

# Multivariate Modelling for End-to-End Cost Estimates in financially sustainable CubeSat Projects: the CubEM approach

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# An ESA perspective – why we need CubEM

## CubEM – CubeSat Estimating Model

Lights on New Space – gaining more and more traction

Cheap, standard, COTS, fast procurements, New Space approach → Need for a tailored model

### *Interplanetary*

Miniaturised Asteroid  
Remote Geophysical  
Observers (M-Argo)  
Rendezvous with an  
asteroid (shape, mass,  
surface)

### *Moon*

Lunar Meteoroid  
Impacts Observer  
(LUMIO)  
Observe meteoroid impacts  
on the lunar far side  
(meteoroid flux in the Earth  
Moon system)

### *IOD*

OPS-SAT – flying  
laboratory  
Test and validate new  
techniques in mission  
control and on-board  
satellite systems

### *Telecomm/IOD*

GOMX-3  
Demonstrate aircraft ADS-B  
signal reception and  
geostationary  
telecommunication

### *Earth Observation*

Φ-sat – artificial  
intelligence for EO  
Filtering out less than  
perfect images so that only  
usable data are returned to  
Earth

### *Navigation*

Passive REflecTomeTry  
and dosimetry  
(PRETTY)  
GNSS reflectometry from in  
orbit as well as radiation  
measurements

### *Educational*

Fly Your Satellite! (FYS)  
Educational programme for  
university and other tertiary  
education student teams

#### Some Examples

Web URLs:

[ESA - CubeSats](#)

[ESA - M-Argo: Journey of a suitcase-sized asteroid explorer](#)

[ESA - LUMIO - New CubeSat Illuminating Lunar Impacts](#)

[ESA - OPS-SAT](#)

[ESA - Φ-sat](#)

[ESA - PRETTY CubeSat](#)

[ESA - Fly Your Satellite! - Vega Maiden Flight Teams](#)

