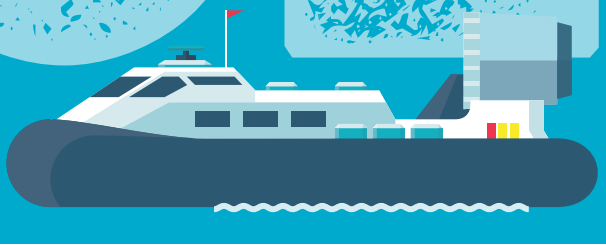
ISSUE 40 | MAY 2015

SATELLITE PRO

TECHNOLOGY INTELLIGENCE FOR THE SATCOM MARKET

MIDDLE EAST

COVERING THE DEEP BLUE



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Tides of Time

The tragic earthquake in Nepal that claimed thousands of lives, is a reminder to one and all of just how precious every moment is. Family and friends have been unable to get in touch with loved ones, because phone lines and all other communication is down. This is where mobile satellite services excel. The ability of being connected anywhere at any time is a comforting thought, and one that is gaining momentum among individual customers across the world. With costs of equipment and services becoming more affordable, it won't be long before mobile satellite communications will become just as popular as GSM services.

In other news, CommunicAsia is nearly upon us, and it looks like the show is poised to be bigger and better than ever. Held in conjunction with it will be SatComm 2015, which will draw nearly 160 satellite-based companies to address key issues within Asia-Pacific's mobile ecosystem. The Marina Bay Sands in Singapore will play host to the event from June 2-5, and the exhibition is estimated to bring in visitors from all over the region. This certainly has all the makings of a show not to be missed.

We will also be holding a maritime roundtable towards the end of this month, where the topic of discussion will be mega yachts and the challenges of providing continuous connectivity at high broadband speeds throughout the course of a journey. End users on these yachts tend to use them during a summer holiday, or a short break, so connectivity is not something that is required 365 days of the year. However, when they do use it, they expect broadband to be at high speeds, always connected and secure enough to use as a remote office for official work, as well as flexible enough to be connected during the journey, and even at camps or resorts on land, should the need arise. Read more about it in the June issue of the magazine.

Clayton Vallabhan
Editor

In this edition:

"Internet consumers are rapidly growing in number while becoming more discerning in the types of services they expect, not only home users, but also business owners."
David Murphy, CCO, YahSat
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"For the crew on a vessel, it's not just a luxury to keep in touch with colleagues on shore; it is essential. They require a communications system they can trust."
Gavan Murphy, Director, Globalstar
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"The maritime sector has all along been the driver for COTM deployments and continues to be the largest and, by far, the most well developed COTM market."
Henrik Nørrelykke, VP Land Mobile Business, Cobham SATCOM
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"Since 2008, we've provided our SwiftBroadband network which allows IP to the cabin, and this has allowed the proliferation of WiFi, GSM and other connectivity."
Ben Griffin, Regional Director, MEA, Inmarsat
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SatComm2015

CommunicAsia2015

Mohammed bin Rashid Space Centre established in UAE

His Highness Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of the UAE, has issued a resolution establishing the Mohammed bin Rashid Space Centre (MBRSC).

The Space Centre will oversee the UAE's Mars probe mission.

The Emirates Institution for Advanced Science and Technology (EIAST) will also be affiliated with this initiative.

According to the resolution, the MBRSC is mandated to develop research, projects and studies on space, in a way that will support UAE's drive for advancing this sector and for building national capabilities related to the space knowledge and science.

The Centre shall oversee preparations and implementation of all phases of the UAE probe exploration mission to Mars. Additionally, it will work on all projects related to science and applications of satellites, as well as other advanced technology projects.

+ www.wam.ae

MBRSC will oversee the UAE's Mars probe exploration mission.

ARABSAT AND SIEMENS SIGN CONTRACT FOR SYSTEM MONITORING

Arabsat and Siemens Convergence Creators have signed a contract for the installation of a new Communication System Monitoring (CSM) at Dirab Earth Station near Riyadh, Saudi Arabia.

The system will monitor all traffic within the Arabsat satellite fleet and is intended to provide a 24/7 monitoring cycle for the RF and QoS measurements, the characterisation, decoding and analysing of all carriers within the payload.

As a result of its flexible architecture, the system not only meets the present needs of Arabsat, but is also designed and ready for future requirements.

Furthermore, SIECAMS was one of the first satellite monitoring solutions available on the market to support Carrier-ID detection, technology which enables the identification of the owner of a satellite signal.

Khalid Balkheyour, President and CEO of Arabsat, said: "Carrier ID is a global, industry-wide initiative aimed at speeding up the resolution of interference and improving the quality of service for all users of satellite communications. Arabsat is actively involved in the global Interference Mitigation initiatives through its leading role in SIRG and GVF and always strives to use state-of-the-art technology to ensure the highest quality services to its customers with current and future satellites."

Khalid Balkheyour, President and CEO, Arabsat.

+ www.arabsat.com

O3B PENS DEAL WITH MEOSAT

O3b Networks have announced a multi-year agreement to provide trunking services to service provider MEOSAT.

Dubai-based MEOSAT is a next generation internet service provider delivering communications to the oil and gas industry. MEOSAT offers high performance coverage even to the sector's most difficult and challenging locations with end-to-end network management, ensuring on time and on budget delivery of services. MEOSAT will use the significant capacity provided by O3b to serve oil industry clients in Southern Iraq.

Michael Iwanow, CEO of MEOSAT, said: "We pride ourselves on serving customers with best in class services. Oil rich Southern Iraq's high demand for reliable, low latency service was the deciding factor when it came to selecting the O3b network. Fibre-like connectivity with a consistently high level of reliability is exactly what our customers need."

+ www.o3bnetworks.com

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AREWA24 launches on EUTELSAT 16A satellite

AREWA24, the first-of-its-kind 24-hour free-to-air Hausa-language entertainment and lifestyle channel, announced a multi-year capacity lease with Eutelsat Communications on the EUTELSAT 16A satellite. Leveraging the satellite's Ku-band footprint that sweeps across sub-Saharan Africa, the channel is shifting towards a new and higher quality of broadcasting service to solidify its position as Northern Nigeria's premiere Hausa language channel. The footprint of EUTELSAT 16A enables AREWA24 to extend its reach to Hausa-speaking communities throughout Nigeria and the region, including Niger, Chad, Burkina Faso, Ghana and Cameroon.

Launched in June 2014, AREWA24 has chosen to upgrade performance on EUTELSAT 16A while continuing play-out and other channel services with its teleport partner, Jordan Media City, based in Amman, Jordan.

+ www.eutelsat.com

AREWA24 has launched on the EUTELSAT 16A satellite.

NEWTEC POWERS INTELSAT'S MULTIMEDIA PLATFORM

Newtec has announced together with Intelsat that its multiservice platform – Newtec Dialog – powers the new IntelsatOne Prism multimedia services.

Intelsat's new multimedia networking platform allows Intelsat customers to easily upgrade a legacy satellite-based network to a next-generation automated hybrid satellite and terrestrial converged IP network.

+ www.newtec.eu

+ www.intelsat.com

Serge Van Herck, CEO, Newtec.

EIAST SIGNS MEMORANDUM OF UNDERSTANDING WITH ATHS, STS

Inline, with the strategic objectives of developing students' abilities in space science and satellite industry, the Emirates Institution for Advanced Science and Technology (EIAST) has signed a memorandum of understanding with Applied Technology High School (ATHS) and Secondary Technical School (STS).

The MoU was signed by Yousuf Al Shaibani, Director General of EIAST, and Dr. Ahmad Al Awar, IAT Managing Director – MOU signing partner, in the presence of senior officials from both sides, with the aim of qualifying and encouraging students to continue their studies and specialise. Specialties related to space science and satellite industry are encouraged by raising awareness.

Additionally, each of ATHS and STS will facilitate EIAST's access to a database of distinguished students and graduates in the engineering and technology specialties.

+ www.eiast.ae

OZSAY UPGRADES TRANSAL TANKERS WITH PHAROSTAR

Airbus Defence and Space's service provider partner Ozsay Satellite Communications will provide the upgrade of satcom connectivity for five Transal Shipping oil/chemical tankers. Transal, a leading Turkish tanker owner, will gain twice as much data through the Pharostar VSAT (Very Small Aperture Terminal) service upgrade, to improve vessel operational and crew welfare facilities.

All five Transal tankers utilise the XChange service delivery platform to manage their business and crew communications and have future proof Ku-band VSAT antennas that can be converted to Ka-band for High Throughput Satellite services in the future. Initially using a 10GB data allowance per vessel/month, Transal will now move to a 20GB plan. The upgrade also includes the addition of Iridium OpenPort (IOP) to all five vessels, for back-up connectivity.

