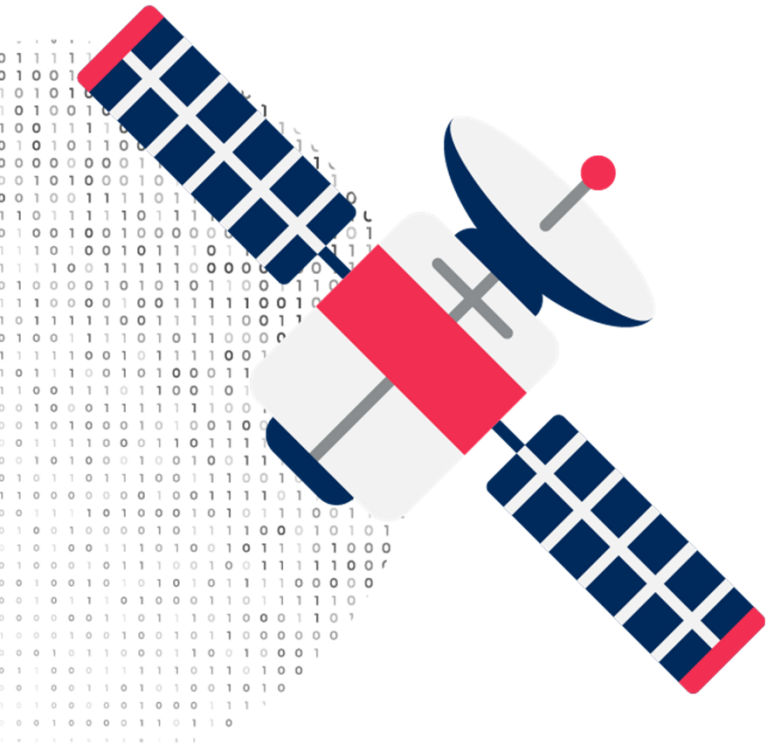
06 -DISTRIBUTION SCHEME

PIERRE-BAPTISTE LAMBERT (CNES)

KOSMOS DAY 2026 - 24/09/2026

CURRENT STATUS



A GROWING PRODUCT

15+ years of development under CNES supervision, from R&D to flight-proven *(with remaining effort to become fully industrial grade…)*

KOSMOS is well alive, growing in terms of features, number of supported hardware and more importantly user base.

100+ licenses, initially in France but growing in Europe and ~50 satellites in orbit or in development powered by KOSMOS.

OUR ASSESMENT OF THE SITUATION

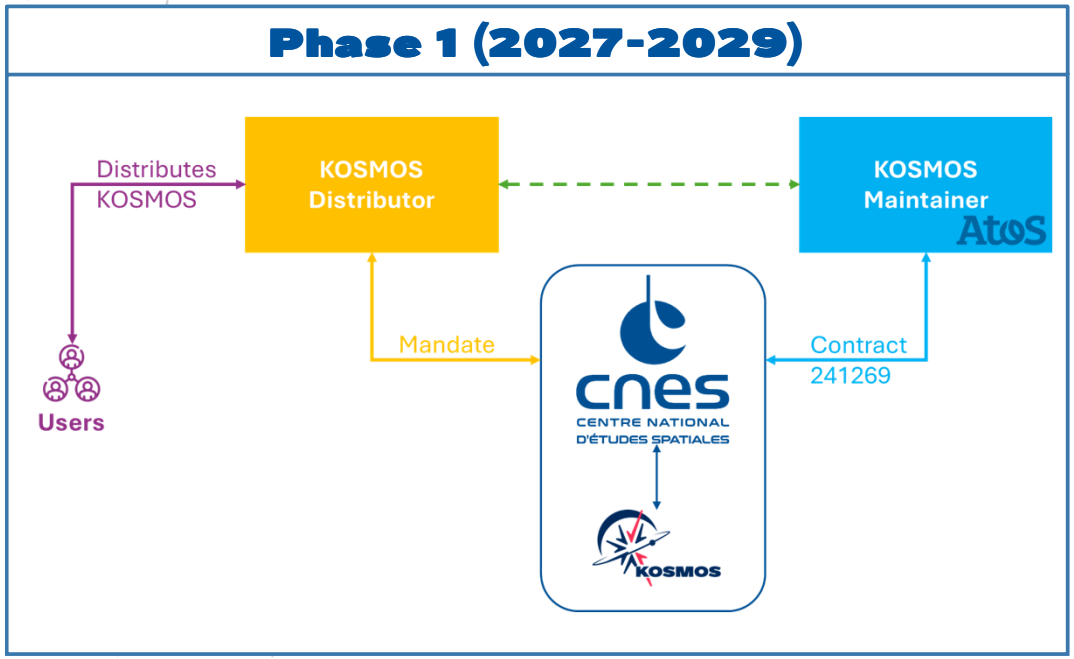
CNES stays committed in offering a public service with KOSMOS, helping the French/European competitivity, technical capability, level of excellence, … and enabling ambitious missions …