# CubEM – Purpose and Applicability



**Purpose:** preliminary New Space mission estimates



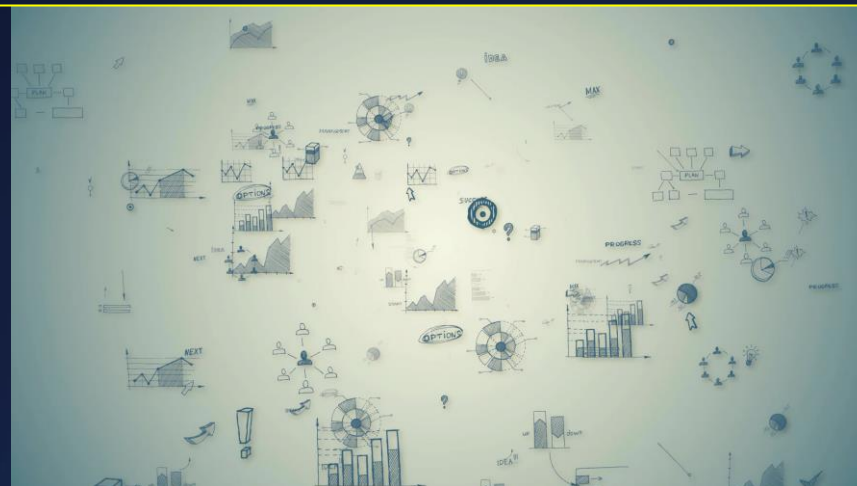
**Applicability:**

Early phases

Concurrent engineering

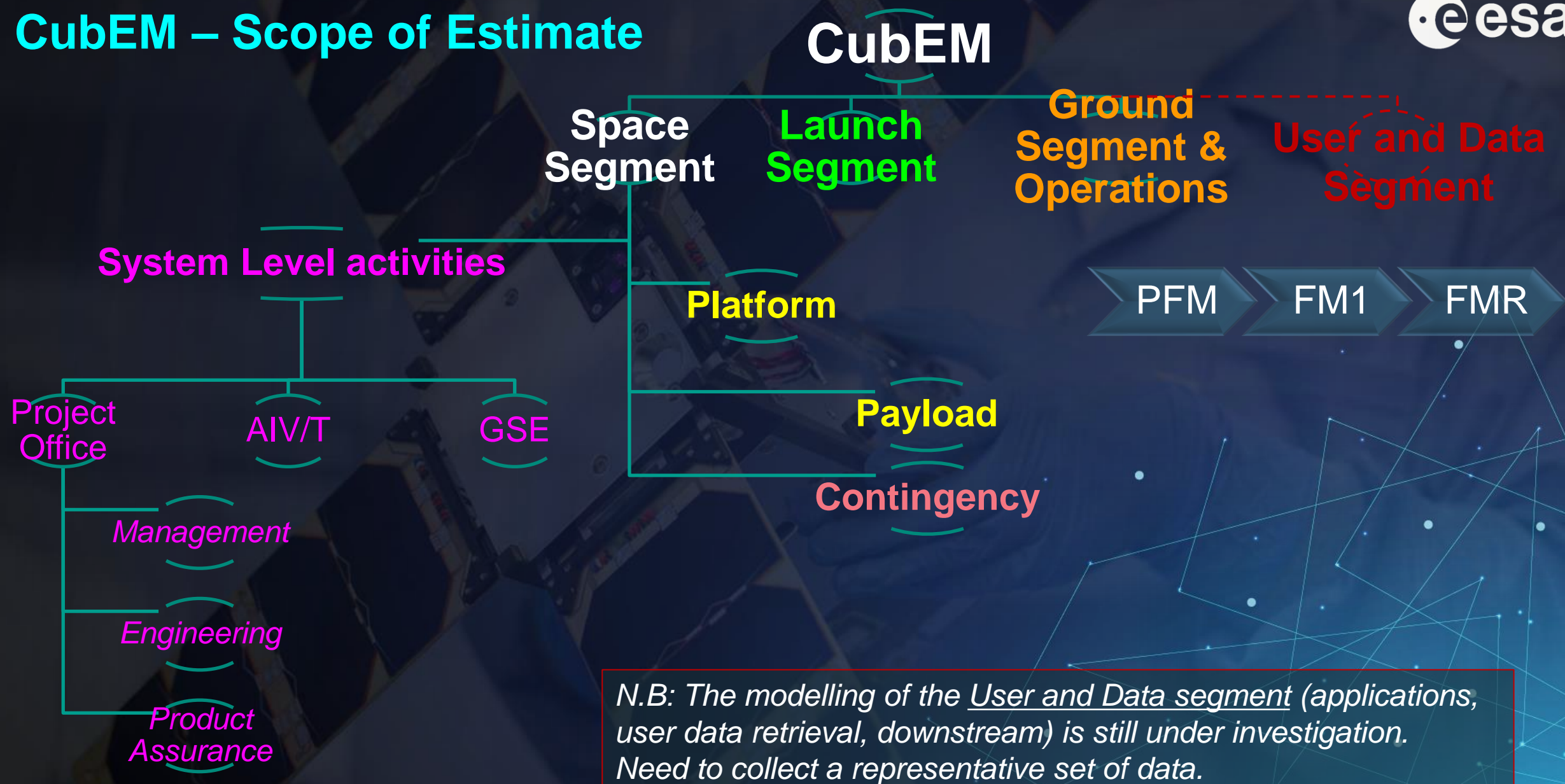
Project trades

Cost drivers' identification





# CubEM – Scope of Estimate




# CubEM – Methodology

## Phases C/D

**Space Segment/Platform**  
**Space Segment/Payload**

Parametric, References,  
Analogy



ESA, ESA - Technology CubeSats

## Phases B2/CD/E1

**Space Segment/  
System Level activities**

Cost-to-cost



ESA, ESA - Advanced manufacturing

## Phases B2/CD/E1

**Contingency**

References  
Pro-rata



ESA, ESA - Automating collision avoidance

## Phase E1

**Launch Segment**

References  
Pro-rata



ESA / CNES / Arianespace,  
ESA - Vega-C launch in slow motion

## Phase E2

**Ground Segment &  
Operations**

References,  
Analogy



**Parametric:** Cost Estimating Relationships (mathematical functions)

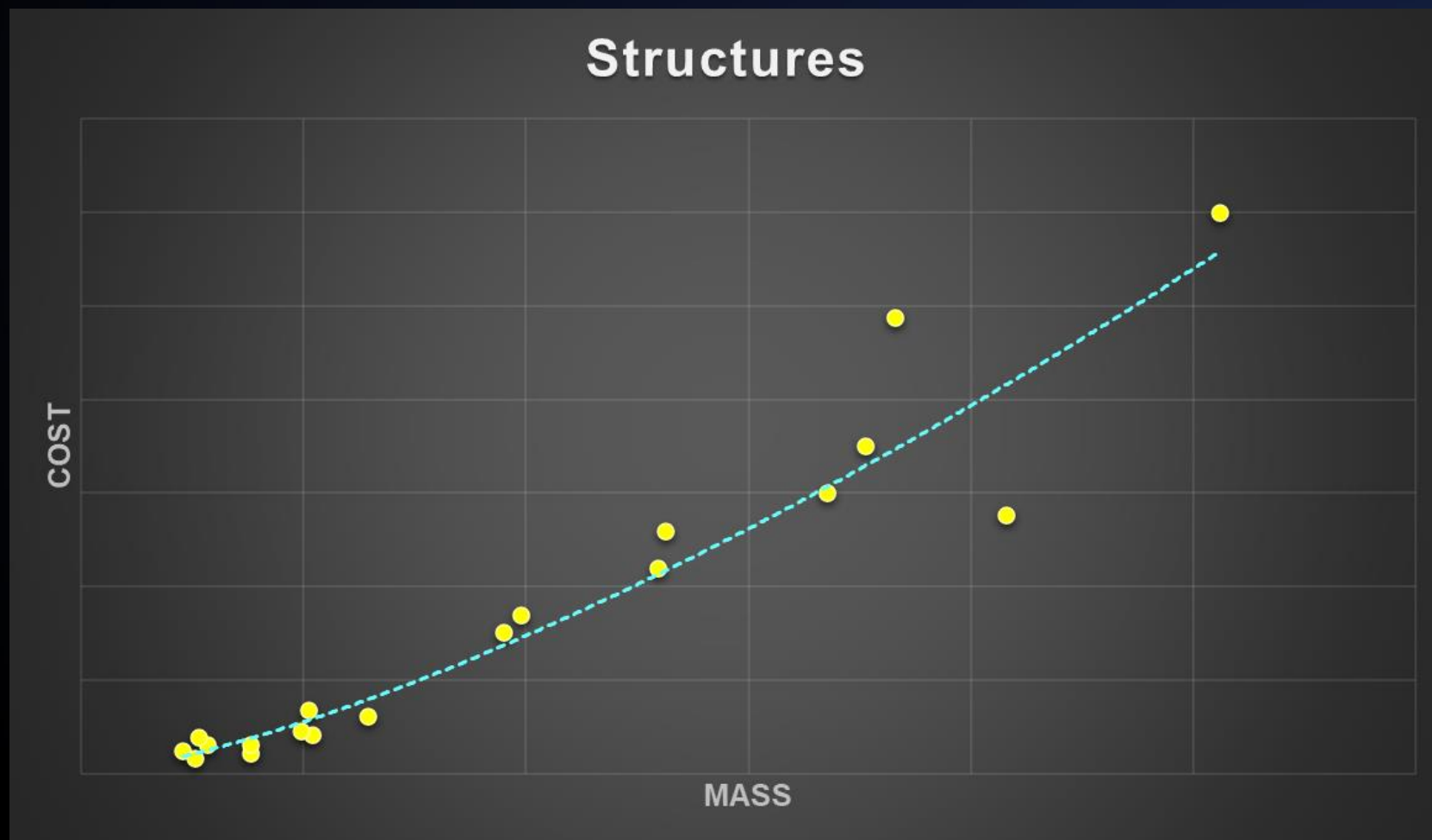
**Cost-to-cost:** Cost of one component based on cost of another

**Pro-rata:** In proportion

**References, Analogy:** Need to account for deltas, as good as source

# Space Segment / Platform and Payload Production

**Parametric Method:** CubEM provides estimates down to Equipment Level  
Cost Estimating Relationships (CERs)



**CER:** a mathematical formula where a dependent variable (cost) is expressed as a function of one (single-variate) or more (multi-variate) independent cost-driving parameters (e.g. mass, power)

$$\text{Cost} = a + b \cdot \text{Mass}^{c1}$$

a = intercept  
b = characteristics of the product  
c1 = cost discount when mass increases

...more than one cost driver?



# Space Segment / Platform and Payload Development

## Cost Factors for development models

- Normalized for **1FM**
- CubEM derives them from Standard satellites'
- Still needed to apply **CERs** for production cost

## Additional MAIT effort at Equipment Level

FM1 = 1	Reference
PFM > FM1	It is the effort to procure FM1 plus qualification tests plus refurbishment.
QM < PFM QM > FM1	A flight-representative QM is the effort to procure FM1 plus qualification tests.
EM expected below of FM1	The EM is not flight representative, it excludes hi-rel parts, it might be a partial model, it might be a down scaled model.
SM = QM	This is true for flight-representative structures.
SM < FM1	In case of PFM approach the SM may count for qualification tests and refurbishment only.
SM much below FM1	Mass dummies
FM2 to FMn < FM1	Effect of learning curve

Typical models at equipment level:

- Bread Boards (BB)
- Structural Model (SM) or Structural Thermal Model (STM)
- Engineering Model (EM)
- Engineering Qualification Model (EQM)
- Qualification Model (QM)
- Proto Flight Model (PFM)
- Flight Model (FM)
- Spares

If:

$$1EM = a \cdot 1FM$$

$$1QM = b \cdot 1FM$$

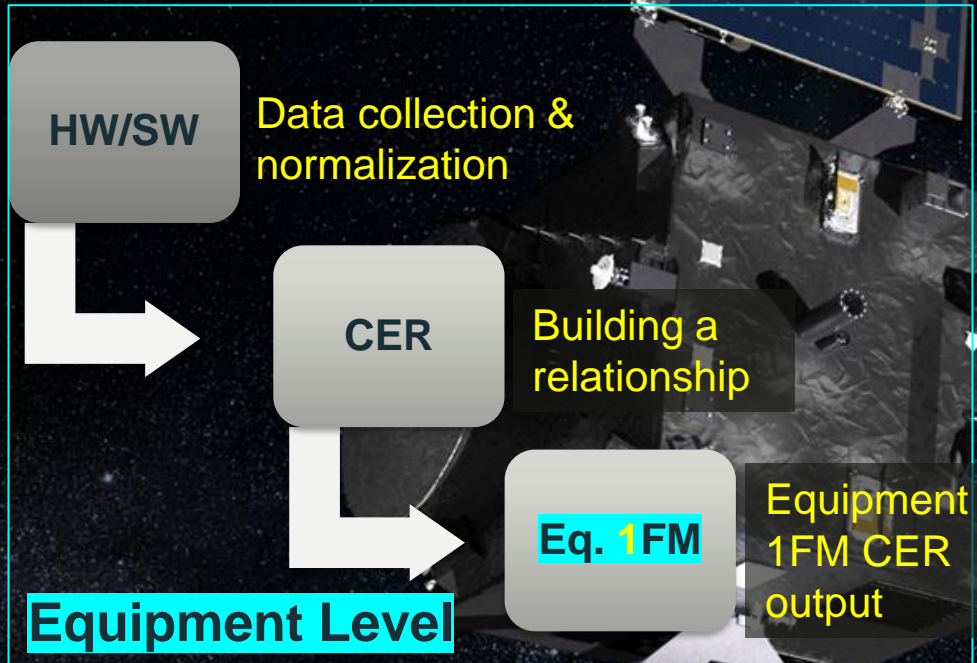
$$\text{HW Matrix of component} = 1EM + 1QM + 1FM$$

$$\text{Cost of component} = (a + b + 1) \cdot \text{cost of 1FM}$$

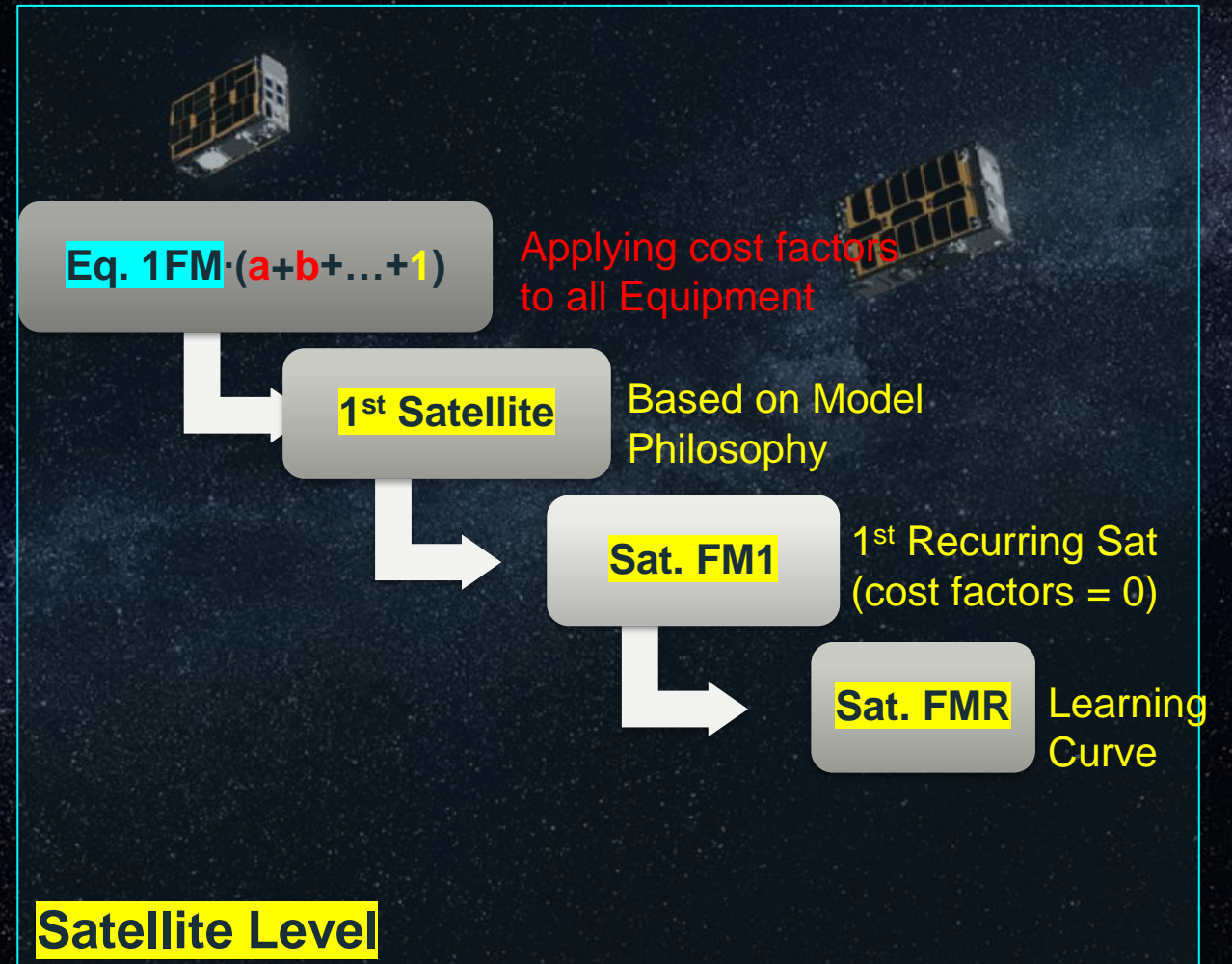


# Space Segment / Platform and Payload modelling

## Production cost from CER



## Development cost from Cost Factors





# Space Segment / Platform - CER formulation and cost-drivers

$$Cost = a + b \cdot X_1^{c_1} \cdot X_2^{c_2} \cdot \dots \cdot X_m^{c_m} \cdot d_1^{x_{m+1}} \cdot d_2^{x_{m+2}} \cdot \dots \cdot d_n^{x_n}$$