+ www.ozsay.com

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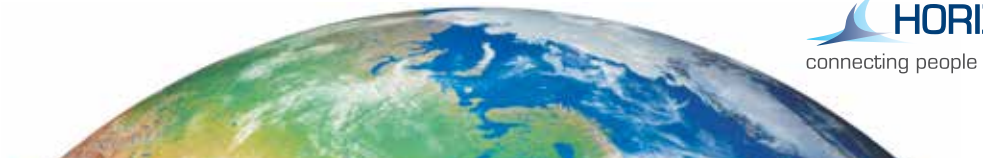

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Yahclick pens partnership with SkyGate for broadband

YahClick has announced that it has signed an agreement with international service partner SkyGate to distribute internet broadband services across the Middle East region. SkyGate, a Jordanian based satellite communications provider, will offer consumer friendly YahClick broadband internet service plans to home and business users and the education sector in urban, rural and remote locations in the Middle East region, with download speeds of up to 10 Mbps.

YahClick offers satellite broadband services for home and business users in the Middle East, Africa, Central and South West Asia through its Y1B satellite. With YahClick, subscribers can enjoy uninterrupted high-speed internet anywhere in their coverage area.


David Murphy, CCO, Yahsat.

David Murphy, Chief Commercial Officer, Yahsat said: "The demand for widespread access to reliable broadband internet in the Middle East has never been greater. Internet consumers are rapidly growing in number while becoming more discerning in the types of services they expect, not only home users, also entrepreneurs and business owners across the region. This, coupled with a lack of terrestrial infrastructure, has provided the perfect opportunity for YahClick to partner with SkyGate."

+ www.yahsat.ae

ABS NETWORK SIGNS ENCODER SYSTEMS DEAL WITH TELAIRITY

ABS Network has signed an agreement with Telairity to deploy a variety of Telairity's H.264/AVC encoders throughout its multi-country broadcast infrastructure. Utilisation of Telarity's SD and HD broadcast encoders means that ABS Network's customers can transmit the highest quality video to their viewers.

The announcement was made jointly by ABS Network's President Mohammed Al Ajlouni in Dubai, and Telairity CEO Jim Meadlock in California.

The agreement calls for Telairity to supply encoders for both system upgrades and new installations. Already deployed are multiple Telairity BE 8500s, a versatile video encoder able to autosense either HD or SD input video formats, and automatically select a corresponding HD, SD, or mobile encoding mode.

The strategic partnership also enables ABS Network to market Telairity equipment through its broadcast services division and act as Telairity's technology support system in the region. This will strengthen Telairity's regional technical and sales capabilities.

+ www.absnmedia.com

+ www.telairity.com


Mohammed Al Ajlouni, President at ABS Network (L) and Jim Meadlock, CEO at Telairity (R).

GCX HAS NEW POP AT DATAMENA

Global Cloud Xchange (GCX) has announced an expansion of its global network with a new Point of Presence (PoP) at datamena in Dubai, a carrier neutral data centre and connectivity platform based in the UAE and servicing the Middle East and Africa (MEA) region, providing enhanced coverage and increased diversity options to support the customer's business growth in these regions.

Wilfred Kwan, Chief Operating Officer, GCX said: "The new PoP complements our existing capabilities in the region and enables us to offer extended services into neighbouring countries such as Kuwait, Bahrain, Qatar, Saudi Arabia by cross connecting with other Gulf service providers at datamena, which further enhance our ability to meet the growing demand for high performance, low latency connectivity across these emerging markets. We look forward to actively contributing to the regional economy."

"Connecting GCX's global network to datamena's extensive ecosystem will greatly benefit our customers as they can now have seamless connectivity to major business centres across Asia, Middle East, North America and Europe through GCX's global network," said Fahad Al Hassawi, CCO, du.

+ www.datamena.com

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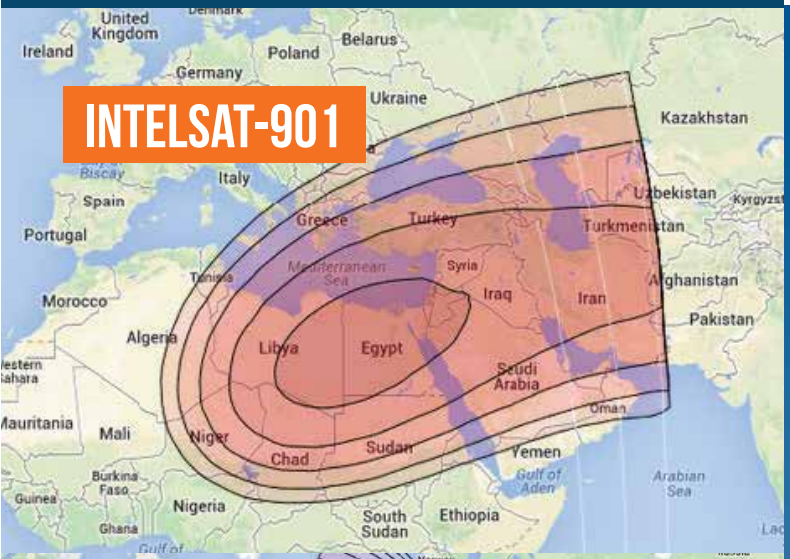
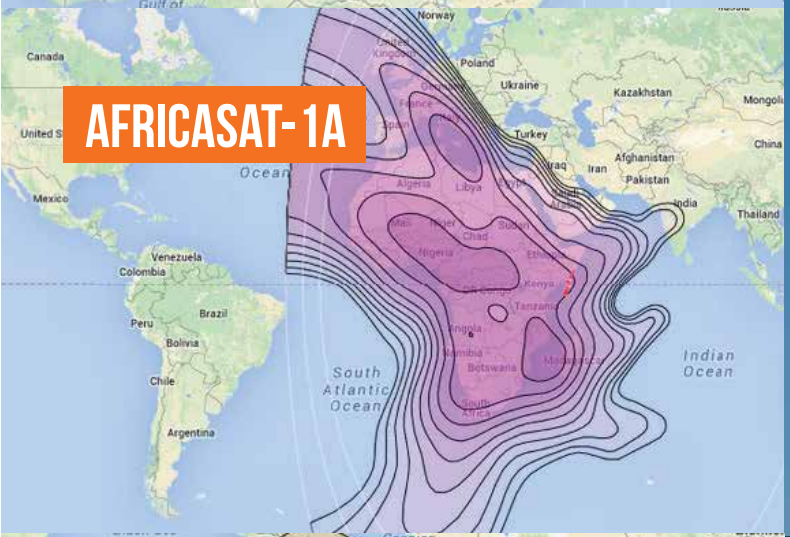


INTELSAT-901



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Covering the Deep Blue

With the growth of bandwidth requirements, and proliferation of applications and smart devices, satcom in the maritime industry is set for a turnaround. We talk to some of the leading players about new requirements

Satellite communications is essential to the modern maritime industry, providing vital safety, operational and crew welfare services that cannot be delivered effectively in any other way. With increased bandwidth requirements, and the need for fast broadband on board vessels, new antennas and satellite capacity will be a game changer. Be it for tracking ships, sending secure naval communication, providing cruise ships with on-board connectivity for passengers to be always connected, or even to boost crew morale by allowing them to speak with their families that they are away from for months on end; satcom is the answer.

Satellite communication at sea is vital for safety and operational services.

Jan Michelsen, Vice President, Maritime Business at Cobham Satcom says that the role of satcom at sea has evolved considerably over the past decade, and that vessels today consume much more bandwidth, partly because big data allows for smoother workflows.

"Commercial vessels today consume much more bandwidth because it is more available and at a lower cost than before. This enables shipping companies to work with 'Big Data' in order to improve operations. Satcom has the potential to radically transform the way the shipping industry operates and it can even affect operations on land. If data about an entire voyage is always available, the goods receiver can plan the land part of the chain much better," says Michelsen.

Moreover, emergency communication is also vital, and on the sea, this is facilitated through satcom.

According to Ben Griffin, Regional Director, Middle East Africa, Inmarsat, every passenger vessel and cargo ship over 300 gross tonnes on international voyages are required, under international treaty, to carry Inmarsat C, which can be used to alert the relevant Maritime Rescue Co-ordination Centre in the event of an emergency at sea.

Access to the emergency services, while at sea, may also require specialist support such as an air ambulance. This calls for a satellite communications system that can swiftly raise the alarm in an emergency situation and initiate a speedy rescue effort.

Gavan Murphy, Director of Marketing EMEA at Globalstar says: "For the crew on a vessel, it's not just a luxury to keep in touch with colleagues on shore; it is essential. They require a communications system they can trust, rain or shine, 24/7, and that enables an always-on link with colleagues on land. In such cases, a satellite-based solution offers the only viable communications lifeline."

Along with a need for communications, satellites also track ships on the ocean, and positioning information is beamed back to the headquarters of the vessel's owner.

Tore Morten Olsen, Head of Maritime Satellite Communications at Airbus Defence and Space says: "Ship tracking is usually done via L-band Mobile Satellite Services such as Inmarsat mini-C and Iridium Short Burt Data. The advantages of using L-band over VSAT for vessel tracking are quite clear. The terminals are small, low-power and unobtrusive. Vessel tracking actually requires very little data to be transmitted so costs are low and there are services available being able to track vessels anywhere globally."

Michelsen adds that communication satellites don't do the actual tracking, but they receive the data from the positioning system – usually GPS or GLONASS (Global Navigation Satellite System) and send it back to the shore office.

