for launching and tracking satellites to attract global investors and grow SMMEs


 Outsource a percentage of SANSA's services to private organisations to help bolster public-private partnership and transform the industry, especially in the area of EO data processing

 Expand, upgrade and refurbish space infrastructure in South Africa and Africa

 Invest in business and space STEM education and training informed by industry needs

 Contribute to the Space Technology Fund, which will be established by ZASPACE to tap the commercial potential of research and development locked in public sector institutions and academia

 Showcase and market South African space technologies globally to help businesses to become known

 Build a national environmental testing facility for satellite components, and other testing infrastructure for start-ups, so that businesses can establish confidence in their products

## ZASPACE will support SANSA by

1. Establishing the Space Technology Fund
2. Launching the African Partnership Programme
3. Regularly communicating the "State of the (Space) Nation"