



Director's Report

January 17, 2007

The Satellite Industry Association (SIA) Director's Report is a weekly executive capsule covering current satellite industry news and events. See the bottom of page for additional information.

Recent News

The Boeing Company has been awarded a contract to launch two commercial satellites in 2007 for Alcatel Alenia Space Italia, the prime contractor of the Italian Space Agency. Two Delta II expendable launch vehicles, both in the 7420-10 configuration, will each carry into orbit a COSMO-SkyMed spacecraft from Vandenberg Air Force Base, Calif. [Link to Additional Information](#)

Globalstar, Inc. and Alcatel Alenia Space announced that the two companies have signed a contract under which Alcatel Alenia Space will design, manufacture and deliver the Globalstar second-generation constellation of 48 low-earth-orbit (LEO) satellites. The total contract value is approximately EURO 661 million. The contract value could be reduced by up to EURO 28 million if Globalstar chooses to accelerate delivery of the constellation. The satellites are being designed with a life expectancy of 15 years, which is significantly longer than the design life of Globalstar's first generation constellation. Globalstar anticipates the increased satellite lifespan will provide the Company with a second-generation space segment through at least 2025. [Link to Additional Information](#)

Hughes Network Systems, LLC announced that the European Telecommunications Standards Institute (ETSI) has approved the Internet Protocol over Satellite.v2 (IPoS.v2) air interface standard, which incorporates the DVB-S2 industry standard with ACM (Adaptive Coding and Modulation). IPoS is the most widely deployed satellite broadband standard in the world. Its first version was approved by the world's major standards organizations: the Telecommunications Industry Association (TIA) in North America, and ETSI and ITU (International Telecommunications Union) in Europe. [Link to Additional Information](#)

Hughes Network Systems, LLC announced the rapid adoption of high-end HughesNet™ plans by its growing customer base, largely in the underserved areas of the United States. Buying preferences demonstrate the trend toward speed and features over price, indicating that performance is the most important driver of broadband purchasing decisions. [Link to Additional Information](#)

When the Taiwan earthquake severed six major undersea fiber optic cables, disrupting telecommunications throughout the Asia-Pacific region, **Intelsat** was able to restore services for many voice, video and data providers, some within hours of the event. Intelsat restored traffic to customers in Asia and the Middle East through its flexible satellite network and its GlobalConnex Managed Network Services infrastructure. Traffic delivery to the area has primarily used Intelsat's teleports and its six satellites serving the Asia-Pacific region. Specifically, Intelsat reestablished international and intra-regional links for more than 20 telecommunications operators, broadcasters and network service providers. [Link to Additional Information](#)

Lockheed Martin Corporation and **The Boeing Company** announced that they have completed the transaction combining their expendable launch vehicle businesses, forming the joint venture called United Launch Alliance, LLC (ULA). ULA will combine the production, engineering, test and launch operations associated with U.S. government launches of Boeing Delta and Lockheed Martin Atlas rockets. The proposed joint venture was first announced in May 2005. [Link to Additional Information](#)

Lockheed Martin has secured a major contract from **Inmarsat** to develop technology that will help the satellite communications company expand its market reach into the commercial handheld mobile satellite service market. Under the two-year agreement worth a reported \$36.5 million, Lockheed Martin will deliver and install three Network Control Center/Gateways that provide connectivity to public terrestrial networks. According to the companies, Inmarsat's modernized, global network to be implemented in 2008 will operate via satellite and provide its customers with cellular service in remote and "challenging" locations. The network will rely on the existing Inmarsat I-4 satellites and dual-mode global system for mobile communications/satellite handheld terminals.

Story courtesy of SkyREPORT.

