



Director's Report

November 7, 2006

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

Alliant Techsystems supported the successful launch of a **Boeing** Delta IV rocket carrying a Department of Defense weather satellite from Vandenberg Air Force Base, Calif. The Defense Meteorological Satellite Program (DMSP) F-17 Block 5D-3 spacecraft, built under contract for the U.S. Air Force by **Lockheed Martin** was launched on a **Boeing** Delta IV rocket from Vandenberg Air Force Base, Calif. The Block 5D-3 series accommodates larger sensor payloads than earlier generations. They also feature a larger capability power subsystem; a more powerful on-board computer with increased memory -- allowing greater spacecraft autonomy -- and increased battery capacity that extends the mean mission duration. The launch was the second West Coast mission completed for the U.S. Air Force Evolved Expendable Launch Vehicle (EELV) program. This satellite will join two others already in orbit tracking global weather conditions and providing data for distribution to the DoD and civilian government agencies. Links to additional information ([ATK](#)) ([Lockheed Martin](#)) ([Boeing](#)).

Globalstar, Inc., announces that it has priced its initial public offering of 7,500,000 shares (increased from 6,500,000) of common stock at \$17.00 per share. All of the shares are being offered by Globalstar, Inc. The common stock will begin trading on the NASDAQ Global Select Market under the symbol "GSAT." The CUSIP number for the common stock is 378 973 4 08 Globalstar intends to use substantially all the net proceeds from this offering to fund in part the procurement and launch of its second-generation satellite constellation and related upgrades to its gateways and other ground facilities. [Link to Additional Information](#)

Intelsat announced that it placed first on the World Teleport Association's (WTA) annual rankings of the top teleport operators. Intelsat led the list of the 2006 Global Top Twenty. WTA's Global Top Twenty ranks companies based on revenues from all satellite-related sources which includes independents, satellite carriers, fiber carriers, and technology providers. [Link to Additional Information](#)

International Datacasting Corporation and **SES AMERICOM** announced the integration of IDC's next-generation DVB-S2 satellite receivers aboard the IP-PRIME™ IPTV service. As part of a newly-signed agreement, IDC is the exclusive provider of satellite receivers over the initial year of IP-PRIME service rollouts. [Link to Additional Information](#)

Amino and **SES AMERICOM** announced a multi-year set top box agreement to support IP-PRIME, an innovative, centralized IPTV distribution service serving telephone companies across America today. [Link to Additional Information](#)

SES AMERICOM announced MTV Networks, Scripps Networks, The Weather Channel, Fox News Channel and a host of popular TV and music networks have signed IP-PRIME™ transport

agreements, taking SES AMERICOM's IPTV lineup to 290 channels. [Link to Additional Information](#)

Invizon Corporation announced a joint development effort with **TerreStar Networks Inc.** to integrate their application platforms to deliver reliable, cost-effective emergency communications and command solutions for the nation's public safety, homeland security and military force protection officials. To help meet these communication challenges, Invizon and TerreStar are teaming-up to provide first responders, military personnel, support agency staff, law enforcement, private sector security groups, corrections and parole board employees, forest fire teams, critical infrastructure managers, school employees, and many others with an effective set of communication tools to manage critical events. [Link to Additional Information](#)

A new study conducted by **Northern Sky Research** (NSR) projects a four percent growth rate in commercial transponder demand this year with the industry generating \$8.4 billion by the year 2011. Released this week, the report is the third edition of the research using independent analysis to study the commercial satellite market. NSR's *Global Assessment of Satellite Demand: A Demand-Driven, Region-Specific Analysis of the Commercial Geostationary Satellite Transponder Market for 2005-2011* indicates that demand for commercial C- and Ku-band capacity will grow on a global basis at the average annual rate of 3.2 percent. Between 2005 and 2011, almost 900 additional transponders of capacity will be leased for a variety of satellite services, the firm said. The growth will push the industry's annual revenues for leased capacity from \$6.7 billion last year to more than \$8.4 billion in 2011, NSR said. *Story courtesy of SkyREPORT.*

What began as an offshoot of the Southern Pacific Railroad company in October of 1981, **Spacenet** has traveled many moons to become the satellite company it is today. With the company celebrating its 25 year anniversary providing satellite and communication services to enterprise, government, small office and residential customers, so too is the company reaching another milestone in its long history. A few years ago Spacenet became a wholly-owned subsidiary of Gilat Satellite Networks, a provider of technology and services for sat-based networks. Now, in conjunction with the company's silver anniversary, Spacenet is reaching 100,000 network endpoints with its satellite and hybrid terrestrial services. *Story courtesy of SkyREPORT.*

Sea Launch Company successfully delivered the XM-4 broadcast satellite to geosynchronous transfer orbit (GTO). Early data indicate the spacecraft is accurately positioned and in excellent condition. Built by the Boeing Satellite Development Center, the Boeing 702 spacecraft carries a high-power S-band Digital Audio Radio Service (DARS) payload provided by Alcatel Alenia Space. Like the three XM satellites currently in orbit, XM-4 will support XM Radio's direct broadcast of digital radio programming to cars, homes and portable radios throughout the continental United States and Canada. **Boeing** has acquired the first signal from the satellite, indicating that the spacecraft is healthy and operating as planned. [Link to additional information \(Sea Launch\)](#) [\(Boeing\)](#)

Marshall Communications Corporation is pleased to announce the promotions of Mr. Keith E. Dyson to Vice President of Systems Integration & Engineering and Ms. Courtney J. Coleman to Vice President of Business Development. [Link to Additional Information](#).

DataPath, Inc. announced the appointment of David J. Helfgott to the newly-created position of president and chief operating officer, effective Nov. 15, 2006. Helfgott, a 20-year industry veteran, was formerly president and chief executive officer of Americom Government Services, Inc. Helfgott will report to DataPath CEO Andy Mullins. He will have responsibility for helping to create the company's strategic direction and implementing its operational programs. [Link to Additional Information](#)

Upcoming Meetings and Events

13-15 November 2006 – Global MilSatCom, Millennium Conference Centre, London
<http://www.smi-online.co.uk/goto/milsatcom.asp?emref=R25ER91632695>

14 November 2006 - SSPI Mid-Atlantic Chapter Networking & Panel Discussion "Solving the DoD Bandwidth Requirements via Communications Satellite," The Boeing Company, 1200 Wilson Blvd., Arlington, VA. Contact La Rene Tondro sspi@erols.com for additional information.

16 November 2006 - WSBR Roundtable, "The President's Space Policy: The Facts, The Truth, and The Myths," The University Club, 1135 16th St NW, Washington DC. www.wsbr.org

17 November 2006 – Center for Strategic and International Studies, "U.S. – India Space Cooperation," CSIS, 1800 K Street, NW, Washington DC. Contact Techpolicy@csis.org for additional information.

28 November 2006 - ISCe Satellite Investment Symposium NYC '06, New York City
<http://www.isis-nyc.com/>

28 November 2006 - SSPI Future Leaders Dinner, New York City www.satfuture.com.

28 November 2006 – Global VSAT Forum, "Disaster Recovery Satellite Summit," New York City.

29-30 November 2006 – SATCON 2006, New York City www.satconexpo.com

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

5-7 December 2006 – DoD SATCOM Users Workshop, Tyson's Corner Marriott, McLean, VA. For more information contact SIA at info@sia.org.

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