"Shipping companies can view the location of their entire fleet on a world map and the data can be linked to a vast array of applications and databases that are used to improve operational efficiency. Mobile Satellite Services are usually chosen to track ships because they offer greater coverage. Iridium even provides global Pole to Pole coverage which is helping ships to save time by using the Great North Route safely and efficiently," he says.

Murphy adds that Globalstar's simplex M2M tracking devices can be

Traditionally, customers want global C-band satellite coverage that moves from one satellite to the other. Nowadays, with new technology we can still use Ku-band if you apply certain regulations like DVBS2, and it will help take care of certain issues like rain fade"

HUSSEIN OTEIFA, GM, SES Middle East

configured to transmit at pre-determined intervals or programmed to react to events such as water ingress.

"They typically contain a Globalstar communications chipset, such as the STXIII, a GPS chipset, an antenna and a power source, all mounted on a PCB board. For example, Jakota Cruise Systems' FleetMon, based on a Globalstar communications chip, gathers intelligence about a ship's environment as well as providing accurate tracking. Live on many hundreds of sea-faring ships, it transmits details about the local conditions, building a profile of the ship's performance that can be used for SLAs including speed and fuel consumption," says Murphy.

Additionally, Globalstar also offers satellite phone handsets, fixed maritime kits and Wi-Fi modems, which allow users to make and receive phone calls via Globalstar's satellite network, independent of traditional carriers. These products boosts morale and welfare among crew who are away from home for extended periods of time and need an easy way to call friends and family.

Different types of vessels have their own types of communications needs. The needs of a freight carrier are mainly to be in touch with base, and they don't really need high broadband speeds, whereas cruise ships need broadband to allow travellers fast access to internet and apps, while o the move.

Hussein Oteifa, GM, SES Middle East says: "Naval ships require a dedicated network. They have more specific and secure requirements, and use encryption standards. The data rate for naval ships would also be different. These vessels would be more interested in transmitting than receiving, because of the nature of their work. On the


Ben Griffin, Regional Director, Middle East and Africa, Inmarsat.


Gavan Murphy, Director of Marketing EMEA, Globalstar.


Hussein Oteifa, GM, SES Middle East.

other hand, cruise ships need low latency, they need fast internet. For cargo ships they just need to track where every ship is going. They are connected via satellite to their head offices, and exchanging data."

Internet on board cruise ships drives significant revenue as everyone on-board wants to be connected to Facebook, Instagram and other applications. With the way Internet and connectivity has been a huge part of everyone's lives, few can bear the thought of not using their smartphones and tablets. This makes cruise ships the largest sector that invests in communications per vessel than any other maritime sector, according to Michelson. He explains how on-board connectivity is established.

"Size of antenna is important – the bigger the antenna, the more bandwidth you can have on board. And if you have more than one antenna you can add even more bandwidth to meet your passengers' needs. Considering the size of cruise ships today, it's not uncommon for them to use two Sea Tel 2.4m (or bigger) C-band VSAT antennas in addition to Sea Tel or SAILOR Ku-band."

Another huge segment of maritime in the Middle East is super yachts.

Oteifa says: "Traditionally, customers want global C-band satellite coverage that moves from one satellite to the other. Nowadays, with new technology we can still use Ku-band if you apply certain regulations like DVBS2, and it will help take care of certain issues like rain fade."

Maritime communications, however, are not without their limitations. Olsen says maritime satellite service providers typically don't own the satellites, but Airbus Defence and Space and Marlink, have developed close relations with satellite operators to help drive the development of maritime coverage.

"Today we have near global coverage on Ku-band VSAT. Another limitation is the weather. Satcom is the transmission of radio signals through the atmosphere, so if it rains or snows, the signal can be degraded. Depending on what frequency you are transmitting on, the effects may vary, so it's important to have an alternative frequency available for critical communication," he says.

"Satcom has the potential to radically transform the way the shipping industry operates and it can even affect operations on land. If data about an entire voyage is always available, the goods receiver can plan the land part of the chain much better"

JAN MICHELSEN, Vice President, Maritime Business, Cobham Satcom

Griffin adds: "Previous limitations of satellite services for the maritime industry are two-fold; speed and cost. Both these issues are directly addressed through the new Fleet Xpress service, which will deliver the highest speeds available on a global basis, from a single operator, and significant reductions in the cost per bit."

Michelsen says that latency is another issue with maritime communications.

"Due to the distances involved from the ship to the satellite, latency can be an issue. Services are designed to mask the effects, but it will always be an issue with any satcom service on land or at sea. Maritime satcom can still provide high quality video calling services though (which are one of the applications most affected by latency). 'Shadowing' can be a problem too. This is where the super structure of a ship can block an antennas view to a satellite. A dual antenna system will overcome this problem though," he says.

Olsen thinks HTS systems will offer more throughput meaning more bandwidth delivered in a more efficient way which again can drive the costs down. But most

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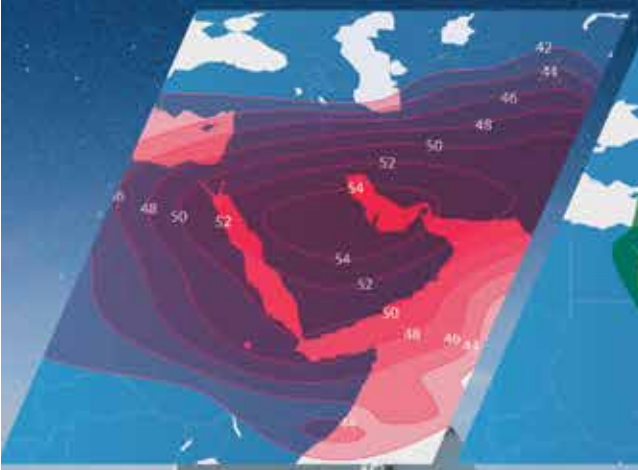

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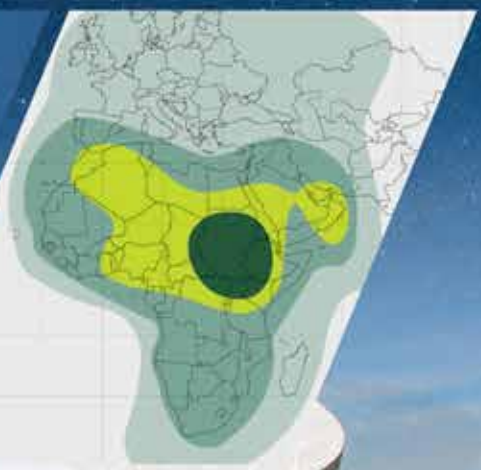

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"For the crew on a vessel, it's not just a luxury to keep in touch with colleagues on shore; it is essential. They require a communications system they can trust, rain or shine, 24/7, and that enables an always-on link with colleagues on land. In such cases, a satellite-based solution offers the only viable communications lifeline"

GAVAN MURPHY, Director of Marketing, EMEA, Globalstar

The bigger the antenna, the more bandwidth can be used on-board.

important for ship owners is not whether they get their IP connection from HTS or wide-beam satellites, but that they get the service and throughput they have paid for.

Oteifa agrees and says that SES-9 was specifically designed to provide HTS coverage over ocean routes.

"With the launch of HTS satellite, the problem of lower bandwidth will be resolved. We're launching a new satellite called SES-9 which is going to be positioned at 108.2 East. This will bridge the gap over the ocean from the Middle East to India. There were previously issues with the use of C-band, but now we're offering more flexibility by introducing Ku-band to these vessels," explains Oteifa.

