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Escola Superior d'Enginyeries Industrial,
Aeroespacial i Audiovisual de Terrassa



Study of Earth Observation Business Models by means of Business Model Methodologies

Bachelor's Degree Thesis

Bachelor's degree in Aerospace Vehicles Engineering

ANNEXES

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1. Spire Global's Figures and Tables.

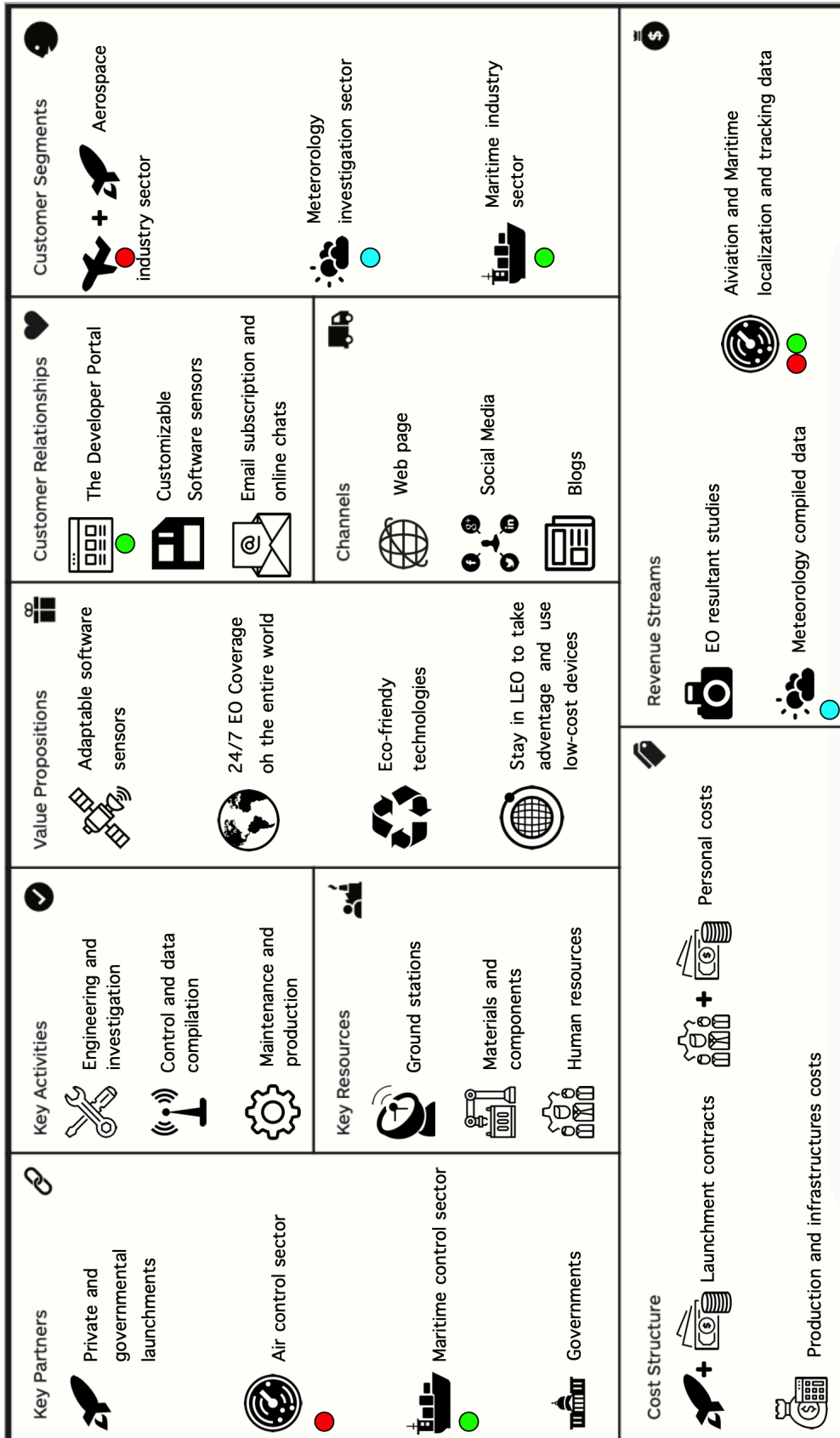


Fig. 1. Spire Global's Business Model Canvas adapted from [1].

