Paper ID: 99338
oral

IAF BUSINESSES AND INNOVATION SYMPOSIUM (E6)
Entrepreneurship Around the World (4-GTS.1)

Author: Mr. Luke Davis
Berlin Space Technologies, United States

Mr. Randall Trask
United States
Mr. Joerg Kreisel
JOERG KREISEL International Consultant (JKIC), Germany

INTERNATIONAL SPACE STARTUPS DEVELOPING A COMMERCIAL FOOTPRINT IN THE US MARKETPLACE

Abstract

The ever-changing landscape of the new space economy has brought about both extraordinary opportunities and challenges. While markets grow exponentially, so does the regulatory and protectionist environment. Navigating these challenges and opportunities can be overwhelming to many space startups and may discourage those brave enough to enter the market. Many catalysts have formed over the last few years to tackle some of the most difficult challenges, while enabling startups to take advantage of emerging opportunities. The "NewSpace" environment consists of both governments and industry and offer opportunities for both to make marked impacts and success in this new space order.

As the space industry "industrializes" and nations race to be on the ground floor, geopolitics plays a role–both militarily, and in the private marketplace. The United States in particular has been leading in both innovation and funding of commercial and government space activities. Though the US market has been traditionally "closed" to international entrants, there is an emerging and compelling effort to bring the best international space technology to the United States.

This paper seeks to articulate how an example company from outside the United States would go about entering the US market; by utilizing government-funded incubators and accelerators (SpaceWerx and others), use of specialized legal advisory, and non-dilutive funding mechanisms from the US government. Special emphasis will be given to options and experiences related to space-focused government-funded accelerators and support schemes in New Mexico in particular. An assessment of takeaways based on international spacetech startups and their developments in the US space marketplace will be generalized with key recommendations derived

The authors and partners involved have longstanding experiences, background and visibility in the global commercial space arena with involvement in economic development, multiple innovative new business endeavors comprising dedicated expertise in space commercialization and innovation, new business creation and finance, international partnerships, commercial prototyping and series manufacturing.