



### Brian Barnett

Founder, CEO at Solstar Space Co.

Santa Fe, New Mexico

Message



Solstar Space Company



International Space University



See contact info



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M. Brian Barnett is a senior executive, a serial high tech entrepreneur, a project manager, and a management consultant. He has expertise in commercial and civil space, the mobile satellite services (MSS) industry, the solar and clean energy industries, and technology commercialization. He has 30...

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### Experience

#### Founder, President/CEO

Solstar Space Company

May 2017 – Present • 1 yr 2 mos

Santa Fe, New Mexico Area

Solstar is developing proprietary products and technologies enabling commercial internet services for astronauts and micro-satellites/assets in suborbital and orbital space. Solstar services enable anyone on the Earth to have 24/7 access to their assets or colleagues located in space via any internet-connected device.

#### President/CEO

Solstar Energy Devices LLC

Nov 2003 – Present • 14 yrs 8 mos

Albuquerque, New Mexico Area

Solstar is the world's leading provider of portable solar chargers for satellite phones and other mobile satellite communications devices.

Solstar's solar chargers have been certified to charge devices manufactured by: Iridium, INMARSAT, Globalstar, Thrane & Thrane (Denmark), and Add Value (Singapore), Hughes and Cobham. Representative customers include General Dynamics, US Dept. of Defense, and Colombian Armed Forces. Solstar sells its solar chargers through a world-wide network of distributors. Solstar's solar chargers have been used to help disaster recovery efforts during the 2004 Thailand Tsunami, Hurricane Katrina (2005), the Haiti earthquake (2010), and the Philippine typhoon in 2013.

Solstar's owns a world-class solar test facility located at New Mexico State University in Las Cruces, New Mexico USA where we vigorously test all our solar products before putting them on the market.

Solstar was ranked by the New Mexico Business Journal as a Fast Company, the fastest growing high tech companies in New Mexico.



## President/CEO

### Satwest LLC

Aug 1999 – Dec 2014 • 15 yrs 5 mos  
Albuquerque, New Mexico Area

Mr. Barnett founded Satwest in 1999. Satwest is a distributor of mobile satellite services (MSS) and equipment and a payload development and integration company for suborbital and orbital research payloads.

Satwest's global satellite-based communications products and services include aviation tracking and communications devices, handheld satellite phones, mobile hot spots, and backup communications for continuity of operations. Satwest uses global satellite-based telecommunications systems, including INMARSAT, Globalstar, and Iridium. Satwest customers have included Wal-Mart, UK Ministry of Defence, L-3, Sandia National Laboratories (SNL), Los Alamos National Laboratory, Public Service Company of New Mexico, New Mexico Gas, and the States of New Mexico and Pennsylvania. Satwest provides MSS products to the following industries:

Satwest's space services division is developing satellite communications systems to provide low-cost Wi-Fi, data communications, and voice communications on-board suborbital reusable launch vehicles for Research Payloads, Payload Operators, and Space Vehicle Operators. In June 2013, NASA selected Satwest to conduct this research through the Flight Opportunities Program (FOP). November 12, 2013 Satwest successfully sent the first commercial email text message to space. The message was received by Satwest's satellite communication payload launched from Spaceport America.

Satwest was ranked by the Albuquerque Journal as a Flying 40 Company, the fastest growing high tech companies in New Mexico. In 2013, Satwest was selected by the Federal Aviation Administration (FAA) to be an Affiliate Member of the Center for Excellence for the Office of Commercial Space Transportation.



Consulting (now Deloitte)

## Manager

### KPMG Consulting (now Deloitte)

May 1991 – Aug 1999 • 8 yrs 4 mos

Based out of KPMG's Space and High Technology Practice in Washington, D.C., Mr. Barnett managed dozens of high tech consulting projects. He led the project team that wrote the original business plan for what is now Sir Richard Branson's Spaceport America, 1996-1998. Mr. Barnett specialized in conducting market research and technology commercialization analysis for government, aerospace, and renewable energy customers. His clients included NASA, Sandia National Laboratories, Boeing, Lockheed Martin, State of New Mexico, State of Texas, and numerous high tech start-up companies. He managed over 50 consulting engagements and teams to successful completion for commercial and government clients. Mr. Barnett founded and managed KPMG's management consulting practice in Albuquerque, growing it into a million dollar practice.

