

**Name:** ABS  
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**Email:** info@absatellite.com  
**Internet:** www.absatellite.com  
**Contact:** Raymond Chow  
**Job Title:** Deputy COO

ABS is a young and fast growing global satellite operator, with an entrepreneurial and creative business approach. Headquartered in Bermuda, ABS has offices in the United States, UAE, South Africa, Germany, Philippines, Indonesia and Hong Kong.

ABS is majority owned by the Permira funds which are advised by European Private Equity firm Permira. The Permira funds acquired ABS in 2010.

Led by a management team of talented and experienced professionals, ABS offers a complete range of end-to-end solutions including Direct to Home (DTH), Cable TV distribution (CATV), cellular backhaul, VSAT and Internet backbone services with diverse IP transit through its European, Middle East and Asian internet gateways.

ABS operates a fleet of satellites serving 93 percent of the world.

- ABS-2 (75°E, prime orbital location);
- ABS-2A launched on 15th June 2016 (75°E, prime orbital location);
- ABS-3 (85.3°E);
- ABS-3A (3°W) – in Service August 31 2015;
- Mobisat-1 / ABS-4 (61°E);
- ABS-6 (159°E); and
- ABS-7 (116.1°E).

The new satellites: ABS-2A was launched on 15th June 2016 and ABS-8 is planned for future deployment. ABS plans to add more satellites over the next 2-3 years to its growing fleet.

**Name:** ACCESS INTELLIGENCE  
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**Contact:** Jenn Heinold  
**Job Title:** Senior Vice President, Events

Access Intelligence is a leading worldwide information and marketing company that provides unparalleled business intelligence and integrated marketing solutions in nearly a dozen global market sectors, including aerospace and satellite. Access Intelligence publishes *Via Satellite* magazine and produces the annual SATELLITE Conference and Exhibition in Washington, DC.

With a customer-centric culture dedicated to editorial excellence and marketing integrity, Access Intelligence serves business professionals worldwide with a portfolio of products, including events, e-letters, data and digital products, e-learning magazines and e-media solutions.

**Name:** ACCESS PARTNERSHIP  
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**Tel:** +44 20 3143 4900  
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**Contact:** Gregory Francis  
**Job Title:** Managing Director

Since 1999, Access Partnership has helped some of the world's leading ICT organisations gain access to new markets, drive sales, meet regulatory goals, shape policy outcomes and introduce new services into previously underserved markets.

The company's expertise in the areas of government relations and regulatory affairs means it is able to provide clients with a range of solutions that create the commercial environment they need to flourish.



**Name:** ADVANTECH WIRELESS  
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**Contact:** Cristi Damian  
**Job Title:** Vice President, Business Development

Advantech Wireless delivers intelligent broadband communications solutions that achieve excellence, maximize performance and minimize operational costs, all with uncompromising quality. Ultimately, the company helps people stay connected and informed by designing and manufacturing the most advanced terrestrial and satellite communication technologies on the planet.

Advantech Wireless is the leading wireless broadband communications solution provider for commercial, critical infrastructure & government and military clients.

**Name:** AETHERIC ENGINEERING LTD  
**Address:** Katana House, Fort Fareham Trading Estate, Fareham PO14 1AH, UK.  
**Tel:** +44 1329 823583  
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**Contact:** Peter Milne  
**Job Title:** Principal Consultant

Satellite communications, design and technology specialists, Aetheric Engineering is an independent telecommunications consultancy, established in 1989. Aetheric Engineering offers and is renowned for its flexibility and tailoring of support to the actual needs of each of its clients.

The company offers advice and support throughout all project phases from feasibility and design studies, through procurement and project management, to installation, commissioning and operation of telecommunications networks, especially satellite communication systems. Support is available for both civilian and military systems.



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**Name:** AGUIAR & MARSIGLIA  
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**Contact:** Henoch Aguiar  
 Consultancy based in Argentina and GVF Correspondent for the Southern Cone.