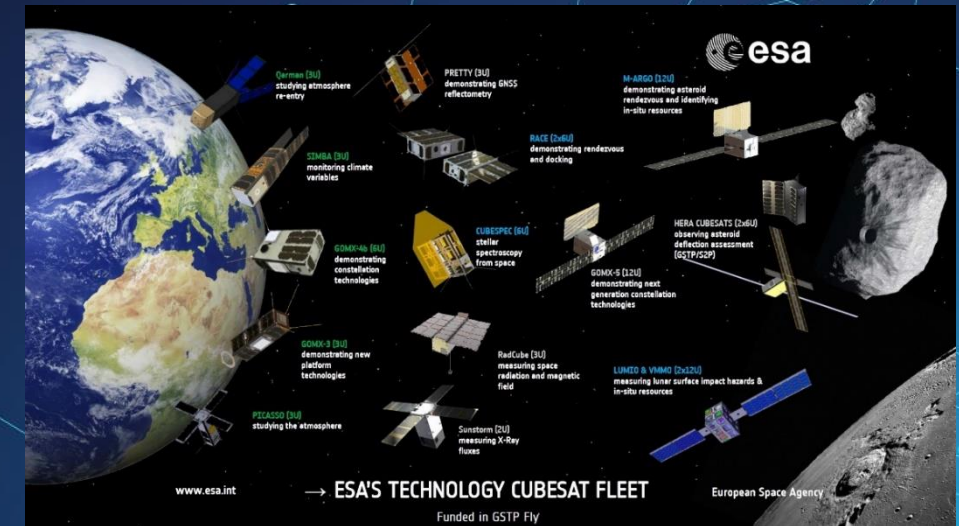
	CubEM CERs	2nd Input	3rd Input
AODCS&GNC	ADCS boards CubEM CER	Thickness [mm]	
AODCS&GNC	Earth/Nadir Sensors CubEM CER		
AODCS&GNC	Gyros CubEM CER		
AODCS&GNC	Magnetometers CubEM CER		
AODCS&GNC	Magnetorquers CubEM CER	Mag moment [Am2]	
AODCS&GNC	Reaction Wheels CubEM CER	Momentum [mNm]	Dimensions [mm3]
AODCS&GNC	Star Trackers CubEM CER	Cross Boresight ["]	
AODCS&GNC	Sun Sensors CubEM CER		
Communications	GNSS/UHF antennas CubEM CER		
Communications	S-/X-/K-band antennas CubEM CER	S-band [Yes, No]	
Communications	TxRx CubEM CER		
OBDR	OBCs CubEM CER		
Power	Power Systems CubEM CER	Capacity [Wh]	
Power	PCDUs CubEM CER		
Power	Solar Panels CubEM CER	Deployable [Yes, No]	
Propulsion	Propulsion Systems CubEM CER	Electrical [Yes, No]	
Structure	CubeSat Deployers CubEM CER		
Structure	CubeSat Structures CubEM CER		
Structure	Harness CubEM CER		
Structure	Mechanisms CubEM CER		
Other	CubeSat Platforms CubEM CER		
Payload	Hypersp. Optical Cameras CubEM CER	Lens [mm]	
Payload	Not Hypersp. Optical Cameras CubEM CER	Dimensions [mm3]	

Other than the **Mass (1<sup>st</sup> Input)** – they are: **Quantitative Variables** or **Categorical Variables**

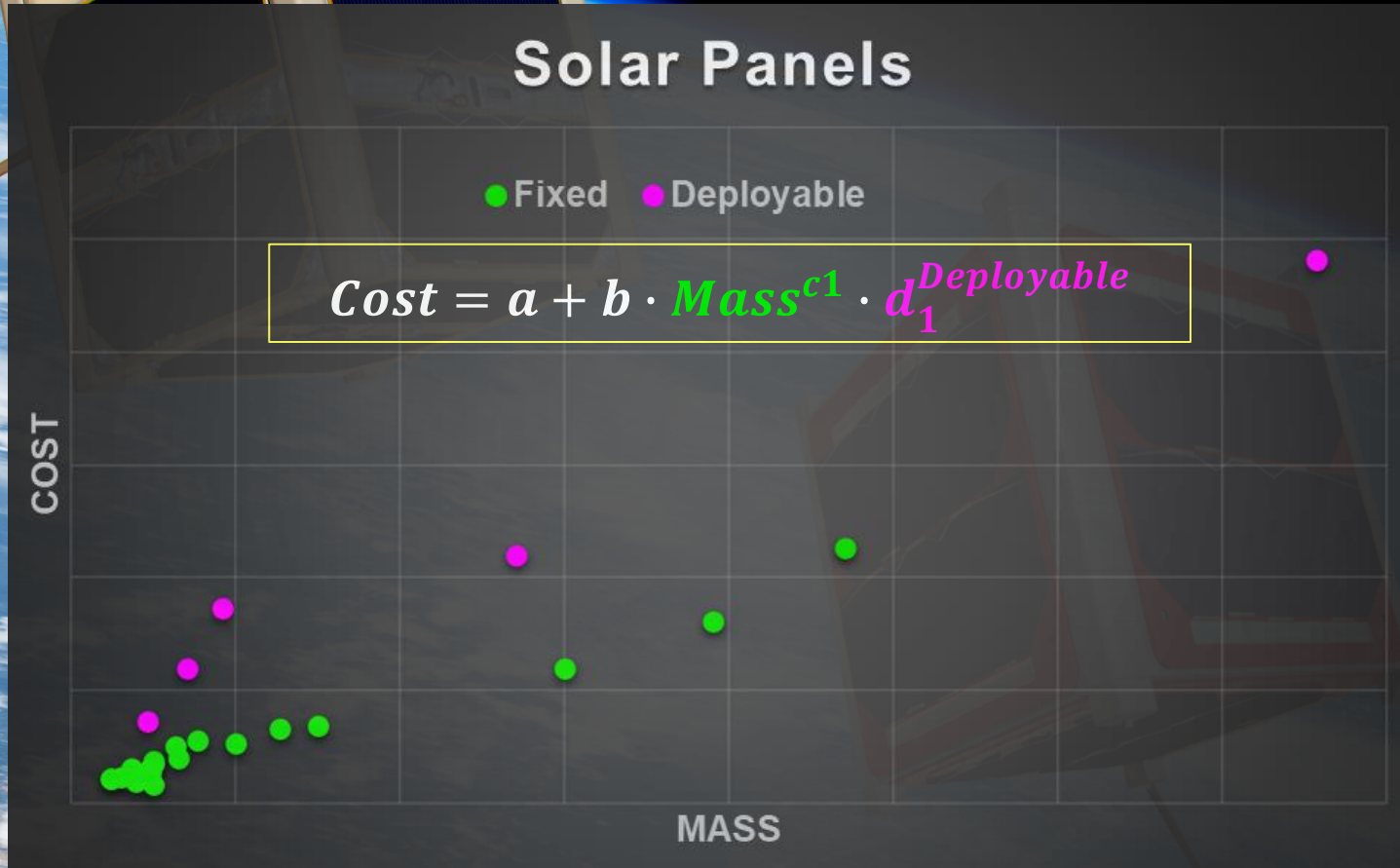
CubEM database: COTS

- [www.cubesatshop.com](http://www.cubesatshop.com)
- High TRL (TRL ≥ 8)
- Normalized to 1FM (Flight Model)

ESA, ESA - Technology CubeSats



# Space Segment / Platform - Multi-variate CER example





# Space Segment / Platform - ZMPE method

ZMPE = Zero Percentage Bias Minimum Percentage Error

A constrained minimization process: model accurate (1.) and unbiased (2.)

1. Minimum Percentage Error:

minimize SSE  $\sum_i \left( \frac{y_i - \hat{y}}{\hat{y}} \right)^2$

2. Minimum Percentage Bias:

subject to constraint  $\text{BIAS} = \sum_i \left( \frac{y_i - \hat{y}}{\hat{y}} \right) = 0$

