

Polish Euro Marketing Group to sell high speed internet over satellite

LUXEMBOURG

SES ASTRA is further extending the distribution of its high speed internet access product ASTRA2Connect in Europe and has reached an agreement making the product available to consumers in Poland as of January 2008.

The contract partner for the Polish service is the Euro Marketing Group, who will offer ASTRA2Connect through its partner networks, retailers and

web-shops. With this contract, SES ASTRA continues the successful roll-out of ASTRA2Connect throughout various European markets. The Euro Marketing Group is a service provider and distributor of IT equipment, including TV tuners, in Poland, Ukraine and Russia and is experienced in providing broadband Internet services via satellite for the residential market in Poland.

ASTRA2Connect is a fully satellite-based solution for broadband access that delivers dual- and triple-play services without any terrestrial support. This innovative infrastructure offers a unique possibility for regions without terrestrial broadband access to use high-speed internet.

"We are pleased about this new agreement which allows us to bring ASTRA2Connect to the

Polish market," said Alexander Oudendijk, Chief Commercial Officer of SES ASTRA. "According to industry data, around 2 million Polish households are still without DSL coverage today. ASTRA2Connect is an innovative product for these customers offering a highly attractive solution to access high-speed internet also in regions where terrestrial infrastructures are not available." ●

Boeing sets up UK Defense subsidiary

UK

The Boeing Company has appointed Mike Kurth as managing director of Boeing Defence UK, Ltd., to establish and initially lead the newly structured business, effective Jan. 1, 2008.

Kurth will be responsible for coordinating all of Boeing's defense activities and business development in the UK, working with Sir Roger Bone, President, Boeing UK, to pursue growth opportunities and partnerships. Supporting Kurth are Maj. Gen. (Ret.) Jonathan Bailey and Brian Moran, who also have joined the senior management of Boeing Defence UK, which currently has around 150 employees at 20 locations throughout the UK.

Jim Albaugh, Boeing Integrated Defense Systems President and CEO, said, "This appointment demonstrates our commitment to our customers and partners in the UK. Mike Kurth possesses the outstanding domain knowledge, customer relationships and leadership qualities to position and strengthen Boeing Defence UK, Ltd., as a key on-shore partner to the Ministry of Defence."

Boeing has been active over the last year launching three new systems engineering and technology facilities in Bristol, Farnborough and Cranfield. In the Network Enabled Capability arena, Boeing, in partnership

with Thales UK, has been selected as the preferred bidder for the role of System-of-Systems Integrator for the Future Rapid Effect System program. Boeing also has been recruiting systems engineers, software analysts, training specialists, as well as supply chain and process managers.

Kurth, a pilot with more than 5,000 hours on 30 aircraft types, joined Boeing in 1997 after 24 years of distinguished service with the US Marine Corps. Prior to this appointment, he was Vice President, Business Development, IDS Advanced Systems.

Holding a bachelor's degree from the University of Wisconsin, Madison and a master's degree from the Naval War College, he is a board member of the Association of the US Army and the Marines' Memorial Association. Kurth is a recipient of the Navy Cross, and his other military honours and citations include the Alfred A. Cunningham Marine Aviator of the Year Award and the Navy League's John A. Lejeune Award for Inspirational Leadership.

Bailey, currently Deputy Director, Boeing Defence UK, Bristol, retired from the British Army

in 2005 after 33 years of service. From 2002-05, he was Director General, Development and Doctrine, responsible for the future concepts, force development and doctrine of the British Army.

Prior to that time, he was Director of the Royal Artillery. Brian Moran, Director for UK Industrial Participation, was formerly Chief of Staff to the President and CEO of Boeing Integrated Defense Systems. He is responsible for leading the development and management of Boeing's offset programs and industrial liaison in the UK. ●

Astrium to build new-generation Ka-band satellite for Eutelsat

Astrium has been selected by Eutelsat Communications, one of the world's leading satellite operators, to deliver a satellite, currently designated as KA-SAT, the first European multi-beam satellite to operate exclusively in the Ka-band and dedicated to providing broadband and broadcast services across the wider Europe.