**Name:** AIRBUS DEFENCE & SPACE  
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**Tel:** +33 5 62 19 40 40  
**Email:** Contact Form  
**Internet:** www.airbusdefenceandspace.com  
**Contact:** Jean-Pierre Talamoni  
**Job Title:** Executive Vice President Marketing and Sales

Airbus Defence and Space is a division of Airbus Group responsible for defence and aerospace products and services. The division was formed in January 2014 during the corporate restructuring of European Aeronautic Defence and Space (EADS), and comprises the former Airbus Military, Astrium, and Cassidian divisions. It is the world's second largest space company after Boeing and one of the top ten defence companies in the world. Airbus Defence and Space provides a total satellite communications system capability in-house, from spacecraft and payload design, manufacture, test, launch and operations, to the complete communications system infrastructure.

**Name:** ALKAN TELECOM  
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Alkan Telecom is a leading telecommunications solutions provider and systems integrator that offers a wide-set of turnkey solutions to meet the ongoing demands of fixed and wireless operators in the Middle East and Africa. With regional presence in most of MEA countries, Alkan Telecom has always been able to support its clients' business needs, from inception to completion, going through all phases from planning right through operation.



**Name:** APPLIED INSTRUMENTS, INC  
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**Contact:** Tom Haywood  
**Job Title:** President

Applied Instruments designs and manufactures RF test equipment used in the satellite and cable television sectors of the telecommunications industry. Product lines include signal measurement meters, test signal generators and signal switches. Users of Applied Instruments' equipment include the major satellite and cable television service providers and their contractors and equipment manufacturers. Applied Instruments' equipment is primarily used for the installation and maintenance of the service providers' networks, or to ascertain performance thresholds by their equipment manufacturers. Other market segments using Applied Instruments' equipment include commercial, institutional, and military.

**Name:** APPLICATION TECHNOLOGY STRATEGY  
**Address:** Georgetown, Texas, USA.  
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**Contact:** Bruce Elbert  
**Job Title:** President

ATS is committed to the success of new and existing networks, application systems and organizations that employ broadband technologies, satellite and wireless communications, and information technology. Its experience in satellite communications, both in the space segment and ground segment, allows it to better assist clients that are considering how this medium can address earthly needs. ATS is an expert in preparing program plans and cost-reduction analyses that provide a foundation for sound decisions. Other expertise includes RF design and radio wave propagation, satellite design and performance evaluation, and ground segment systems engineering.

**Name:** APT SATELLITE COMPANY  
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**Tel:** +852 2600 2100  
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**Contact:** Cheng Guangren  
**Job Title:** Executive Director & President

APT Satellite Company Limited is a leading satellite operator in the Asia-Pacific region. APSTAR commenced its operation in 1992. The company currently owns and operates five in-orbit satellites: APSTAR-5, APSTAR-6, APSTAR-7, APSTAR-7B (partial), and APSTAR-9 satellites, covering regions in Asia, Europe, Africa, Australia and Pacific islands which contain approximately 75 percent of the world's population.

Supported with comprehensive and high-quality services, the advanced APSTAR Satellite Fleet has become a very important satellite resource for the Asia-Pacific region. APT offers the services to a wide range of applications including video distribution, Direct-To-Home TV, cellular backhaul, corporate network, maritime and aeronautical mobility services.



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**Contact:** Rory Eddings

**Job Title:** Director Sales and Marketing  
 AQYR is a wholly owned subsidiary of Windmill International, Inc. For over twenty-five years, Windmill International, Inc. has been considered one of the defense industry's business leaders in program management, engineering, training, technology and software development. Headquartered in Nashua, New Hampshire, the veteran-owned company has built an excellent reputation with its customers as a highly efficient and skilled solutions-provider.

**Name:** ARABIC AND ISLAMIC BROADCASTING UNION  
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**Internet:** www.aibu.tv

The Arab Islamic Broadcasting Union (AIBU), formed in 2013 in the United Kingdom, is an organization that represents members of the television and radio industry across the Arab and Islamic world.

AIBU is a bridge, connecting the businesses, professionals and institutions involved in broadcasting across the Arab and Islamic world. It is an agent for innovation and growth. A trusted central resource, where the outside world can access quality content and accurate information. In addition, AIBU aspires to develop suitable areas of co-operation among members, including co-production for the exchange of broadcasting material.

**Name:** ARQIVA  
**Address:** Crawley Court, Winchester SO21 2QA, UK.  
**Tel:** +44 1962 823434  
**Email:** enquiries@arqiva.com  
**Internet:** www.arqiva.com  
**Contact:** David Crawford  
**Job Title:** Managing Director Satellite & Media

Arqiva is a leading UK communications infrastructure company enabling a vibrant digital economy. Every day the company's infrastructure and associated services enable millions of people and machines to connect wherever they are through TV, radio, mobile WiFi and the Internet of Things (IoT).