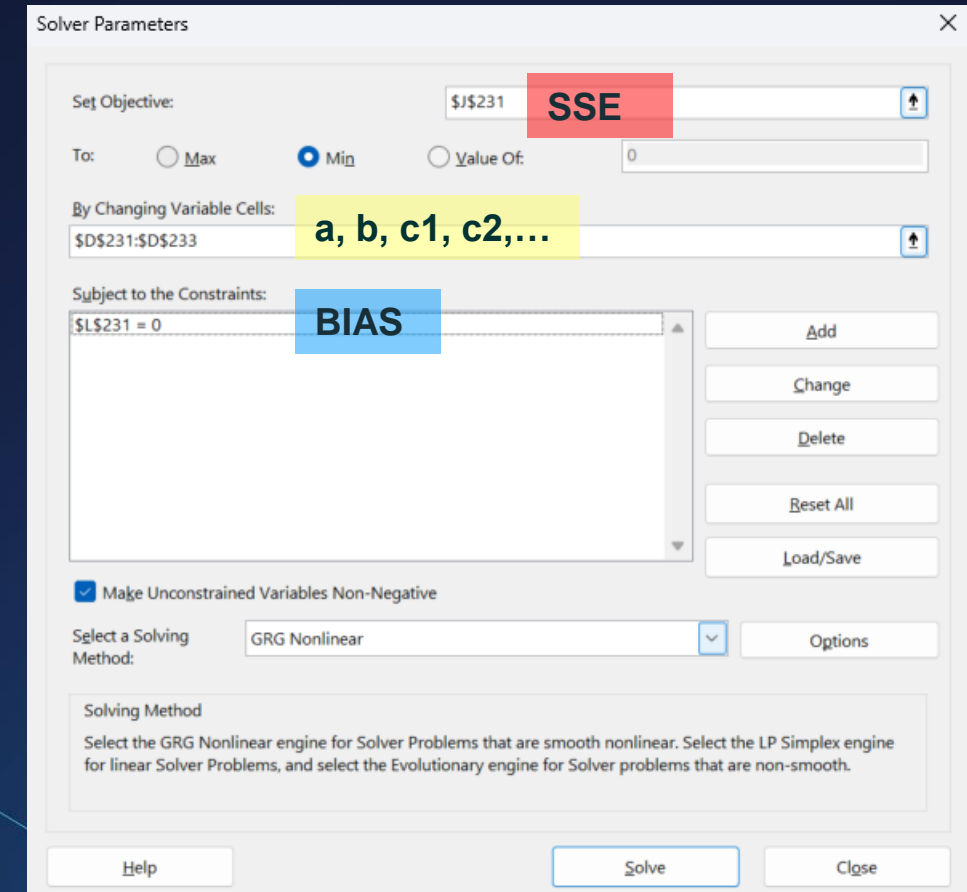
$y_i$  = actual values

$\hat{y}$  = estimated values =  $a + b \cdot X_1^{c1} \cdot X_2^{c2} \dots$

[CER Development Handbook.pdf \(army.mil\)](#)

CubEM uses the Excel solver

Is the CER a good fit?



# Space Segment / Platform - Assessing CER's quality

## CERs quality metrics

$$\text{SSE} = \sum_i \left( \frac{y_i - \hat{y}}{\hat{y}} \right)^2$$

Estimated values deviating from actuals (accuracy)

$$\text{BIAS} = \sum_i \left( \frac{y_i - \hat{y}}{\hat{y}} \right)$$

BIAS > 0 overestimation, BIAS < 0 underestimation

$$R^2 = 1 - \frac{(y_i - \hat{y})^2}{(y_i - \langle y \rangle)^2}$$

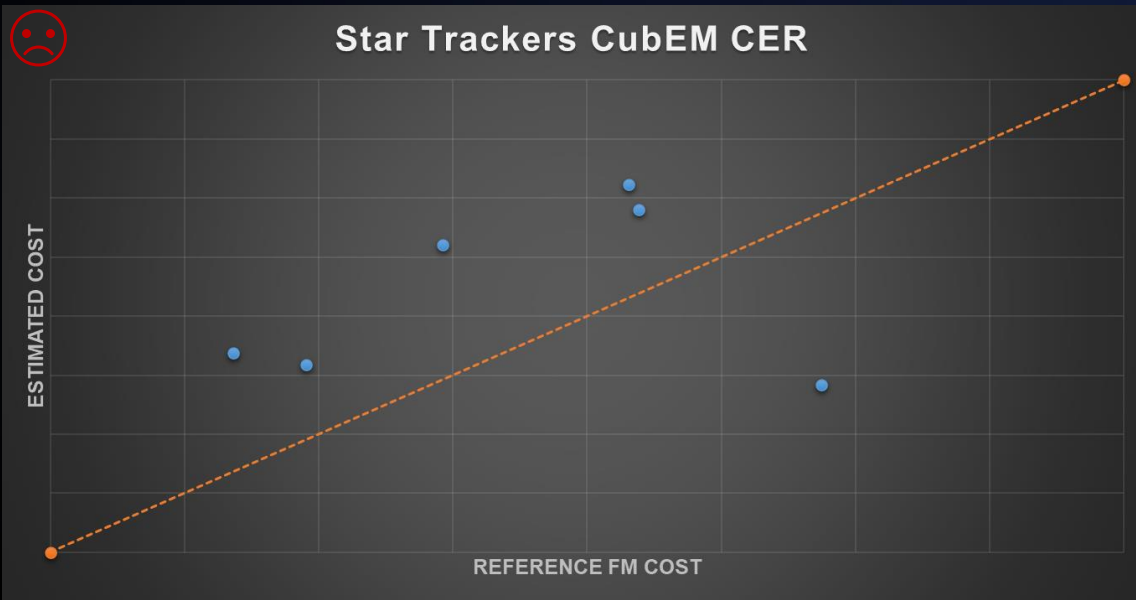
Cost drivers as good predictors ( $0 \leq R^2 \leq 1$ )

We aim at:

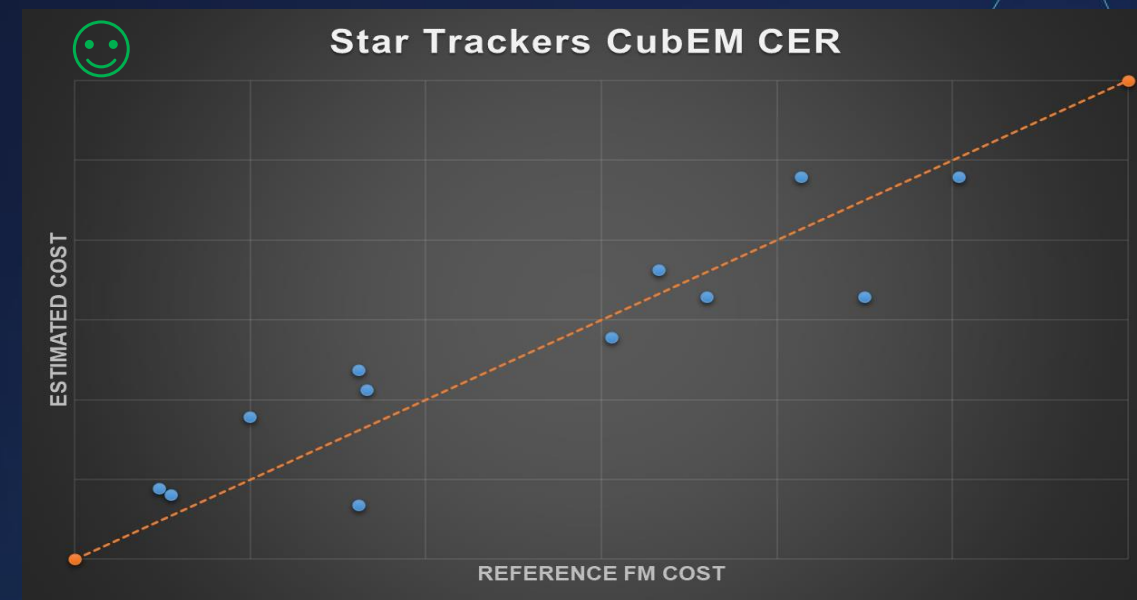
**Min(SSE)**

**BIAS = 0**

**$R^2 \sim 1$**



R2	R2 "close" to 0	SSE	"High" SSE	BIAS
	0.41724		2.83791	0.00000



R2	R2 "close" to 1	SSE	"Low" SSE	BIAS
	0.89629		0.42426	0.00000



# Space Segment / Platform - CER database example

Sun Sensors CubEM	Cost [€]	EC	Cost [€] EC 2004	Mass [g]	$\hat{y}$	$((y_i - \hat{y})/\hat{y})^2$	$(y_i - \hat{y})/\hat{y}$	$(y_i - \hat{y})^2$	$(y_i - \langle y \rangle)^2$
Sun Sensor 1	7,000	2021	5,396	10	3,905	0.1459601629	0.3820473308	2,225,213	3,088,479
Sun Sensor 2	9,000	2021	6,938	20	5,808	0.0378936924	0.1946630228	1,278,051	10,884,659
Sun Sensor 3	1,300	2021	1,002	3	1,798	0.1958785342	- 0.4425816695	633,138	6,952,066
Sun Sensor 4	3,200	2021	2,467	12	1,850	0.1110286078	0.3332095554	380,124	1,373,543
Sun Sensor 5	8,000	2021	6,167	30	4,133	0.2423159034	0.4922559328	4,138,684	6,392,295
Sun Sensor 6	9,000	2021	6,938	40	7,234	0.0016744505	- 0.0409200503	87,626	10,884,659
Sun Sensor 7	2,000	2021	1,542	7	1,820	0.0233995865	- 0.1529692340	77,528	4,397,630
Sun Sensor 8	11,000	2021	8,480	45	7,234	0.0296558802	0.1722088274	1,551,934	23,435,035
Sun Sensor 9	2,500	2021	1,927	20	2,435	0.0435507090	- 0.2086880663	258,325	2,929,598
Sun Sensor 10	3,300	2024	2,194	15	2,435	0.0098709571	- 0.0993526905	58,551	2,088,955
Sun Sensor 11	5,000	2024	3,324	2	1,795	0.7246318760	0.8512531210	2,335,496	99,433
Sun Sensor 12	500	2024	332	1	1,778	0.6611006883	- 0.8130809851	2,090,036	10,932,849
Sun Sensor 13	900	2024	598	5	1,802	0.4462842489	- 0.6680450950	1,449,411	9,245,281

CER parameters		Quantity	Inputs	R2	SSE	BIAS	SSE bis	SST
a =	100.000			0.82132	2.67325	0.00000	16564116	92704481
b =	10.000							
Technical variable	c1 =	1.000	Mass [g]	25				
			Chosen EC =	2004				

Example values

Stand-alone Estimate 350

$$= a + b * \text{Mass}^{\wedge} c1$$

# Space Segment / Platform - Improving CER's quality

Improving quality:

Remove clear outliers

Re-check actual data sheet  
(your data may be wrong! –  
third-party resellers)

Remove points if assumptions  
(e.g. cost up to PFM, very low  
TRL, batch order...)

Expand data set (RFQs, re-  
check of online sources)



Change solver objective...