Space Systems/Loral announced that the WildBlue-1 satellite, after its successful launch on Friday evening, has successfully deployed its solar arrays and completed thruster maneuvers that have placed it in a circular geosynchronous orbit. WildBlue-1, the world's first commercially dedicated all-Ka-band, multiple spot-beam broadband satellite, was built by SS/L for WildBlue Communications, Inc., Denver, Colo. [Link to Additional Information](#)

Loral Space & Communications Inc. announced that it and its Canadian partner, the Public Sector Pension Investment Board (PSP Investments), have entered into a definitive agreement with BCE Inc. pursuant to which a joint venture company formed by PSP Investments and Loral will acquire 100 percent of the stock of Telesat Canada from BCE for approximately US \$2.8 billion, plus the assumption of US \$148 million of debt. [Link to Additional Information](#)

Space Systems/Loral announced that it has been awarded a contract to deliver a high-power satellite to ProtoStar Ltd. with an expected launch in 2008. With this award from ProtoStar, SS/L received seven commercial satellite contracts in 2006. [Link to Additional Information](#)

LeoTerra LLC, an emerging Low-Earth Orbit (LEO) satellite communications company and **TerreStar Networks Inc.** announced their intent to explore the feasibility of providing interoperable, advanced global mobile broadband communication services from their respective LEO and Geo-Stationary (GEO)-based satellite networks. The interoperability of these LEO/GEO satellite communication systems would provide global mobile broadband communications to support public safety and emergency providers as well as offer rural connectivity and wholesale wireless network extension services to retail operators. [Link to Additional Information](#)

Integral Systems, Inc. announced that it has been awarded a sole-source contract to upgrade Taiwan's NSPO's (National Space Organization's) existing mission operations system to

simultaneously operate the NSPO's new Argo satellite and the existing FORMOSAT-2 and FORMOSAT-3/COSMIC spacecraft. [Link to Additional Information](#)

Arrowhead Global Solutions, Inc. has been chosen by the Defense Information Systems Agency (DISA) to provide the U.S. Marine Corps with commercial satellite capabilities to expand its communication reach worldwide. The task order has a one-year base, and options until 2011. The Task Order is valued at approximately \$20 million. Arrowhead, in conjunction with SES, will provide bandwidth availability, portability and mobility globally. The Marine Corps' ability to use commercial satellite capacity will support missions in the United States, Europe, Southwest Asia, Southeast Asia, Africa and Central Asia. To meet the growth, Arrowhead has developed strategies to assist the USMC in long-term planning and bandwidth optimization. [Link to Additional Information](#)

Eutelsat Communications and Alcatel Alenia Space announced that the two companies have signed a contract under which Alcatel Alenia Space will manufacture and deliver Eutelsat's W7 communications satellite. [Link to Additional Information](#)

Aid agency completes its emergency operation in Philippines, which enabled families to make phone calls via Inmarsat in the wake of Typhoon Durian. **Inmarsat**-sponsored agency Télécoms Sans Frontières (TSF) has helped more than 800 families make emergency phone calls from typhoon-hit Catanduanes Island in the Philippines. In a relief operation that ended on 17 December, TSF says it helped 833 families - approximately 3,500 people - make calls using four Inmarsat Mini M terminals. Most of the families calling had their homes destroyed by Typhoon Durian, which hit the region on 1 December. Many needed urgently to phone abroad to ask for help and money. [Link to Additional Information](#)

Marshall Communications Corporation showcased the latest in commercial satellite technology, Digital Video Broadcast, Return Channel (DVB-RCS), at the DoD Commercial SATCOM Users Workshop hosted by the Satellite Industry Association (SIA). The Workshop took place December 5-7 at the Key Bridge Marriott in Arlington, VA, bringing together decision makers from DoD Combatant Commands, Services and Agencies with satellite operators, service providers, resellers, ground equipment suppliers, and manufacturers. [Link to Additional Information](#)

North America's Satellite Capacity Potential - A new study is projecting North America to experience the most real net growth in new satellite capacity revenues than any other region during the next five years. With the revenues generated from leased C- and Ku-band capacity of \$1.5 billion this year plus emerging Ka-band services, the report suggests that commercial satellite fleet operators serving the continent are well positioned for the future. According to the recently-released Global Assessment of Satellite Demand, international market research and consulting firm NSR said that expanding cable headend distribution, additional commercial capacity leases to direct-to-home service providers and growth in satellite broadband services will all contribute to growing profits for the commercial satellite industry. *Story courtesy of SkyREPORT.*

