



India's communications revolution under threat from spectrum crunch

INDIA

India's broadcasting and telecommunications industries have renewed calls for the Government of India to optimise the regulation of satellite services to provide greater choice for consumers while taking "a long-term and a considered approach to allocating existing satellite services' bandwidth to terrestrial wireless services such as Wimax."

Indian and international industry organisations such as the VSAT Association of India (VSAI), the Global VSAT Forum (GVF), and the regionally-based Cable & Satellite Broadcasting Association of Asia (CASBAA) are concerned that a proposed "spectrum grab" for current satellite bandwidth in the 3.4GHz-3.7GHz range used by Indian and international satellite operators could close down satellite services including hundreds of TV channels across India.

"For instance, the largely unconsidered implications of the proposed changes could be catastrophic for news broadcasters which use the lower end of the C-band spectrum" said Simon Twiston Davies, the CEO of CASBAA. "This is exactly the radio spectrum now being given over to untried Wimax services, which could easily use other frequencies."

An emergency meeting on these issues was attended by members of the VSAI, CASBAA and the GVF who exchanged views and information with government officials, including representatives of the Telecommunications Regulatory Authority of India (TRAI) and the Planning Commission (which reports direct to the Cabinet). The meeting covered numerous issues, including the need for expansion of Indian access on a long-term basis to competitively priced international satellite communications services.

Also in attendance was the Indian Space Research Organisation (ISRO) which was praised for fuelling growth in satellite

communications that will play a vital role in India's future economic development. "ISRO's key role is to grow the now maturing Indian space market, while at the same time partnering with more of the world's greatest telecommunications companies," said David Ball, the Chairman of the CASBAA Satellite Industry Committee and VP Asia-Pacific for satellite operator Intelsat.

According to several speakers during the meeting, satellite services have underpinned India's communications revolution, but they must be fairly, openly and efficiently allocated to operators on an even handed basis if the Indian people are to enjoy the greatest benefit.

A capacity crunch has already developed that sees demand for satellite services vastly outstripping supply of transponders, and the proposed re-allocation of spectrum for Wimax serv-

ices will turn a crunch into a crisis.

"Today, India remains woefully under-provisioned in many areas of satellite capacity and yet we have the potential to revolutionise the public's access to new and exciting interactive media and telecommunications," said D.P. Vaidya, President of the New Delhi-based VSAI.

"Broadcast channels supported by bandwidth-hungry broadband TV, and two-way broadband interactive telecommunications services, cannot be deployed unless there is a significant increase in access to in-orbit satellite inventory for Indian users," said Martin Jarrold, Chief of International Programme Development for the GVF.

During the summit, the private sector called upon the Government of India to implement a long-term TRAI recommendation that an "Open Skies" policy

should be adopted for DTH and VSAT operators similar to that available to ISPs. According to TRAI, DTH and VSAT providers "should be allowed to work directly with any international satellite."

International satellite operators stressed their desire to service India's growing market on a long-term basis, but Twiston Davies noted that Asian demand for transponders is increasing. Satellite operators are not likely to continue past practice of making satellite capacity available to India on short-term contracts, he said.

"This is an industry that operates on the basis of long-term commitments. Indian users should be allowed to conclude such contracts directly with outside suppliers. India's current economic growth cannot be sustained by domestic satellite resources alone," he concluded. ■

IP-based radio contribution and distribution network implemented in Indonesia

INDONESIA

ND SatCom, an SES ASTRA company and a leading global supplier of satellite-based broadband VSAT, broadcast, government and defence communication network solutions, implemented with its partner Studio Hamburg Media Consult International (MCI) GmbH an IP-based radio contribution and distribution network for Radio Republik Indonesia (RRI). The Jakarta-based, state-owned radio broadcast is operated by the Indonesian government and consists of 21 regional stations.

