

EXPEDITORS AIR

A Strategic Partnership Powers Space Innovation

An up-and-coming satellite manufacturing company, embarked on an ambitious mission in 2022 to launch a constellation of small satellites. Their inaugural launch, a significant milestone, occurred in February 2023, utilizing the Indian Space Research Organization's (ISRO) facilities. With a bold vision, they aimed to launch five multifunctional satellites by 2025.

THE OPPORTUNITY

In 2024, Expeditors recognized their potential and engaged with the company as part of our startup program. A key opportunity arose when our client needed a SCOMET license to proceed with their satellite launch. This important license, which is essential for exporting controlled goods and technology, would allow them to move forward with its mission. During a call with the relevant team, we identified a need that Tradewin could address: obtaining the SCOMET license. We introduced the Tradewin team, and the customer agreed to appoint Tradewin to handle the SCOMET license acquisition.

OUR SOLUTION

Our team swiftly took on obtaining the SCOMET license, a crucial step in the export process. Once secured, our Trade Compliance experts provided invaluable guidance to ensure smooth customs clearance and shipping procedures.

After successfully obtaining the SCOMET license, the customer was happy to have us perform the export of the satellite. Our Trade Compliance team played a crucial role in helping the customer secure approval for shipping.

Given the satellite's unique nature and the need for specialized handling, Expeditors devised a tailored solution. We arranged for a dedicated air ride vehicle to transport the satellite safely to the airport. By collaborating closely with our airline partner and our team in LAX, we ensured timely updates and a hassle-free journey.

THE RESULTS

As a result of Expeditors' comprehensive approach, our client's satellite was successfully delivered for a launch date of January 16th, aboard a Falcon 9 rocket. This successful launch would mark a significant achievement for both our client and Expeditors, solidifying our reputation as a trusted partner in the aerospace industry.



"We wanted to take a moment to thank Expeditors for all their outstanding support in delivering our shipment on time. Their responsiveness and attention to detail throughout the process made all the difference."

We truly appreciate the effort and coordination that went into ensuring a smooth and timely delivery. It's always a pleasure working with such a reliable and dedicated team."

Thanks to Expeditors once again for your excellent work!"