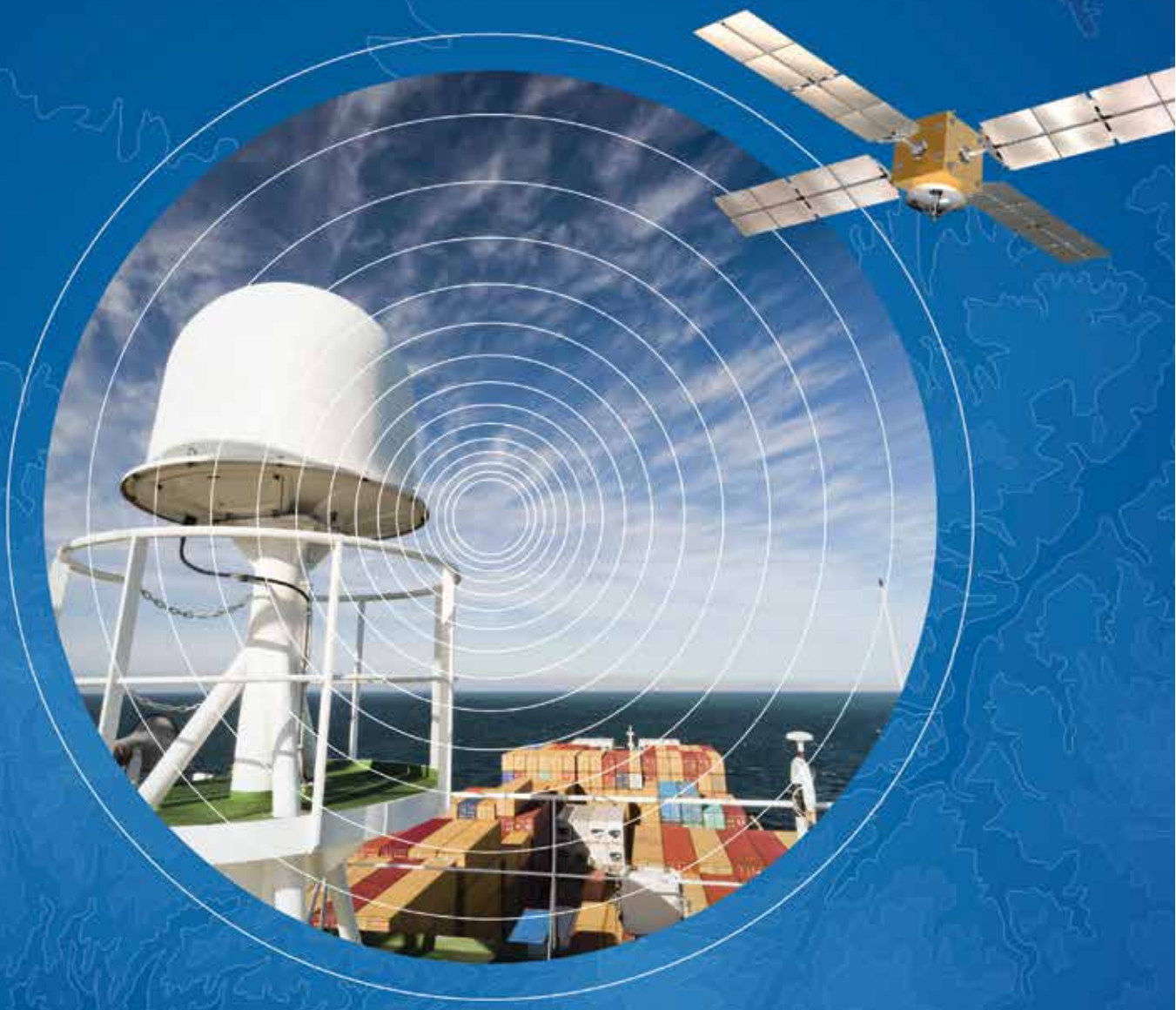
Michelsen is of the opinion that HTS could allow ships to become more efficient, but thinks that HTS itself is not more efficient.

He says: "It suffers the same limitations as any satcom service and service providers will have to work out innovative solutions and packages to offer the most efficient, reliable and available services. HTS will drive even more growth in maritime VSAT though, allowing equipment manufacturers and forward thinking ship owners to leverage Big Data and generate significant cost-savings." PRO

SATELLITEPRO MIDDLE EAST

MARITIME ROUNDTABLE

25 MAY 2015 | www.satelliteprome.com/maritime-roundtable



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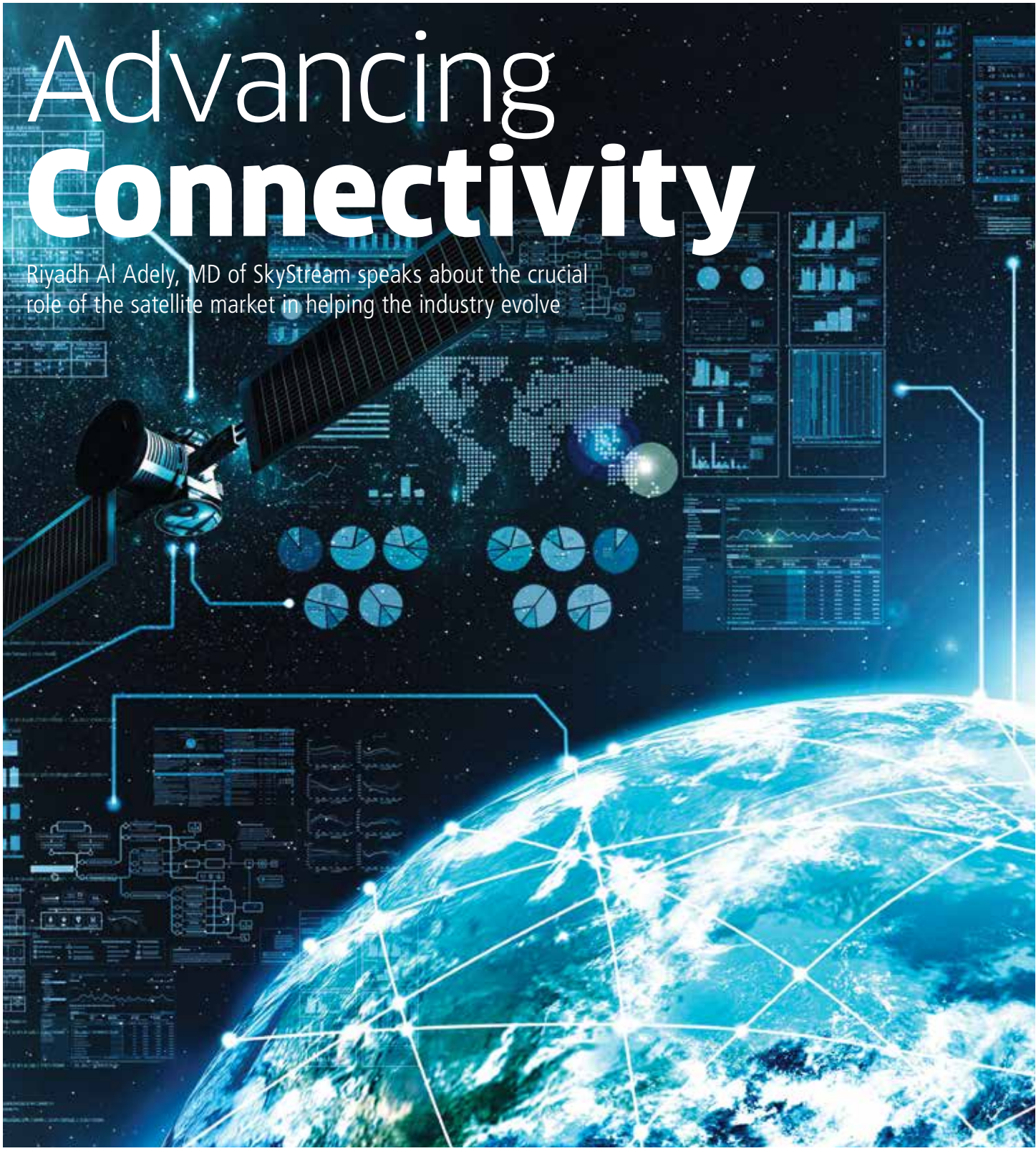
Advancing **Connectivity**

Riyadh Al Adely, MD of SkyStream speaks about the crucial role of the satellite market in helping the industry evolve



It's no secret that the satellite industry is growing much faster than traditional markets. Supplies in capacity have and are still increasing rapidly, offering almost the same applications. Those limited applications are the main challenge to the growth of our industry. Because of oversupply, limited growth and price competition some colleagues claim that we have already entered the commodity era of the satellite industry. In my opinion, this is not the whole story, I'm optimistic and the picture is bright.

I said this before and I'm saying it again, I think this is very short term. In the mid-term, we will witness major changes in the industry. Many new applications will come on-board but ironically the game-changer won't be us, the game-changer is the market. In my opinion to achieve that, we need to continue sending simple and consistent messages relevant to each market segments.

We believe that there are unlimited opportunities, and the top management's goal is to share this belief with the rest of the team.

Antoine de Saint-Exupery, author of The Little Prince, once said: "If you want to build a ship, don't drum up men to gather wood. Divide the work and give orders. Instead teach them to yearn for the vast and endless sea."

The sea is vast, our industry has so many avenues and that will open the doors for us in many aspects.

Satellite can offer unlimited solutions for many challenges faced by different markets, but we need to find them first. We started communicating with the market since 2010

"Every industry is improved by the challenges of its end users, and the reaction of the industry to those challenges"

RIYADH AL-ADELY,
Managing Director, SkyStream.

by sending simple consistent messages such as satellite is an affordable (price performance) IP pipe that offers features like mobility and extended reach. Those messages were effective and the market's positive response exceeded all expectations.

Middle East and Africa

The ME and Africa is not an exception to the rest of the world. Here the satellite industry is facing bigger challenges to grow. To understand those challenges, we need to have a deeper look at the market. We have always had an opportunistic approach in the region. Our approach was a result of the situations on the ground such political or economical instabilities to provide temporary solutions till a permanent one takes over. Some examples for this is fibre connectivity in Africa, Iraq and Afghanistan, and there is nothing wrong with this approach except it's short-term.

Today we are facing challenges in certain markets since we haven't seen growth in demand. I believe something can be done about this if we isolate the challenges for each market. The general structure of the ME and African market can be segmented into two: potential markets but unstable due to security, economical or political sanctions; while the other market segment has potential but is heavily regulated.

In the first market segment we will continue using the same opportunistic approach. Due to their challenges, everything has to be short-term, and reactive. However, there is much more we can do in the other market segment, if we manage to convince the regulators to open up the market. Regulators are very conservative and sceptical about satellite. This can be for many reasons. Security is always first, while other regulators still believe in monopoly.

To access those markets, there should be an effort from both sides through a two-way dialogue addressing the regulator's concerns. The regulators too have to recognise the importance of satellite communications. Satellite is after all just another brick in any country's infrastructure. If this happens market size will grow significantly, and the impact would be tremendous for our growth.