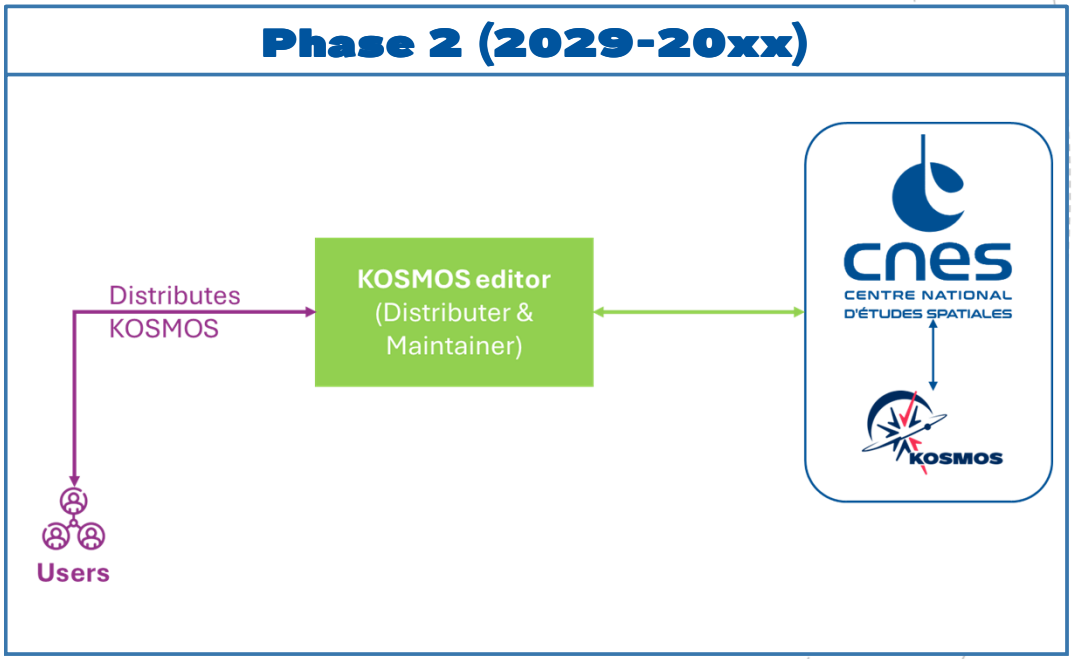
… but CNES is not a software editor « at heart » and supporting KOSMOS alone becomes challenging.

WE NEED TO EXPLORE NEW POSSIBILITIES, NEW ORGANIZATIONS

WHAT'S NEXT ?

Exploring new distribution schemes with industrial partners in 2 possible phases





SPECIFICATIONS

INTELLECTUAL PROPERTY

- CNES keeps KOSMOS IP and gives the right to distribute licenses in its name, under its supervision
- The holder will be the exclusive KOSMOS distributor, even in the scope of CNES projects, with specific constraints.

DEVELOPMENT / MAINTENANCE

- The Distributor may take part in the KOSMOS roadmapping but CNES stays design authority for now.
- Evolutions to KOSMOS must go through CNES and its maintainer ATOS.

USER COMMUNITY

- CNES' first priority is guaranteeing that the French/European ecosystem continues benefiting from KOSMOS with the new licensing scheme/prices
- Free competition for companies that offer services around KOSMOS to users shall not be altered.

MANDATE

- Applicants need to show the benefits of their proposal for the existing community …
- … and a relevant plan for it to grow in France and Europe !

PROCESS

24/09 — Request For Interest (RFI) will be published on CNES platform and opened to any industrial company

06/11 — Deadline for companies to send their proposals and business analysis of the subject to CNES

~01/2027 — Analysis by CNES
Discussions/negociations with the applicants

~02/2027 — If conclusive, contractualization with one of the applicant
+ new distribution scheme launch

ANY QUESTIONS ?