



# PANEL SESSION – SUPPLY CHAIN



# MARKET TRENDS

1

INCREASING DEMAND IN AUTOMOTIVE, IoT, 5G, ETC IS CREATING PRODUCTION SHORTAGE AND LONGER DELIVERY TIME

- Fabless space manufacturers are suffering the overload in wafer fabs
- There is an intensive use of automotive and COTS
- Low volume means low priority

2

MORE DEPENDENCE ON SINGLE SOURCES DUE TO M&A

3

SHORTAGE IS AFFECTING ALL ELEMENTS OF THE SUPPLY CHAIN

- Rare earth metals as a trade war tactic

## INDUSTRY NEEDS

1

ACCURATE FORECASTING AND LONG TERM PLANNING

2

ENHANCED COOPERATION FOR COMMON NEEDS

3

INCREASED RELATIONSHIP WITH MANUFACTURERS  
BASED ON SECTORIAL ALLIANCES

4

MAXIMIZE USAGE OF NEW TECHNOLOGIES FOR STOCK  
OPTIMIZATION AND STRATEGIC PROCUREMENTS



## PRODUCT SPECIFICS

1

THE DEFINITION OF LOCAL PROVED RELIABILITY SUPPLY CHAIN FOR SPECIFIC PRODUCTS WILL REDUCE THE ENTRY BARRIER FOR SMALL ACTORS

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2

INDUSTRY AND MANUFACTURERS MUST FIND A COMMON PLATFORM FOR DEBUGGING ON SPECIFIC APPLICATIONS (EVALUATION KITS, PROGRAMMING TOOLS)

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3

CROSS FERTILIZATION WITH OTHER MARKETS AND ADOPTION OF SIMILAR STANDARD PRODUCTS (i.e. LOW COST PLASTIC QFN) WOULD CREATE SYNERGIES

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4

CROSS COOPERATION ON QUALITY AND RELIABILITY ISSUES IN THE FORM OF NEW APPROACHES FOR WORKSHOPS AND ACADEMIA WOULD HELP TO DEFINE A STREAMLINED STRUCTURE FOCUSED ON KEY ASPECTS

## NEW SPACE APPLICATIONS

1

A SELECTION AND DATA SHARING PLATFORM FOR COTS IN HI-REL PROVIDES SIGNIFICANT ADVANTAGES

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2

DATA SHARING INCENTIVATED BY A REWARDING SCHEME (ACCESS TO DATA LINKED TO DATA SHARED)

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3

MAXIMIZE PRESENCE OF STANDARD PRODUCTS FREE OF CONFIDENTIALITY CONCERNS

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4

SUITABLE TECHNOLOGIES FOR SPACE, SCREENING AND TESTING DATA, LIMITATIONS, FLIGH EXPERIENCE, AS EXAMPLES

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5

SPACE INDUSTRY IS ENTERING INTO A NEW AGE WHERE NEW APPROACHES ARE REQUIRED BUT MAINTANING QUALITY AND RELIABILITY AS THE HELM TO THE RIGHT COURSE

