

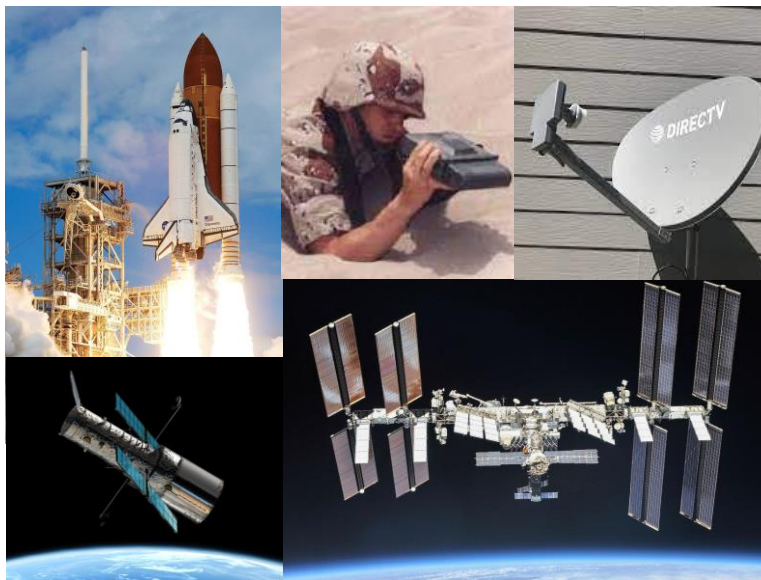
SPACE: INDUSTRY'S NATURAL RELATIONSHIP WITH THE DEPARTMENT OF DEFENSE

Art M. Loureiro, Director, Space Defense Solutions
L3Harris Technologies

SPACE AGE EVOLUTION



1ST SPACE AGE: 1950s-1991*



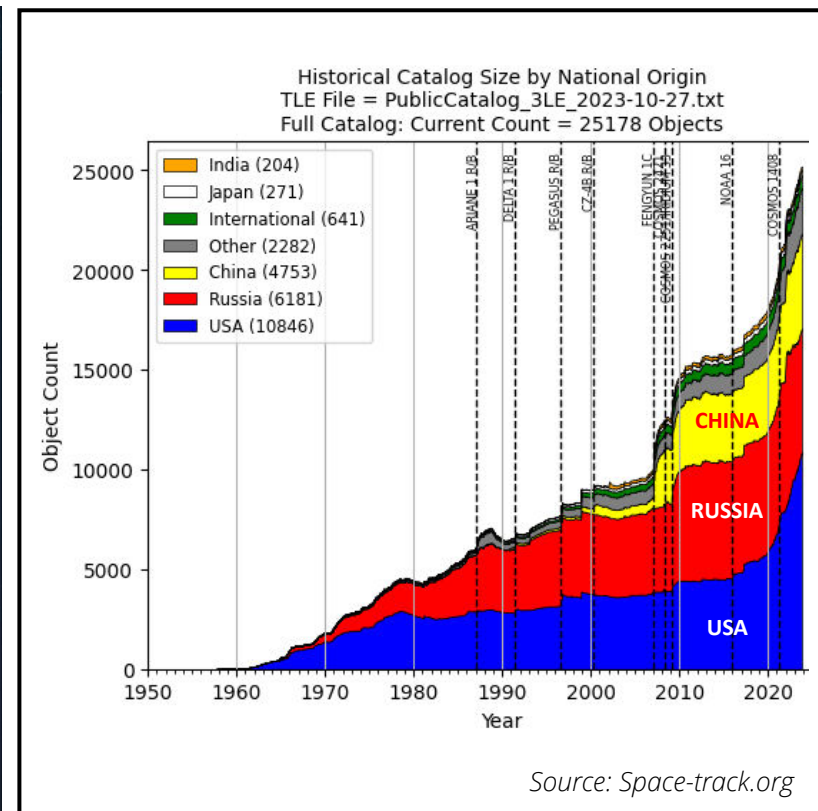
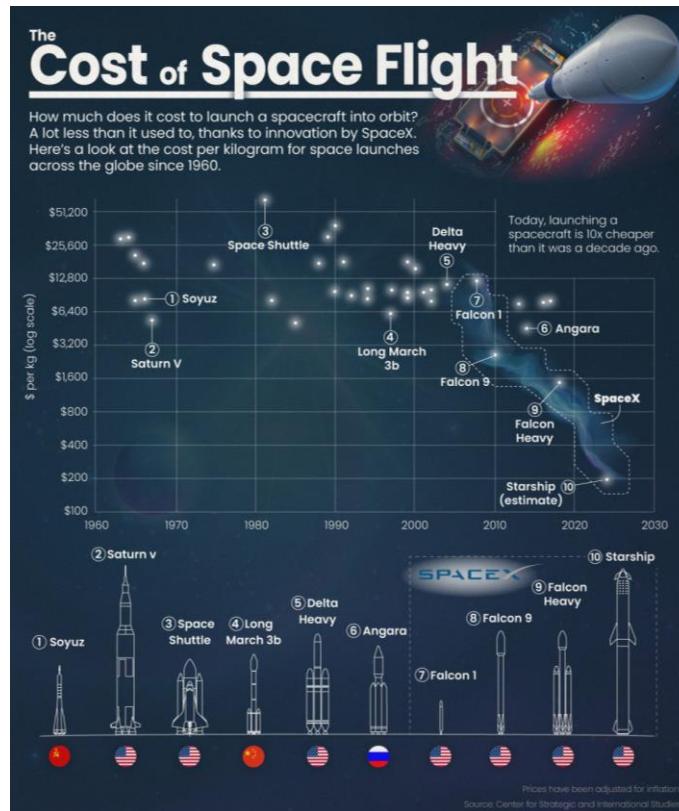
2ND SPACE AGE: 1991-2015*