KA-SAT will be launched in 2010 and positioned at 13 degrees East in geostationary orbit. The new satellite marks a material step forward in multi-beam satellites that are already demonstrating their efficiency in the market for broadband Internet access, HDTV and local and regional television for users located in rural areas in North America.

Based on the Eurostar E3000 platform developed by Astrium, KA-SAT will operate more than 80 spot beams simultaneously, which makes it the largest multi-beam Ka-band satellite ever ordered worldwide.

The satellite will feature a high level of frequency re-use and a flexible assignment of resources to adjust to market demand. Weighing 5.8 tonnes at launch, the large spacecraft is equipped with four multi-feed deployable antennas with enhanced pointing accuracy, and will be able to operate at a payload power of more than 11 kW throughout its 15-year design lifetime.

KA-SAT is the 17th satellite commissioned by Eutelsat from Astrium, and the 23rd Eurostar E3000 ordered. With eight commercial GEO communications satellites won in 2007, Astrium is number one worldwide in terms of satellite orders. ●

Vislink opens an office in Dubai

UAE

From 1st January 2008, Vislink PLC, the £100 million manufacturing group for the specialist broadcast and defence markets, is to open a sales and distribution office in Dubai, United Arab Emirates.

Vislink Group operates worldwide, with bases in the US, UK, continental Europe and Asia.

The group comprises Advent Communications, Link Research and Microwave Radio Communications Inc. The three companies are leading suppliers

of microwave radio and satellite transmission products for the broadcast and security markets and Vislink companies' equipment delivers some of the most spectacular live news and sports on TV, specifically, for example, the Indonesian Tsunami, USA elections, the 2006 Football World Cup.

Advent Communications manufactures portable and mobile satellite links for news and defence. Advent has a large base of established customers in the region, which includes Jor-

dan Media City where Advent installed the earth stations. Middle Eastern broadcasters have purchased Advent's lightweight flyaways in large numbers and the company's small Mantis satellite dish is a best-seller in the region.

Link Research develops and manufactures wireless camera systems and has won many awards for its systems, which are used mainly in live news and sports broadcast.

Link's High Definition transmitter was first used at the Doha

Asian Games.

MRC manufactures microwave links for the broadcast and defence markets.

Vislink's CEO, Ian Scott-Gall commented, "The Middle East has a vibrant broadcast industry, with Dubai as its hub. We shall be building on the relationships we already have with Middle Eastern customers and talking to broadcasters about new solutions for modern OB and communications."

Advent Communications, Link Research and Microwave Radio Communications will be demonstrating their range of communications links at Cabsat in March 2008, stand number ZO11. ●

Eutelsat announces Swisscom contract

FRANCE

Eutelsat Communications has announced a major contract for its new Tooway™ satellite broadband Ka-band service with Swisscom.

According to the agreement with Swisscom, Eutelsat's Tooway™ service is the satellite component of a far-reaching universal broadband programme for all Swiss homes. Swisscom won a tender from the Swiss Ministry for Telecommunications to make broadband connectivity available as from January 2008 to all residential Swiss customers irrespective of their location.

Eutelsat's satellite-based consumer broadband service was chosen by Swisscom following an exhaustive assessment of multiple wireless broadband access solutions able to address homes beyond range of terrestrial broadband networks. Swisscom selected Tooway™ in particular for its high performance and scalability.

Launched in Europe in late 2007, Tooway™ unites the skills of Eutelsat and ViaSat, a world leader in innovative satellite broadband services. Using Ka-band capacity on Eutelsat's HOT BIRD™ 6 satellite for both forward and return links, Tooway™ is based on the SurfBeam® DOCSIS® broadband satellite system developed by ViaSat and

already widely deployed in North America. ViaSat's SurfBeam® DOCSIS® terminals are already used by over 325,000 subscriber homes in North America to deliver ADSL-like services, with a peak of almost 90,000 units shipped over the last three months.

From its position in orbit at 13 degrees East HOT BIRD™ 6 provides Swisscom with full coverage of Swiss territory. The service will be supplied to households via Bluewin, Swisscom's Internet Service Provider. From its Zurich facilities, Bluewin will be connected by fibre to the Tooway™ Network Operation Centre managed by Eutelsat's broadband affiliate Skylogic in Turin.