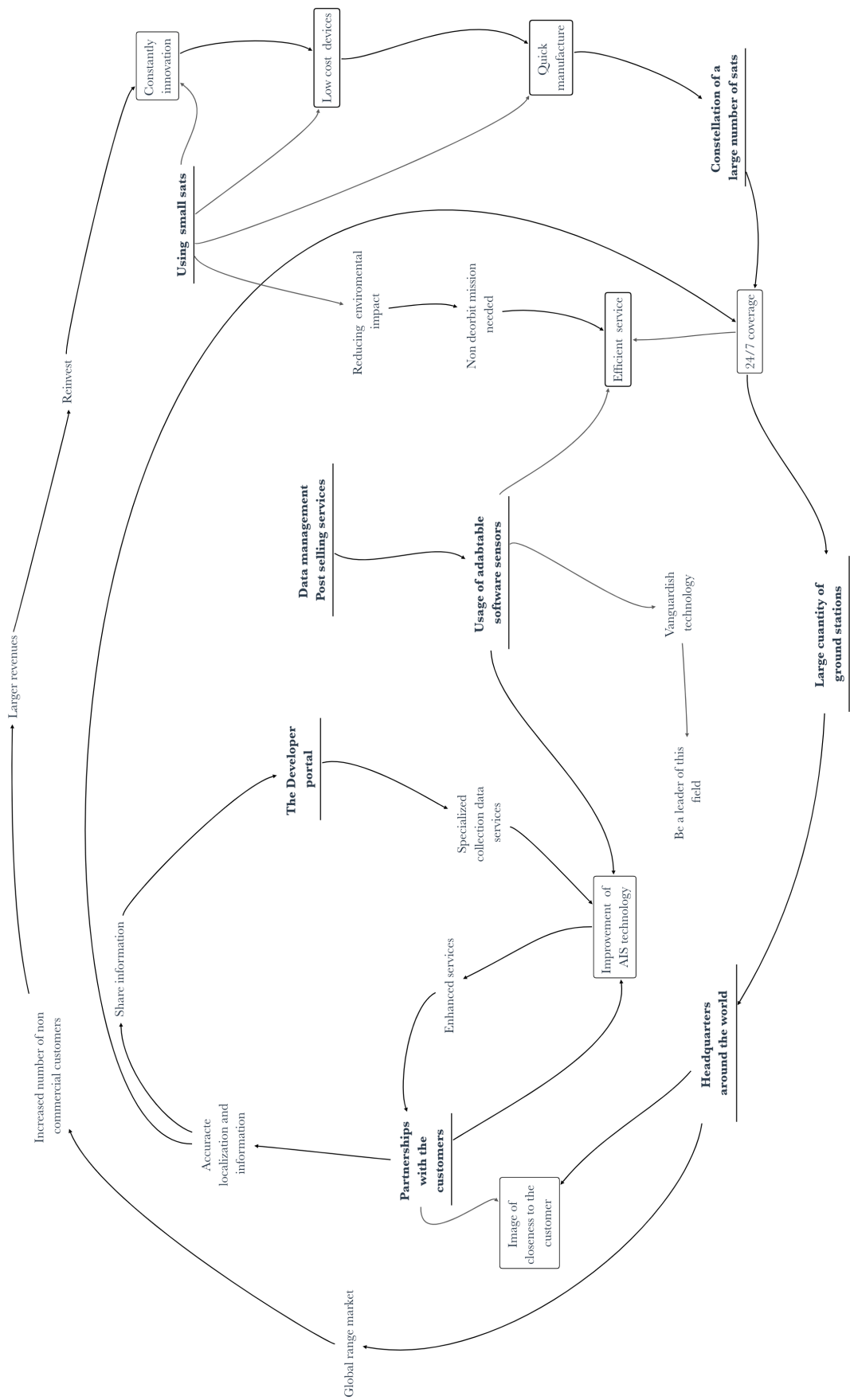


Fig. 2. Spire Global's Casual loop diagram, adapted from [11].

