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Hosted Payload Advances *from HPA*

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Message from the HPA Chairman



In July, the HPA organized a hosted payload acquisition workshop with the US Air Force Space and Missile Center and NASA that was graciously hosted by Peter Nesgros of Milbank, Tweed, Hadley & McCloy LLP in New York City. The day-and-a-half meeting drew forty-eight attendees and focused on contract and legal issues associated with hosting government payloads on commercial spacecraft. By all measures, the event was a huge success. The workshop exemplifies the core principles of the Alliance, bringing together government and industry to engage in an open and honest dialog on the thornier issues confronting the success of hosted payloads.

Active participation in these issue-specific workshops is just one component in the multi-dimensional array of benefits of becoming a member of the HPA. Through the end of the year, HPA will be hosting additional workshops and initiating a Key Issues Seminar Series. I invite you, as a hosted payload stakeholder, to take advantage of this unique alliance by joining a committed group that is dedicated to offering subject matter expertise, educating government and industry, and creating an open medium that invites participation by all who are interested. The HPA Board has been developing a prioritized list of key issues on which to base these seminars, and future topics will include mission planning, procurement strategies and international cooperation.

In order to continue making progress on the core goals of the HPA and to continue raising awareness on the benefits of hosted payloads, it is imperative that all voices that are part of this process are heard. The HPA not only shares the perspective of satellite operators and manufacturers, but also represents the view of payload manufacturers, systems integrators, launch vehicle companies, international aerospace companies and support organizations that help governments create mission architectures. Without the participation of all the stakeholders, the vision and mission of HPA cannot come to complete fruition. As the first and only society of its kind, one that is building on the foundation of cooperation between the public and private sectors, it's time to become a participant and not simply an observer.

Promoting the use of commercially hosted payloads as a cost-effective alternative for certain government space missions is our purpose and reason for being. In the span of just a little more than a year, HPA has evolved from a small group of companies looking for ways to impart the value of using hosted payload space into a full-fledged trade association representing all voices in the industry. It's safe to say that with the growing pains behind us, and the full attention and strong support of many government and commercial entities, we have streamlined the efficiency by which we are getting the message out to the right entities.

As the Chairman of the HPA Board of Directors, it has been a pleasure to participate in bringing together hosted payload stakeholders committed to the common goal of increasing and strengthening public-private partnerships for U.S. space missions. It is my hope that this momentum continues, and I am confident that it will.

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HPA Corner – Sneak Peak in *SatNews*

HPA offers a sneak peek at what will be a regular feature in the monthly edition of *SatNews*. HPA Corner is a forum where, beginning with the October issue, industry stakeholders weigh in on an issue of particular importance. Written by Dave Anhalt, the first HPA Corner addresses “Facilitating the Foreign Launch Exemption Process for Hosted Payloads.”

The column will be preceded by an HPA Policy Paper which addresses the U.S. space policy's impact on hosted payload enterprise.

Facilitating the Foreign Launch Exemption Process for Hosted Payloads

David Anhalt, Vice President, U.S. Government Solutions, Space Systems/Loral

There has been a lot of discussion over the past year about how the commercial space industry can be leveraged by the U.S. Government to achieve its goals of resilience, affordability, risk reduction and increased flexibility, capability, and capacity for national security, space exploration, and science missions.

One of the impediments to a clear road ahead for this strategy is the commercial satellite industry's reliance on affordable, reliable launch services by overseas providers. For the dozen years since 2000, more than 220 commercial GEO satellites were manufactured worldwide and, even though two thirds of them were manufactured in the U.S., less than 10 percent of them were launched in the U.S. ([Read the Introduction in its entirety](#). Available soon at *SatNews.com*)

We asked members of the Hosted Payload Alliance this question:

When in the satellite procurement process do you think exemptions should be considered and what kinds of conditions would make exemptions more workable?

James Mitchell, Vice President, Boeing Commercial Satellite Services:

“The recent successes at SpaceX are encouraging for the United States launch industry, however, from a combined cost and access-to-space perspective, for the foreseeable future, commercial satellite operators will need to launch a significant percentage of their future satellites on French and Russian launch vehicles. Therefore, to the extent government payloads will seek commercial rides, there must be a corresponding flexibility in launch vehicle choices. Absent this flexibility, commercial operators will see little or negative benefit to hosting government payloads and will turn their attention elsewhere.” ([Read member quotes in their entirety](#). Available soon at *SatNews.com*)

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HPA Members Speak on Capitol Hill at Future Space 2012

The Future Space Leaders Foundation hosted a one day event on Capitol Hill covering cross-cutting issues in space. The Future Space 2012 event raised scholarship funds to support educational programs and networking opportunities for graduate students and young professionals.