For the user, the compact Tooway™ consumer satellite terminal comprises an Outdoor Unit (ODU) with a 67cm dish and an Indoor Unit (IDU) or modem that interfaces to a PC or home network via a standard Ethernet connection.

Commenting on the contract with Swisscom, Eutelsat Communications Chairman and CEO Giuliano Berretta said: "The selection of our new Tooway™ Ka-band broadband service by Swisscom, a hallmark in telecommunications for quality service and reliability, under-

scores the intrinsic ability of satellite technologies to complement terrestrial networks. This major contract also clearly demonstrates the ability of Tooway™ to deliver a comparable service to terrestrial broadband networks, with ease of use and high levels of scalability to accom-

pany growth. We are delighted with this contract as it is a first step towards the provision of affordable satellite consumer broadband services throughout Europe and the Mediterranean Basin in the Ka-band. This will be followed in 2010 with the launch of KA-SAT." ●

ND SatCom announces partnership with Greek broadcast and VSAT system integrator Telmaco S.A.

ND SatCom has announced a partnership with Telmaco S.A., a Greek broadcast and VSAT system integrator and equipment provider. ND SatCom is teaming up with Telmaco for both sales and service partnership for the Greek & Cyprian markets. Dieter Dreizler, Director Sales at ND SatCom, states: "ND SatCom has been active in the Greek market for several years now. We see the partnership with Telmaco as a logical further step for better serving our Greek customers and for generating new business.

Greece is both an archipelagic and mountainous country and the demand for communication solutions via satellite is increasing." Besides governmental VSAT networks for telemedicine and Air Traffic Control, ND SatCom has implemented a commercial network and delivered satellite uplinks to local broadcasters.

Dimitris Kyriazis, President & Managing Director of Telmaco, welcomes the partnership: "The partnership allows Telmaco to bundle our know-how, customer base and proximity with ND SatCom products and solutions for the Greek satellite communications market. We agreed, for example, to act as a local service point for SNG technology in the broadcast & media sector. ND SatCom's VSAT products fit into our strategy of enhancing Telmaco's activities in the telecommunications and VSAT market." ●

Arianespace to retain industry leadership

FRANCE

Arianespace will retain its industry leadership in 2008, relying on a three-pronged strategy of meeting the company's on-time mission commitments to customers, utilizing Ariane 5 launchers that are built to a standardized configuration, and maintaining a clearly defined commercial/industrial organization for its Service & Solutions offer.

Speaking to journalists at its traditional New Year's press conference in Paris, Chairman & CEO Jean-Yves Le Gall said the launch marketplace continues to recognize Arianespace's quality and performance, expanding the order book to record levels -



which is being met by a continued ramp-up in mission rate.

"Our record year in 2007 clearly shows that quality is recognized within the launch services marketplace," Le Gall told international reporters. "With Ariane 5's accelerating launch rate, and the future introduction of Soyuz and Vega to our family of vehicles, I can reassure the satellite industry that Arianespace will have no shortage of launch capacity for our customers when they sign contracts with us."

The six Ariane 5 missions and three Soyuz flights conducted last year lofted a total of 21 payloads, placing more than 50 metric tons into orbit. During the same period, Arianespace signed 13 new Service & Solutions contracts for missions to geostationary transfer orbit, and four additional orders for

launches of satellites into low Earth orbit.

Arianespace is targeting seven to eight Ariane 5 missions in 2008, with payloads that include the first Automated Transfer Vehicle re-supply spacecraft for the International Space Station, the Herschel and Planck

space science spacecraft, and TerreStar I - the largest commercial geostationary communications satellite ever built.

Le Gall stressed the importance of Arianespace's organizational structure in today's competitive marketplace, which guarantees customers a single

point of contact from the moment a contract is signed until the payload is in orbit.

