



# Director's Report

July 31, 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**

Satellite communication product manufacturer ViaSat agreed this week to acquire privately-held JAST Antenna Systems. JAST is a developer of microwave circuits and antennas for terrestrial and satellite applications, specializing in low-profile antennas for mobile sat communications. According to the company, terms of the transaction include an initial purchase price of \$2 million plus additional consideration of up to \$4.5 million in cash or stock. The final numbers will be based on JAST meeting certain financial performance and technology development targets during the next two years, ViaSat said. Story Courtesy of SkyREPORT

**The Boeing Company** and its TEAM TSAT industry partners submitted a proposal to the U.S. Air Force for the Development and Production phase of the Transformational Satellite Communications System Space Segment (TSAT) program. Delivery of the proposal caps more than three years of work on the TSAT Space Segment Risk Reduction System Definition contract. During that time, Boeing has demonstrated TSAT's advanced capabilities and technology maturity through successful laser communications and Next Generation Processor Router demonstrations. [Link to additional information](#)

**EchoStar** filed a petition with the Federal Communications Commission asking the agency to declare the News Corp.-backed Big Ten Network is a regional sports network, not a national network. Now, because the company feels that ruling will have an impact on the DIRECTV swap from News to Liberty, EchoStar is also asking that the pending transfer contain a condition that would apply arbitration to all Liberty- and News-owned programming. In a letter to the FCC, EchoStar said its ability to maximize consumer choice and design customer-friendly packages is damaged without clear cut - and enforceable - programming conditions. The company said forcing expensive sports programming into basic tiers designed for cost-conscious subscribers goes against Chairman Kevin Martin's desire for more a la carte options. Story Courtesy of SkyREPORT

**The Lockheed Martin** team submitted its proposal to design and build the Transformational Satellite Communications System (TSAT) Space Segment, the future global communications network for the U.S. Air Force that will provide seamless, protected communications for a wide range of defense and intelligence users. The proposal builds upon the team's combined experience developing advanced military and commercial communications systems, including the Milstar satellite communications network currently in operation, the Advanced Extremely High Frequency (EHF) system now in production, and the successful TSAT risk reduction and system definition activities conducted under contract to the Air Force. [Link to additional information](#)

**Integral Systems, Inc.** announced the availability of their Satellite Channel Simulator, the T400CS (Telemetry® 400CS). The T400CS is RT Logic's powerful, yet economical communications link simulator. The T400CS emulates the channel characteristics of a

communications uplink and downlink propagation path. Time delay, doppler, range attenuation, and fading are emulated in a smooth and phase-continuous manner. The T400CS provides IF (Intermediate Frequency) or RF (Radio Frequency) inputs/outputs at standard SATCOM (Satellite Communications) frequency bands.

[Link to additional information](#)

**SES AMERICOM** announced that CableOne and Cox Communications are among the latest U.S. cable operators to join SES AMERICOM's popular triple-feed antenna program, which enables operators to easily access new, compelling high definition (HD) programming via the company's HD-PRIME service. The triple-feed antenna program provides qualified cable operators – at no cost – with new satellite antennas and associated equipment at each of their headends, to receive programming via three SES AMERICOM satellites. These satellites include the company's newest, AMC-18, and are all key members of the HD-PRIME service, which delivers HD programming to cable networks throughout the U.S. [Link to additional information](#)

**Eutelsat Communications** announced the conclusion of a five year contract for capacity on its W3A satellite with Gateway Broadcast Services, which is preparing to launch an innovative new pay-TV platform for sub-Saharan Africa. Called GTV, the platform will use Ku-band capacity connected to the African beam on W3A to broadcast direct to homes via satellite in up to 48 sub-Saharan African countries. GTV will initially launch a 15 channel service which will be uplinked to one transponder on W3A from Eutelsat's teleport in Rambouillet, near Paris. GTV's objective is to offer a widely accessible pay-TV service providing a choice of high quality television programming at an affordable subscription price. [Link to additional information](#)

**SES NEW SKIES** announced that AfSat, one of Africa's largest VSAT companies, has contracted additional capacity on the NSS-7 satellite for its 'iWay' broadband via satellite services. Afsat takes on the additional satellite capacity to specifically target sub-Saharan customers, notably in West Africa and Southern Africa. The terms of the five-year, multi-million dollar deal - comprising a bundled solution of space segment (approximately 2.7 transponders at 36 MHz) as well as teleport and IP backhaul and other services - remain confidential. Afsat was formed to provide high-end satellite data network solutions for corporations, banks and government organizations in Africa. [Link to additional information](#)

**Spacenet Inc.** announced that it has extended its enterprise network services contract with Fazoli's® Restaurants. Based in Lexington, Kentucky, Fazoli's operates more than 300 restaurant locations nationwide. Spacenet has provided Fazoli's with enterprise-grade Connexstar network services to support restaurant applications including credit/debit authorizations, point of sale polling and back-office operations. The Spacenet satellite network is being used at Fazoli's corporate-owned restaurant locations across the United States, and may in the future be made available to the chain's franchise restaurants. [Link to additional information](#)

## **Upcoming Meetings and Events**

**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>

**9 October 2007** - SSPI Future Leaders Dinner. The Princeton Club, New York, NY  
[www.satfuture.com](http://www.satfuture.com)

**13-15 November 2007** – DoD Satcom Workshop, The Renaissance Washington, DC Hotel

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