Several members of the Hosted Payload Alliance participated in a panel entitled “Leveraging Hosted Payloads and Next Generation Satellite Systems.” The theme of the panel encompassed current budgetary constraints and ever-increasing government requirements for data and bandwidth. In response to these trends, HPA executives were among the panel participants that discussed the capability of hosted payloads and new broadband solutions to meet government demands with low cost systems and rapid deployment schedules. HPA panel members included Don Thoma, President and CEO of Aireon LLC; Dave Anhalt, Vice President of U.S. Government Solutions for Space Systems Loral; and Brig Gen Tip Osterthaler, USAF (Ret), President and CEO of SES Government Solutions.



Photo left to right: Brian Berger, Deputy Editor, *Space News*; Tim Wickham, Partner, The Avascent Group; Brig Gen Tip Osterthaler, USAF (Ret), President and CEO of ES Government Solutions; Don Thoma, President and CEO of Aireon LLC; Dave Anhalt, Vice President of U.S. Government Solutions for Space Systems Loral. Photo courtesy of Nicole Robinson.

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HPA Chairman Delivers Opening Remarks at Hosted Payload Summit

Don Thoma, chairman of the Hosted Payload Alliance, delivered the opening remarks during the Hosted Payload Summit in Washington, DC, on September 27, 2012, saying:

“The Hosted Payload Alliance (HPA) has seen a very successful first year. As an advocate for hosted payloads, this group of industry leaders has been instrumental in building awareness and educating potential users on the benefits and business opportunities associated with wider adoption of hosted payloads. After supporting the development of a benchmarking report on current and historic hosted payload programs, the HPA focused their industry knowledge on critical issues and provided the government with an industry perspective on pending changes to existing policies that will enable faster access to space on commercial satellites. Don Brown will provide an overview of the state of hosted payloads today and his vision for the future of government space missions through commercially hosted payloads.”

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HPA/Euroconsult Webinar “Unleashing the Potential of Hosted Payloads”

Tuesday, October 9, 2012 at 11:00 a.m. EDT.

[Register Now!](#)

The Hosted Payload Alliance partnered with Euroconsult on a fact-finding study earlier this year and will host a webinar to present the key findings of the study, “Hosted Payloads: A View from Within.” This study is a comprehensive analysis of the current and future status, trends and opportunities for government payloads riding on commercial satellites, recently published by Euroconsult.

The webinar will feature a live panel discussion with leading participants from government and industry including Don Brown, Vice President, Business Development, Intelsat General; Dave Anhalt, Vice President, U.S. Government Services, Space Systems/Loral; Don Thoma, Chairman of the Hosted Payload Alliance, President & CEO of Aireon LLC; and Colonel Scott W. Beidleman, United States Air Force, Hosted Payload Office. Moderators for the webinar will be Susan Irwin, President of Euroconsult U.S., and Nathan De Ruiter, contributing author of Hosted Payloads: The View From Within and a Senior Consultant at Euroconsult.

[Register now for the webinar.](#) For more information, visit the [HPA website](#) or contact [HPA Headquarters](#).

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HPA to Hold Annual Meeting at SATCON 2012

On Thursday, Nov. 15, the Hosted Payload Alliance will hold its annual meeting at the [SATCON Conference](#) in New York. The meeting, which is open to both members and nonmembers, follows

a panel session organized by the HPA and moderated by Claudette Martin of member company EADS North America titled, "A New Political and Economic Environment for Hosted Payloads?"

The annual meeting provides a forum where the strategy and direction for the coming year is set, and new officers are selected by membership to serve on the Executive Committee of the Board. Additionally, the society's year-end financial reports will be presented, as well as projected financials for the coming year.

Of primary importance will be a discussion of how the society will continue raising awareness of hosted payloads and address some of the larger issues confronting the industry. Key elements of the HPA mission for 2013 include: HPA led panel discussions at major industry events; key issues seminars; government agency workshops with organizations such as SMC, HPO and NASA; and educational content creation such as white papers, position papers and by-lined articles.

SATCON runs from November 14-15 and will be held at the Javitz Convention Center. The annual conference and exhibition draws thousands of attendees with an interest in satellite communications and content delivery. It is a forum where government/military, media and entertainment, telecommunications, commercial, mobile satellite and enterprise organizations can learn about the latest products and technologies, network with peers and find potential partners and solution providers.

The SATCON conference is preceded by another important event in NYC, the [Future Leaders Dinner](#), on Wednesday evening, Nov. 13. The always-entertaining cocktail reception and dinner celebrates the exceptional young satellite professionals who will lead the future of the industry and helps raise funding for the Society of Satellite Professionals International (SSPI) and its philanthropic programs.

If there are specific topics you would like to suggest for the annual meeting, or to register, please [contact Jodi Metzger](#).

