



EU-Japan Partnering Support Mission in the Space Sector - Tokyo, 9 – 11 March 2015



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Frane Miloš

### Participant Profile

Frane serves as **COO** and **VP of Sales and Marketing**. Frane has been with Amphinicy Technologies from the beginning of his professional career, and has over **12 years of experience** in software support for **satellite industry**. Frane is coordinating the project/product development activities, managing the collaboration and partnerships on EU space programs.

Prior to serving the COO position, Frane was Solution Manager for **Ground and Satellite systems** with special interest in DVB stream management, **In-Orbit testing systems** and **M&C and simulation of ground segment**. Frane holds an MBA from Kelley School of Business at Indiana University, and M.Sc in Computer Science from the Faculty of Electrical Engineering and Computing at University of Zagreb.

### Company Profile

**Headquarters and branch locations:** Zagreb (HQ), Croatia; Bereldange, Luxembourg

**Shareholders:** Privately owned (100%)

**Mission:** Be a leading **software** company in the **satellite** industry and at the same time a company where **people** like to work". More about Vision [here](#).

**Technology portfolio: Know-how (software solutions):** IOT, M&C, Passive ranging, Procedure automation, Earth observation telemetry analysis, Passive satellite ranging, Ground segment simulations, VSAT NMS, VSAT commissioning, iTV, 3D TV, humanitarian (eLearning, SatMedicine, emergency). **Products:** Monica M&C, BLINK – Ultra fast EO telemetry analyser, SATScout – Antenna aligning mobile application, TRIDots – eLearning platform

**Commercial footprint:** EU – ESA, UN, SES TechCom, SES Broadband Services, SES Engineering, iDirect UK, Newtec, Redu Space Station, Croatian Government, Telenor; **USA:** iDirect. Japan (target): (SkyPerfect) JSat, JAXA, NTT Satellite Communications, JMA, B-SAT, NHK

### Value proposition for the Japanese market

Amphinicy has been present in satellite industry for more than 15 years, and due to global characteristic of the industry can bring following benefits to Japanese market:

- a) **Know-how** in **software** solutions for **satellite** industry. We offer opportunity for collaboration on space projects, both for commercial projects and space programs.
- b) Experience in collaboration with big space association and satellite operators (ESA, SES). We understand the **processes and high standards of space industry** (e.g. ECSS) and are effective in high-quality delivering accordingly.
- c) Combination of Luxembourgish **space experience/excellence** and eastern-European **competitive prices**.
- d) **Products** that have emerged from above know-how and experience, are compatible with Japanese market. AT is also interested in **customer involvement** in product development.
- e) **Diversification** is important for AT, so we are looking for a new collaboration partner in Asia Pacific and Japan.

**Disclaimer:** The information contained here is only used for the purposes of this event with the aim of facilitating the Business-to-Business meetings.