Arianespace takes full commercial responsibility, overseeing the Ariane industrial network that is tasked with delivering mission-ready launchers to the company. ●

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ND SatCom SkyWAN terminals extend Kazakh telemedicine networks

GERMANY

ND SatCom has implemented a third batch SkyWAN® satellite terminals for a telemedicine project initiated by the Kazakh Ministry of Health. The project was kicked off in 2005 for two of the 14 Kazakh regions and then extended by a further two regions in 2006. With the newly implemented terminals, the telemedical project now comprises the seven regions of Karaghandy, Atyrau, Akmola, Kyzylorda, West-, East- and South-Kazakhstan, which

amounts to half of the country's area. The objective of the e-Health project is to establish regional medical centres and equip them with telemedicine networks for offering remote access to experts in urban areas for medical consultancy and collaboration. The VSAT networks consist of three hub stations at central sites in Almaty (2) and Astana (1) and a number of remote terminals.

Due to Kazakhstan's lack of terrestrial infrastructure in re-

remote areas, satellite connectivity is the only solution for fast and reliable communication. The telemedicine networks connect urban medical centres, hospitals and medical universities throughout the country with doctors based in rural, remote and inaccessible sites. Transmitted data are either real-time, e.g. telephone, live operations and video-conferencing, or store-and-forward data such as patient files and X-Ray photographs.

Dietmar Riedel, Director

Sales Europe & CIS of ND SatCom, states that feedback has been very positive: "The installation of these networks led to a significant reduction in the times taken to diagnose certain illnesses and diseases. Thus overall medical care response time has been shortened in addition to the time and effort required to transport patients to medical centres. Furthermore, diagnoses have proved much better in the districts served by telemedicine networks." ●

ArabSat signs agreement with Saudi Hollandi Bank

SAUDI ARABIA

Arabsat, the world's 9th largest satellite operator and the leading provider in the Middle East and North Africa, has signed a strategic agreement with Saudi Hollandi Bank for an Islamic facility that will secure Arabsat's expansion over the next five years.

The agreement was concluded in the presence of Engineer Khalid A. Balkheyour, Arabsat President & CEO, and Abdulrahman S. Baselm, Arabsat VP Financial Affairs and Abdulelah Al Shaikh, General Manager Corporate Banking Group, Mosaad Al-Hammadi General Manager Central Region.

The facility will be in accordance with the Murabaha principles of Islamic banking. Saudi Hollandi Bank was the preferred financier of choice for Arabsat following a global tendering process.

"We chose Saudi Hollandi Bank over a number of other international financial corporations due to our longstanding relationship with them stretching back to the early 1980s and to their can-do attitude in terms of providing us with the resources that we need to augment our organic

growth," said Engineer Khalid A. Balkheyour.

Arabsat will be launching a satellite every year from 2008 to 2011 to cater to a growing demand in broadcast, telecommunications, and broadband services as well as the launch of high definition television in the Middle East and North Africa region.

To be repaid over a period of five years, Arabsat's Islamic Murabaha facility will be fully funded by Saudi Hollandi Bank and will be managed by the bank's Corporate Banking and Islamic Finance departments.

"We are very pleased to support Arabsat's growth across the region as well as globally; we have worked with Engineer Khalid Balkheyour and his team for many years now, and we're delighted to be part of their success," said Abdulelah Al Shaikh, General Manager Corporate Banking Group of Saudi Hollandi Bank. "In a Murabaha Islamic financing the bank will purchase the specified goods from a third party and after transfer of ownership it sells them to the client at cost plus an agreed profit."

Arabsat currently transmits to more than 164 million viewers both inside and outside of the

Arab World. A pioneer in the broadcasting space, Arabsat is set to continue breaking new ground with the commencement of high definition broadcasting in the near future. "We will remain committed to our customers by

developing new services for all of our viewers across the region and globally. We'd like to thank Saudi Hollandi Bank for their support and assistance in working with us," added Engineer Balkheyour. ●





Recent deals light up Spacecom AMOS constellation

ISRAEL

Spacecom the AMOS satellites operator, has announced that during the last months of 2007 it improved its position as the satellite of choice for broadcasters all over Central and Eastern Europe.

From Slovenia to Ukraine to Hungary and Romania, Spacecom continued to add new customers.

In Slovenia, Spacecom signed up privately owned music channel Carli TV, while in Romania, Trinitas TV, owned by the Bucovina and Moldavia Church, joined the flock. Carli TV's music videos and programming will be transmitted over AMOS for five years, whereas Trinitas TV's inspirational channel will be on AMOS for a three-year period.