New Applications

Every industry is improved by the challenges of its end users, and the reaction of the industry to those challenges. We learned and evolved a lot from its customers' challenges and we owe our success to that feedback. We are committed to continue listening to our clients and understand their challenges, that's in the DNA of the company. Every market segment is unique. They all have different challenges and the first thing to do in this process is to generate a specific theme for each market.

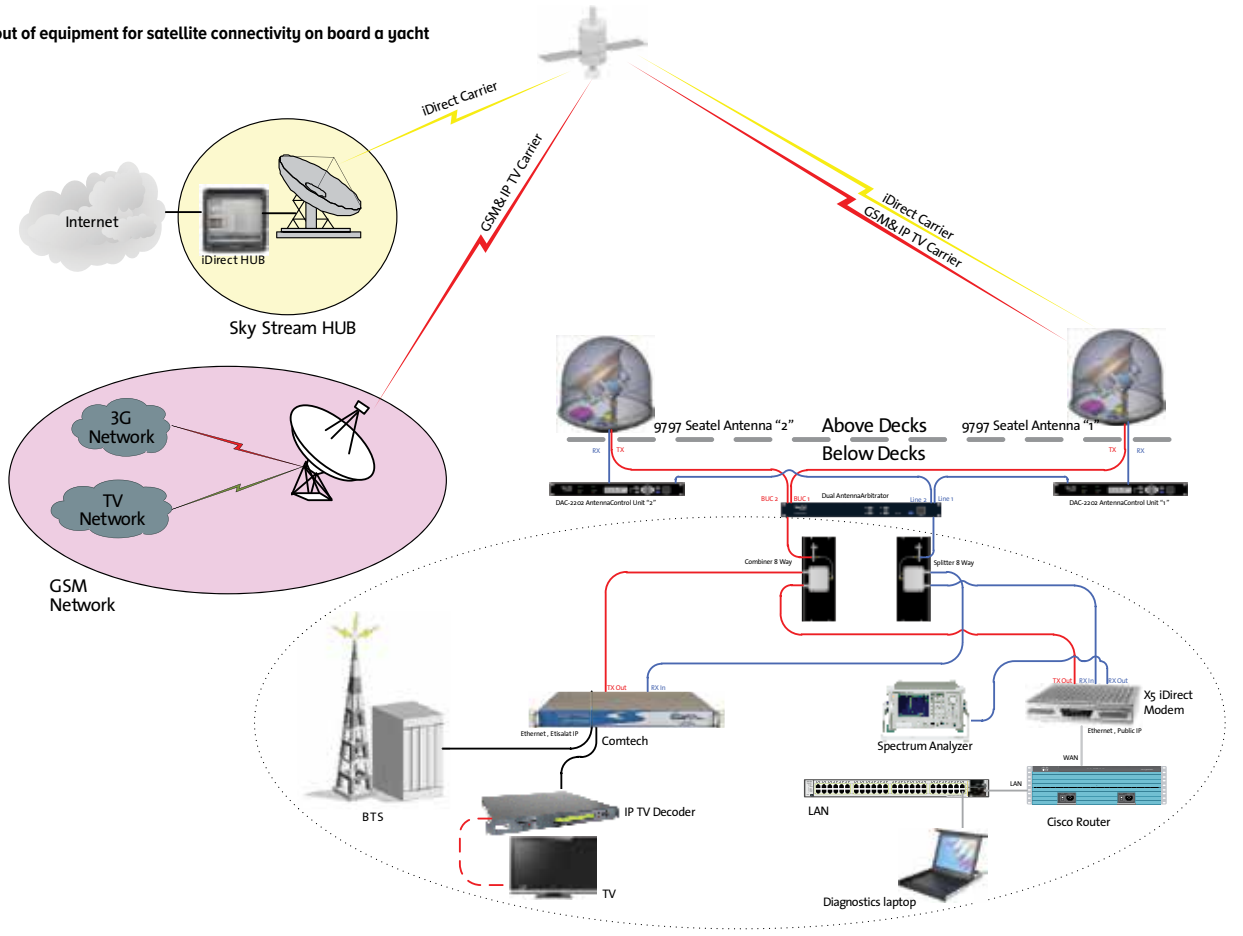
Let's take the military as an example, the simple purpose of a military operation is to destroy the enemy's ability to use its troops. In the past it was based on inaccurate mass destruction. The price for such war was high in terms of number of casualties and financial obligations. Today, however, the war is different. It's about precise, accurate, pinpointed operations to destroy the enemy's capabilities. In order to do so, militaries need certain elements, and one of these is continuously available, reliable and secure communications. This is the basis for building our terminals and our solutions.

The military's general theme of requirement is the need for quick auto-deploy reliable solutions that are scalable. They require the possibility to work with military as well as commercial satellites. Communications need to be secure and terminals need to operate in multiple bands. Mobility is another requirement, and requires a solution that will mitigate jamming. We then use all of this information to customise a solution that fits the customer's specific requirements.

Riyadh Al-Adely, MD, SkyStream.

Secure and reliable communications are paramount, and only satellite can provide that.

Layout of equipment for satellite connectivity on board a yacht



The same methodology is applicable in law enforcement, on mega-yachts and in oil and gas environments.

Proven Record

After the rise of security concerns in the Middle East and the fear from terror, a satellite-based solution was required. Protecting borders is a concern and satellite is one of the few solutions that can cover this. Today we are working with purpose built cars. These are surveillance cars which are 100% undercover. They have 360-degree high definition cameras and two operators that sit inside and edit the information. There are also interception systems and this is already in use for governments, and is connected directly to headquarters via satellite.

Moreover the cars are equipped with local storage to support 24/7 recording, with a lot of layers of redundancy. There are also applications that can do number plate detection and face recognition. It serves the purpose of being the frontline for some operations. This example was something that the market came and asked us to design. The customer explained the challenges, we listened to their needs and their expectations, and then built a solution around it.

Looking at mega-yachts it is necessary to examine the need of the end user first. We realised they don't use the yachts throughout the year, so the solution is not about connectivity to the yacht, it is about connectivity to the end-user, whether they need it in the yacht or somewhere else. The delivered network supported connectivity to the yacht, along with the offices, resorts and camps that the user would tend to visit. In essence connectivity was always established, wherever the end user went, without the need to pay for small bandwidth and every bit of it. The solution is always about customer needs and experience.

While maritime happened to be one of the applications that serviced the client, it is terrestrial backhauling and many applications within the same bandwidth that the customer is paying for.

Moving Forward

We at SkyStream strongly believe in after-sales services and understand the importance of reliable and highly available connectivity. Our state of the art 24x7 NOC along with our highly qualified onsite engineers will continue to be our backbone to support our clients.

We are starting strategic partnerships in the region with licensed telecom operators and are investing with them to develop certain markets mainly in GCC.

Last but not least, SkyStream is moving ahead to build its own flat panel Manpacks and communications on the move antennas. PRO

The Evolution of COTM

With HTS now being a viable solution, and terminal and antennae sizes reducing, COTM is quickly being adopted across a lot of different verticals that were previously not serviced by the technology

Communications on the move (COTM) is used across a variety of vehicles to provide continuous and seamless satellite connectivity, while the vehicle is in motion. It can be used in a variety of different vehicles, including ships, aeroplanes and land vehicles like trucks and trains. The basic principle is that the vessel is equipped with a satellite antenna and is able to establish communication with the satellite of choice, and in accordance with the frequency plan, to maintain that communication while in-motion.

According to Darin Anderson, Director, International Business Development at ThinKom Solutions: "In-motion can mean a variety of things from a vessel being stationary on the water but the antenna system needing to accommodate for the pitch, roll and yaw of the vessel, to an aircraft flying at around 500+ knots an hour, to a rail or high-speed rail (HSR) application in slightly slower speeds or to a military surveillance or broadcast vehicle that is in improvised or bad road environments.

"There are a number of key elements for SOTM antenna systems to work efficiently, they must have the capability to find, lock and track these satellites, that are approximately 35,000 kilometres from the earth, and they must maintaining the minimum pointing accuracies established by the various regulatory authorities governing the satellite manufacturers, namely the ITU, FCC, and other bodies. There is a unique coordinated effort between primarily three areas of focus; satellite and teleport operator, modem manufacturer, and antenna solution provider.

"In general, terminal aperture sizes are coming down as a consequence of the deployment of more powerful satellites and the rapid deployment of Ka-band satellites"

HENRIK NØRRELYKKE, VP Land Mobile Business, Cobham SATCOM

COTM is facilitating high-speed internet on board aircraft nowadays.

All three areas need to be in sync on many variables to ensure successful and reliable operations for COTM use," explains Anderson.

A lot has changed in the field of terminals and antennae too. There is always a need for them to be smaller and lighter, yet at the same time more powerful and able to access different satellite bands, as well as being future-proof.

Henrik Nørrelykke, VP Land Mobile Business, Cobham SATCOM, says: "In general, terminal aperture sizes are coming down as a consequence of the deployment of more powerful satellites and the rapid deployment of Ka-band satellites, both of which allow for increased throughputs on smaller aperture sizes."