One year after Hurricane Katrina ripped through the Gulf Coast region, three branches of Louisiana financial institutions are among the first to sign on with **SES Americom's** REDiSat

Network. The new network is a satellite-delivered emergency communications solution designed to keep banks and other businesses up and running even when network connections and phones are out, the company said. *Story courtesy of SkyREPORT*

A new report keeping close tabs on fixed C- and Ku- band offerings for the cellular backhaul via satellite market sees the market topping \$157 million within the next five years. The study, released by international market research firm NSR, offers a glimpse into forecasts for transponder demand, lease revenues and site and equipment growth in all markets. Providing an in-depth look at different trends across five regions worldwide, Cellular Backhaul via Satellite: Extending the Reach of Mobile Networks says mobile operators in developing markets are increasingly turning to satellite backhaul as a key infrastructure component to the operations of voice and data networks. *Story courtesy of SkyREPORT*

Space Systems/Loral announced that it has been awarded a contract to manufacture Nimiq 5, a new high-power, direct broadcast satellite for Telesat Canada. Nimiq 5 will be the first satellite in Telesat's fleet to be manufactured by Space Systems/Loral. Based on SS/L's heritage 1300 platform, the satellite will be equipped with 32 active high-power Ku-band transponders, providing a strong footprint across Canada. As previously announced by Telesat, Nimiq 5's entire payload is under contract to Bell ExpressVu, Canada's leading direct-to-home service provider, to be used for a wide range of digital television services. Planned for completion in 2009, Nimiq 5 will have a lifespan of more than 15 years, operating in its geostationary orbit location of 72.7 degrees west. [Link to Additional Information](#).

Inmarsat and ViaSat, Inc. have announced a co-funded project to develop a new mobile satellite communications terminal for the defense sector. The two companies said the collaboration will provide secure, reliable and highly mobile voice and high-speed data communications to the armed forces. Targeted specifically at the U.S. and NATO markets, the companies will develop an Integrated Terminal that will combine Inmarsat's IP-based Broadband Global Area Network (BGAN) technology with ViaSat AltaSec IP inline encryption equipment. The results, the said, will be a portable, ruggedized BGAN user terminal capable of uplinking IP data fully compliant with HAIPE™ version 1.3.5 Type 1 security standard. [Link to Additional Information](#)

Helen Domenici has been named Chief of the International Bureau in the **FCC**. Donna Gregg will become Senior Policy Advisor to WRC Ambassador Richard Russell. [Link to Additional Information](#)

Intelsat announced that Mr. Conny Kullman, Chairman (retired), Intelsat Ltd., Board of Directors, is a 2007 inductee to the Society of Satellite Professionals International (SSPI) Satellite Hall of Fame. [Link to Additional Information](#)

SkyTerra Communications, Inc. announced that Alexander H. Good was named Chief Executive Officer and President, and Scott G. Macleod was named Executive Vice President, Chief Financial Officer and Treasurer. [Link to Additional Information](#)

Futron Corporation is pleased to announce the appointment of Peggy Slye as the Director of the Space and Telecommunications Division (S&T). In this role, Peggy will provide leadership

to the S&T Division providing market forecasts and analyses; technology assessments; launch and satellite databases; and our FCC Filings subscription service. www.Futron.com

Upcoming Meetings and Events

7 February 2007 – National Space Club Luncheon featuring NASA Administrator Michael Griffin, Hyatt Washington on Capitol Hill <http://www.spaceclub.org/>

19-22 February 2007 – Satellite 2007, Washington Convention Center, Washington DC
www.satellite2007.com

10-13 April 2007 - 25th AIAA International Communications Satellite Systems Conference, "Evolution Toward a Ubiquitous Network Society" COEX, Seoul, Korea www.icssc2007.com

5-7 June 2007 – ISCE 2007, San Diego, California www.isce.com

18-20 September 2007 - APSCC 2007 Satellite Conference and Exhibition, Bangkok, Thailand

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