



Director's Report

April 5, 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, Inc. announced that it has started to receive shipments of the new GSP-1720 satellite data and voice module (SDVM) from manufacturer QUALCOMM Incorporated. With the SDVM being approximately half the size of the previous GSP-1620 modem board or SDM and approximately 33 percent of the weight, the GSP-1720 offers integrators, OEMs, and developers a more compact wireless solution for those data applications that require or utilize two-way satellite communications. Duplex satellite data modems provide ideal solutions for a variety of SCADA, telemetry, and monitoring applications as well as basic Internet and email access. [Link to Additional Information.](#)

Newpoint Technologies, Inc., a wholly-owned subsidiary of **Integral Systems, Inc.** added support for the **Iridium** Satellite Modem in its Mercury EM product. Mercury EM is an element manager used to interface with equipment located at remote sites around the globe and send the data to a network management system, such as the Newpoint Compass NMS, at the Network Operations Center (NOC). [Link to Additional Information.](#)

RT Logic, a wholly owned subsidiary of **Integral Systems, Inc.**, announced a new low cost and rugged modem system product – the DTR104. Designed to meet requirements for both legacy modem replacement and new ground mobile and airborne applications, the initial implementation supports satellite receive/transmit modem functions at a 70MHz IF and baseband with BPSK or QPSK direct or subcarrier modulation. [Link to Additional Information.](#)

Northrop Grumman Corporation has initiated a pilot program to design and implement data interoperability for the integrated voice-data wireless system that will ultimately improve emergency communications for public safety agencies in Santa Clara County (Silicon Valley), Calif. As part of this pilot, the city of San Jose, the Santa Clara County Communications Center, and the city of Milpitas are interconnected through the Regional Interoperable Information Broker (RIIB). Eventually, all 32 municipal and county government public safety agencies will be linked through this integrated voice-data wireless system solution. [Link to Additional Information.](#)

Mobile Satellite Ventures, L.P. (MSV) will deploy an integrated 4G and satellite broadband trial powered by Nortel* mobile WiMAX and IMS technologies. The hybrid satellite-terrestrial trial was announced today at CTIA Wireless 2007, the industry's premier wireless event. [Link to Additional Information.](#)

EchoStar Communications Corporation and its DISH Network(TM) satellite TV service announced an agreement with Disney's Buena Vista Video-On-Demand to carry current and catalog movie titles from The Walt Disney Studios on its Video On Demand platform, DISH On Demand, as well as through its Pay-Per-View services. [Link to Additional Information.](#)

Eutelsat Communications and RBC-TV, the Russian business television channel, announced the signature of a five year contract for lease of capacity on the HOT BIRD™ 6 television satellite for free-to-air broadcasting over Europe, the Middle East and North Africa. [Link to Additional Information.](#)

Lockheed Martin announced the delivery of the eighth and final satellite in the modernized Global Positioning System Block IIR (GPS IIR-M) production program to the Air Force. There are currently three IIR-M spacecraft on-orbit, along with 12 original Block IIR satellites within the overall 30-spacecraft GPS constellation. Based on the navigation user range error, which measures GPS accuracy, the Block IIR satellites enable properly equipped users to determine precise time and velocity and worldwide latitude, longitude and altitude to within one meter. [Link to Additional Information.](#)

Inmarsat is playing a critical role in helping NASA, the US space administration, prepare for a possible emergency landing of the space shuttle. Two Inmarsat specialist companies, distribution partner Telenor Satellite Services and network solutions provider Verso Technologies, have been selected to provide voice and data links for the various transatlantic landing sites. These emergency locations can be used by the shuttle during the launch phase, including the Moron and Zaragoza air bases in Spain and the Istres base in France. [Link to Additional Information.](#)

SES NEW SKIES is pleased to announce that Cameroon's leading media company, SPECTRUM GROUP, has launched its two free-to-air TV stations STV1 and STV2 on the NSS-7 satellite. Located at the orbital location of 338° East, NSS-7 can provide high-power Ku-band coverage of West, Central and Southern Africa. [Link to Additional Information.](#)

WildBlue Communications is expanding operations with the company's new WildBlue-1 satellite going hot this week, more than tripling the broadband internet by satellite company's customer capacity, making services available to at least 750,000 consumers. Currently, WildBlue has about 130,000 customers nationwide, but with the added capacity, the company's internet service will be available to all areas of the contiguous United States by the second quarter of this year. The company will also continue to utilize its capacity on Anik F2 in conjunction with the new WildBlue-1. *Story courtesy of SkyREPORT.*

During the past seven years, satellite TV services have grown by 200 percent. Thanks to **DIRECTV** and **EchoStar's DISH Network** - which collectively own about 30 percent of pay-TV subscriptions - the companies have pushed small dish services to new heights - and continues to erode the cable industry's dominance for paying television viewers. A new study by the Television Bureau of Advertising said the nation's top DBS companies had 29.2 percent of the pay-TV market in February 2007, compared to just 9.5 percent in February 2000. At the same time, cable's market share has decreased from 89 percent to 71 percent during the same seven-year stretch. *Story courtesy of SkyREPORT.*