The implemented IP radio network collects regional and national content in the form of IP data streams from several studios for its various radio programs. The digital multicast

streams are then sent via satellite to 95 radio transmit stations. From these relay stations, the radio programs are distributed terrestrially via VHF (Very High Frequency) to private households.

ND SatCom's SkyWAN® is a key technology platform used for the star topology VSAT network with central hubs located in Jakarta and Bandung.

Indonesia consists of 18,000 islands and about 6,000 are inhabited. Dieter Dreizler, Director

Sales of ND SatCom, comments on the project's challenges: "Due to little terrestrial infrastructure, satellite communication is the only way to provide more than 200 million inhabitants reliably with national breaking news as well as regional content. ND SatCom's core technology SkyWAN® supports RRI to operate a cost effective network infrastructure. With our media network management software, RRI is able to manage IP-based streams effectively." ■

" Satellite communication is the only way to provide more than 200 million inhabitants reliably with national breaking news..."



New Australian Government broadband initiative will help boost IPSTAR sales

AUSTRALIA

IPSTAR Australia Pty Ltd, a subsidiary of Thailand's Shin Satellite Plc, is expecting stronger growth in 2007, following an expansion of satellite broadband subsidy coverage under the Federal Government's AU\$163 million Australian Broadband Guarantee.

The new funding regime allows IPSTAR to service customers in metropolitan black spot areas as well as its existing rural and remote markets, ensuring all Australians can have access to high quality broadband services, regardless of where they live. IPSTAR Australia's General Manager, Mr. Teerasak Sawekpun, said there have been requests for a true broadband solution from people who live in outer metropolitan areas, who have not previously been eligible for a satellite broadband subsidy.

"The Broadband Guarantee takes advantage of significant improvements in IPSTAR and satellite broadband technology in general," Mr. Sawekpun said. "IPSTAR is currently delivering next generation satellite broadband services through multiple Broadband Connect accredited service providers.

"IPSTAR has been very successful in promoting its services, with take up increasing from just a few hundred customers a month in May 2006 to the level in excess of 2,500 customers per month so far this year," he said.

The Broadband Guarantee will continue the improvement in the delivery of broadband services in DSL's underserved and unserved areas, with IPSTAR planning additional services, including voice, movies and long distance learning applications.

Mr. Sawekpun added that IPSTAR has accumulated a backlog of more than 15,000 IPSTAR User Terminals valued at AU\$17 million for deployment in the first half of this year.

"We are working hard to make sure we supply our hardware in a timely manner and re-

duce customer installation lead time." Mr Sawekpun said.

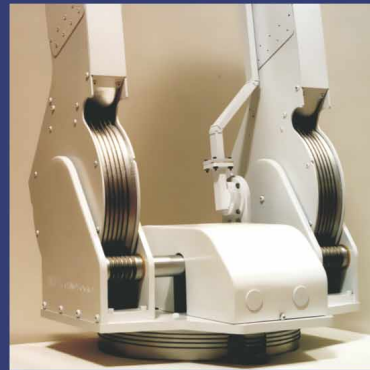
Warren Ingerson, Executive Director of Australia Private Network (APN), a major service provider of IPSTAR, said: "We can

provide these metro-comparable broadband services now," he said. "APN's 'Activ8me' service has already successfully delivered IPSTAR broadband to thousands of customers in regional

and remote Australia, and we can start filling metropolitan black spots once the new subsidy process is underway. We expect more take up through the Broadband Guarantee this year." ■

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IPSTAR signs BayCity Communications

NEW ZEALAND

IPSTAR New Zealand Ltd. (IPNZ), a subsidiary of Shin Satellite Plc. ("SATTEL") announced that the Company has signed an exclusive contract with BayCity Communications Limited as the exclusive National Service Operator (NSO) for IPSTAR services throughout New Zealand. Within the scope of the NSO contract, BayCity Communications will be responsible for the wholesale supply of all IPSTAR products and services, including broadband internet access, bandwidth, user terminals and other valued added services such as Voice over Internet Protocol (VoIP), VDO, IPTV etc. IPSTAR New Zealand will continue to operate the IPSTAR gateway in Auckland.