**SSE** ↓  
**R<sup>2</sup>** ↑

R2	SSE	BIAS	SSE bis	SST
0.96738	0.12533	0.00000	#####	#####

**Solver Parameters** Example values

Set Objective:  **R2**

To: ☒ Max ☐ Min ☐ Value Of:

By Changing Variable Cells:  **a, b, c1, c2,...**

Subject to the Constraints:  

\$K\$257 <= 0.3

\$L\$231 = 0

**SSE**

**BIAS**

Add

Change

Delete

Reset All

Load/Save

☒ Make Unconstrained Variables Non-Negative

Select a Solving Method:

Solving Method

Select the GRG Nonlinear engine for Solver Problems that are smooth nonlinear. Select the LP Simplex engine for linear Solver Problems, and select the Evolutionary engine for Solver problems that are non-smooth.

Help

Solve

Close



# Space Segment / Platform - Remarks

## Selection of Cost drivers:

- Scatter plots analysis
- Physics and logic
- Specs easy to retrieve!

## Data gathering:

Remove noise (e.g. engineering, harness, delivery...)

## Data gathering:

Discounts for batch purchases – company image (ROM 5-15%)



## Less is more

### CER parameters

a = 449.0360882

b = 41.1587

c1 = 0.5743374

c2 = 0.5351528

### CER parameters

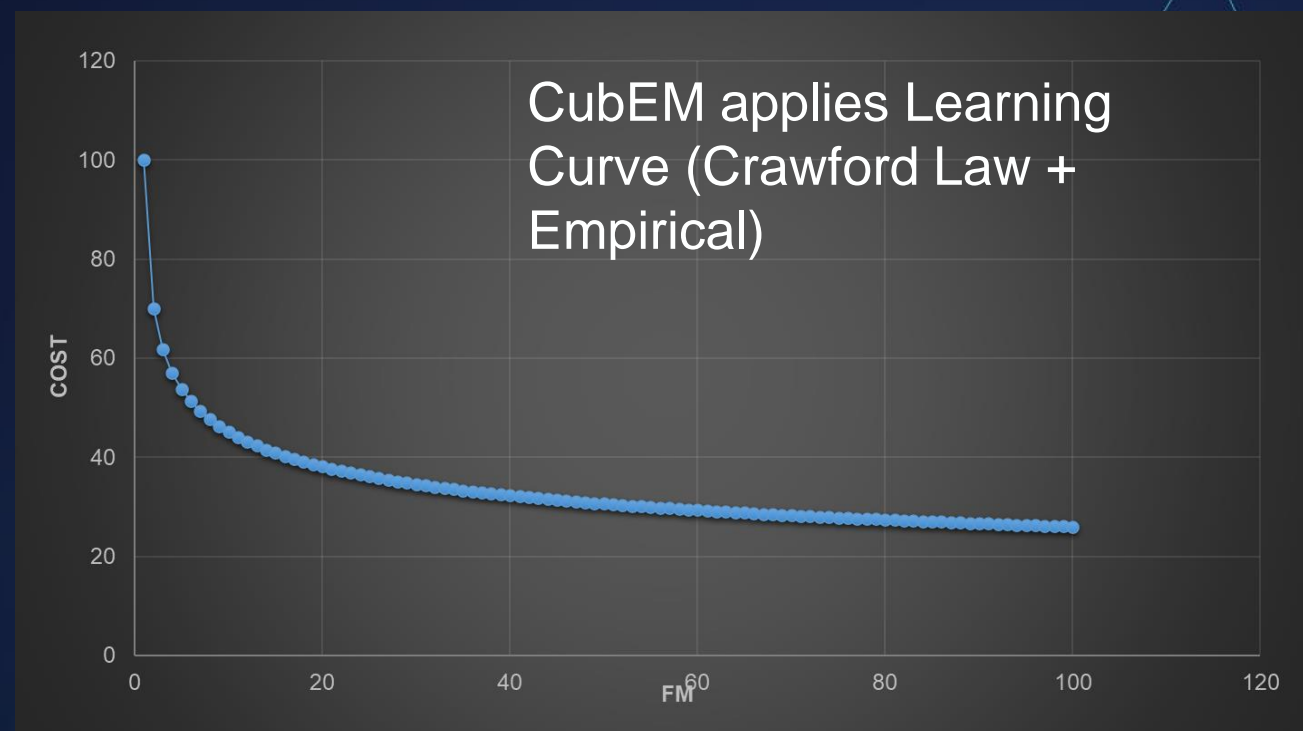
a = 449.0360882

b = 41.1587

c1 = 0.5743374

c2 = 0.0535152

**Example values**



# Space Segment / Payload - Tailored to each mission

Camera	Not LEO (Moon)
Camera	Earth Observation
Camera	Earth Observation
Camera	ADR
Camera	Earth Observation
Camera	Earth Observation
Cryocooler	Earth Observation
GNSS-R	Earth Observation
GNSS-R	IOD IOV
GNSS-R	Earth Observation
Internet of Things 5G	IOD IOV
Langmuir Probe	Earth Observation
Laser Communication Terminal	Earth Observation
LiDar	ADR
Magnetometer	Earth Observation
Magnetometer	Earth Observation
Magnetometer	Earth Observation
Mass spectrometer	Earth Observation/IOD IOV
Radiation Monitor	Earth Observation
Radiometer	Earth Observation
Receiver	IOD IOV
Receiver	Earth Observation/IOD IOV
SAR	Earth Observation/IOD IOV
Spectrometer	Earth Observation/IOD IOV
Spectrometer	Earth Observation/IOD IOV
Spectrometer + Telescope	Earth Observation
Telescope	Earth Observation
Telescope	Earth Observation/IOD IOV
Telescope	Earth Observation/IOD IOV

Analogy & accounting for deltas (size, complexity)

Experience helps

Is reference applicable?

Low TRL

CubEM does not provide a standard method for payload estimation: Manual Input

Payload models could be built with larger dataset, proper drivers should be identified (e.g. power)



# CubEM layout Equipment Level

CubEM Estimating Project		Example values			+ 1EM + 1PFM € EC2025	+ 1EM + 1PFM + 3FM € EC2025
Equipment name	Unit Quantity	Unit Mass [kg]	Selected CubEM CER	Other Estimating Method	1st Satellite cost Phase C/D	All Satellites cost Phase C/D
<b>Platform</b>					<b>615,000</b>	<b>1,358,000</b>
<b>AODCS&amp;GNC</b>					<b>131,000</b>	<b>299,000</b>
Eq 6	1	0.3	Magnetometers CubEM CER		108,000	238,000
Eq 19	2	0.05	Gyros CubEM CER		23,000	61,000
Eq 32	1	1		Comment on estimating methc	-	-
<b>Communications</b>					<b>77,000</b>	<b>153,000</b>
Eq 2	1	0.5	GNSS/UHF antennas CubEM CER		56,000	99,000
Eq 17	2	0.05	S-/X-/K-band antennas CubEM CER		9,000	23,000
Eq 22	2	0.05		Comment on estimating methc	12,000	31,000
<b>OBDH</b>					<b>35,000</b>	<b>93,000</b>
Eq 16	2	0.05	OBCs CubEM CER		35,000	93,000
<b>Power</b>					<b>250,000</b>	<b>531,000</b>
Eq 18	2	0.05	Power Systems CubEM CER		12,000	31,000
Eq 23	2	0.34	PCDUs CubEM CER		75,000	201,000
Equipment test	1	1.3	Solar Panels CubEM CER		163,000	299,000
<b>Propulsion</b>					<b>10,000</b>	<b>23,000</b>
Eq 38	1	0.05	Propulsion Systems CubEM CER		10,000	23,000
<b>Structure</b>					<b>78,000</b>	<b>177,000</b>
Eq 7	1	0.05	CubeSat Deployers CubEM CER		51,000	112,000
Eq 33	1	0.05		Comment on estimating methc	25,000	60,000
Eq 34	1	0.05	CubeSat Structures CubEM CER		2,000	5,000
<b>Thermal</b>					<b>34,000</b>	<b>82,000</b>
Eq 28	1	0.05		Comment on estimating methc	34,000	82,000
Eq 29	1	0.05		Comment on estimating methc	-	-
<b>Payload</b>					<b>322,000</b>	<b>757,000</b>
Eq 9	1	0.05	Hypersp. Optical Cameras CubEM CER		30,000	73,000
Eq 14	2	0.012	Not Hypersp. Optical Cameras CubEM CER		29,000	77,000
Eq 15	2	0.05		Comment on estimating methc	263,000	607,000