He provided strategic planning and technology commercialization services to NASA/Johnson Space Center in Houston. Mr. Barnett was responsible for establishing and growing a high technology management consulting practice in New Mexico. In 5 years, he sold over \$1.5 million worth of consulting services. He provides management consulting services to space, satellite, renewable energies, and other technology-based companies and organizations. He has extensive experience in the areas of business development, strategic and business planning, technology commercialization, project management, market research (domestic and international), organizational analysis, and business performance improvement. He has written commercialization plans and marketing plans for over 30 different technologies and technical organizations.

At KPMG, Mr. Barnett provided business planning for communications satellite corporations, remote sensing satellite projects, and commercial spaceports. He has managed technical teams of up to 7 consultants and engagement budgets of up to \$350,000.



## Aerospace Technologist

### NASA

Jan 1987 – May 1991 • 4 yrs 5 mos  
Houston, Texas Area and Huntsville, Alabama

Mr. Barnett was an Aerospace Technologist with NASA/Marshall Space Flight Center and Johnson Space Center. He was responsible for a broad range of activities, while with NASA, as summarized below:

Payload Projects Office

□ Managed two scientific teams to design, develop, and integrate two experiments that flew on

- the Space Shuttle Discovery (both projects were multi-million dollar projects)
- Provided project management support for the Protein Crystal Growth space shuttle experiment (1987)
  - Managed the budget and program control for a \$34.7 million scientific experiment package that flew on the Atlas-1 Spacelab/space shuttle mission in 1992.
  - Awarded NASA Certificates of Appreciation for the Protein Crystal Growth, Phase Partitioning, and Isoelectric Focusing space shuttle experiments (1988).
  - Provided budgeting support to the Waves in Space Plasma (WISP) shuttle payload.

#### Program Development Office

- Provided mission analysis support to the Large Lunar Telescope and Eureka space platform projects

#### Mission Operations Laboratory

- Coordinated the installation of equipment for more than thirty scientific experiments within the International Microgravity Laboratory (IML-1) Spacelab crew training module. Provided training to astronauts who flew on this mission in 1992.
- NASA Mission Operations and Space Shuttle Systems Training Program
- Participated in NASA's professional internship program
- Worked in Mission Operations Directorate, Johnson Space Center, Astronaut Crew Training Division

## Education



### International Space University

Post Grad Diploma (signed by Arthur C. Clarke ,chancellor of the university), Space Science, Business and technology

1989 – 1989

Activities and Societies: Space engineering, International space business and mgt, satellite applications, international space policy and law, space architecture, life sciences, physical sciences, and space resources and manufacturing. Participated in multiple, international cultural exchanges. Studied with young professionals from space agencies from around the world (including U.S., Europe, China, Russia, Japan, Canada). Honors: Full scholarship recipient, PM for Variable Gravity Research Facility design project.

- Studied with young, space professionals from more than 25 countries including the former Soviet Union, Europe, Japan, China, Brazil, Kenya and others.
- Toured Paris, Cote d'Azur, Bordeaux, Toulouse in France; Munich, Germany; Venice, Italy; Barcelona, and Costa Brava in Spain; Andorra.
- Participated in commercial spaceport finance working group
- Prepared and delivered speech to student body and faculty on the topic of U.S. and Soviet relations based on what I had learned during the summer



### University of Alabama in Huntsville

M.S. Management, project management, chemistry, life sciences research on the space shuttle, French language., 3.4

1986 – 1988

Activities and Societies: National Chairman, Students for the Exploration and Development of Space (SEDS), founder and president of campus SEDS chapter, drummer with hockey and basketball band, percussionist with wind ensemble, percussionist with Huntsville Symphony (paid position). Distinguished Student Leader Awardee (1988), National Collegiate Leadership Award (1988), The Space Foundation's 1989 National Excellence Recognition Award for space business research.

Thesis title: "A Commercial Assessment of Protein Crystal Growth in Microgravity". Was awarded prize scholarship for best research in space business by the Space Foundation in Houston.



### University of Oklahoma

B.S. microbiology, physics, chemistry, fine arts (percussion), business, 3.0

1980 – 1985

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Activities and Societies: Drummer in the "Pride of Oklahoma" Marching Band, Delta Upsilon social fraternity, drummer for campus rock band, "The Clutch", percussion ensemble.

Minors in Fine Arts and Business. Completed pre-medicine requirements.

## Skills & Endorsements

### Strategy · 57

 Endorsed by 10 people who know Strategy

### Business Development · 49

 Endorsed by Granger Whitelaw and 2 others who are highly skilled at this

### Start-ups · 39

 Endorsed by Granger Whitelaw and 1 other who is highly skilled at this

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