SES Americom subsidiary Americom Government Services, together with satellite-based telecommunications company **Marshall Communications**, said they will renew a multi-year

contract with NASA. The new agreement is designed for improved satellite network services to support future space shuttle video and high-definition NASA TV feeds. According to the groups, NASA will use AGS' satellite services via Marshall to provide space shuttle video feeds during pre-launch, launch and mission operations. AGS will also broadcast the multiple digital channels recognized as NASA TV. *Story courtesy of SkyREPORT*

Globalstar, Inc. announced that it has signed a EUR 9 million (approximately US\$12 million) agreement with Alcatel Alenia Space to upgrade the Globalstar satellite operations and control center located in Milpitas, CA and its backup satellite ground control facility located in El Dorado Hills, CA. According to the agreement Alcatel Alenia Space will provide the necessary hardware and software upgrades to Globalstar's satellite control network facilities, which are required to support the 15-year mission duration of the Globalstar second-generation satellite constellation. [Link to Additional Information.](#)

EchoStar Communications Corporation and Google announced that the companies have entered into a partnership agreement to introduce the first automated system for buying, selling, delivering and measuring television ads on EchoStar DISH Network's 125 national satellite programming networks. Google will have access to a portion of DISH Network's advertising inventory that spans across all channels and dayparts. The agreement is the first of its kind for a national pay-TV provider and Google. This partnership extends Google's current advertising platform to a national TV audience with the aim to deliver more relevant and measurable ads. [Link to Additional Information.](#)

Sea Launch Company has entered into an agreement with SES to use the Land Launch vehicle, initially slated to launch the AMC-21 communications satellite, for the launch of another, yet to be determined, satellite of the SES group, planned in the mid-2009 time-frame. [Link to Additional Information.](#)

The **FCC International Bureau** Information Report to Congress regarding the ORBIT Act pleading cycle established, IB Docket No. 07-50; Comment Date: April 6, 2007; Reply Comment Date: April 13, 2007. Section 646 of the Open-Market Reorganization for the Betterment of International Telecommunications Act ("the ORBIT Act"), 47 U.S.C. § 646, requires the Commission to report annually to the Committees on Commerce and International Relations of the House of Representatives and the Committees on Commerce, Science, and Transportation and Foreign Relations of the Senate on the progress made to achieve the objectives and carry out the purposes and provisions of ORBIT Act. [Link to Additional Information.](#)

The **Federal Communications Commission** on moved on issues related to exclusive contracts for the provision of video services in multiple dwelling units, an effort that aims to break cable's occasional lock on the market. Specifically, the commission is seeking comment on the use of exclusive contracts in the MDU video provider marketplace and the impact the deals have on video competition. As part of its efforts, the notice seeks comment on what specific steps the commission should take to ensure that exclusive contracts do not unreasonably impede competitive video entry. *Story courtesy of SkyREPORT* [Link to Additional Information.](#)

The **Federal Communications Commission** adopted its First Annual Report to Congress on the state of competition in the communications satellite services industry examining six wholesale and two retail markets from 2000-2006. The report provides history of the industry, identifies capacity and pricing aspects to the sector, and notes competition from terrestrial technologies. The FCC said that commercial satellite services continue to benefit U.S. consumers and government at all levels. *Story courtesy of SkyREPORT* [Link to Additional Information.](#)

Commercial satellite launch company Arianespace unveiled plans this week to launch two new communications satellites for fixed satellite services provider **Intelsat** and JSAT, Japan's first private satellite operator. Scheduled for the event will be the launch of the Horizons-2 spacecraft for Horizons Satellite LLC - a joint venture between Intelsat and JSAT, and Intelsat-11. *Story courtesy of SkyREPORT*

Sea Launch reports significant progress in the investigation into the cause of the unsuccessful launch on January 30 and repairs to the Odyssey Launch Platform. The national space agencies of Russia and Ukraine formed an interagency commission in early February to investigate the cause of the incident and determine the necessary corrective actions. The commission recently concluded its investigation and issued a summary statement to Sea Launch, indicating an anomaly within the first stage engine caused early termination of thrust, resulting in the loss of the mission. [Link to Additional Information.](#)

Intelsat subsidiary Intelsat General Corp. named WILLIAM SHERNIT as company president and CEO. Shernit comes to Intelsat General after serving more than 15 years as president of BAE Systems Information Technology. *Story courtesy of SkyREPORT*

Upcoming Meetings and Events

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, Millennium Hilton, Bangkok, Thailand <http://www.apscc.or.kr/event/apscc2007.asp>

November 2007 - DoD Satcom Workshop, Washington, DC

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