Hungary saw two contract extensions with Halozat, a public TV station supported by the country's local governments, and with HDT, a VSAT provider for private networks. Halozat has signed on for an additional seven years, and HDT is increasing its usage of AMOS to provide broadband Internet access via satellite for its expanding network.

In the Ukraine, Spacecom's Russian-language and international music mix is dancing ahead. Music Box, a broadcaster focusing on local music, is making AMOS' music footprint in the country - alongside MTV Ukraine, M1, M2 and OTV Music Channel - even stronger with a three-year deal.

"AMOS' neighbourhood throughout the region is continuing to grow as we bring in new clients and re-sign our existing base of satisfied users," stated President and CEO, David Pollack.

"Central and Eastern Europe continues to benefit from a solid investment climate and improving communications infrastructures. With the addition of AMOS-3 in 2008, we look forward to growth in demand for our services," he continued.

"We are proud to play a leading role in providing broadcasters with a powerful solution for their communications needs.

AMOS' satellites create an excellent platform for local and regional operators to broadcast content and with AMOS-3's new

advanced services we will form a key element of our clients' future strategies," concluded David Pollack.

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C2SAT enters into marketing and sales agreement with DRS Technologies

SWEDEN

C2SAT has entered into a technology licensing agreement with DRS Technologies. DRS is a leading supplier of integrated products, services and support to military forces, intelligence agencies and prime contractors worldwide.

Under the terms of the agreement, DRS will market and sell C2SAT's shipboard stabilized Ku band terminals to the US DOD and government agencies. The four axes stabilized 1.2 to 2.4m antenna terminals utilize proprietary technologies protected by a series of global patents and ruggedized construction designed to meet US MIL-standards, including shock, vibration and EMC.

C2SAT will market and sell DRS Technologies X and Ku band Satellite Communications-

On-The-Move (COTM) terminals which provide a similar functionality with .5 to 1m antennas in a smaller ruggedized package for land vehicle and small boat applications.

Fredrik Hånell, C2SAT CEO,

said "Our four axes stabilized antenna system has gained significant interest since its official launch early this year, and finding the right partner in the US was essential to pursue upcoming opportunities. We are

pleased to partner with DRS, a leading defense technology company that is committed to providing state-of-the-art-communications equipment with a quality reputation in the US defense communities." ●

Thuraya-3 satellite successfully launched to orbit

The third Geo-mobile satellite of Thuraya Satellite Telecom Company has successfully been launched by Sea Launch, allowing Thuraya to embark on major expansion plans and provide its cutting-edge mobile satellite services in the Asia-Pacific region in the first quarter of 2008.

In a press statement following the launch, Thuraya's CEO Mr. Yousuf Al Sayed says, "The launch of Thuraya-3 is a significant milestone in the Company's progress and growth, and in reinforcing Thuraya's status as dynamic, world leading, multi-regional mobile satellite operator."

He also said that Thuraya has had a long and impressive history with Sea Launch. "We have launched three Geo-mobile satellites so far, all by Sea Launch, and all have been very successful," said Al Sayed, adding that Thuraya is continuously expanding, and Sea Launch has been instrumental in meeting Thuraya's growing requirements. He also reiterated that the Company has already completed all Ground network preparations for Thuraya-3, and signed commercial partnerships with several promising partners in Asia-Pacific. Hence all is set for commercial launch very early in 2008.

ITU highlights role of ICT in reducing greenhouse gas emissions

SWITZERLAND

The International Telecommunication Union made a statement at the UN Conference on Climate Change in Bali, Indonesia, demonstrating the part played by information and communication technologies (ICT) as both a cause and a potential cure for climate change.

Highlighting activities that address climate change, ITU stated that ICT can play a vital role in combating climate change. They can be used for remote monitoring of climate change and gathering important scientific data - for instance, using telemetry or remote sensing by satellite. Furthermore, smart technologies can usher in a whole new generation of energy-efficient products, notably in next-generation networks (NGN) where ITU's Standardization sector (ITU-T) is carrying out vital specialized work.