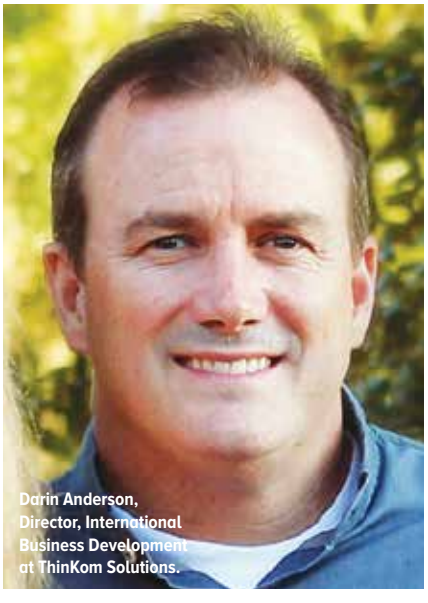
High Throughput Satellites for Ka- and Ku-band are here today, with more satellites coming up quickly into global markets. Anderson thinks these satellite solutions will afford the various markets many enhanced capabilities for man-pack and SOTM solutions that are smaller and lighter in antenna design yet able to achieve the same or greater bandwidth speeds with possibly more saving on the bandwidth costs to meet the increasing demands of use.

The aviation industry is becoming more active than ever for on-board satellite connectivity, with the ability to make calls from your mobile phone and browse the internet on your tablet, whilst 35,000 feet in the air.

Anderson says: "The insatiable demand for reliable, high-speed connectivity anywhere and anytime does not stop once one boards a plane, whether a private jet or a large commercial airliner. The demand remains constant and airlines around the world are lining up their satcom technology partners.

"Connectivity is not new to aviation, but what is new is the five to 10x speeds with greater bit per Hz capability that ThinKom is providing to the commercial Ku air transport space"

DARIN ANDERSON, Director, International Business Development at ThinKom Solutions



Darin Anderson, Director, International Business Development at ThinKom Solutions.

"ThinKom is positioned extremely well in this space for longevity. Connectivity is not new to aviation, but what is new is the five to 10x speeds with greater bit per Hz capability that ThinKom is providing to the commercial Ku air transport space, with our partner GoGo, to their airline customers.

"As Ka capacity continues to grow and will be reaching global coverage offerings, Ka aero demand is just as strong and ThinKom offers the same features benefits in Ka (military and commercial) frequency bands as well," continues Anderson.

Beyond aeronautical connectivity, the maritime sector has been a huge customer of COTM. In due time, niche markets within the maritime sector will emerge for more military or even the luxury super yacht industry, simply for the appeal to move away from traditional tall domed antenna systems to more discreet or non-visible antenna systems, as long as performance is not compromised.

Nørrelykke says: "The maritime sector has all along been the driver for COTM deployments and continues to be the largest and by far the most well developed COTM market (all maritime satellite terminals are by nature COTM terminals). Cobham SATCOM has a very long history of maritime COTM deployments and works with Inmarsat FleetBroadband terminals (the maritime services based on the BGAN network) and is a player in maritime VSAT across all bands."

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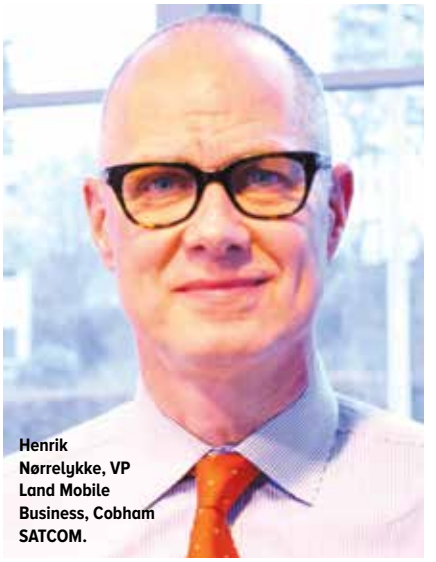
Nørrelykke also adds that the military has historically been the absolute largest user of land-based COTM systems. The situation is expected to gradually swing in favour of the various commercial markets – a transition which is expected to last for a long period.

Anderson agrees and says that the military has the most use for COTM applications, because it not just covers one mode of transportation, but rather several; such as trucks, tanks, fighter jets, navy vessels and others.

"From the fighter jets to the drones, large aircraft carriers or small light quick response vessels, to the ground troops forward operations and tactical vehicles to intelligence gathering covert operations; COTM solutions continue to grow and are a necessity within the military environment, providing enhanced capability or redundancy. Hybrid networks too mesh together with other terrestrial communications networks," he says.

Anderson goes on to say that the environments when there is neither terrestrial infrastructure available, or there are security concerns for one reason or another, COTM provides untethered freedom to go to locations far and wide and yet not risk being disconnected. This is particularly true for vehicles in the Middle East that are equipped to go into the desert on luxury camping trips, for rich clientele, that cannot afford to ever lose connectivity.

"For some cases it may be as simple as maintaining a GSM backhaul with a BTS or Picocell in the vehicle trunking back to a primary telco teleport over satellite for the many other applications that can be applied once a satellite backhaul or reach back link is in place. There is no loss in the connected capability that is common and in high demand in our everyday personal and business life," adds Anderson.



Henrik Nørrelykke, VP Land Mobile Business, Cobham SATCOM.

"The maritime sector has all along been the driver for COTM deployments and continues to be the largest and by far the most well developed COTM market"

HENRIK NØRRELYKKE, VP Land Mobile Business, Cobham SATCOM

With technology and capability keenly addressing R&D government development work, the gap is shortening considerably on Ku and Ka-band HTS demands for small form and fit terminal solutions that ThinKom is bringing to the global markets.

Thinkom is bullish about the future of COTM, due to its optimised efficiencies of flat and ultra-thin core technology, namely ThinKom's CTS and VICTS solutions in a variety of frequency bands. Anderson says the company is making a very significant impact on a number of growing markets.

According to Northern Sky Research, the COTM market is projected to grow 12.6% per annum, on average until 2022. Nørrelykke thinks the largest monetary growth is expected to come from L-band, while the largest relative growth is expected to come from HTS systems, which is growing from a very modest base.

"A significant element of the L-band growth is expected to come from low-speed and low-cost Mobile M2M solutions, which are predicted to have very significant growth rates following on from the current aggressive growth of the M2M sector, in general," concludes Nørrelykke. PRO

ThinSat 300 COTM Antenna.

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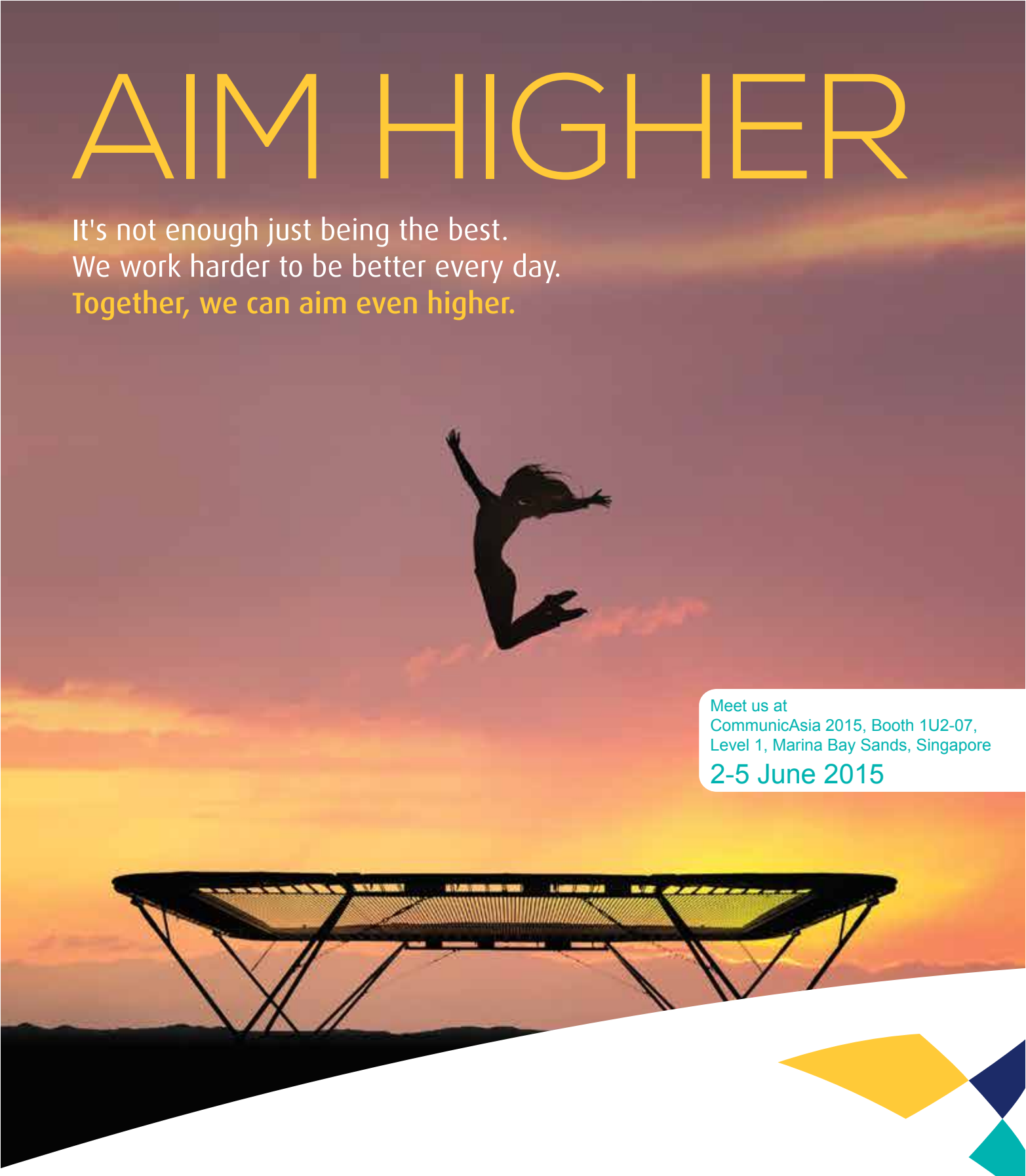