# CubEM layout Equipment Level

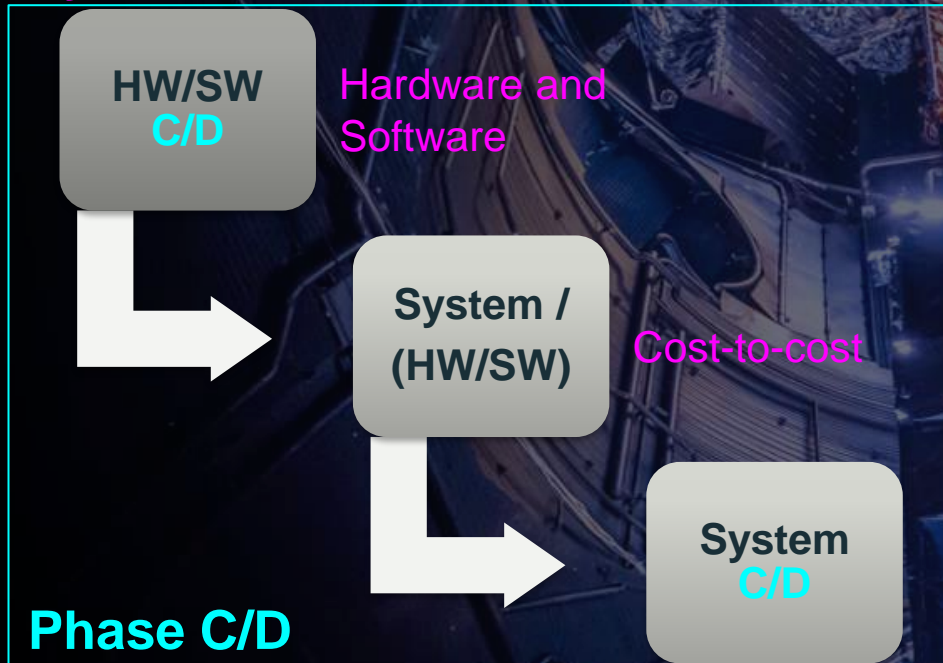
CubEM Estimating Project	Example values	
Equipment name	TRL of Equipment	<div> <div>x BB</div> <div>x SM</div> <div>x STM</div> <div>x EM</div> <div>x EQM</div> <div>x QM</div> <div>x FM</div> <div>x PFM</div> <div>x SP</div> </div>
<b>Platform</b>		<b>1st Satellite(s) Hardware Matrix at Equipment Level</b>
<b>AODCS&amp;GNC</b>		
Eq 6	<div><div></div><div></div><div></div><div></div><div></div></div>	1 SM1 EM1 PFM
Eq 19	<div><div></div><div></div><div></div><div></div></div>	1 EM1 FM1 PFM
Eq 32	<div><div></div><div></div></div>	1 EM1 PFM
<b>Communications</b>		
Eq 2	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	1 EM2 EQM1 PFM
Eq 17	<div><div></div><div></div><div></div><div></div><div></div></div>	1 EM1 FM1 PFM
Eq 22	<div><div></div><div></div></div>	1 EM1 FM1 PFM
<b>OBDH</b>		
Eq 16	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	1 EM1 FM1 PFM
<b>Power</b>		
Eq 18	<div><div></div><div></div><div></div><div></div><div></div></div>	1 EM1 FM1 PFM
Eq 23	<div><div></div><div></div><div></div><div></div></div>	1 EM1 FM1 PFM
Equipment test	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	1 EM1 QM1 PFM
<b>Propulsion</b>		
Eq 38	<div><div></div><div></div><div></div><div></div><div></div></div>	1 EM1 PFM
<b>Structure</b>		
Eq 7	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	1 SM1 EM1 PFM
Eq 33	<div><div></div><div></div><div></div><div></div><div></div><div></div></div>	1 EM1 PFM
Eq 34	<div><div></div><div></div><div></div><div></div><div></div><div></div></div>	1 EM1 PFM
<b>Thermal</b>		
Eq 28	<div><div></div><div></div><div></div><div></div><div></div></div>	1 EM1 PFM
Eq 29	<div><div></div><div></div><div></div><div></div><div></div><div></div></div>	1 EM1 PFM
<b>Payload</b>		
Eq 9	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	1 EM1 PFM
Eq 14	<div><div></div><div></div><div></div><div></div><div></div><div></div></div>	1 EM1 FM1 PFM
Eq 15	<div><div></div><div></div><div></div><div></div><div></div></div>	1 EM1 EQM1 FM1 PFM

# Space Segment / System Level activities - CubEM approach

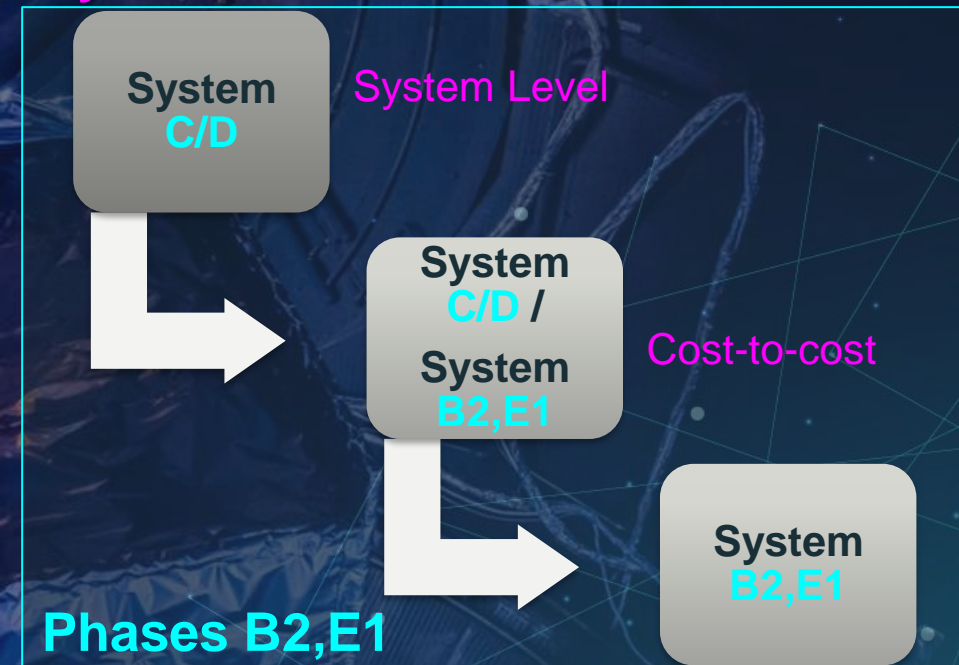
**Cost-to-cost relationships:** estimating the cost of one component/phase of a project based on the cost of another component/phase

System / (HW/SW) depends on Model Philosophy at System Level: normalization needed

## System Level from HW/SW



## System Phases B2/E1 from Phase C/D

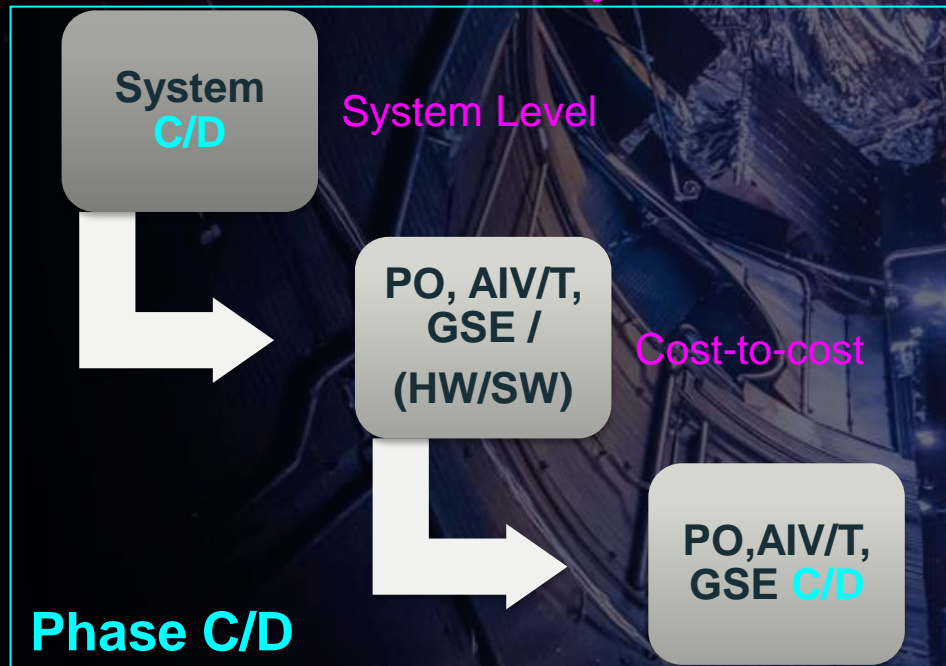




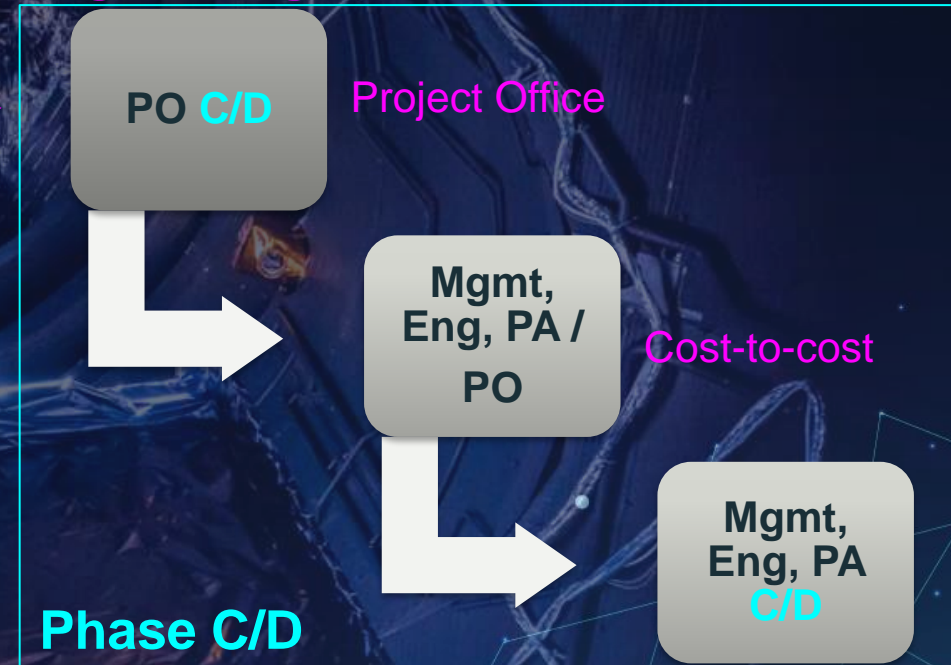
# Space Segment / System Level activities - CubEM approach

