

Thematic Sessions Results

Session 1: Commercialization

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Main Findings (1/2)

- Role of government in Commercialization
 - Phased approach: Support for tech demos (a holistic approach to project procurement)
 - Cdn government as an early adopter – key to international success
 - Ensuring that programs are integrated and do not compete against
 - A Whole of government approach for commercialization – leverage funding (EDC, FedDev, etc.)
 - Government to partner with industry to respond quickly to opportunities
 - Need assistance in translating industry priorities to government
 - Industry needs to communicate clearly to government their strategies
- International Engagement
 - Trade missions more targeted towards more specific markets
 - ITAR: Support from CSA in USA
 - Controlled Goods (CGP): CSA to act as enabler, ie a round table forum, CSA act as third party expert
 - Need industry-gvt interaction to better select international markets





Main Findings (2/2)

- Applications
 - Support spin-offs efforts from industry (whole of government – CSA to facilitate)
 - Up to the industry to find the spin-offs and need to prove the technology in space first;
 - Workshop on lessons-learned after space projects
- Migrate areas to private sectors:
 - Satellite Operations – primarily run by Industry (like NASA)
 - CSA to act as a knowledgeable customer – specify what's needed, not how to do it (shadow design) – enable through whole-of-government