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News from NAB 2015

More than 100,000 people attended NAB 2015 in Las Vegas, the world's largest annual convention covering film entertainment and the development, management and delivery of content across all mediums

Televisa announces renewed capacity on Eutelsat

Televisa has announced it has renewed and increased capacity on three satellites with coverage of the Americas operated by Eutelsat Communications. The multi-year, multi-transponder contract strengthening the longstanding relationship between Televisa and Eutelsat was announced at NAB in Las Vegas.

The new contract, which includes distribution of HD content, increases capacity on the EUTELSAT 117 West A satellite and extends leases on EUTELSAT 113 West A and EUTELSAT 115 West A for distribution of some of Televisa Networks' key channels to cable headends across the Americas. The capacity will also serve Televisa Networks' requirements for capacity for contribution and occasional use.

Televisa Networks, a subsidiary of Grupo Televisa, specialises in the design, production, programming and distribution of 25 owned TV brands and three represented brands in the pay-TV market. It serves a multi-million subscriber base and is present in markets in Mexico, the United States, Latin America, Canada, Europe and Africa. Grupo Televisa is the largest media company in the Spanish-speaking world and a major player in the global entertainment business.

Patricio Northland, CEO of Eutelsat, Americas.

Commenting on the agreement, Patricio Northland, CEO of Eutelsat Americas, said: "We are delighted that a media company of Televisa's calibre is renewing its confidence in our services. We look forward to continuing to work closely with them and to demonstrating that we provide the most efficient and forward-looking solutions to our customers across the Americas and beyond."

William Aguirre, General Director of Satellite Operations, Televisa, added: "Eutelsat has been a longstanding partner of Televisa. The expansion of our capacity on Eutelsat satellites will allow Televisa Networks to strengthen its presence across the Americas."

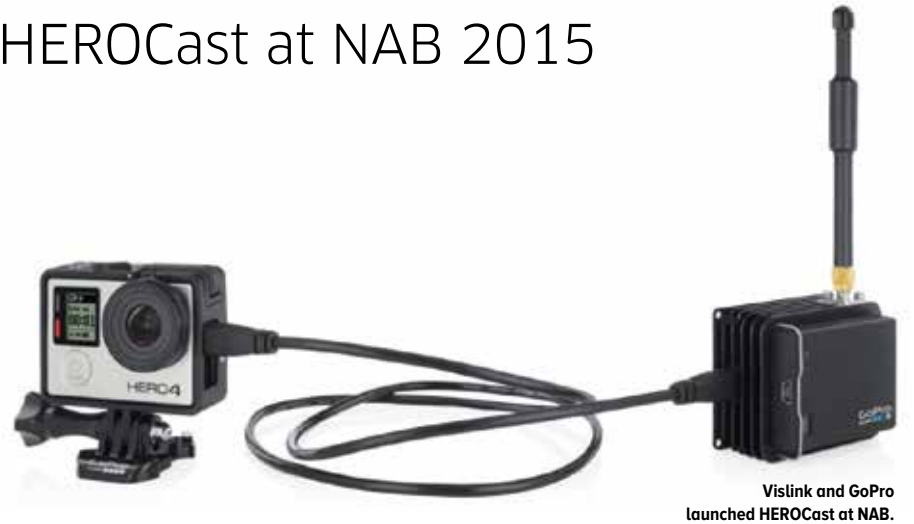
Vislink launches HEROCast at NAB 2015

Vislink in conjunction with GoPro, announced the launch of the HEROCast at NAB 2015, a miniature transmitter that allows GoPro HERO3+Black and HERO4 cameras to broadcast live, HD wireless video for the first time.

Building on the partnership announced between Vislink and GoPro in January, the HEROCast is a result of joint development efforts to make GoPro's product range suitable for live broadcasting. Designed to bring viewers closer to the action than ever before, the HEROCast has already been successfully used to broadcast NHL games in February and the 2015 X Games in Aspen.

The HEROCast lets broadcasters deliver new and unique perspectives from live events. The range of new camera positions that can be adopted with GoPro cameras that feature Vislink's live HD wireless transmitter, will allow the viewer to gain many new live immersive experiences.

Vislink's wireless HD transmitter uses less energy than any other transmitter on the market, leading to smaller size, longer battery life and 'cool' operation. Designed with flexibility in mind, the HEROCast is specifically tailored to be compatible with existing GoPro equipment and can be positioned in multiple locations, including within the HERO BacPac housing for water resistant usage.



Vislink and GoPro launched HEROCast at NAB.

"Vislink's partnership with GoPro is the continuation of our ongoing goal to develop the most innovative and unique live broadcast products on the market," said Simon Derry, CEO of Vislink Communication Systems. "With the explosion in demand for action content and higher quality video, today's viewers demand the most immersive experience possible, which the HEROCast delivers.

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Telestream unveils Lightspeed server at NAB

Telestream LightSpeed Server.

Telestream has announced a new Lightspeed Server model. Lightspeed K80 Server utilises cutting-edge technologies from NVidia and Intel to further boost video processing and H.264 encoding speeds for its Vantage software-enabled media processing platform products.

"We're very excited to announce the next generation of Lightspeed Servers" said Paul Turner, VP of Enterprise Product Management at Telestream. "Today's file-based workflows are evolving. As they expand to accommodate new processes and to enable delivery to multiple platforms such as traditional TV, Web and mobile devices, they inevitably require additional processing power. The Lightspeed K80 server raises the bar for media processing, offering major gains in processing speed – in many cases 5x or more improvement over CPU speeds – without compromising the quality of the processed media."

The Lightspeed K80 Server, with the latest technologies from NVidia and Intel, offers significant productivity improvements over the previous Lightspeed Servers. The combination of NVidia K80 GPU technology coupled with twin 12-core CPUs provides cutting-edge speed. 2TB of high-performance media storage is also included. The K80 server supports Vantage version 6.2 or later.

Lightspeed Server provides high-density transcoding and video processing in an efficient, 1 RU (rack unit) server with minimal space, electrical and thermal footprint requirements. As a part of the Vantage product family, Lightspeed Server can be used alone, clustered to increase capacity or added to an existing Vantage ecosystem.

Exclusive Lightspeed technology accelerates Telestream's award-winning H.264 transcoding and video processing, including image scaling, deinterlacing, frame rate conversion, motion vector calculation, compositing and other compute-intensive tasks for Vantage products.

Lightspeed K80 Server will be available mid-May from Telestream's worldwide network of direct enterprise sales and resellers.

TeamCast demonstrates CID integration in its products

TeamCast, a leader in digital modulation technologies for Digital Terrestrial Television (DTT), Wireless Transmission and Satellite Applications, has announced the introduction of CID management on several of its satellite products at the NABshow 2015.

CID stands for Carrier Identification. The purpose of this new technology is to allow the quick identification of any carrier causing interference to other signals. It consists of adding a unique identifier to the useful signal at the transmission site. Being robustly coded and modulated, this identification signal can be easily retrieved at the reception site, even when its power is low compared to the useful signals.

The insertion of such identification signals will become mandatory in the forthcoming years, as soon as 2016 for DSNG applications in the USA, 2018 for all satellite applications in the USA, and later on in other parts of the world.

TeamCast has integrated CID into its satellite products.