The company is an independent provider of telecom towers, with around 8,000 active sites, and the only national provider of terrestrial television and radio broadcasting.

Arqiva works with everyone from mobile network operators, such as BT-EE, Vodafone, O2 and Three to independent radio groups and major broadcasters, such as the BBC, ITV, Sky, Turner and CANAL+ to utility companies such as Thames Water.

Arqiva provides digital and satellite services and distribution for international clients in Europe, the US, the Far East and Australia, including Turner and Canal+ and the Al Jazeera Network.

**Name:** ASIA PACIFIC ZONE SYSTEMS  
**Address:** 13, Jalan Astaka U8/83, Seksyen U8, Bukit Jelutong Industrial Park, 40150 Shah Alam, Selangor Darul Ehsan, Malaysia.  
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**Email:** sales@zonesystems.net  
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**Contact:** Lai Nam Onn

Zone Systems A/S is a premier provider and integrator of commercial satellite and terrestrial broadcast systems, maintaining readiness and providing daily operational services to customer's broadcast systems worldwide. Over the past 20+ years Zone Systems A/S has successfully worked with leading broadcasters and telecommunications corporations deploying complete full turnkey solutions specializing in the field of TV and FM radio broadcast transmission over terrestrial and satellite networks.

**Name:** ASISAT  
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ASISAT is a Mexican organisation that represents its members in forums and conferences of the satellite industry, related to telecommunications, technical matters, DTH, regulatory and international affairs. The organisation serves as the Mexico Correspondent for the GVF.

**Name:** ASSI - THE INDONESIAN SATELLITE ASSOCIATION  
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**Tel:** +62 22 452 1658  
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**Internet:** www.assi.or.id  
**Contact:** Feti Fatimah

ASSI is an association to protect the interests of Indonesia's satellite business, especially through regulations that favour domestic industries and encourage the development of satellite business in Indonesia, providing technology and business education to the public and encouraging the creation of national potential in the field of satellite technology and space. Serves as the GVF's Indonesian Correspondent.

**Name:** AVANTI COMMUNICATIONS  
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**Contact:** David Williams  
**Job Title:** Chief Executive Officer  
 Avanti connects people wherever they are – in their homes,



Photo courtesy of BP

businesses, in government and on mobiles. Through the HYLAS satellite fleet and more than 180 partners in 118 countries, the network provides ubiquitous internet service to a quarter of the world's population. Avanti delivers the level of quality and flexibility that the most demanding telecoms customers in the world seek.

Avanti is a first mover in high throughput satellite data communications in EMEA. It has rights to orbital slots and Ka-band spectrum in perpetuity that covers an end market of over 1.7 billion people.

The Group has invested \$1.2bn in a network that incorporates satellites, ground stations, datacentres and a fibre ring.

**Name:** AVL TECHNOLOGIES  
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**Contact:** Krystal Dredge  
**Job Title:** Marketing Manager

AvL Technologies, Inc. is a privately held US company specializing in the design, development and production of mobile satellite antennas and positioner systems. With corporate headquarters based in Asheville, North Carolina, and a regional office located in the UK, AvL is able to offer superior service and support to customers around the world. AvL provides systems integrators with positioner and complete antenna system products, product development and services that maximize the technical and commercial benefits for their customers with cost, performance, quality and reliability requirements.

AvL provides solutions and support for satellite ground terminals for SNG, mobile broadband Internet access, disaster relief, oil & gas data backhaul, and defense & homeland security customers throughout the world. AvL offers the world's largest range of satellite antennas for vehicle-mount, flyaway and fixed Earth station applications with sizes ranging from 60cm to 5.0M.

**Name:** AZURE SHINE  
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Azure Shine produces almost all kinds of DTH and VSAT satellite antennas. With the capacity of one million sets per month, the company sells its products all over the world. Asia, Europe, America and Africa, it's not overstating to say that where you can see the sky you can find an antenna marked Azure Shine.

**Name:** BALKAN TELEKOM  
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Balkan Telekom is one of the leading satellite service providers in Turkey with its experienced and dynamic structure. Offering uninterrupted, economical and reliable communication solutions to its customers, Balkan Telekom provides satellite internet services especially in Turkey, Turkic Republics, Middle East and Africa regions.