Choice	Type	Consequences																		
		Reducing env. impact.	Leader of this field	Vanguardist technology	Efficient Services	24/7 coverage	Constantly innovation	Low cost services	Quick manufacture	Reinvest	Larger revenues	Increased n° of customers	Global range market	Image of closeness	Accurate localization and info	Share information	Specialized Services	Improvement of AIS Tech.	Enhanced services	Non deorbit mission needed
Data management post selling services	Governance		✓	✓	✓												✓			
Use Small Satellites	Assets	✓			✓		✓	✓												✓
Constellation of large number of sats	Policies					✓		✓												
Large quantity of ground stations ●	Policies																			
Headquarters located around the world ●	Policies								✓	✓	✓	✓	✓							
Partnerships with the principal customers	Governance														✓	✓	✓	✓	✓	
Usage of adaptable software sensors	Assets				✓														✓	
The usage of the developer portal	Assets																	✓		

Legend

- ✓ Directly related concepts
- ✓ Indirectly related concepts
- Choices related between them

Tab 4. Categorization of the choices from Spire Global's diagram.

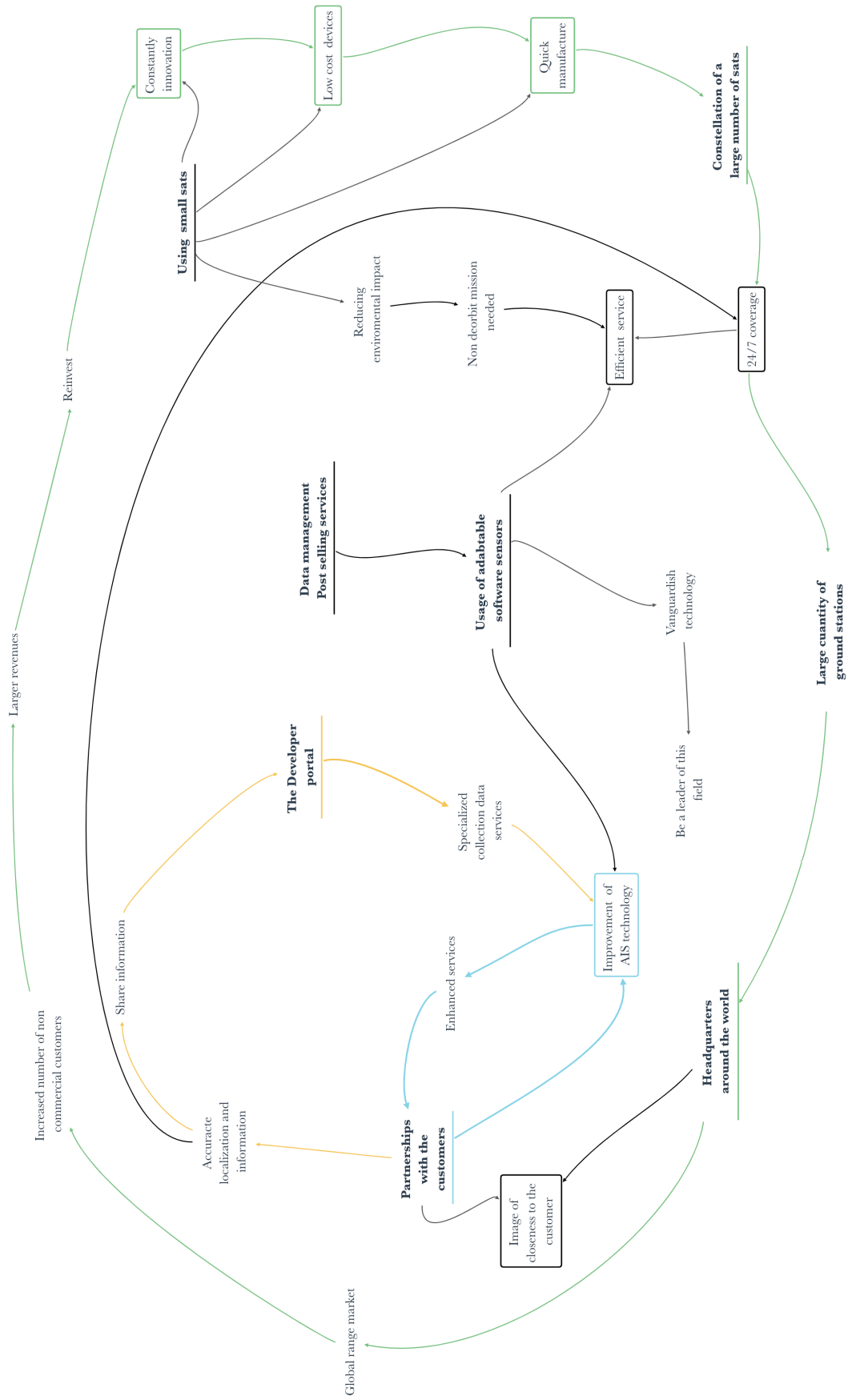


Fig 3. Virtuous cycles at Spire Global's casual loop diagram, adapted from [11].

