



Director's Report

March 7, 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

Globalstar Canada announced its dramatic FREE SATELLITE PHONE promotion. The GSP-1600 will be offered free of charge to customers on select airtime price plans. Customers can choose one of three annual price plans, to receive their free phone, a value of \$849 (SRP). There are also three monthly price plans where the phone is included at no extra charge beyond the monthly service fee. [Link to Additional Information](#)

Hughes Network Systems, LLC (HUGHES) announced that it has awarded a launch services contract to Arianespace for the launch of its next-generation SPACEWAY™ 3 satellite. The Ariane 5 heavy launcher will launch SPACEWAY 3 into geosynchronous transfer orbit from the Guiana Space Center in Kourou, French Guiana. The launch date is projected for August 2007. The SPACEWAY 3 satellite is the first in the world to switch and route broadband traffic on board, enabling single-hop communications between satellite terminals, eliminating the requirement for traffic to be routed through a central hub earth station. [Link to Additional Information](#)

Hughes Network Systems, LLC announced that its broadband satellite solution has been selected by Islamabad-based Orocom (Pvt) Limited, a well-established technology solutions provider. The high availability solution from Hughes enables Orocom to deliver customized broadband services, including triple play voice, data and video to customers across Pakistan, and expanding throughout the region. [Link to Additional Information](#)

Intelsat announced that U.K.-based ViewAfrica and ViewAsia Networks have launched two regional platforms on the Intelsat system, expanding their program offering in Africa and Asia. Through its multi-year contract on the Intelsat 7 and Intelsat 10 satellites ViewAfrica Network is distributing a free-to-air programming bouquet that now reaches all the Sub-Saharan countries with specific DTH focus on South Africa and Nigeria, and ViewAsia is distributing its programming into the cable headends of Asia. [Link to Additional Information](#)

Intelsat announced that Telenor Satellite Services expanded a multi-year contract with Intelsat to include transmission services on three different spacecraft in C- and Ku-band. The capacity is being used for Telenor's Sealink maritime high-speed data communications solution through its Eik Teleport in Norway. Through this agreement, Telenor renewed its contract on the Intelsat 903 and Intelsat 704 satellites for C-band capacity connectivity in the Atlantic Ocean Region and Indian Ocean Region respectively and in addition began using Ku-band capacity on the Intelsat 907 satellite for North Sea and Atlantic Ocean distribution. [Link to Additional Information](#)

Iridium® Satellite LLC announces plans to open a new telemetry, tracking and command/control (TTAC) earth station in Norway. The TTAC opening is part of a continuous improvement plan to enhance Iridium's industry-leading constellation reliability and global

mobile satellite communications service quality. Expected to open in the third quarter of 2007, the Iridium TTAC facility will be located in Svalbard, Norway under an agreement with Kongsberg Satellite Services (KSAT). [Link to Additional Information](#)

SES AMERICOM conducted its last operations on the SATCOM C-4 satellite, safely de-orbiting the satellite more than 250 km beyond the geosynchronous orbital belt. The Series 3000 spacecraft was built by GE ASTRO SPACE, now Lockheed Martin, with a design-life of 12 years. The satellite provided C-band services for 14.5 years reaching all 50 U.S. states, exceeding its expected service life by 20% due to efficient management of on-board fuel. [Link to Additional Information](#)

Inmarsat's BGAN system came to the rescue of a BBC live outside broadcast crew after a V-SAT dish was ripped off its satellite news gathering van in high winds. Ironically, the crew was shooting a story about proposed giant wind farms on the Isle of Lewis in the Western Isles off Scotland - when the dish was torn from the vehicle and sent flying across nearby moor land. [Link to Additional Information](#)

