



Director's Report

February 21, 2006

The Satellite Industry Association (SIA) Director's Report is a weekly executive capsule covering current satellite industry news and events.

Your comments are appreciated. Please contact Cindy Spiers at (202) 349-3632.

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Recent News

The Satellite Industry Association (SIA) announced the addition of two new Associate Members; **Alliant Techsystems Inc.** (ATK) and **Emerging Markets Communications Inc.** (EMC) and the addition of **The DirecTV Group** to the SIA Board of Directors. Emerging Markets Communications, Inc. is a provider of global satellite communications. Utilizing a high quality, fully managed network, EMC offers maritime services, teleport services, and private, end-to-end satellite networks in more than 140 countries. Alliant Techsystems Inc. is a leading provider of advanced weapon and space systems. Their advanced technologies address emerging national security requirements, including homeland defense, ballistic missile defense, and military space systems. The DirecTV Group was previously an SIA Associate Member in 2005 before upgrading to Executive Membership and a seat on the SIA Board of Directors.

The United States Patent Office has awarded **Mobile Satellite Ventures** (MSV) another patent relating to the company's hybrid satellite-cellular wireless network that will provide ubiquitous broadband coverage to North America via the latest space and terrestrial packet-switched technologies. MSV said U.S. Patent No. 6,999,720 entitled,

"Spatial Guardbands for Terrestrial Reuse of Satellite Frequencies" is a new addition to MSV's extensive patent portfolio and provides comprehensive protection for MSV's preferred hybrid MSS/ATC architecture, which employs frequency sharing between the satellite and terrestrial networks. *Story courtesy of SatNews Daily*

Stratos Global Corp. announced it has helped the BBC to successfully transmit store-and-forward broadcast news reports from the Philippines mudslide-affected disaster area using **Inmarsat's** new Broadband Global Area Network (BGAN) mobile satellite service. The BBC's television report on the mudslide recovery effort was the first news report ever to be transmitted using BGAN via an HNS 9201 terminal. Using compact, lightweight satellite terminals about the size of small laptop PCs, BGAN offers IP data speeds of up to 492 kbps. The service is designed for broadcasters who need dependable, secure voice and broadband access in locations where terrestrial or cellular communications are nonexistent or unreliable.

Boeing has received a \$148 million contract from the U.S. Air Force to begin work on the fourth satellite in the Wideband Gapfiller Satellite (WGS) system, a 13-kilowatt spacecraft based upon Boeing's 702 satellite model. Boeing

said it has been authorized by the Air Force to begin non-recurring engineering and advanced procurement of parts for the fourth satellite known as WGS F4. Boeing is already under contract to build the first three satellites for the WGS system, a multi-spacecraft constellation designed to provide improved communications support for America's war fighters. Boeing is working to have the first WGS satellite ready for launch in June 2007. *Story courtesy of SatNews Daily*

The **EchoStar** X telecommunications satellite, designed and built by **Lockheed Martin**, was successfully launched aboard a Sea Launch Zenit- 3SL launch vehicle from the Equator. Based on Lockheed Martin's high-power A2100AX platform, EchoStar X will operate from 110 degrees west and is designed for a minimum service life of 15 years. EchoStar X features a Ku-band direct broadcast (DBS) payload optimized to provide additional bandwidth for more satellite TV services for DISH Network customers.

Globalstar announced that the Asset Intelligence unit of GE's Equipment Services business has selected the Globalstar simplex data network for use with its worldwide asset management services. Asset Intelligence plans to integrate the coverage and service offered by the Globalstar simplex data network into specific asset tracking solutions. These solutions will allow Equipment Services customers to track their assets using the Globalstar satellite network.

Intelsat announced it has been granted rights by **The Brazilian National Telecommunications Agency** (ANATEL) to operate its Intelsat Americas(TM)-8 (IA-8) satellite in the Brazilian market. The IA-8, a hybrid Ku- Ka- and C-Band

satellite launched in June 2005, is now available to serve a wide range of customers in Brazil, including broadcasters and telecom carriers. IA-8 is the newest and most powerful satellite in the Intelsat system, which includes 28 satellites (14 of which cover Latin America and the Caribbean) and a terrestrial network with Points of Presence in six countries.

ViaSat said it shipped its 100,000th DOCSIS-based two-way broadband satellite terminal. The milestone includes both Ku-Band and Ka-Band versions of the SurfBeam DOCSIS system. ViaSat supplies broadband modems to **WildBlue**, **Telesat Canada**, **Intelsat** and **SES Americom**.

EarthLink, Inc. announced a partnership with **DIRECTV**. By the end of the first quarter of 2006, EarthLink will offer customers in select markets a bundled package of DIRECTV service and EarthLink Internet services at a monthly rate. The partnership enables EarthLink to offer consumers DIRECTV(R) programming as part of its full package of bundled Internet services, in select areas throughout the country.