2. GomSpace's Figures and Tables.

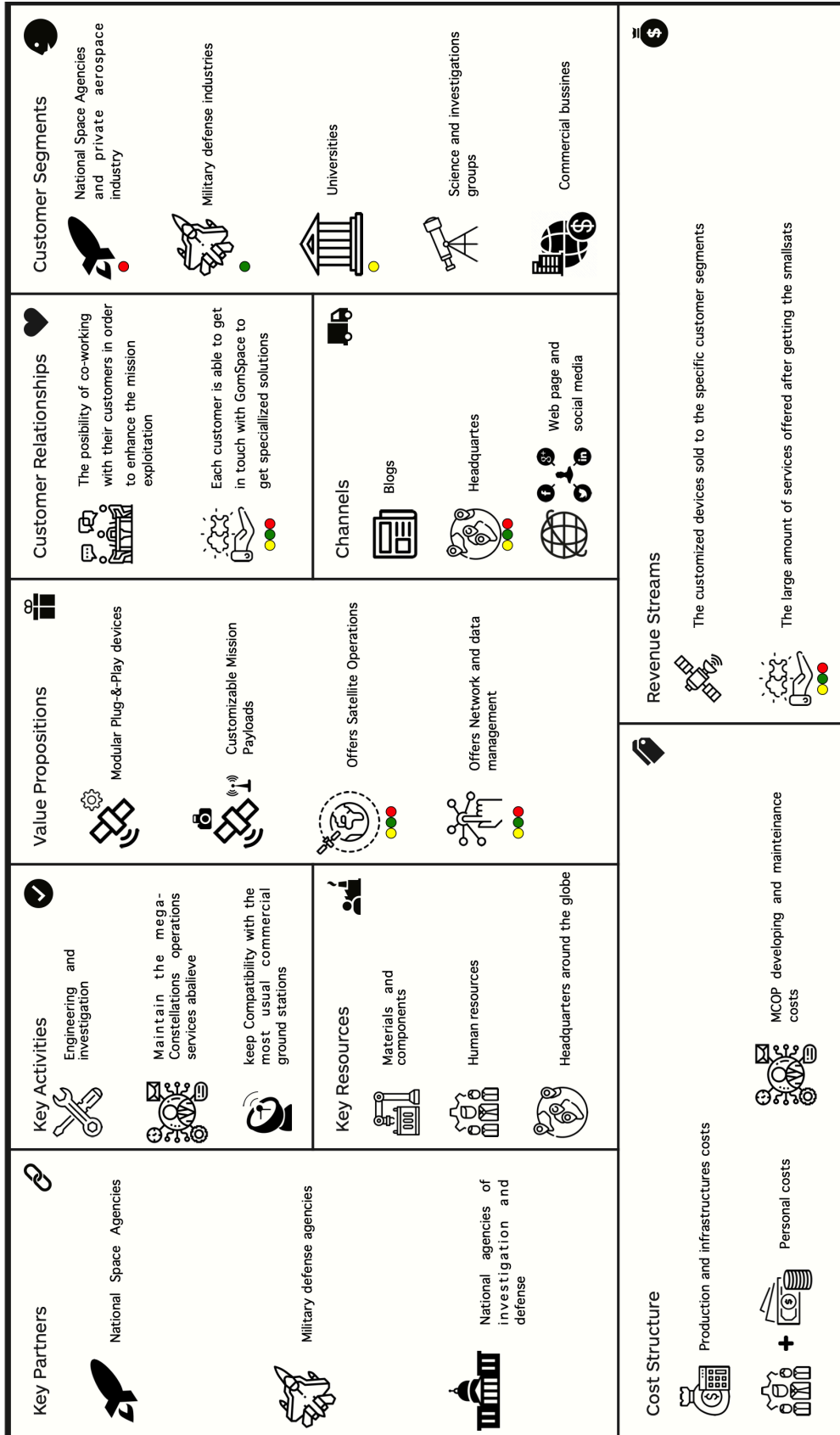


Fig 4. GomSpace's Business Model Canvas adapted from [1].

