

Cyprus Information Day – 7<sup>th</sup> October 2024



# Hellas Sat

Activities and lessons learnt

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PROGRAMME OF  
THE EUROPEAN UNION



→ THE EUROPEAN SPACE AGENCY

## Project Lead:

Name: Hellas-Sat

Creation date: 2001

Number of employees: 50

Core competences: Satellite Capacity Ku / Ka - Teleports

% Space Revenue: 100%.

Key customers: Satellite Coverage - Europe, Southern Africa and Middle East.  
Commercial customer base / Governmental customer base

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## Project Consortium:

Hellas Sat	
European University Cyprus	
University of the Aegean	
OHB Systems	
OHB DC	
OHB Hellas	
Frederick University	

# Space project(s) with ESA overview



Highlighted Space Project:

1. Cyprus Optical Ground Station (CyOGS)
2. Cyprus Govsatcom (CGS)

Purpose/ Goal of the projects:

1. Support the design, implementation and deployment of an OGS in Cyprus that its operation will be based on the satellite quantum communication requirements specified in this study.
2. Support the efficient integration of Cyprus into the EU GOVSATCOM system

Keywords and key technologies: Optical ground station (OGS), Secure Satellite Communication (GOVSATCOM), EuroQCI.

Target customers:

Governmental entities ,Commercial Entities

Key successes to date: Ecosystem definition, Use-case and User requirements, Network Topology Architecture, Environmental assessment / GOVSATCOM service hub design which has been successfully progressed into the II phase of a new ESA purchase order.

Key difficulties to date: Cyprus is not an ESA Member state and as a result Cypriot entities are blocked from accessing sensitive ESA data relating to the SAGA project.

Other Space projects: CyOGS, CGS, UCSM, PSID



Governmental  
Communications across EU

## Project Partners

European University Cyprus  
Frederick University  
University of Aegean  
OHB (DE, GR)



## Writing proposals:

1. Strategic planning of the proposal writing according to Cyprus requirements to be established as an ESA Member State.
2. Choice of a consortium which is reliable and has a proven-record of successful proposal writing.

## Running ESA Activities:

1. Project planning to avoid any delays.
2. The status of Cyprus as a non-member state has caused drawbacks into securing important ESA data in-time. Cyprus is currently working on a security agreement with ESA.

## Finding and Working with European Partners:

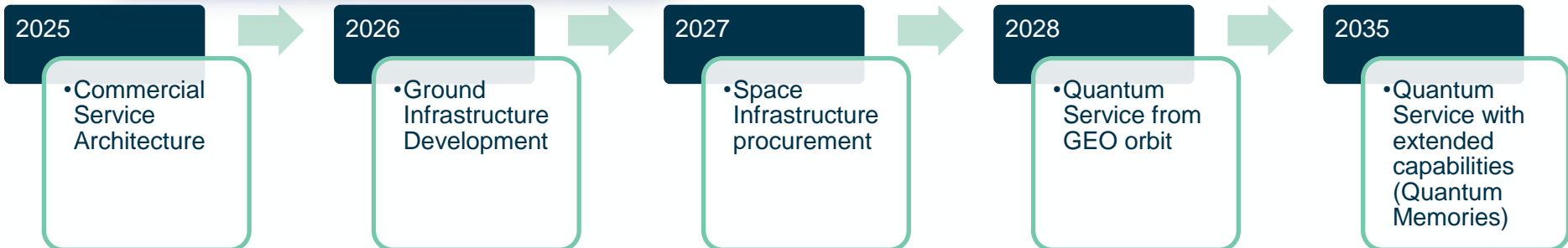
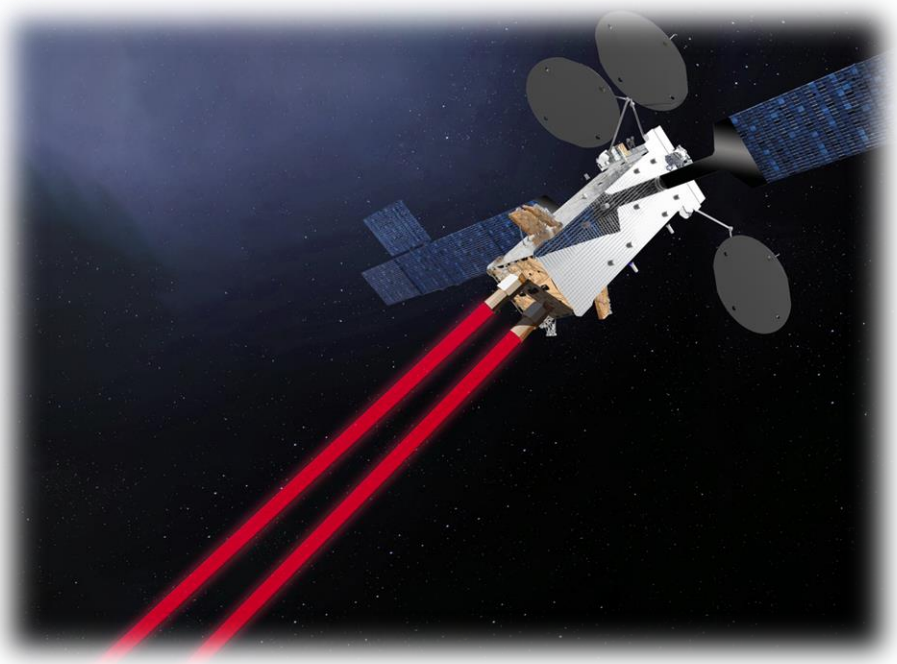
1. Very difficult to build collaborations with European Space Industry key companies due to the restrictions in the PECS program regulatory frame.

## Finding Customers and commercialisation:

1. Aim for well-established international companies with aligned long-term goals
2. Identify which customers can be of use for a possible viable commercialisation of a service or product.



# Future plans – towards sustainable commercial services



Thank you