As a devastating earthquake hit Sumatra, Indonesia, on 6 March, TSF's first response team based in Bangkok, Thailand, was on standby to provide emergency communications to affected areas on the island. The powerful earthquake, with a magnitude of 6.3, struck western Sumatra killing at least 70 people and causing hundreds of buildings to collapse. This latest emergency follows the deployment of a TSF team to Mozambique, where heavy rain and floods forced about 86,000 people from their homes in February. The Mozambique team was equipped with **Inmarsat** equipment such as BGAN, R-BGAN and Mini M. It immediately set up an emergency communications centre in Caia, one of the worse-affected areas. [Link to Additional Information](#)

SES NEW SKIES is pleased to announce that the SES satellites AMC-12/ASTRA 4A and AAP-1 have been transferred to SES NEW SKIES which will now be responsible for all customer and capacity management activities associated with these satellites. The spacecraft have subsequently been renamed NSS-10 and NSS-11. The SES NEW SKIES fleet now comprises seven spacecraft optimized for connectivity between the different regions of the world, as well as for the provision of regional interconnection and distribution capacity serving those parts of the world outside of Europe and North America. The SES NEW SKIES satellites as of today are: NSS-11 (formerly AAP-1) at 108.2° East, NSS-10 (formerly AMC-12/ASTRA 4A) at 322.5° East, NSS-806 at 319.5° East, NSS-7 at 338° East, NSS-703 at 57° East, NSS-6 at 95° East and NSS-5 at 183° East. In addition, SES NEW SKIES has also assumed commercial responsibility for the West Africa beam on ASTRA 2B at 28.2° East. SES NEW SKIES will further enhance its orbital resources through the addition of NSS-9 in 2009. Positioned at 183° East, it will allow NSS-5 to replace the NSS-703 satellite as it nears the end of its life. [Link to Additional Information](#)

Spacenet Inc. announced that it was selected by Oklahoma State University Center for Health Sciences Telemedicine Center to provide satellite network services for its new mobile telemedicine clinic. The OSU Center for Health Sciences, its College of Osteopathic Medicine and affiliated teaching hospital support one of the largest statewide telemedicine programs in the nation. The OSU Telemedicine Center is using Spacenet's satellite network services with Cisco technology to support its mobile medical facility. OSU Telemedicine is utilizing Spacenet's on-

demand satellite services to support its data communications and Voice over IP (VoIP) for the mobile telemedicine clinic. [Link to Additional Information](#)

A newly-formed subsidiary of **SkyPort International** has signed a letter of intent to purchase RAMTelecom Inc. of Canada, a transaction that will significantly increase SkyPort's capability to serve customers throughout North America with a range of satellite communications services. The purchase of RAMTelecom will also provide SkyPort with further redundancy in its network system, adding facilities in Ottawa and Calgary to SkyPort's existing network operations center at the Ellington Field Joint Reserve Base in Houston. [Link to Additional Information](#)

COM DEV International Ltd. announced that it has received an Authorization to Proceed (ATP) from Alcatel Alenia Space to provide advanced payload electronics for the Globalstar-2 satellite constellation. The ATP is valued at \$3.5 million and is expected to lead to a contract with a total value in excess of \$20 million. **Globalstar** has announced plans to launch 48 satellites to integrate with and eventually replace its first generation constellation, which provides satellite voice and data services to over 120 countries on six continents. [Link to Additional Information](#)

The **Federal Communications Commission's** Public Safety and Homeland Security Bureau (PSHSB) today announced that the bureau will host the *First Responders Summit: Interoperable and Reliable Public Safety Communications* on Friday, April 20, 2007, 9:00 A.M. – 4:00 P.M. in the Commission Meeting Room (TW-C305). [Link to Additional Information](#)

Upcoming Meetings and Events

13 March 2007 – SSPI Briefing "The Impact of Shifting Video Technologies on the Satellite Market," Intelsat - 3400 International Drive, NW, Washington, D.C. RSVP sspi@erols.com

26-30 March 2007 - International Wireless Communications Expo, Las Vegas Convention Center, iwceexpo.com

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

21-23 May 2007 – MSUA-4, Pier 5 Hotel, Baltimore, MD <http://www.msua.org/msua4/>

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

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

November 2007 – DoD Satcom Workshop, Washington, DC

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