

FROM CONSUMERS TO PRODUCERS

What can one CubeSat change for a small nation?

Alberto Munguia | Key Institute | El Salvador



THE SATELLITE IS TEMPORARY. THE CAPABILITY MUST REMAIN.

Our goal is not just to reach orbit.
It is to **leave capability** on the ground.



PEOPLE



INSTITUTIONS



PARTNERSHIPS



INFRASTRUCTURE



POLICY

LASTING NATIONAL CAPABILITY

CAREY IS OUR FIRST SATELLITE. BUT IT CANNOT BE OUR LAST CAPABILITY.

El Salvador's real-time experiment



CAPACITY DOES NOT EMERGE AUTOMATICALLY.
IT MUST BE DESIGNED INTO THE MISSION.

KEEP THE CONVERSATION GOING

Alberto Munguia

Professor & Researcher | Key Institute
Misión CAREY | El Salvador

Data, space capacity-building and development

✉ alberto.martinez@keyinstitute.edu.sv



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*Open to partnerships,
collaboration and
knowledge exchange.*



Thank you to the organizers, hosts, and fellow participants
for creating a space to share knowledge, build partnerships, and learn from one another.



A FIRST CUBESAT CAN BECOME A **FIRST DOMINO.**

Lessons from KiboCUBE countries

KENYA
1KUNS-PF



GUATEMALA
Quetzal-1



MOLDOVA
TUMnanoSAT



EL SALVADOR
CAREY



Talent



Legitimacy



Partnerships

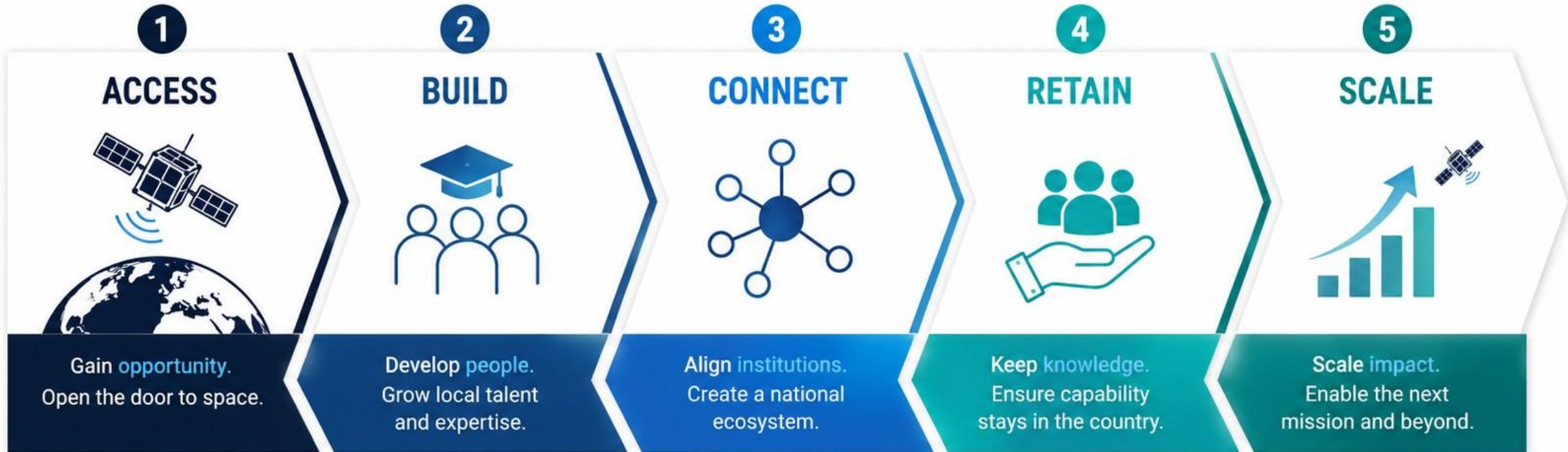


Next missions

**A SMALL MISSION CAN
CREATE LEGITIMACY
FOR THE NEXT STEP.**

SMALL NATION SPACE ENTRY MODEL

A PRACTICAL PATH. FIVE STEPS. ONE PURPOSE.



FROM ACCESS TO IMPACT. FROM ONE MISSION TO NATIONAL CAPABILITY.

DON'T START BY ASKING: “HOW DO WE BUILD A SATELLITE?”

ASK INSTEAD: “WHAT CAPABILITY DO WE WANT TO KEEP?”



PEOPLE



INSTITUTIONS



PARTNERSHIPS



INFRASTRUCTURE



POLICY

Design the mission backwards
from the **capability** you want to keep.



FROM CONSUMERS
TO **PRODUCERS.**

The first step.
The long-term impact.



ONE SATELLITE CAN OPEN THE DOOR.
CAPACITY KEEPS IT OPEN.