

## CASE STUDY

# Emerging Trends and New Suppliers of Satellite Earth Gateway Components

The Client is a company in the defense sector.



### The Challenge:

The Client came to PreScouter seeking to understand the emerging trends and identify new suppliers for satellite earth gateway components, with a particular focus on antenna technologies, RF conversion and amplification, signal management and Earth station management



### Methodology:

PreScouter analyzed trends and technologies that might give an advantage to the Client over their competitors. Major topics landscaped included:

1. Cost minimization through system design
2. Increasing bandwidth provided by facility
3. High-beam satellite technologies
4. Solid-state power amplifiers



### Results:

Based on PreScouter's report, the Client was able to identify disruptive technologies, high performance components from new suppliers, and new insights into market drivers and needs to guide their product development strategy for the next generation of satellite earth gateway stations.

# Clients Rely On Prescouter For

✓ COMPETITIVE INTELLIGENCE

✓ TECHNOLOGY & PATENT LANDSCAPING

✓ TECHNOLOGY ROADMAPING

✓ MARKET RESEARCH & ANALYSIS

✓ TRENDS MAPPING

✓ REVIEW BEST PRACTICES

✓ PATENT COMMERCIALIZATION STRATEGY

✓ DATA ANALYSIS & RECOMMENDATIONS

✓ ACQUIRE NON-PUBLIC INFORMATION

✓ SUPPLIER OUTREACH & ANALYSIS

✓ CONSULT WITH INDUSTRY SUBJECT MATTER EXPERTS

✓ INTERVIEWING COMPANIES & EXPERTS



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