Cost-to-cost need tuning and validation

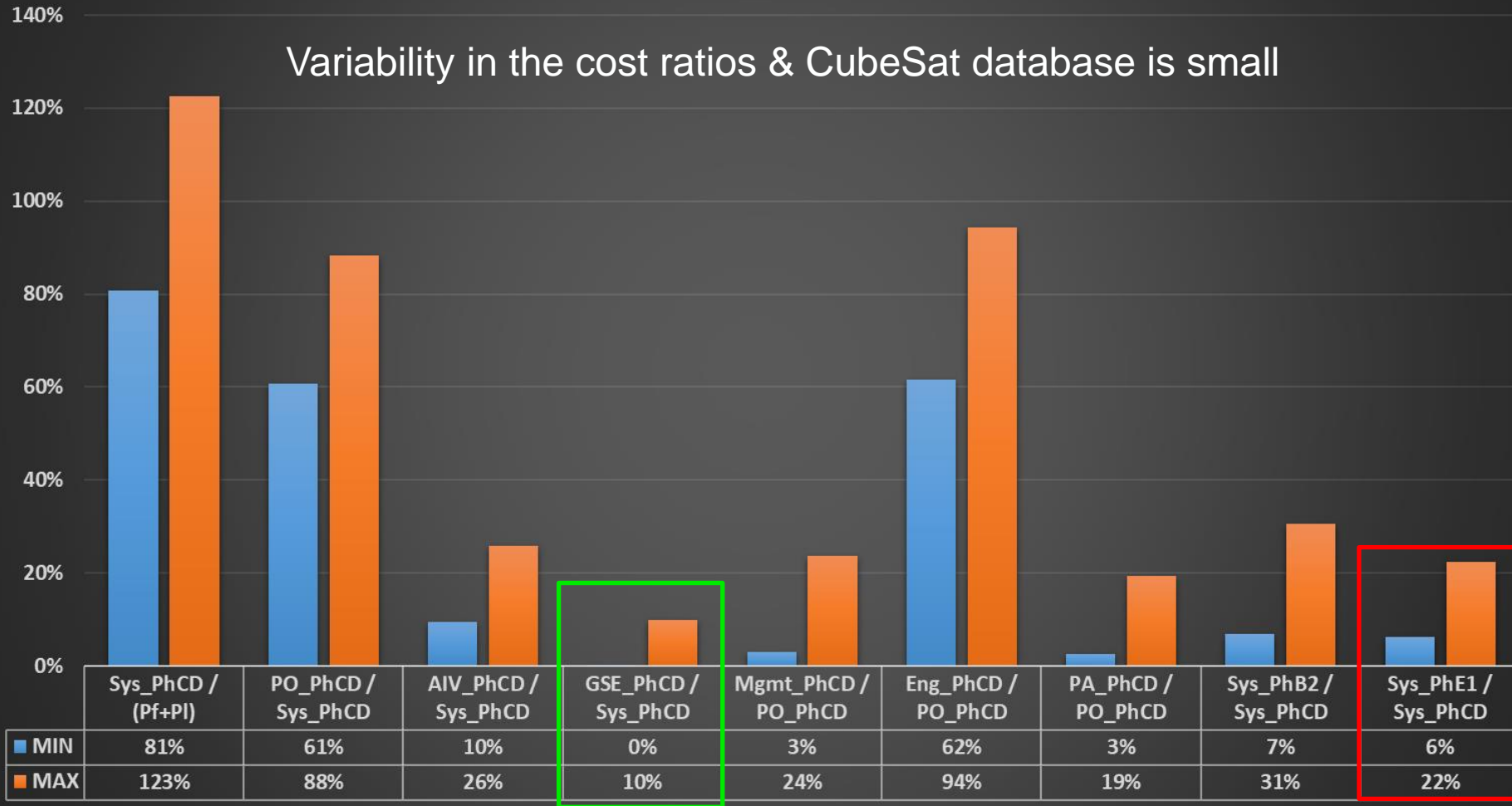
PO, AIV/T, GSE from System



Mgmt, Eng, PA from PO



Recurring Sats = x% FM1



- need of a complexity correction
- number of Us not enough

Average lower than for  
Standard large satellites:  
CubeSat modularity

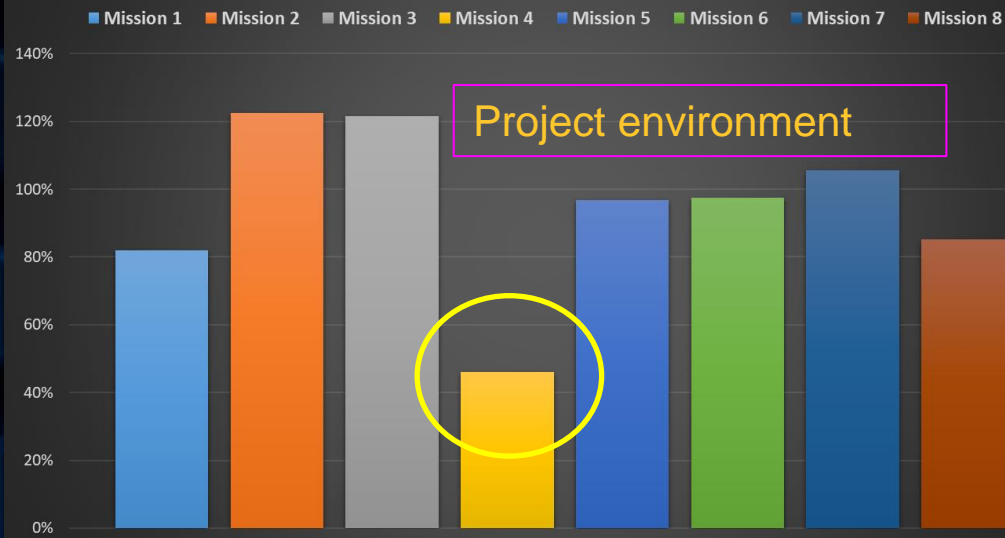
Average higher than for  
Standard large satellites:  
CubeSat higher E1 over C/D



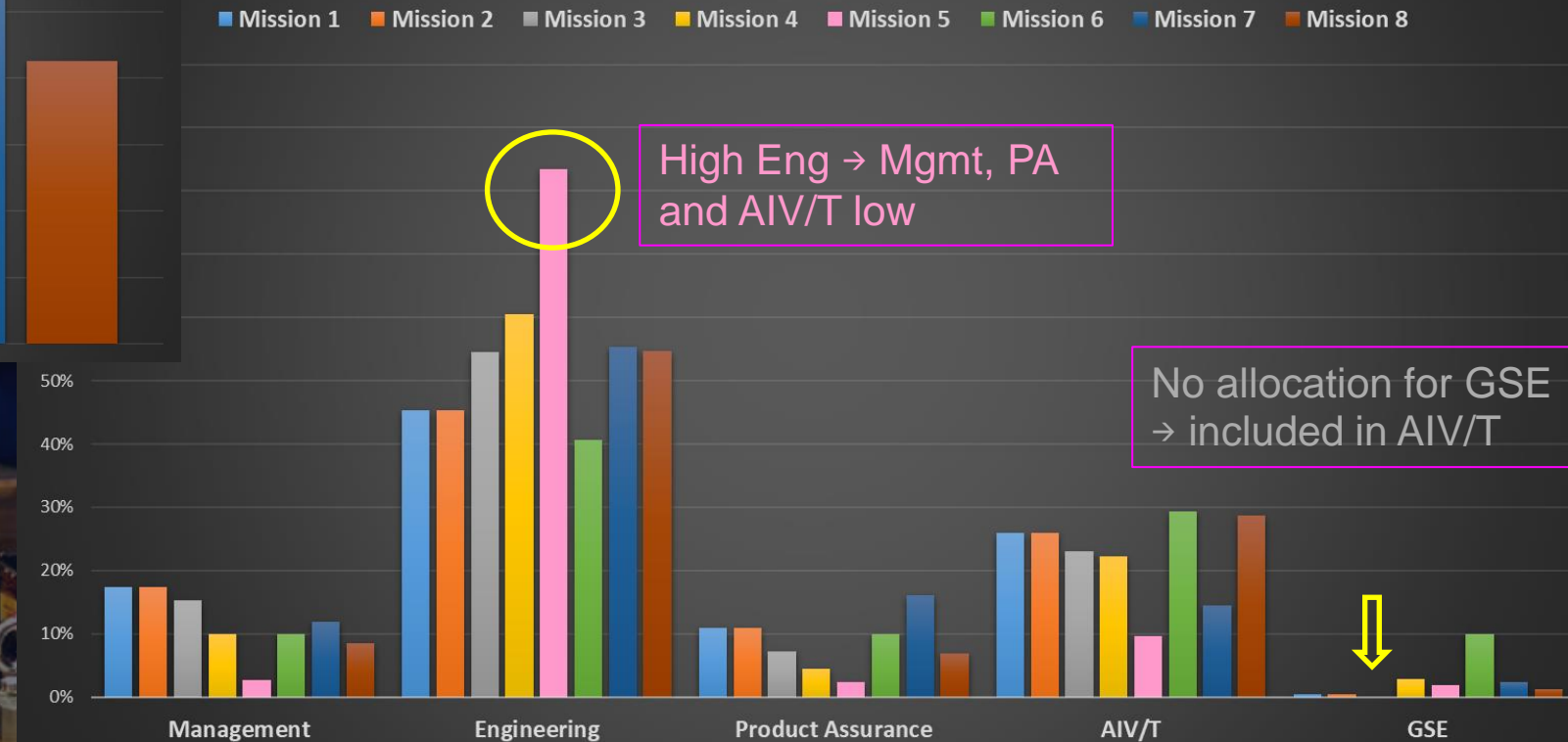
# Space Segment / System Level activities – Limitations

Model limited by the available data set (small)