Based on the NSO deal, BayCity Communications is committed to a minimum purchase, over a 12-year contract, of IPSTAR bandwidth and User Terminals valued at over NZD \$100 million. BayCity Communi-

cations is a new addition to the BayCity Group, a long-standing communications provider to the New Zealand rural sector. BayCity's rural services arm Farmside Limited has been deploying IPSTAR services since 2004, initially using the IPSTAR first generation system (which used conventional satellites), and subsequently migrating to the THAICOM 4 (IPSTAR) satellite. Farmside is the leading provider of IPSTAR satellite broadband services in New Zealand and has received both national and international attention for its success in bringing broadband access to rural communities.

Dr. Dumrong Kasemset, the Executive Chairman of Shin Satellite PLC and IPSTAR New Zealand Ltd. said, "We are delighted to enter into this NSO agreement for New Zealand with BayCity Communications Ltd. The New Zealand market for IPSTAR includes over 125,000 house-

holds, of which 70,000 are business and farming potential users who require broadband for managing their day-to-day businesses. The NSO deal is packaged around a 60,000 User Terminal deployment commitment within five years and to reach full capacity of IPSTAR bandwidth over New Zealand within four years. BayCity has been working with us very closely since 2004 as a service provider and has extensive experience in marketing and deploying IPSTAR services to rural New Zealand. We are confident that BayCity Communications Ltd will be able to significantly grow the broadband satellite market using IPSTAR in the coming years."

Founding Director of the BayCity Group, Barry Payne, said the NSO deal would result in significant economic benefits for the rural and other sectors in New Zealand.

"IPSTAR is a proven broadband technology that we

have successfully deployed throughout rural New Zealand. With IPSTAR, thousands of New Zealand rural dwellers are now connected, using applications daily such as online banking and shopping, email, internet-based farm productivity services and distance learning, for the benefit of both farm and family," he said.

Mr. Teerasak Sawekpun, General Manager and Director of IPSTAR New Zealand Limited added, "With BayCity Communications taking responsibility of wholesale services for all New Zealand IPSTAR retail providers, IPNZ's new role will be to concentrate on the operations of the IPSTAR system, the delivery of quality services and supporting new applications. We are confident that this partnership will be beneficial to the New Zealand market as a whole, because it will allow us to focus our resources on the areas we know best, such as satellite communications technology." ■

SES New Skies to provide internet trunking services

FRENCH POLYNESIA

SES NEW SKIES, an SES company is pleased to announce that its NSS-5 satellite has been selected by the Office des Postes et Telecommunications of French Polynesia (OPT) to provide Internet trunking services to the 118 islands constituting French Polynesia. The value of the three-year, two transponder contract, which was signed today in Sydney (Australia) by Lydia Nouveau, OPT's General Manager and Scott Sprague representing SES NEW SKIES in the presence of Jean-Alain Frebault, Chairman of the Board and Michel Yip, Minister of Telecoms of French Polynesia, remains confidential.

NSS-5, positioned at the orbital location of 183° East, is SES NEW SKIES' principal connectivity satellite for the Pacific

Ocean Region.

The powerful spacecraft is one of the few satellites that can connect North America with all major destinations in the Pacific Rim. It is therefore particularly well suited to provide Internet backbone and trunking services via US West coast teleports to the far-flung Pacific island archipelago.

States Scott Sprague, Senior Vice President Global Sales of SES NEW SKIES: "With the total integration of broadband into virtually every aspect of economic activity and into many people's daily lives no matter where they live, the need to service the required broadband connectivity becomes more and more important. SES NEW SKIES is proud to provide unique and well suited satellite

capacity which allows the Pacific island community of French Polynesia to fully participate in the Internet age." ■

DAILY NEWS UPDATES

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www.satellite-evolution.com

Zonemedia partners with RRSat

RRSat Global Communications Network Ltd. (NASDAQ:RRST), a rapidly growing provider of comprehensive content management and global distribution services to the television and radio broadcasting industries, announced that Zonemedia has selected RRSat for distribution of its reality TV channel, Zone Reality, into Asia using Intelsat-10 (PAS-10) satellite.

