



# Director's Report

February 27, 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

**CapRock Communications** announced that it has entered into a definitive agreement to acquire **Arrowhead Global Solutions, Inc.** Arrowhead, a supplier of integrated communication solutions to the federal government and military, has established a premier reputation for delivering secure communications to customers operating in the most critical environments. The combination of CapRock's global network and Arrowhead's experience and service offerings will allow the combined companies to better serve the government, energy, engineering, construction and systems integration markets. [Link to Additional Information](#)

**Hughes Network Systems, LLC** and Cobham PLC company, Sea Tel, Inc., announced the successful completion of interoperability testing between the Hughes [HX family of IP satellite broadband modems](#) and Sea Tel family of marine stabilized satellite antennas. As a result, satellite broadband service providers around the world can now take advantage of a packaged, state-of-the-art maritime VSAT platform. [Link to Additional Information](#)

**Hughes Network Systems, LLC** announced that over 170,000 Hughes-manufactured terminals employing the DVB-S2/ACM feature have been shipped worldwide. This validates Hughes as the leading supplier of VSATs (very small aperture terminals) that are compliant with the DVB-S2 industry standard, introduced by Hughes in mid-2006, and which yield higher throughputs and more efficient bandwidth utilization. [Link to Additional Information](#)

**Intelsat** announced that Avail Media signed a contract to offer Intelsat's MPEG-4 content aggregation and delivery service - Intelsat IPTV. Intelsat IPTV is an innovative service combining the strong video communities on legacy PanAmSat's fleet and the technical innovation in IPTV of legacy Intelsat. The Intelsat IPTV Super Headend will offer a lineup of more than 200 video and audio channels in MPEG-4 IP format. Developed with open-standard technology, IPTV providers such as integrators, telcos, cable systems and programmers will be able to choose from a selection of compliant conditional access systems, middleware and set-top-boxes. [Link to Additional Information](#)

**ARTEL, Inc.** announced that the U.S. Department of Defense (DoD) has competitively re-awarded ARTEL two task orders to provide satellite services to the U.S. Central Command (CENTCOM) in support of U.S. warfighters in the Middle East and Southwest Asia. The awards are worth more than \$70 million if three one-year option periods are fully exercised. [Link to Additional Information](#)

**Intelsat** announced that it extended its existing contract with Brazil's "União Norte do Paraná de Ensino S/A (UNOPAR) to offer additional capacity via Intelsat's IS-1R satellite, enabling UNOPAR to broaden distribution of its distance learning program. UNOPAR officials reported a

significant increase in satellite transponder demand, as the popularity of their distance learning program has steadily increased. [Link to Additional Information](#)

**Mobile Satellite Ventures LP** announced that it has been awarded U.S. Patent No. 7,181,161 by the U.S. Patent and Trademark Office. The “Multi-Band/Multi-Mode Satellite Radiotelephone Communications Systems and Methods” patent issued on February 20, 2007, addresses critical technologies of MSV’s next-generation state-of-the-art satellite system currently under construction. Specifically, the patent describes how a satellite may be configured to support multiple air interfaces in order to enable a broad range of services to a broad range of user devices, including legacy and modern. [Link to Additional Information](#)

Arianespace announced that it will launch the [AMC-21 telecommunications satellite](#). AMC-21 is the 26th satellite entrusted to Arianespace by a member of the **SES** family of companies. The launch of AMC-21 is scheduled for the 2nd quarter of 2008 on an Ariane 5 vehicle from Europe’s Spaceport at the Space Center in French Guiana. AMC-21, under construction by Alcatel Alenia Space, will have a liftoff mass of approximately 2500 kg. The satellite is based on Orbital Science’s Star-2 satellite bus, and will provide high-powered satellite services with its payload of 24 active Ku-band transponders. [Link to Additional Information](#)

SAT Corporation, a wholly-owned subsidiary of **Integral Systems, Inc.** released two new software options to their industry leading Monics and DSA product lines that extend their already unique ability to detect and finger print interfering signals. FEC Detection is now available for Monics and SAT-DSA. Where customers for sometime could determine Symbol rate, BER and modulation format, SAT now detects the convolution and Reed Solomon FEC formats which adds to the list of parameters available to assist in identifying carriers using the products’ database of known signals and repeat interferers. Automatic Interference Detection has long been available in Monics Carrier Monitoring and Interference Detection systems and it provides detection of an interfering signal under the main carrier. SAT has also added automatic “carrier under carrier™” interference detection and analysis capability. [Link to Additional Information](#)