**Name:** BHS TELECOMMUNICATION COMPANY  
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**Contact:** Hamid Rahmani

BHS delivers content to any place throughout the world. BHS' comprehensive infrastructure and capabilities for signal delivery including satellite, terrestrial and IP connectivity, make it simple for all of its clients to distribute their contents globally.

**Name:** BOEING  
**Address:** 100 North Riverside, Chicago, Illinois 60606, USA.  
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Boeing is the world's largest aerospace company and leading manufacturer of commercial jetliners and defense, space and security systems. A top US exporter, the company supports airlines, US and allied government customers in 150 countries. Boeing products and tailored services include commercial and military aircraft, satellites, weapons, electronic and defense systems, launch systems, advanced information and communication systems, and performance-based logistics and training.

**Name:** C-COM SATELLITE SYSTEMS  
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**Internet:** www.c-comsat.com  
**Contact:** Drew Klein  
**Job Title:** Director - International Business Development

C-COM Satellite Systems Inc. is a leader in the development, manufacture and deployment of commercial grade mobile satellite-based technology for the delivery of two-way high-speed Internet, VoIP and video services into vehicles. C-COM has developed a number of proprietary mobile auto-deploying (iNetVu®) antennas that deliver broadband over satellite into vehicles while stationary virtually anywhere where one can drive. The iNetVu® mobile antennas have also been adapted to be airline checkable and easily transportable. More than 7,000 C-COM antennas have been deployed in 103 countries around the world in vertical markets such as oil & gas exploration, military communications, disaster management, SNG, emergency communications, cellular backhaul, telemedicine, mobile banking, and others. The company's satellite-based products are known worldwide for their high quality, reliability and cost-effectiveness.



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**Name:** COM-RAC  
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**Internet:** www.com-rac.com  
**Contact:** Stuart Browne  
**Job Title:** Chief Executive Officer

COM-RAC Corporation provides network operators with integrated telecom terminal kits called a TeleStation®. Each station terminal may be configured for: small cell BTS, long range Wi-Fi access points, TV white space base/remotes, IoT monitor and control, video surveillance, and weather monitoring, and are powered by a solar PV power supply.

COM-RAC offers complete kit packages that include: all electronic components, antennas, cables/connectors, masts, mounting systems and solar PV equipment, everything a network operator needs to install and operate a communications site running "off grid".

Optionally, COM-RAC can supply just the PowerTower® mast and mounting kits, the SPARCS® solar gen set, with the network operator providing the telecom equipment.

**Name:** C2SAT  
**Address:** Isafjordsgatan 32B, SE-16440, Kista-Stockholm, Sweden.  
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**Internet:** www.c2sat.com

C2SAT, established in 2000 and headquartered in Solna, Sweden, develops, manufactures and supplies innovative stabilised maritime VSAT antenna systems enabling vessels in motion on-line two-way satellite broadband communication. C2SAT's business objective is to reduce costs for maritime VSAT satellite services making it possible to get availability to the bandwidth actually paid for during dynamic conditions. Customers range from fishermen in the Scandinavian fishing fleet, oil & gas to military & governmental companies.

By adding the forth axis the C2SAT systems solve high elevation problems and enables accuracy and high speed even during dynamic conditions.

**Name:** CETEL GMBH  
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**Contact:** Guido Neumann  
**Job Title:** Managing Director

CETel is a German provider of satellite, fibre and wireless enabled communications solutions. It designs, implements and operates independent, end-to-end connectivity services and networks. Customers take advantage of fully managed services, operated from the company's own teleport in Germany as well as technical support and consulting services.

CETel takes responsibility and manages whole networks for customers, that have been designed and tailored by the company's engineering team individually and cost-efficiently to the customer's requirements.



Photo courtesy Alexandra Pugachevsky and Wikimedia

**Name:** CLARKE BELT 2.0  
**Address:** 22 King Street South Suite 300, Waterloo Ontario N2J 1N8, Canada.  
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**Contact:** Mark Brady

The company is a start-up looking to deploy an innovative IP satellite constellation. For further information contact Mark Brady.

**Name:** CISCO SYSTEMS  
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Cisco is the worldwide leader in IT. The company has shaped the future of the Internet by creating unprecedented value and opportunity for customers, employees, investors and ecosystem partners and has become the worldwide leader in networking - transforming how people connect, communicate and collaborate.