System Level activities cost / HWSW cost



Manpower cost categories as a % of total Phase C/D System Level activities cost



Financial data not always detailed

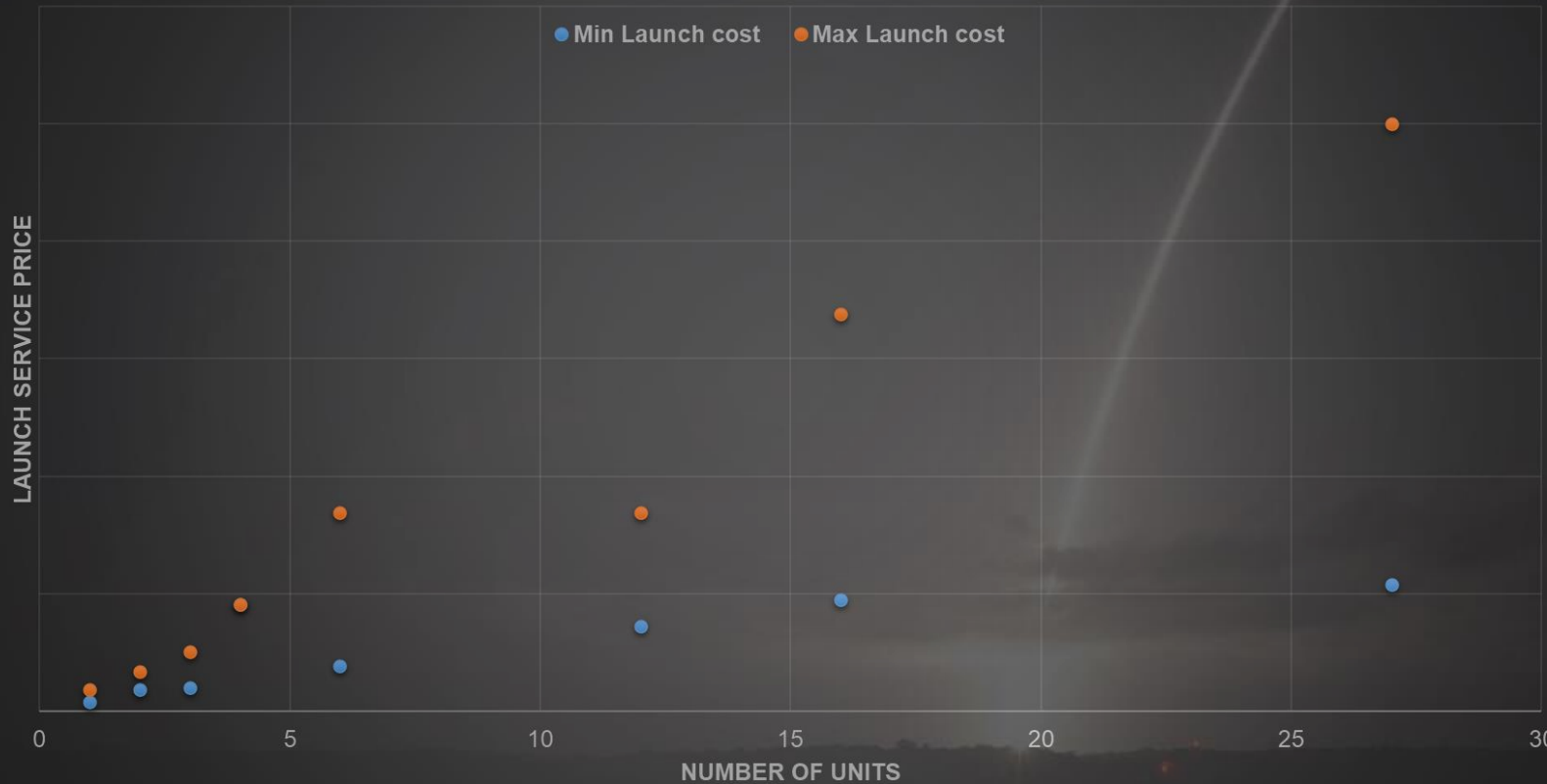


## Example values

# Launch Segment

Rideshare or Dedicated  
Broker, Orbit specific requirements

Launch Service Price range



## Remarks:

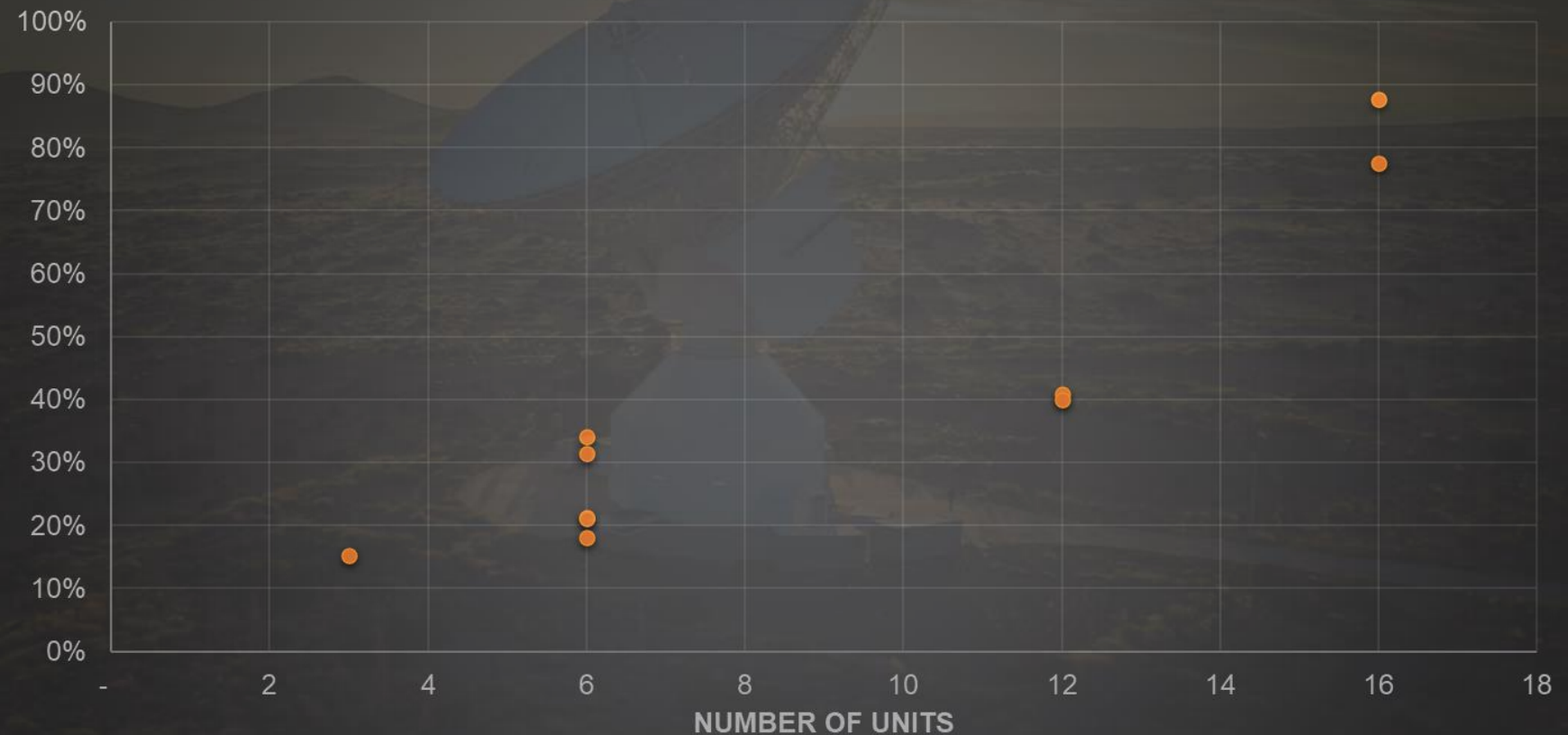
- Wider range for heavier sats
- CubeSats: price is quantized
- If micro-launcher needs maiden flight → can commit to mass/cost?

# Ground Segment & Operations

Not trivial to link manpower assessment to Number of Units

References/Analogy (with care)  
CubeSats have autonomy

Operations manpower as a % of a ROM 60kg Sat



Manpower  $\propto$  CubeSat size, if size  $\propto$  complexity

- autonomy, orbit, manoeuvres (e.g. CAMs), payload, etc.

CubEM: ops extra FMR as a % of 1<sup>st</sup> Sat



# CubEM layout Grand Total Level

Estimate date: Q2 2024 Cost Engineer: G.C.	Phase B2	Phase C/D	Phase E1	Phase E2	TOTAL Ph B2/CD/E1/E2
CubEM Estimating Project	Example values				+ 1EM + 1PFM + 3FM € EC2025
Platform		1,358,000			1,358,000
Payload		757,000			757,000
System Level	215,000	1,679,000	155,000		2,049,000
Contingency	49,000	873,000	36,000		958,000
Space Segment	264,000	4,667,000	191,000		5,122,000
Launch Segment			3,651,000		3,651,000
Launch Service Price			3,520,000		
Storage			131,000		
Ground Segment & Ops				2,017,000	2,017,000
Ground Station Manpower				865,000	
Ground Station Renting				1,152,000	
Grand Total					10,790,000

# Future works

- CERs for thermal subsystem and OBSW
- Larger payload database & (hopefully) CER
- Larger database for heavier components

## Depending on available data sources

- Extensive validation of System Level cost-to-cost
- Operations complexity assessment (manpower)
- **Modelling of the User and Data segment**

# Conclusions

## Platform Parametric approach:

- Minimal, early inputs & traceable results
- But time consuming and needs maintenance

## Payload analogy and references approach:

- Experience needed
- Case-by-case basis

## Launch Service Price References approach:

- Quotations depend on company image

## System Level cost-to-cost approach:

- Importance of tuning and manual override
- Data need normalization and validation
- Larger dataset helps sound statistic

## Contingency pro-rata approach:

- Early phases have higher allocation

## Ground Segment & Operations analogy approach:

- Need to verify if references applicable





# Thank you!

## SCEC

SPACE COST ENGINEERING CONFERENCE

3-4 October 2024

Toulouse  
France



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