



COMPANY PROFILE

Orbofleet's Commercial Services

ABSTRACT

Orbofleet is a commercial space start-up company based in Strasbourg, France. With 15 years of experience, Orbofleet provides consulting services and products in the Space and Satellite field in versatile disciplines such as technology and technical, custom training courses, market research, case studies, support RFPs, and management.

Strasbourg, France

Le Mathis 204 Avenue de Colmar, 67100

Company Profile:

-Consulting Services

Commercial Consulting Services:

1) Technical and technology:

- Prepare Case Study (report) of Satellite/Telecom projects from different aspects of technology, players, technical, and competitors.
- Provide advice on diversity solutions or Ground segment back-up (services/equipment).
- Support the technology activities of the customer's business plans.
- Support RFPs (Request for Proposal): supporting specific activities of customer RFP, focused mainly on Satellite communications, and TV Broadcasting/Media.
- Provide recommendations such as enhancing the services of customers or problems customers face, highlight the latest technology, and the possibility of accessing the market at a lower cost.
- Ability to provide the consultation of different vertical markets such as Oil/Gas, Maritime, TV Broadcasting, Disaster, and Aviation.

2) Custom Training Courses:

- Offer; custom commercial course programs such as Ground and Space segments.
- Provide a sponsored training course in Satellite Communications, in Space and Ground Segments which covering aspects of current technology/equipment, and conducting several case studies on operation and diversity. In addition to lectures on the commercial market, market trends & business, and the latest technology. *Sample (short video) in the link here:* https://www.youtube.com/watch?v=uaOohP-42_c



- Custom programs based on customer requirements such as focusing on specific topics in Space.
- Custom Awareness Program/Materials to customers, intended to provide an educational service including interdisciplinary aspects in the Space field.
- We support and provide short awareness lectures on-site, and we can create and build the content and present it based on customer's topic upon request.

3) Market Research:

- Market research reports, customer duty business, whitepapers, and technical writing of products.
- Offer "paid" Blogs, can be created and integrated to be published on a monthly basis supporting customers based on their requirements. The link below gives access to general blogs we publish <https://www.orbofleet.com/blog/>

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- Here are some links and Samples of short videos that we created:
<https://www.youtube.com/watch?v=tLX5LLba44U&t=22s>
<https://www.youtube.com/watch?v=TLkKzUMh6wI>
<https://www.youtube.com/watch?v=mVhCz6kkep4&t=25s>
- 4) Ability to support Space and Satellite projects (from a management perspective): follow-up customers project with vendors/manufacturers, as well as point of contact in Europe.