**Eutelsat Communications** and ViaSat Inc. announced a new cooperation agreement to jointly offer affordable, high-quality consumer broadband satellite service in underserved markets in Europe. The new partnership will bring together Eutelsat, Europe’s leading satellite operator and its Skylogic broadband affiliate, with ViaSat, a producer of innovative satellite networking systems. Starting from June 2007, the service will use Ka-band capacity on Eutelsat’s HOT BIRD™ 6 satellite, with hub operations supplied by Skylogic from its SkyPark teleport in Turin, Italy. [Link to Additional Information](#)

**Alliant Techsystems** received a production contract in excess of \$10 million to manufacture solid propellant rocket motors for the Chaparral surface-to-air missile system. The contract was awarded to ATK by Madison Research, Huntsville, Alabama. There is potential for a follow-on contract worth an additional \$10 million that could be awarded in AFY 2008. Production of the new Chaparral motors is expected to begin in April 2007 with deliveries planned for December 2007. Work on the contract will be performed at ATK's facilities in Rocket Center, West Virginia. [Link to Additional Information](#)

**Marshall Communications Corporation** announces that it is preparing to assist and support customers at the onset of the upcoming conversion to the new Internet Protocol version 6 (IPv6) by establishing a Transition and Interoperability Test bed/Lab. Being an innovative leader in advanced technologies and systems integration, MARSHALL is capable of and poised to work with all Federal Government Agencies in the transition to the IPv6 standard, which has been mandated by the Office of Management and Budget (OMB) and the Department of Defense (DOD) to become the new global standard. [Link to Additional Information](#)

**Spacenet Inc.** announced the launch of the latest generation of its Connexstar line of satellite networking services for business, industrial and government customers. The new Connexstar packages deliver the highest performance of any high-scalability VSAT network standard service available in North America, with up to 50% more bandwidth than comparable services as well as providing the first “Minimum Assured Speed” from an off-the-shelf satellite networking service. [Link to Additional Information](#)

**EchoStar Fixed Satellite Services Corporation** announced that it has entered into a long-term contract with **ARTEL, Inc.** to provide fixed satellite service for the Department of Defense (DOD). Through the agreement, EchoStar will provide ARTEL multiple satellite transponders within its satellite fleet. [Link to Additional Information](#)

China Satellite Mobile Broadcast Limited announced that it has selected China Mobile Broadcasting Satellite, Ltd. (CMBSat), a Hong Kong-based affiliate of **EchoStar Communications Corporation** (DISH), as the primary provider of S-band satellite capacity for China's mobile video project. [Link to Additional Information](#)

The Federal Communications Commission has started the engines on its review of Liberty Media's proposed takeover of a controlling stake in **DIRECTV**. Specifically, the FCC is asking for comment on Liberty's intent to swap its 16.3 percent stake in News Corp. in return for a subsidiary that holds News Corp.'s 38.4 percent ownership interest in DIRECTV. Also as part of the deal, DIRECTV is gaining regional sports networks in Denver, Pittsburgh and Seattle and about \$550 million in cash. The FCC will rule on an application for transfer of control of licenses and authorizations held by DIRECTV. The first round of comments is due March 23, with reply comments due at the Portals April 9. *Story courtesy of SkyREPORT.*

International Launch Services (ILS) said **EchoStar** will launch a satellite in 2008 on a Proton Breeze M vehicle. Financial terms of the deal were not disclosed. The Proton vehicle, built by ILS partner Khrunichev State Research and Production Space Center of Russia, has carried out more than 320 missions for the Russian government and commercial customers for more than 40 years. The Proton launches from the Baikonur Cosmodrome in Kazakhstan. *Story courtesy of SkyREPORT.*

**Federal Communications Commission** Chairman Kevin J. Martin announced his intention to appoint Derek Poarch, a North Carolina police chief, as the FCC's Public Safety and Homeland Security Bureau Chief. Chief Poarch, a native of Lenoir, N.C., is presently the Director of Public Safety and Chief of Police at the University of North Carolina at Chapel Hill. In his new role,

Chief Poarch will oversee the bureau responsible for FCC activities pertaining to public safety, homeland security, emergency management and disaster preparedness. [Link to Additional Information](#)

## **Upcoming Meetings and Events**

**26-30 March 2007** - International Wireless Communications Expo, Las Vegas Convention Center, [iwceexpo.com](http://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](http://www.icssc2007.com)

**5-7 June 2007** – ISCE 2007, San Diego, California [www.isce.com](http://www.isce.com)

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

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