**Name:** COMSOURCE INC  
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**Email:** sales@comsourceinc.net  
**Internet:** www.comsourceinc.net  
**Contact:** Byron Parker  
**Job Title:** President

ComSource, Inc. is a leading provider of engineering services, software development, interoperability testing, and equipment evaluation for the telecommunications industry. The company supports a wide variety of telecommunications projects including logistics, acquisition, site selection, infrastructure, testing, design, and first-office simulation. ComSource performs research directed toward the discovery and application of innovative solutions to challenges within the telecommunications field. The consulting services offered by ComSource provide their customers with the best options for solving their communications needs. Employees are encouraged to gain unmatched knowledge of current and emerging technologies. ComSource specializes in GSM to include GPRS and EDGE. ComSource also supports CDMA, UMTS, WiFi, WiMax, PBXs, central office switching environments, SS7 MTP layers 2 and 3, TUP, ISUP, SCCP, TCAP, MAP, UNI to UNI compatibility, and ITU-T Q.780.

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**Contact:** Susan Bull  
**Job Title:** Senior Consultant

As well as consultancy, Comsys offers multi-client reports which have earned a reputation in themselves as reliable, realistic and accurate. This is because it undertakes its own primary research, visiting countries and companies in all regions of the world. It publishes the VSAT Report known as the 'Bible' of the industry.

**Name:** COMTECH EF DATA  
**Address:** 2114 West 7<sup>th</sup> Street, Tempe, AZ 85281, USA.  
**Tel:** +1 480 333 2200  
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**Contact:** Sue Lassandro  
**Job Title:** Director, Marketing

Comtech EF Data Corp., a subsidiary of Comtech Telecommunications Corporation, is the recognized global leader in satellite bandwidth efficiency and link optimization. The advanced communication solutions encompass the Heights Networking Platform, advanced VSAT solutions, satellite modems, RAN & WAN optimization, network & bandwidth management and RF products. The company is recognized as a technology innovator, and has a reputation for exceptional product quality and reliability. The solutions enable commercial and government users to reduce OPEX/CAPEX and to increase throughput for fixed and mobile/transportable satellite-based applications.



**Name:** CPI SATCOM  
**Address:** 811 Hansen Way, Palo Alto, CA 94304-1031, USA.  
**Tel:** +1 650 846 3803  
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**Internet:** www.cpii.com/satcom  
**Contact:** Doug Slaton  
**Job Title:** Marketing Product Manager

CPI's Satcom Division (CPI Satcom) is a worldwide leader in uplink amplifier products and systems for satellite communications. The company has played a pivotal role in the satcom industry since its inception. The first satellite projects, including Intelsat and CONUS, were supported by CPI, which was then part of Varian Associates, Inc.

Today, its scope and global reach is unmatched, having shipped over 40,000 high power amplifiers to uplink stations in over 150 countries. CPI Satcom products for satellite uplink and troposcatter applications are available in all standard frequencies, including:

- S-band;
- C-band;
- Ku-band;
- Ka-band;
- DBS-band; and
- X-band.

CPI Satcom is uniquely equipped to be your one-stop HPA sub-system supplier for standard and emerging satcom applications.

**Name:** DATAPATH  
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**Email:** Contact Form  
**Internet:** www.datapath.com  
**Contact:** Michael Barnes  
**Job Title:** VP Marketing & Product Management

DataPath leverages 25 years of experience and projects across 40 countries to bring best practices to everything: "From terminals to teleports and all the tools in between™". The company focus on remote, distributed or at-risk environments, where reliable communications are a must. This includes government, broadcast, emergency response, and industrial markets."

The core of the company revolves around engineering expertise and life-cycle support for satellite terminals ranging in size from tactical man-portable units to vehicle mounted auto-acquire systems to master earth stations for teleports. In addition to custom systems development, DataPath manufactures a line of rapid deployment portable satellite antenna products.

However, DataPath has broad experience providing products and services that span the entire continuum of a network architecture.

**Name:** DATASAT COMMUNICATIONS  
**Address:** Brookmans Park Transmission Station, Great North Road Hatfield, Herts AL9 6NE, UK.