Zonemedia will also use RRSat's Conditional Access System to encrypt the channel.

"The close working relationship with Zonemedia started several years ago when RRSat started distributing Zone Reality to Israel's satellite operator", said Lior Rival, VP Sales and Marketing of RRSat. "In light of the successful relationship, Zonemedia decided to extend its cooperation with RRSat and to use RRSat's Global distribution network. Reality TV will be joining over 300 of RRSat's other existing channels."



Comtech EF Data awarded Teleport Technology of the Year

US

Comtech EF Data Corporation is the recipient of the 2007 Teleport Technology of the Year Award by the World Teleport Association (WTA) for its DoubleTalk™ Carrier-in-Carrier® technology. The WTA presents the Teleport Awards for Excellence each year to organizations and individuals whose achievements have been deemed exceptional by the international trade association and its awards committee.

A unanimous selection by WTA's Technology of the Year committee, DoubleTalk Carrier-in-Carrier by Comtech EF Data was cited for its ability to reduce bandwidth requirements by 50 per cent nominally, while keeping equivalent throughput and performance. The technology allows for both sides of a duplex link to be transmitted concu-

rently in the same segment of transponder bandwidth, which is of critical importance to teleport operators seeking to drive down costs and gain efficiencies as they serve customers.

"If you sign the checks for space segment, one of our committee members said, 'then this technology must be considered a true innovation that will continue to create value and shift the economics for anyone who chooses to adopt this method,'" said Louis A. Zacharilla, Director of Development for World Teleport Association, quoting one of the members of the awards committee.

Comtech EF Data's CDM-Qx and CDM-QxL Multi-Channel Satellite Modems are the first modems to present the powerful DoubleTalk Carrier-in-Carrier

functionality. Designed for bandwidth compression, Carrier-in-Carrier is based on Applied Signal Technology's DoubleTalk™, which uses the patented "Adaptive Cancellation" technology.

"We are honored to be the recipient of this esteemed award," said Daniel Enns, Senior Vice President Strategic Marketing and Business Development for Comtech EF Data. "We appreciate the WTA's recognition of the unprecedented bandwidth savings that our DoubleTalk Carrier-in-Carrier offers for teleport operators, service providers and enterprise users."

The CDM-Qx and CDM-QxL Satellite Modems have a modular architecture that fits in a 1RU chassis. The unique 4-slot chassis allows a cost-effective deployment of multiple modulators,



demodulators or modems. CDM-Qx and CDM-QxL with DoubleTalk Carrier-in-Carrier address common challenges encountered in satellite communications, including reducing operating expenses for full-duplex links, increasing throughput or availability of full-duplex links without using additional transponder resources, reducing capital expenses by allowing a smaller BUC/HPA and/or antenna and managing limited rack space. ■

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Telenor Satellite Services agrees to extend Iridium quality of service offer

NORWAY

Telenor Satellite Services, a subsidiary of Telenor of Norway confirmed that it is extending Iridium Satellite's "Network Quality Guarantee" programme to its global distribution network of service providers.

The offer applies to Telenor service providers and customers using Iridium services and who meet the programme qualifications developed by Iridium Satellite.

Under the terms of Iridium's recently announced programme, Iridium will work through Telenor to credit up to 100 minutes of airtime and three months of free

subscription fees, if the Iridium network fails to complete properly initiated voice calls from customers' new Iridium handsets.

"We are pleased to have Telenor participate in our Network Quality Guarantee program," said Greg Ewert, Executive Vice President of Iridium Satellite. "It is only through the strength of our partners' customer service that Iridium is able to truly implement such a powerful program. Telenor is a valued Iridium partner and we appreciate the excellent support the company provides to Iridium customers."