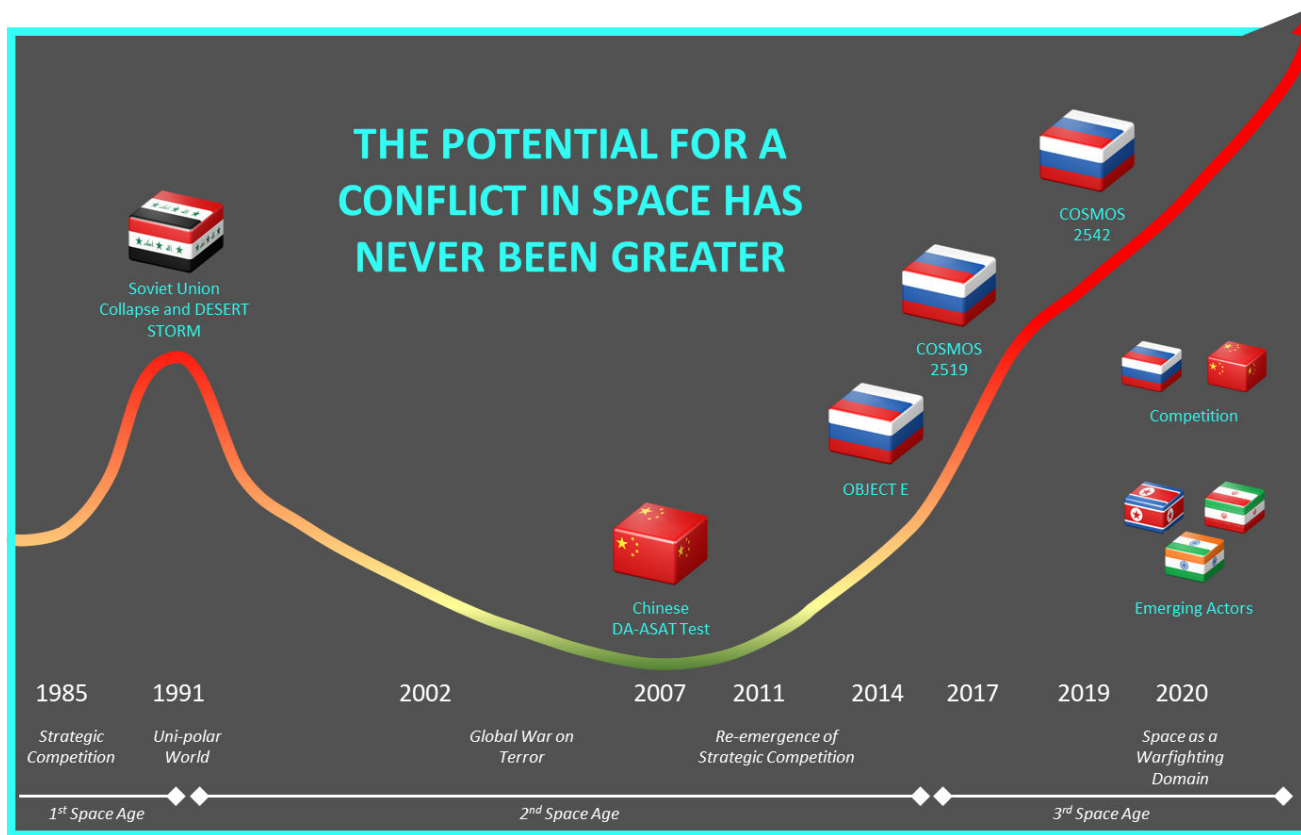
3RD SPACE AGE: 2015-Present*

**Attributed to Lt Gen John Shaw, former Deputy Commander, United States Space Command*

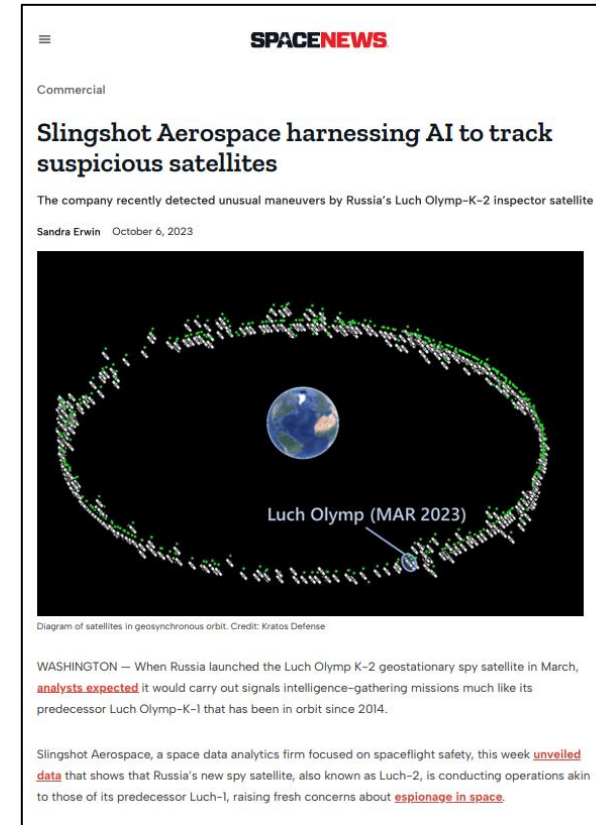
CONGESTED, COMPETITIVE, CONTESTED



THREAT CAPABILITY AND INTENT



Source: U.S. Space Force, SSC/SZG



**COMMERCIAL SPACE IS
NOT IMMUNE**

"If you are a commercial communication satellite company you may not want a Russian spy satellite listening in on your communications."

- Slingshot Aerospace

INDUSTRY AND NATIONAL SECURITY

*“...we will act urgently to build enduring advantages across the defense ecosystem—
The Department of Defense, the defense industrial base, and the array of private sector
and academic enterprises that create and sharpen the Joint Force’s technological edge.”*

*“We will increase collaboration with the private sector in priority areas,
especially with the commercial space industry...”*

– 2022 National Defense Strategy



USSF FRONT DOOR

- Description

- An initiative of the Space Force's Space Systems Command (the Service's acquisition arm headquartered in Los Angeles) whereby companies submit solutions, and the Space Force connects those companies with the right customers
- Helps companies access government events, understand USSF mission areas, and navigate the government system
- Divides capabilities into 11 mission areas (PNT, SDA, military SATCOM, etc.)
- Facilitates a conversation, but does not provide funding

- Objectives

- Improve SSC's market intelligence
- Understand the "Art of the Possible"
- Build better relationships
- Match promising industry partners with PEOs to close technical gaps

- How to Connect

- Scan the QR code above, visit "Share a Solution," and submit the questionnaire



<https://sscfrontdoor.experience.crmforce.mil/SSCFrontDoor>

CONNECTING WITH NEW COMPANIES

- **Sprint Advanced Concept Training (SACT)**
