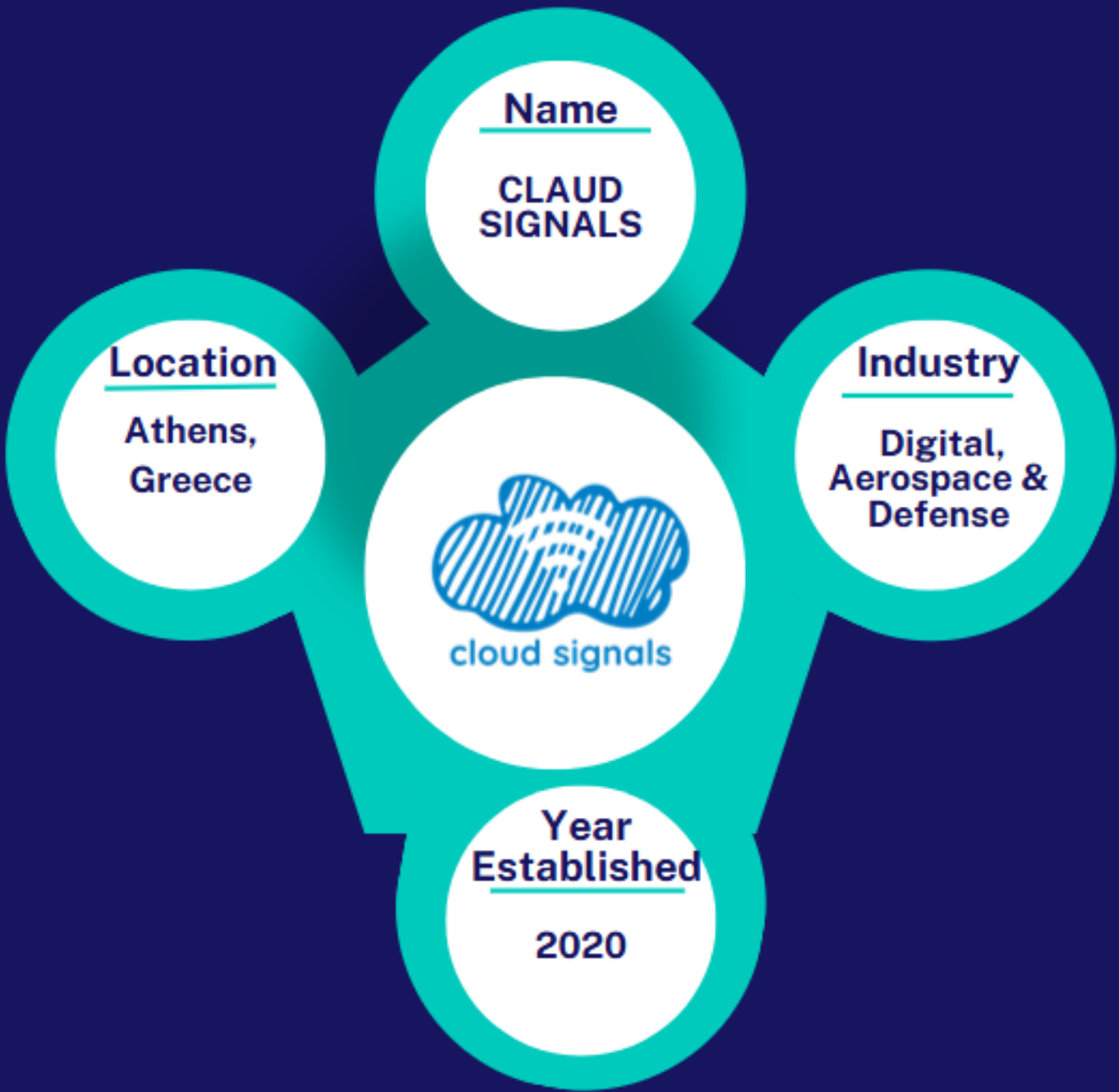
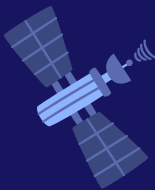
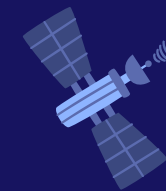




Cloud Signals specializes in downstream and midstream space applications. In commercial terms it provides high-performance satellite communications backhaul GEO/LEO solutions, ensuring seamless connectivity.





Cloud Signals leverages all kinds of space technological assets including satellite communication, navigation, and Earth Observation data to enhance maritime connectivity and mobility in general, remote area internet access, and environmental monitoring. The company uses GOVSATCOM technologies and other secure satellite communication systems to provide reliable connectivity for ships and offshore operations. It offers navigation and communication solutions, ensuring continuous satellite-based tracking, real-time data exchange, and optimized route planning for vessels. Cloud Signals has developed a product bundle that connects the core network and the Radio Access Network (RAN) of mobile and non-terrestrial networks, offering 5G services for ubiquitous coverage and broadcast services. Additionally, it has deployed satellite internet in remote locations, such as schools in Karlovasi, Samos island in Greece. The company also contributes to Axis 3: Agriculture Monitoring Service of the Hellenic Space Programme and ESA, using Earth Observation data for precision agriculture, environmental monitoring, and resource management.



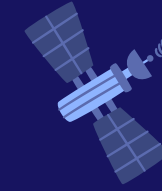
Applications of Space Data



Barriers & Support Requirements

One of the main challenges is funding, as deploying satellite communication networks and integrating advanced navigation systems requires significant investment. Expanding services to new markets also demands continuous innovation and financial resources to remain competitive. Another key challenge has been building strategic partnerships and gaining market access in the satellite communications sector. Cloud Signals leverages its broad connections and synergies with multiple companies and bodies like OTE, SPACE Hellas, EURESCOM, GOMSPACE, HELLASAT and ESA BIC to name a few. Additionally, participation in EU projects like the "Space-based innovation and digitalization for the school of tomorrow" (SCOTSS) project has helped Cloud Signals expand its business network, as well as its social impact.





Success Factors

A key enabler of Cloud Signals' success is its highly skilled personnel, who brings expertise in satellite communications, 5G networks, as well as Earth Observation and Space Navigation technologies. Participation in R&D projects has also been instrumental, enabling Cloud Signals to stay up to date with space-based innovation. Furthermore, support and participation in ESA programs, including ESA BIC and collaborations with HELLASAT, has provided both technical guidance and market access opportunities, strengthening Cloud Signals' position in the satellite communications sector.

An important factor for Space SMEs is to attain specialized expertise and continuous training. Given that Greece's space ecosystem is still emerging, there are many opportunities for SMEs, but success depends on having both innovative and feasible ideas backed by strong technical knowledge. For future SMEs entering the space sector, it is essential to develop a clear, scalable business model and actively engage in R&D and funding opportunities.



Lessons Learned