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**Email:** sales@datasat.com  
**Internet:** www.datasat.com  
**Contact:** Phil Emmel  
**Job Title:** Managing Director

A remote communications specialist delivering secure and reliable networks into hard to reach places and the world's harshest environments. A leading service provider of VSAT satellite communications, the company combines intelligent outdoor wireless technology to design and build end-to-end multi-service networks over a single infrastructure.

**Name:** DIADEM TECHNOLOGIES  
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DiaDem Technologies (DiaDem) has a global open-minded vision and is dedicated to developing and partnering together on the commercialization of attractive advanced technologies, products, solutions and applications.

DiaDem is successfully involved in projects with customers and partners from the EU, Asia Africa, the Middle East as well as the Chinese domestic Market.

With DiaDem's professional ground wireless knowhow and experience - DiaDem's entrance into the satellite field with the unique vision on the combined co-development of both ground wireless and satellite communication segments complement each other.

**Name:** EGYPTSAT  
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**Internet:** www.egyptsat.com

EgyptSat provides high-speed Internet connection, using the Express AM22 satellite, which offers a hot spot beam pointed

just over the Middle East, from the Indian Ocean to the Atlantic Ocean coast. This extensive coverage for all countries in the Middle East, Europe and Africa provides customers with an excellent range of geographic locations. Due to the strong signal obtained from the satellite, a fairly small antenna is used to get a reliable and fast Internet connection.

**Name:** EMC  
**Address:** 3044 N. Commerce Parkway - Miramar, FL 33025 USA.  
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**Internet:** www.emcconnected.com

EMC specializes in mission-critical communications and content for organizations and people on the move in the most remote locations. At sea, on land and in the air, the company provides seamless, reliable connectivity and access. EMC leverages its wholly-owned and operated satellite-terrestrial cellular broadband network with fully meshed Multiprotocol Label Switching (MPLS) interconnected teleports.

On July 27, 2016, Global Eagle Entertainment (GEE) acquired EMC to become a worldwide leader in end-to-end connectivity and media services for the rapidly growing global mobility markets across air, sea and land.

GEE brings a rich product portfolio that complements EMC's connectivity services, including a full suite of entertainment content through longstanding relationships with Hollywood studios.

**Name:** EMEASAT  
**Address:** 1306 King Street, Santa Cruz, CA 95060, USA.  
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**Fax:** +1 408 904 5240  
**Email:** info@emeasat.com  
**Internet:** www.emeasat.com  
**Contact:** Mary Ellen Hannon  
**Job Title:** Managing Director

EmeaSat supplies equipment and services for satellite communication and broadcasting systems. The products the company delivers have been carefully selected. To assure customers receive true value and excellent service the company has narrowed down the list of brands it offers to include only those products that meet the highest standards of performance and reliability.

**Name:** EMP  
**Address:** 145-157 St John Street, London EC1V 4PY, UK.  
**Tel:** +44 207 099 5546  
**Email:** paul.stahl@uk-emp.co.uk  
**Internet:** www.uk-emp.co.uk  
**Contact:** Paul Stahl  
**Job Title:** Executive Director

EMP, (Event Management Partners), was launched in 2004 to develop and manage a niche portfolio of highly specialised technology focused conferences. EMP is particularly preoccupied with the practical application of various ICTs to selected vertical and emerging markets.

EMP works closely with key industry and government bodies as well as commercial entities and end-users with shared interests to ensure that critical industry objectives are analysed in depth and from a variety of perspectives.



**Name:** Es'hailSat, Qatar Satellite Company  
**Address:** Property No. 414, Al Markhiya Street No. 380, Area No. 31, Umm Lakhba, PO Box 10653, Doha, Qatar.  
**Tel:** +974 4499 3535  
**Fax:** +974 4499 3504  
**Email:** info@eshailsat.qa  
**Internet:** www.eshailsat.qa  
**Contact:** Ali Ahmed Al-Kuwari  
**Job Title:** President and CEO

Es'hailSat, the Qatar Satellite Company, is a communications satellite operator headquartered in Doha, Qatar. Es'hailSat was established in 2010 as an independent company with the goal to manage and develop Qatar's presence in space. The company provides independent, high-quality, advanced satellite services to broadcasters, businesses and governments in the MENA region and beyond. Es'hailSat aims to be a world class operator who effectively contributes to the success of Qatar's National Vision 2030 by adding a new dimension to the diversifying economy. Es'hailSat will provide advanced satellite services to strategic stakeholders and commercial customers, who value broadcasting and communications independence, quality of service and wide geographical coverage.

