



# Director's Report

June 26, 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 **Lockheed Martin** led team developing the Department of Defense's (DoD) next generation narrowband tactical satellite communications system, known as the Mobile User Objective System (MUOS), has successfully completed a series of production readiness reviews with the U.S. Navy ahead of schedule. Lockheed Martin Space Systems, Sunnyvale, Calif., prime contractor and systems engineering lead for the MUOS program, is under contract to design, build and deploy the first two MUOS satellites and the associated MUOS ground system. [Link to additional information](#)

**Boeing** and its industry teammates recently demonstrated the advanced capabilities the Transformational Satellite Communications System (TSAT) will offer the nation's warfighters during a critical Space Segment Design Review (SSDR). Funded by Boeing's "TEAM TSAT," the demonstration to more than 500 government and industry officials implemented all of the U.S. Air Force-defined TSAT critical missions, including strategic; communications-on-the-move; and airborne intelligence, surveillance and reconnaissance (AISR). [Link to additional information](#)

**Hughes Network Systems LLC** announced that it is a member of Sprint's winning team for the recently awarded U.S. General Services Administration (GSA) Networx Enterprise contract. Hughes will provide managed network access and Internet services via broadband satellite as a subcontractor in support of federal mission-critical telecommunications requirements. The Networx Enterprise contract, which allows 135 federal agency customers to select vendors to provide a core set of IP or wireless services, has a minimum revenue guarantee of \$50 million, to be divided amongst the Enterprise awardees over the life of the 10-year contract. [Link to additional information](#)

**Northrop Grumman Corporation** announced the successful completion of thermal vacuum testing of space vehicle number 1. This major milestone is the culmination of months of space environmental testing to ensure successful on-orbit performance. The space vehicle will now go through a series of checkouts as it is prepared for shipment to the launch site later this year. The second STSS space vehicle is being prepared for thermal vacuum testing, which will be completed later this summer. The two STSS demonstration satellites will be launched on a single launch vehicle in a tandem configuration from Cape Canaveral. [Link to additional information](#)

The technology may still be a relatively new addition to the satellite industry arsenal, but satellite broadband holds enormous potential for service providers, dealers and installers alike. That's why it should come as great news to the entire industry chain when a recent study showed service revenues generated by the satellite-delivered internet product will exceed \$4.6 billion by 2011. According to Northern Sky Research's latest Broadband Satellite Markets study, the research firm said that worldwide service revenues for the entire satellite broadband industry will

increase at an average annual rate of more than 11 percent during the next five years. And, for more good news, the group said the fastest growth within the sector will come from consumer-class satellite internet services from the likes of domestic providers **WildBlue** and **HughesNet**.  
*Story Courtesy of SkyREPORT*

**Stratos Global Corp.** announced it is broadening its established partnership with Japan Digital Communications (JDC) to introduce the Inmarsat BGAN mobile satellite service to the Japanese market. Stratos is the world's largest distributor of Inmarsat's BGAN (Broadband Global Area Network) service, which uses lightweight terminals to provide simultaneous, high-speed data (up to 492 kbps) and voice connectivity virtually anywhere in the world. Tokyo-based JDC is one of Japan's leading providers of satellite equipment and services. [Link to additional information](#)

**SWE-DISH Satellite Systems AB** has been awarded a close to \$10 million order for a complete satellite communications system from FMV (Defence Materiel Administration) the procurement authority of the Swedish Department of Defence. The system is specified as a backbone of the internal communications within the Nordic Battle Group forces, a unit that will be operational under European Union command as of January 2008. The system contains mobile Suitcase 0,9 meter, and Fly-Away 1,5 meter antenna systems for broadband connectivity and a network solution for up to 40 nodes based on iDirect technology. [Link to additional information](#)

**EchoStar** took a rare step by lessening its retailer chain by one link. In response to a DISH Network retailer making a Texas-sized no, the satellite giant terminated its relationship with a dealer for allegedly breaking the company's telemarketing rules. EchoStar ended its business relationship with Texas-based independent retailer Brandon Adams Investments Inc. Dish Central for violation of its telemarketing and lead generation policies. *Story Courtesy of SkyREPORT*

**Eutelsat Communications** and Digiturk, have signed a new contract for capacity on the W3A satellite to support continued expansion of Turkey's leading pay-TV platform. The new contract, concluded for four years, is the third signed between Eutelsat and Digiturk since November 2006. It takes to 11 the total number of transponders leased for broadcasting services by Digiturk on Eutelsat's satellites.  
[Link to additional information](#)

**SES** unveiled new groundbreaking satellite launch vehicle contracts covering the majority of the satellite launch requirements for the SES group from the period 2009-2013. These "multi-launch agreements" ensure that each SES satellite will have a primary as well as a back-up launch vehicle, each with two launch slots, providing utmost planning security and flexibility for the company's ambitious launch schedule. To that effect, SES Satellite Leasing Ltd. has signed separate agreements with launch industry leaders Arianespace and ILS for 5 satellite launches each. [Link to additional information](#)

Attendees at the Cable and Satellite Broadcasting Association of Asia (CASBAA) Satellite Industry Forum 2007 were warned that planned wireless broadband technologies pose a significant threat to the Asia Pacific satellite industry's C-band services, if not the entire industry itself. According to CASBAA officials, if regional administrations allocate C-band spectrum to

WiMAX services, the impact of a "spectrum grab" from broadband wireless access (BWA) technologies could be disastrous. *Story Courtesy of SkyREPORT*

International launch services company Arianespace unveiled two new launch agreements this week - the first with Telenor Satellite Broadcasting, the second with the Regional African Satellite Communication Organization. In the company's deal with Telenor, Arianespace will launch the THOR-6 satellite by mid-2009 by an Ariane 5 or Soyuz vehicle from the Guiana Space Center in Kourou, French Guiana. This is Arianespace's first contract with Telenor Satellite Broadcasting AS, a subsidiary of the Norwegian mobile operator, Telenor. *Story Courtesy of SkyREPORT*

## **Upcoming Meetings and Events**

**27 June 2007** - Forum on National Security Space *Examining Codes and Rules for Space*, 2216 Rayburn House Office Building 8:15am RSVP to [info@marshall.org](mailto:info@marshall.org) *Space is Limited*

*Reservations Required* <http://www.marshall.org/category.php?id=8>

**10 July 2007** – MILSATCOM Center of Excellence Dedication Ceremony, 10am, RSVP by July 2 to [jennifer.adamson@lmco.com](mailto:jennifer.adamson@lmco.com)

**18-20 September 2007** - APSCC 2007 Satellite Conference and Exhibition, Millennium Hilton, Bangkok, Thailand <http://www.apscc.or.kr/event/apscc2007.asp>

**9 October 2007** - ISCe Satellite Investment Symposium (ISIS NYC '07), The Princeton Club, New York, NY <http://www.isis-nyc.com>

**November 2007** – DoD Satcom Workshop, Washington, DC

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