Pierce Roberts resigned from **XM's** board of directors. In a Securities and Exchange Commission filing, XM said Roberts told company officials that lower programming and marketing expenditures, and a potentially lower growth rate, would likely result in earlier positive cash generation, and thus better future results for the satellite radio service. XM ended 2005 with 5.932 million subscribers, an increase of 84 percent when compared to 2004's numbers. The company achieved net subscriber additions of 898,315. XM reported fourth quarter revenue of \$177

million, an increase of 113 percent when compared to \$83.1 million in revenue reported for fourth quarter 2004. *Story courtesy of SkyREPORT*

Space International Services and **Sea Launch Company** have announced the award of a firm launch contract with **Israel Aircraft Industries, Ltd.**, utilizing the Land Launch system. Land Launch said the delivery-in-orbit (DIO) agreement requires a Zenit-3SLB vehicle to launch the Amos-3 communications satellite to geostationary orbit from the company's site at the Baikonur Cosmodrome in Kazakhstan, in the fourth quarter of 2007. The Amos-3 spacecraft will have both Ku-band and Ka-band transponders and will consist of fixed as well as steerable beams, to provide broadcast and communications services to Europe, the Middle East and the East Coast of the United States. It has a planned operational lifetime of 12 years. *Story courtesy of SatNews Daily*

EADS Astrium and **ANTRIX**, the commercial arm of **Indian Space Research Organisation** (ISRO), have signed a contract to provide a communication satellite for the international market. The aim of the alliance between EADS Astrium and ANTRIX/ISRO is to jointly offer communications satellites in the market segment around 4kW of payload power and with a launch mass of 2 to 3 tons. The first success of this alliance is demonstrated by the award of the W2M satellite contract by Eutelsat

Communications. W2M will operate typically 26 transponders in Ku-band and up to 32 depending on operational modes, for a designed operational lifetime of 15 years. W2M displays great flexibility to operate a wide range of services from television broadcasting to data networks and broadband. It will have a fixed beam coverage for Europe, North Africa and Middle East and a steerable beam which can be re-oriented in orbit according to market requirements, notably towards Africa and central Asia.

AMERICOM GOVERNMENT SERVICES, Inc. (AGS) announced that Robert Demers has joined as a Vice President of Sales Development. Most recently Demers served as Vice President of government solutions for **Inmarsat**, where he established the Washington D.C. office and was responsible for the full range of North American commercial development and government relations. In addition to his work with Inmarsat, Demers was general manager of global government services at ICO Global Communications, Inc., a Mobile Satellite Service (MSS) company that was later acquired by Craig McCaw. Demers spent 22 years in the United States Army, serving in a variety of capacities including service as a combat helicopter pilot, an Aviation Unit Commander and as Army liaison to the U.S. Senate.



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Upcoming Meetings and Events

22 February 2006 FCBA International Telecom Committee Brown Bag Lunch with International Bureau Chief Don Abelson, 12-1:30 p.m., Skadden, Arps, 700 14th St. N.W., 11th Fl., Washington, D.C., Ann Henson, ann@fcba.org

28 February 2006 Senate Commerce Committee hearing on USF Contributions, 10:00 a.m., Dirksen Bldg. Rm. 562; commerce.senate.gov/hearings/witnesslist.cfm?id=1707

28 February 2006 FCBA CLE Communications Law 101, 1-6:30 p.m., Wiley, Rein & Fielding Conference Center, 1776 K St. N.W., Washington, D.C.; www.fcba.org/upload/fy_2006_agenda.doc

28 February – 1 March 2006 NTIA Workshop: “Improving Spectrum Management through Economic or Other Incentives,” National Academy of Sciences, Lecture Rm., 2101 Constitution Ave. N.W., Washington, D.C.; www.ntia.doc.gov/forums/2006/specman/index.htm

2 March 2006 Siatellite Industry Association Regulatory Working Group (RWG) Meeting, 2 p.m.

2 March 2006 Senate Commerce Committee Hearing on Wireless Issues/Spectrum Reform, 10:00 a.m., Dirksen Bldg. Rm. 562; commerce.senate.gov/hearings/witnesslist.cf?id=1709

30 March 2006 Satellite Industry Association Regulatory Working Group (RWG) Meeting, 2 p.m.

3-6 April 2006 United States Space Foundation Symposium, “22nd National Space Symposium”, Colorado Springs, Colorado www.spacefoundation.org

11-15 June 2006 ISCe Conference, San Diego, CA www.isce.com

10-12 October 2006 United States Space Foundation Symposium, “Strategic Space 2006”, Omaha, Nebraska www.spacefoundation.org

30 November – 1 December 2006 California Space Authority, “Transforming Space” Conference, www.californiaspaceauthority.org