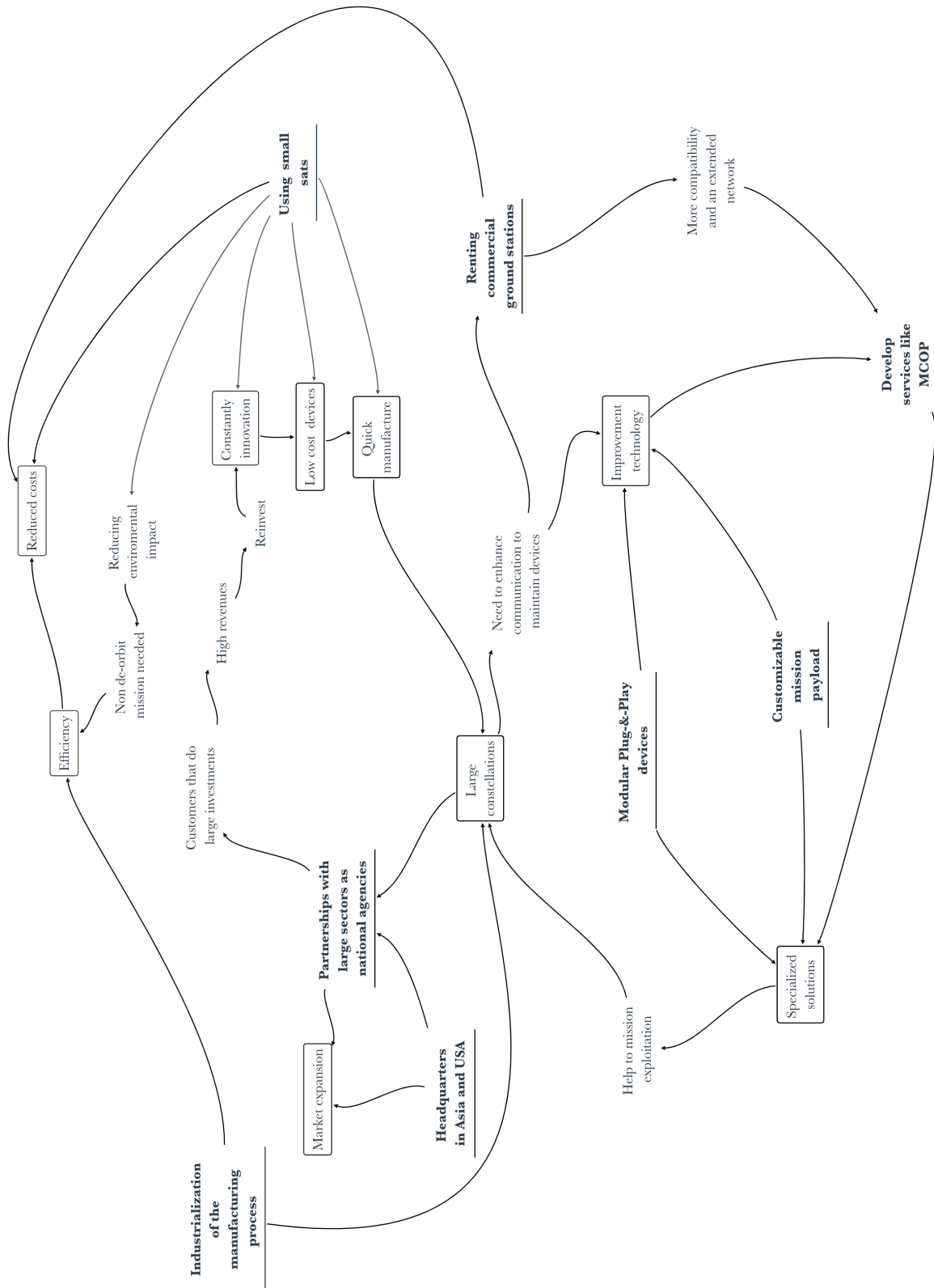





Fig 5 . GomesSpace's Casual loop diagram, adapted from [11].

Choice	Type	Consequences																
		Reduce environmental impact	Better communications	Help to mission exploitation	More compatibility and a large network	Large constellations	Constantly innovation	Low cost services	Quick manufacture	Reinvest	High revenues	Customers do larger investment	Market expansion	Improvement technology	Specialized solutions	Reduced costs	Efficiency	Non deorbit mission needed
Customizable Mission Payload	Assets	✓	✓	✓	✓		✓											
Develop services like MCOP	Assets	✓	✓	✓	✓	✓	✓								✓	✓		
Plug-&-Play devices	Assets	✓	✓	✓	✓		✓								✓	✓		
Renting ground stations	Governance	✓		✓		✓										✓		
Headquarters at Asia and USA	Governances													✓				
Partnerships with large sectors	Governance													✓				
Using Small Sats	Assets		✓														✓	✓
Industrialization of the process	Policies		✓			✓												✓

Legend

-  Directly related concepts
-  Indirectly related concepts
-  Choices related between them

Tab 2. Categorization of the choices from GomSpaces's diagram.

