

XONA PARTNERS

eXponent Workshops *SPACE INTERNET*

The satellite sector is undergoing a radical transformation because of new launch economics and changing market requirements. A new space race to deliver Internet services from the sky has begun. Visionary entrepreneurs are shaking up an industry that is traditionally governed by government and defense mentality. The stakes are high for satellite and terrestrial players. With performance over 1000x that of previous generation of satellites, the new LEO constellations will offer terabytes of capacity at a fraction of cost. This will impact a wide range of ecosystem players: submarine cable operators, wholesalers, data centers, and many others.

The Space Internet workshop addresses emerging trends in satellite communications to allow ecosystem players assess the opportunity and competitive threats, and to begin to map out a strategy to cope with these developments.

In this workshop, Xona Partners, based on over heavy hands on involvement of live space internet deployments – research, product development and investments, will focus setting the foundation for companies to leverage the latest Space Internet developments::

- **Review of the broad Space Internet technologies and state of the art**
- **Zoom in on Low Earth Orbit Constellations: recent developments and challenges**
- **The ecosystem players, business opportunities,, go to market models, startups and investments**
- **Competitive threats and partnership opportunities: Telecom operators, Submarine, Data Center**

Customization: Additional topics could be added and modifications made to tailor the workshop experience to specific requirements.

Duration: half-day (abridged), or full day option.



Strategic Advisory ✘ Technical Diligence ✘ Education

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eXponent Workshops

eXponent workshops leverage Xona Partners knowledge base to enable executives in technology companies to acquire knowledge in adjacent technologies that could impact their business. We provide factual insights into emerging technologies to differentiate hype from reality and to assess threat and opportunity.

Thirst for Answers

The deluge of information, often inaccurate, is making decision making and execution increasingly more complex for companies. Technologies and markets are harder than ever to grasp and to distinguish hype from reality. Gaining depth in new subject matter can seem to be a daunting task -- investing time and resources to grasp fundamental concepts needs to come from trusted sources.

Empowered to Decide

To help executives make better business decisions related to technology, Xona has developed eXponent, a learning and development practice designed to offer fundamental understanding of how different technology can impact strategic initiatives and investments. Through eXponent, we empower executives to make better decisions by demystifying ever-changing technologies and their impact on markets. eXponent is offered as a predefined workshop or through a bespoke knowledge-transfer that drive results. Our global reach allows us to connect in person, at a location convenient for you.

About Xona Partners

Xona Partners has been the trusted advisor guiding executives, investors and board members in developing and executing strategic growth opportunities, mergers and acquisitions, and exploring new frontiers -- all with solid analysis and an unparalleled depth of understanding markets and technologies by leveraging the multidisciplinary and long experience of its team. Xona was founded in 2013 by a team of seasoned technologists and startup founders, managing directors in global ventures, and investment advisors. Drawing on its founders' cross-functional expertise, Xona offers a unique multidisciplinary integrative technology and investment advisory service to private equity and venture funds, technology corporations, as well as regulators and public sector organizations.

For more information, go to: www.xonapartners.com/exponent

Contact us to schedule your workshop: advisors@xonapartners.com

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