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Announcement: IDIQ Posting to FedBizOpps

The Space and Missile Systems Center, Development Planning Directorate, Hosted Payload Office, has posted a SSS to FedBizOpps for the Hosted Payload Solutions (HoPS) IDIQ acquisition. The deadline for responses is rather tight, so if you are interested please make sure to visit FedBizOpps for more details.

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Member News

ATK Awarded DARPA Phoenix Program

(from the ATK press release)

ATK (NYSE: ATK) announces it has been selected as a key participant to support the U.S. Defense Advanced Research Projects Agency (DARPA) Tactical Technologies Office (TTO) Phoenix Technologies Program. The Phoenix Program is developing technologies to cooperatively harvest and re-use valuable components from retired, nonworking satellites in geosynchronous orbit. The planned repurposing of these satellite components such as antennas represents the potential to create new space resources at significantly less cost.

The DARPA Phoenix Program system integrator, the Naval Research Laboratory (NRL), has issued a solicitation announcing it intends to negotiate with ATK to modify an existing US-built, US government owned geostationary satellite bus for the Phoenix mission. NRL has identified ATK as the only responsive source for this service. The bus, originally developed by ATK, is designed to be capable of supporting, for a minimum of one year, robotic rendezvous and proximity operations, and a grapple-and-repair robotic technology demonstration mission. The bus is scheduled to be delivered by October 2014 to the NRL for Space Vehicle integration and test. [Read the full press release.](#)

Intelsat General Awarded DARPA Contract on Project Aimed at Servicing Satellites in Orbit

(from Intelsat press release)

Bethesda, MD, August 16, 2012 – Intelsat General Corporation, an indirect, wholly-owned subsidiary of Intelsat S.A., has been awarded a contract by the U.S. Defense Advanced Research Projects Agency (DARPA) as part of a larger project to study how satellites can be serviced in orbit.

The Phoenix program is designed to develop and demonstrate technologies to cooperatively harvest and re-use valuable components from retired, non-working satellites in geosynchronous orbit.

Intelsat General plans to study the broad implications of using commercial satellites to carry new technology hardware segments to assist in repurposing components, known as “satlets,” into space as hosted payloads. The company intends to investigate the safety, legal, regulatory, and insurance issues associated with the hosted payload deployment mission. Intelsat General is one of several contractors taking part in the DARPA demonstration project. [Read the full press release.](#)

Space Systems/Loral to Support DARPA on Revolutionary Hosted Payload Concept

Space Systems/Loral (SS/L) announced recently that it was selected by the Defense Advanced Research Projects Agency (DARPA) to determine how small satellites can be carried to geostationary orbit (GEO) as hosted payloads on commercial satellites. SS/L was awarded a contract to analyze and define key aspects of DARPA's Phoenix program, which is focused on developing and demonstrating technologies to cooperatively harvest and re-use valuable components from retired, nonworking satellites in GEO.

In order to repurpose these valuable components, such as antennas, the Phoenix program plan is to attach small satellites, called ‘satlets,’ that will take control of the old components and give them new operational life. SS/L will study how to carry these satlets to orbit by giving them a ride on large commercial GEO satellites.

The vision is for satlets to be packaged in multiples in a payload orbital delivery system (PODS).

After one of the PODS is dispensed, it is intended to be met by a robotic vehicle designed to retrieve the satlets and attach them to the repurposed components. The DARPA Phoenix program plans to demonstrate this revolutionary capability in space in the 2015 to 2016 timeframe, pointing a way to more cost-effective space-based capabilities.

Dispensing rideshare payloads is an innovative use of the hosted payload capability offered by today's very large and powerful GEO satellites. The numerous commercial satellites launched each year can provide frequent and cost-effective access to space for smaller satellites such as the Phoenix satlets.

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Important Dates

The Hosted Payload Alliance and Euroconsult Present a Complimentary Webinar: "Unleashing the Potential of Hosted Payloads"

October 9, 2012
11:00 a.m. EDT

HPA Panel Session at SATCON 2012

November 15, 2012
10:30 - 11:30 a.m.
Jacob Javits Center, Room 4
New York City, NY

HPA Annual Business Meeting at SATCON 2012

November 15, 2012
11:45 a.m. – 1:00 p.m.
Jacob Javits Center, Room TBA
New York City, NY

HPA Hosted Payload Workshop with NASA (Immediately preceding NASA CII Workshop)

December 11, 2012 – Full Day – Time/Agenda TBA
NASA Headquarters, Main Auditorium
Washington, DC

HPA Session at Satellite 2013: "Considering Commercial Space Alternatives in Early Stages of Acquisition Process"

March 20, 2013
Walter E. Washington Convention Center, Room TBA
Washington, D.C.

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