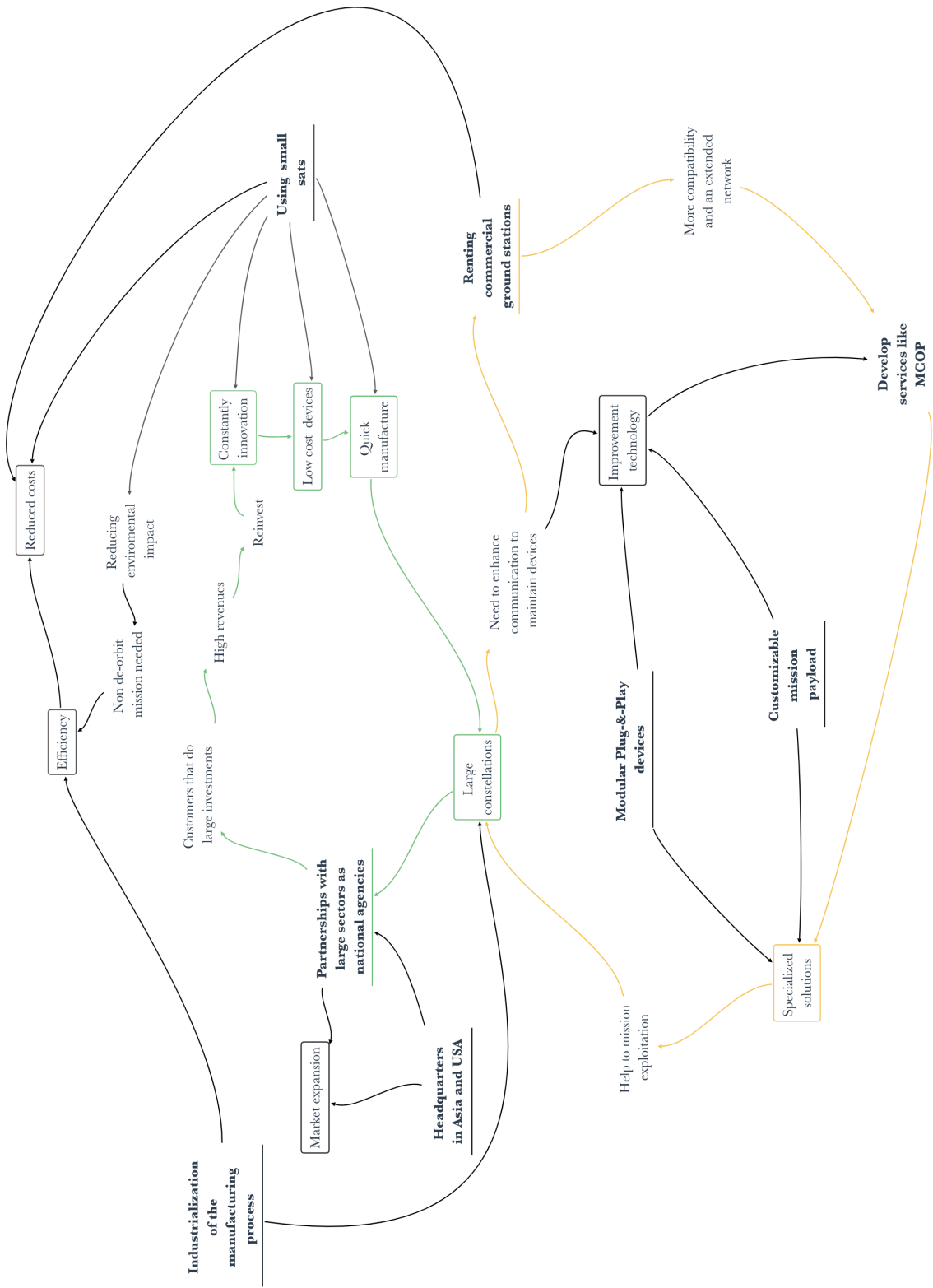


Fig 6. Virtuous cycles at GomSpace's casual loop diagram, adapted from [11].