The Conference, was held 3-14 December and hosted by the Government of Indonesia, brought together representatives of over 180 countries together with observers from intergovernmental and non-governmental organizations, as well as the media.

ITU pointed out that the proliferation of ICT products in homes and offices, and their deployment throughout the world, places an increasingly heavy burden on energy consumption. The late night glow in homes and offices emanating from computers, DVD players, TVs and battery chargers is all too familiar. And the move to "always-on" services, like broadband or mobile phones on standby, has greatly increased energy consumption compared with fixed-line telephones, which do not require an independent

power source. Energy demands caused by high-tech lifestyles in some countries are now being replicated in others.

ITU underlined an active commitment to promote the use of ICT as a positive force to reduce greenhouse emissions and

to find ways to mitigate the effects of climate change. ITU can support and facilitate scientific studies aimed at implementation of new measures against the negative effects of climate change. As part of a unified effort of the UN system, ITU can

SAT-GE appoints new VP Engineering

SAT-GE, a provider of unique C and Ku-band satellite coverage spanning the Pacific Ocean Region from coast-to-coast, has announced the appointment of Vince Walisko to the position of VP Engineering.

Walisko will be responsible for all aspects of engineering and sales engineering for SAT-GE, including satellite configuration, payload management, strategic supplier liaison and operations.

With more than 25 years experience, Walisko has been an active player in the development of communications technologies, business and markets.

He has consulted widely on a broad range of telecommunications services spanning Government, Broadcast and Enterprise applications. ●



contribute in its areas of expertise to support Member States and to foster partnerships with the private sector to develop more energy-efficient technologies.

During his visit to ITU last July, UN Secretary-General Mr Ban Ki-moon stated that ITU is providing the basic groundwork for the international community and should contribute to global agendas such as climate change, which would have long-term implications for the future of humankind. "ITU is one of the very important stakeholders in the area of climate change," he said.

Key ITU activities that address climate change

An international symposium in April 2008 organized as part of ITU's Technology Watch function will raise awareness of the role that ICT play in climate change. One aim will be to identify new areas for standardization work which is acknowledged to be of

key importance.

Coordination of the orbital and frequency resources for satellites which play a vital role in gathering data on climate change, such as earth-observation and global climate observing systems (GCOS).

Standardization work on reducing power requirements of telecommunication equipment, including terminal devices and networking equipment that will have the additional environmental benefit of reducing the production of greenhouse gases and global warming. Standards for next-generation networks (NGN), being developed at ITU, should bring about a 40 per cent saving in energy consumption compared with today's telecommunication networks.

High-level policy review and guidelines to help developing countries take full advantage of ICT applications for environmental management and sustainable development.

ITU's Telecommunication

Standardization Advisory Group (TSAG), in December 2007, strongly backed the hosting of an international symposium calling for a systematic review of all of its standards (ITU-T Recommendations) in the light of climate change. A checklist to ensure that climate change mitigation is taken into account at an early stage of standards development to avoid retrofitting.

Two specific technologies under the standardization spotlight - Radio Frequency Identification (RFID) and Ubiquitous Sensor Networks (USNs) - can help reduce consumption of fossil fuels, by using motion sensors that switch on lights only when necessary or by automatically adjusting heating requirements.

Significant work on the use of ICT for disaster preparedness (monitoring, detection and prediction) aimed at mitigating the negative effects of climate change, and providing solutions for disaster relief

The Union has pioneered online working tools that facilitate virtual meetings and remote delivery of services. Increasingly, senior management meetings and major conferences take place in a paperless environment with facilities for remote participation.

The carbon emissions from ITU's own participation in the Bali conference (around 3'187 kg) have been rendered climate-neutral, along with that of the rest of the UN, through offsets in the Clean Development Mechanism of the Kyoto Protocol.

The thirteenth Conference of the 192 Parties to the United Nations Framework Convention on Climate Change (UNFCCC) and the third meeting of the 176 Parties to the Kyoto Protocol are expected to form a roadmap for a future international agreement on enhanced global action to fight climate change for the period post-2012, the year the first phase of the Kyoto Protocol expires.

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