"Telenor Satellite Services is committed to offer reliable, high-quality services to its global network of distribution partners and their customers," said Anders Kallerud, Executive Vice President for Channel Sales for Telenor Satellite Services.

"Iridium's Network Quality Guarantee is tangible proof of both Iridium's and Telenor's commitment to this high standard of service," he continued.

The Iridium Network Quality Guarantee began in February and is valid for new customers using Iridium handheld satellite phones. If a customer is dissat-

isfied with the quality of Iridium's network service within the first 90 days of service activation, the customer may submit a claim through their participating Telenor Satellite Services provider.

Iridium will work with Telenor to ensure issues are not related to user error or improper usage, and, if possible, will provide assistance to remediate any problems to the customer's satisfaction.

If the claim is deemed valid, Iridium will promptly issue the customer credits through Telenor Satellite Services. ■

Globecomm Systems announces contracts valued at \$5.0 million

ASIA

Globecomm Systems Inc. (NASDAQ: GCOM-News), a global provider of end-to-end value-added satellite-based communications solutions, announced that the company has been awarded two contracts valued at \$5.0 million to design, install and commission direct-to-home (DTH) video infrastructure in Asia. Under the first contract, Globecomm will install two eleven-meter antennas, provide multiple receive only antennas for programme acquisition, and provide monitoring and control software and all the related subsystems enabling the customer to deliver a modern DTH digital television service.

The second contract is for

the continued expansion of an existing customer's rapidly growing DTH service. Globecomm has designed and installed multiple aspects of the existing infrastructure and has been selected as the natural choice for this phase of the customer's rollout plan.

David Hershberg, Chief Executive Officer and Chairman of Globecomm Systems Inc., said, "Multiple studies cite a DTH subscriber growth boom in Asia over the next ten years. Globecomm is well positioned to capitalize on this growth as the Company possesses extensive experience in providing high quality broadcast infrastructure throughout the region." ■

"Multiple studies cite a DTH subscriber growth boom in Asia over the next ten years. Globecomm is well positioned to capitalize on this growth as the Company possesses extensive experience..."

ViaSat receives \$12 Million MIDS tactical network terminal order for Taiwan

ViaSat Inc. (Nasdaq:VSAT) has been awarded an order valued at more than \$12 million for Multifunctional Information Distribution System (MIDS) terminals for the government of Taiwan. This award is for more than 70 LVT(1) configuration terminals plus spares under the Foreign Military Sales (FMS) Programme through the Space and Naval Warfare Systems Command (SPAWAR). The order will be for the Taiwan Ministry of National Defense.

ViaSat also received a \$3.1 million add-on award to the Lot 7 delivery order from the Space and Naval Warfare Systems Command (SPAWAR), San Diego. This add-on is for MIDS LVT(1), LVT(2) and LVT(7) configuration terminals for US Navy and US Air Force applications. The Lot 7 delivery order was initially announced on July 6, 2006 and has had multiple add-ons bringing the total value of Lot 7 to nearly \$90 million.

"The order from Taiwan is very strategic for us," said Paul Baca vice president of Tactical Data Links at ViaSat. "Taiwan has a large fleet of aircraft and we see this initial win as an excellent entry point for future business in Taiwan. We are also very happy with our MIDS terminal market share growth over the past year. These orders bring the value of our terminal awards since June of last year to more than \$100 million."

MIDS LVT is part of a tactical radio system that collects data from many sources and displays an electronic overview of the battlefield using secure, high capacity, jam resistant, digital data and voice. The system is used on US Navy, US Air Force, US Army platforms and military platforms of other nations. ViaSat is one of two US government-qualified manufacturers of Link-16 MIDS airborne terminals and is the only qualified manufacturer of the LVT(2) ground-based terminal.