Private Sector Initiatives and Partnership Opportunities
The Landscape

**Significant growth in private space exploration activities**
- Start-ups, small and medium enterprises, as well as large aerospace companies
- Low Earth orbit main focus
- Global private investment in spaceflight capabilities continues to increase, raising the potential for new commercial markets beyond Low Earth Orbit

**Public-Private Partnerships increasingly used**
- Cost-sharing between partners (funds, expertise, other in-kind resources)
- Risk-sharing between partners
 Agencies applaud private sector efforts for space exploration

Role of Agencies vs private sector

There is broad interest in purchasing of commercial services, such as
  • Delivery of logistics to the Deep Space Gateway
  • Communication Services
  • Delivery of instruments or logistics to the surface of the Moon

Joint government/private development of space capabilities
  • Sharing technical expertise, facilities, hardware or software, cost
Firm Fixed Price
Shared Risk
Cost Plus

Government is only customer
Government is anchor tenant
Government is one of many customers

Moving towards Commercial Space

Commercial Satellites – buying bandwidth ‘by the yard’