

LE MARCHÉ DES SERVICES DE LANCEMENT / THE MARKET FOR LAUNCH SERVICES

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Résumé / Abstract :

Arianespace was founded in 1980 as the world's first commercial satellite launch company. Its shareholders include Airbus Safran Launchers, the French space agency CNES, and European space companies, representing 10 European countries. As of 1st January 2015, the company had 321 employees, at corporate headquarters in Evry, at the Guiana Space Center (CSG) - launch site for Ariane 5, Soyuz and Vega - and at local offices in Washington DC, Singapore and Tokyo.

Arianespace provides launch services to commercial satellite operators and government space agencies around the globe based on a complete family of launchers:

- The Ariane 5 heavy-lift launch vehicle (82 launches to date, including 68 successful missions in a row).
- The Soyuz medium-size launcher (11 successful launches out of 12); Soyuz is also operated at Baikonur with Starsem (26 commercial launches, all successful).
- The Vega light-weight launcher (5 successful launches).

Since its creation, Arianespace has signed contracts with 96 customers worldwide carrying out 226 Ariane launches, 38 Soyuz launches (12 at CSG and 26 at Baikonur via its subsidiary, Starsem) and the 5 first launches of Vega. More than half of the commercial satellites in service today were launched by Arianespace. Capitalizing on its complete family of launchers with proven reliability and availability, Arianespace's healthy order book currently has contracts with over 30 different customers, equal to almost four years of business.

Today, Arianespace faces a number of challenges posed by the evolution of the space market. All players of the sector are engaging into an in-depth transformation. With the evolution of technologies, satellite manufacturers and operators, more focused on innovation, are developing new business models serving new applications. In addition, the space sector sees emerging actors in a variety of new domains such as internet, imaging satellite constellations or nanosatellites, in parallel with a consolidation between historical actors. Last but not least Arianespace has also to face up to a fierce competition from more and more launch service providers offering very attractive prices.

Addressing these evolutions, Arianespace remains the global benchmark in launch services offering reliability, availability, dedication, expertise and customer intimacy. The company is also preparing the future, by supporting the development of two new launch systems: Vega C and Ariane 6.

Carrière en bref / Career in brief :

Jacques Breton est nommé Directeur Commercial à compter du 15 avril 2009.

Jacques Breton débute sa carrière aux Avions Marcel Dassault-Bréguet Aviation en 1980.

Il rejoint Arianespace en 1985 en qualité de Chef du Département support technique de la Direction Commerciale. A ce titre, il participe aux débuts de la société Starsem, chargée de l'exploitation commerciale du lanceur Soyuz à Baikonour, en tant qu'Adjoint au Directeur Technique et Industriel.

Il rejoint ensuite en 1999 la filiale américaine d'Arianespace située à Washington DC comme « Director of Engineering », où il assure l'interface technique avec les clients et les constructeurs et il participe aux efforts commerciaux sur la zone et aux tentatives commerciales européennes de desserte de la station spatiale internationale.

De retour à Evry, il prend la tête de la Division chargée du support technique et du développement commercial, à la Direction Commerciale.

Jacques Breton est diplômé de l'Ecole Nationale Supérieure des Arts et Métiers, et a suivi une spécialisation en aéronautique à l'Ecole Spéciale des Travaux Aéronautiques.