"With the introduction of CID Management into its products, TeamCast is continuing its road towards a better and more complete operational offering for its customers, for a shorter return on their investment, with a long term view" says Christophe Trolet, Business Unit Manager at TeamCast. PRO

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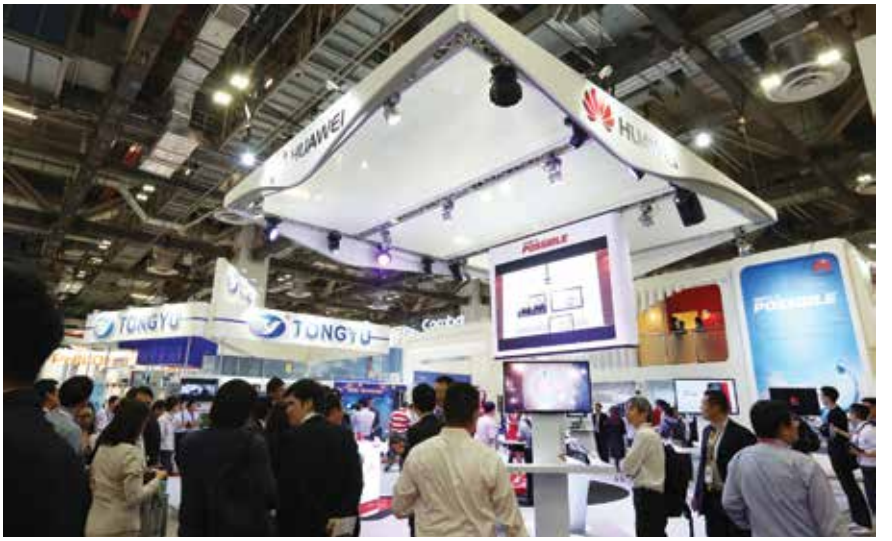
CommunicAsia beckons

At CommunicAsia2015, the latest innovative technologies from Big Data, Business Analytics, Cloud Technologies, IoT, to Zigbee will be unveiled. The show takes place from 2-5 June 2015, and will be held at the Marina Bay Sands in Singapore

The organisers of CommunicAsia, Singapore Exhibition Services, say that global mobile connections have passed the seven billion mark – a figure akin to the global population. Multi-screen consumption of content has thrown control to the hands of the consumer like never before. Enterprise mobility has become ingrained in consumers' lives and transformed the workplace where employees not only have choice in devices, but applications too. Once thought to be a thing of the future, driverless cars are to become a reality in everyday lives. The manifestations of megatrends such as IoT, mobility, cloud, social, and big data will be brought to life at CommunicAsia2015 and BroadcastAsia2015 from 2 – 5 June 2015, at Marina Bay Sands, Singapore.



Mobile explosion has given rise to dramatic changes in the consumption of technology, data and applications – the hyper-connected consumer and workforce and ease of connectivity proliferated possibilities and realities of Internet of Things (IoT). Forecasted to reach US$59 billion by 2020, Asia Pacific's total IoT spending points to the opportunities in the areas of digitised landscape monetisation, wearable technology enablement, big data and analytics and even the IT infrastructures in place for greater agility, flexibility and scalability required for business and national growth.

"The trend of IoT continues to impact ways of life on both consumer and business fronts, bringing about opportunities and challenges for businesses in the areas of mobility management, big data analytics, media consumption and more. Aligned with the global phenomenon, 2015's CommunicAsia, EnterpriseIT and BroadcastAsia will provide international audiences access to insights, latest technologies and solutions ranging from connected devices, smart living, TV-everywhere realities, satellite applications, enterprise mobility and more," says Victor Wong, Project Director, Singapore Exhibition Services.

"The trend of IoT continues to impact ways of life on both consumer and business fronts, bringing about opportunities and challenges for businesses in the areas of mobility management, media consumption and more"

VICTOR WONG, Project Director, Singapore Exhibition Services

At the event, visitors can experience latest technologies, obtain insights from business leaders and subject-matter experts, and network with both major and emerging industry players from around the world.

Mobile devices and connectivity are ingrained in consumers' lives and has become an enabler and a way of life. Showcasing how innovations has and will impact consumers and businesses, the events provide a deeper look into the entire info-communications ecosystem under the three key thematic clusters: NXT Cities, NXT Enterprises and NXT Connected Lifestyle.

NXT Connected Lifestyle: The proliferation of mobile devices and ongoing improvements to technologies has resulted in rising convergence of professional and personal lives. The new NXT Connected Lifestyle showcase will provide solutions for the hyper-connected business and

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consumer. Feature technologies include, smart home/ living solutions, multi-screen technology, connected devices, sensors, M2M, IoT, connected car applications, wireless technologies and many more.

NXT Cities: To drive sustainable economic growth and improve citizens' quality of life, governments and private organisations are working more closely than ever to bring about an integrated, connected smart city. ICT Technologies that are designed to improve city operations in the areas of banking and finance, education, healthcare, hospitality, public safety, retail, transportation and utilities will be on showcase at NXT Cities.

NXT Enterprises: Providing business with innovations to help overcome challenges in today's digitised landscape, NXT Enterprises will encompass solutions that help businesses stay relevant in today's ever-changing connected world. Technologies in areas of big data and analytics, BYOD, mPayment, cloud, enterprise mobility and security among many others will empower the workforce, increase mobility and efficiency.

"As part of CommunicAsia2015, SatComm2015, a strategic platform for the satellite communication industry, will see the gathering of over 160 satellite-based companies to address key issues"

Exhibitors to note include Akamai, Dell, CDNetworks, FiberHome, Kaltura, KAONMEDIA, Irdeto, PCCW Global, Soliton Systems and Technicolor.

As part of CommunicAsia2015, SatComm2015, a strategic platform for the satellite communication industry, will see the gathering of over 160 satellite-based companies to address key issues within Asia-Pacific's mobile ecosystem. Representatives include Intelsat, Inmarsat, SES, Siemens, ST Electronics, and more from over 20 countries and regions around the world.

World business leaders from top tech conglomerates and specialised experts will dish out valuable insights at this year's CommunicAsia2015 Summit. Defining content that is shaping the future of today's global ICT landscape, a suite of C-level speakers and industry experts will be sharing the value IoT brings, digitisation of the media landscape and how they can bring enterprise mobility to the next level. PRO

SatComm2015

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Satellites play an integral role in today's communication landscape. With the rise of a global connected network, satellite connectivity has never been more crucial.

At SatComm2015, Asia's largest assembly of over 160 satellite companies, discover how these technologies can improve business operations and ROI. Join other international attendees from the Broadcasting, Government, Oil & Gas Telecommunications industries and more in connecting with exhibitors such as

ABS, APSTAR, AsiaSat, BCL, CASC CHINA SATCOM, GAZPROM, HUGHES, iSAT, ST Teleport, measat, novella SatComs, SAT-LITE technologies

CommunicAsia2015 Summit brings together **200+ experts** in a new format of **12 tracks and 3 workshops** including two dedicated days for satellite industry opportunities. Hear from top satellite industry executives such as Paul Brown Kenyon – CEO, MEASAT, Ken Loke – CEO, Eutelsat Asia, Tom Choi – CEO, ABS.

Visit www.CommunicAsia.com/spotlights
for more information on the various spotlights during the event

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Tracking the skies and connecting passengers

Ben Griffin, Regional Director, Aviation Business, Middle East and Africa at Inmarsat, speaks about how flight tracking and in-flight connectivity are evolving

Our role is to make sure that the market understands what Inmarsat is doing, and to support distribution partners in successfully rolling out these services to our mutual customers which are the airlines and aircraft operators. We work in tandem with our partners to ensure we attract, maintain and sustain the business that we already enjoy in this region and beyond.

Flight tracking is something that has become quite important, over the last year or so for very tragic reasons, but Inmarsat has been providing tracking and satellite communications for over two decades for safety communications on aircraft.

Tracking is not something new to us, in providing positional reports to airlines and air traffic control entities. We're seeing a lot more interest from the public domain in this, because they understand what was reported and what happened. Inmarsat is taking steps with our new generation of SwiftBroadband Safety for example, to report more parameters, more frequently. Airline operators and air traffic control entities have a greater flexibility to understand where their aircraft are, and what they are doing much more frequently. We are ensuring that we continually develop more services that are very pertinent to the sector and we also support the industry bodies that are tasked to make improvements in this area, like IATA and ICAO specifically.

It's not just the disappearance of Malaysian Airlines MH370 that has fuelled this. Since Air France 447 even, in 2009, there's been a look at what is on airplanes today that we could use, and we've taken a closer look at the aircraft and the operations of the aircraft. We've looked at the new kind of equipment going on the aircraft, and how to harness that data to get more of it onto the ground in real or very near-term manner.

"Tracking is not something new to us, in providing positional reports to airlines and air traffic control entities"

BEN GRIFFIN, Regional Director, Middle East and Africa for the Aviation Business unit, Inmarsat

There is a tremendous amount of work being done. Inmarsat continues to do what we do, and the airlines are looking very closely at what they are doing, and what their responsibility is to the aviation community and to their passengers. The air traffic control community is also looking at how they monitor data. Are they making the most use of the data that's out there, do they need to get access to other forms of data, such as satellite information? The answer to this is yes.

It's very much that a lot of these pieces are out there, it's just a matter of bringing them all together to make the best use of the information.

Since 2008 we've provided our SwiftBroadband network which allows IP to the cabin, and this has allowed the proliferation of WiFi, GSM and other connectivity on board. We enjoy great success together with our distribution partners, on Emirates Airlines, Qatar Airways, Etihad Airlines and Saudia. All of which use SwiftBroadband networks to power their connectivity.

It is true to say that the airlines want to understand how to get more throughput, for all the applications and all the devices we carry today, so Inmarsat has started to launch our GX aviation services, which operate in Ka-band. This provides headline speeds of 50Mbits/second to the aircraft, which is significantly faster than the 432kbits/second that SwiftBroadband does. GX brings a much more creative platform to do more than just GSM and WiFi. It's really feeding the imagination of people in the aviation industry to augment the in-flight entertainment with other distractions to keep their passengers happy. PRO

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