 - Series of 3 annual U.S. Space Command exercises with U.S. and international military and commercial partners to improve commercial integration and refine approaches to the protect and defend mission
- **Joint Task Force-Space Defense (JTF-SD) Joint Commercial Operations (JCO)**
 - Augments JTF-SD's Protect and Defend mission with commercially procured Space Domain Awareness (SDA) data and publicly available information
 - Detects changes; provides notifications, updates, and alerts in near-real time
- **Space Enterprise Consortium (SpEC)**
 - Established to bridge the cultural gap between military buyers, commercial startups, and small businesses and acquire capability *rapidly*, outside the standard Federal contracts process
- **SpaceWERX**
 - Innovation arm of the U.S. Space Force; the space component of AFWERX
 - Connects innovators across government, industry, and academia

PARTING THOUGHTS

- Commercial space has been present in military affairs for decades
 - DESERT STORM (Iridium), Iraq War (commercial GPS receivers), Afghanistan War (Space Imaging's IKONOS-2)
- Know the customer and their mission
 - Read Congressional testimony of DoD officials
 - Read strategies and policies (i.e., 2022 NDS, Space Policy Directive-3)
 - *Participate* in industry days, reverse industry days, conferences, symposia
 - Talent Management (Hire a veteran, DoD Skillbridge Program, DoD workforce initiatives)
- Need to overcome the classification challenge
 - Space is a highly classified environment
 - Access to SCIFs and supporting networks (SIPR, JWICS, etc.)
- Partner with a defense Prime
 - Mentor-protégé relationship
 - “Over-unders”
 - SBIRs, particularly Phases II and III
- Understand the urgency and embrace the Space Force mantra to “Exploit what we have, Buy what we can, Build only what we must”
 - *You may already have what the warfighter needs*