

Cyprus Information Day – 7th October 2024



EIGHT BELLS LTD

Activities and lessons learnt

True colour image
acquired by Copernicus Sentinel-2
July 16, 2024



Company overview



Name: *EIGHT BELLS LTD*

Creation date: *7/10/2024*

Number of employees: *9*

Core competences: *5G-6G Communications, AI/ML, Cybersecurity and Data Privacy, Cloud Computing and Networking*

% Space Revenue: *5% space related revenue vs 95% non-space related revenue.*

Key customers: *Horizon Europe, EDF, ESA, Cyprus Government (50%-35%-5%-10%).*

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EIGHTBELLS
Independent Research & Consultancy



Highlighted Space Project: *Mobile Optical Ground Station - Cyprus eXperimental (MOGS-CyX)*

Purpose/ Goal of the project: *Possible locations in Cyprus where an OGS can be installed and operate and establish an optical satellite-to-ground optical link*

Keywords and key technologies: *Optical satellite-to-ground link, Free Space Optics, Atmospheric conditions*

Target customers: *Satellite Operators, Network Operators*

Key successes to date: *Specific locations in Cyprus have been selected that offer good atmospheric condition for optical satellite-to-ground link and additionally can support terrestrial services (networks, comms). FSO Channel Modeling and Irradiance Statistics analysis. Conceptual design for experimental set-up and list of final requirements.*

From the market analysis, there are use cases and potential customers who can benefit from such satellite links (QKD, 5G etc).

Key difficulties to date: 😊

Other Space projects: *MOGS-CyX-2*

Writing proposals:

1. *Tailor the Proposal to the Client's Priorities*
2. *Be Clear and Concise*
3. *Demonstrate a Proven Track Record*

Running ESA Activities:

1. *Adhere Strictly to ESA Standards and Documentation Requirements*
2. *Foster Open and Proactive Communication*
3. *Plan for Extensive Testing and Validation*

Finding and Working with international Partners:

1. *Choose Partners with Complementary Expertise*
2. *Align on Communication and Cultural Practices Early*
3. *Ensure Legal and Regulatory Compliance*

Finding Customers and commercialisation:

1. *Understand the Market and Its Pain Points*
2. *Leverage Industry Networks and Partnerships*
3. *Focus on Scalability and Adaptability when commercializing a technology*

Vision of the future for the company and the product (10yrs from now)

Product Goals:

- **Lead in Ground-to-Satellite Optical Communication Technology:** Become the go-to solution provider for high-speed, reliable optical communications systems for space and satellite applications.
- **Expand Product Applications Across Industries:** Adapt the optical communication technology for use in telecommunications, defense, and remote sensing industries, offering versatile solutions for various market needs.
- **Achieve Unparalleled Reliability and Performance:** Ensure that our products set new standards for low-latency, high-bandwidth, and secure data transmission, outperforming competitors in all operating environments, including adverse weather conditions.

Company Goals:

- **Become a Leader in Space Technology:** Establish the company as a recognized leader in the space technology sector, known for innovation, quality, and collaboration with leading space agencies and commercial entities.
- **Grow a Diverse International Customer Base:** Expand our market reach to include customers and partners from different countries and industries, becoming a trusted global supplier for space communications solutions.
- **Foster a Culture of Innovation and Excellence:** Cultivate an environment that encourages cutting-edge research and development, attracting top talent and positioning the company as a driver of technological breakthroughs in space communications.

Key next steps to achieve this:

1. **Invest in R&D for Optical Communication Advancements:**
2. **Expand Testing and Validation Efforts:**
3. **Develop Scalable Manufacturing Processes**
4. **Identify and Pursue Strategic Partnerships**
5. **Conduct Targeted Marketing and Sales Efforts:**