**Name:** EUROCONSULT  
**Address:** 86 Boulevard de Sebastopol, 75003 Paris, France.  
**Tel:** +33 1 49 23 75 30  
**Email:** Contact Form  
**Internet:** www.euroconsult-ec.com  
**Contact:** Pacôme Révillon  
**Job Title:** Chief Executive Officer

Euroconsult is a leading global consulting firm specializing in space markets. As a privately-owned, fully independent firm, it provides first-class strategic consulting, develops comprehensive research and organizes executive-level annual summits and training programs for the satellite industry.

With over 30 years of experience, Euroconsult is trusted by 600 clients in over 50 countries. It has a multi-cultural team of over 30 full-time experts based in France, the United States, Canada and Japan, complemented by a network of senior affiliate consultants.

**Name:** EVERARD SOLUTIONS  
**Address:** 16 Bricknell Ave, Bredon, Tewkesbury, Gloucestershire GL20 7QH, UK.  
**Tel:** +44 7818 033524  
**Email:** brian.everard@btinternet.com  
**Contact:** Brian Everard  
**Job Title:** Managing Director

An independent IT networking and telecommunications consultancy with over 25 years of managerial experience, knowledge and expertise gained in a wide range of voice and data communications systems, from radio to fixed and mobile satellite systems, delivering services to UK and multiple international offices over a global WAN.

**Name:** EXPEDITION COMMUNICATIONS  
**Address:** 2501 E 28th Street, Suite 102, Signal Hill, CA 90755, USA.  
**Tel:** +1 877 410 8101  
**Email:** ushq@expeditioncommunications.com  
**Internet:** www.expeditioncommunications.com  
**Contact:** Dean Eldridge  
**Job Title:** President & CEO

Expedition Communications was founded upon delivering innovative yet affordable communications solutions. Its team of

*Satellite...Solutions...The World*  
 Visit the GVF for further information  
[www.gvf.org](http://www.gvf.org)

professionals is staffed with licensed and experienced communication experts specializing in installation and maintenance of VSAT, satellite internet services and other communication systems equipment. All of these are maintained and run by professional satellite providers, installers and other communication industry experts.

**Name:** FRAUNHOFER IIS  
**Address:** Am Wolfsmantel 33, 91058 Erlangen, Germany.  
**Tel:** +49 9131 776-0  
**Fax:** +49 9131 776-2019  
**Email:** info@iis.fraunhofer.de  
**Internet:** www.iis.fraunhofer.de  
**Contact:** Thoralf Dietz  
**Job Title:** Head of Corporate Communications  
 The Fraunhofer Institute for Integrated Circuits IIS is one of the world's leading application-oriented research institutions for microelectronic and IT system solutions and services. By driving technology ideas and anticipating and inspiring the technologies and applications of tomorrow, the company is playing a major role in maintaining Germany's technological leadership.

**Name:** GEOFF DANIELL COMMUNICATIONS  
**Address:** PO Box 70179, The Willows, Pretoria 0041, South Africa.  
**Tel:** +27 12 807 0482  
**Fax:** +27 82 131 783 9184  
**Email:** geoff.daniell@gvf.org  
**Contact:** Geoff Daniell  
**Job Title:** Telecommunications Consultant  
 Leading South African communications consultant and GVF correspondent for sub-Saharan Africa, Mr Daniell has many years of experience with satellite communications in the region.

**Name:** GESTION DE PROJETS INT'L  
**Address:** 198 FX Garneau, Boucherville, Quebec J1B 6R6, Canada.  
**Tel:** +1 514 569 8049  
**Email:** db@advapro.com  
**Contact:** Denis Beaudoin



**Name:** GILAT SATCOM  
**Address:** 21 Yegia Kapayim Street, PO Box 7144, Petach-Tikva, 49130, Israel.  
**Tel:** +972 3925 5174  
**Fax:** +972 3921 7938  
**Email:** sales@gilat.net  
**Internet:** www.gilat.net  
**Contact:** Gal Kohn  
**Job Title:** Vice President Sales  
 Gilat Satcom is a leading communication solutions provider that offers satellite and fibre-based connectivity solutions in Africa, Asia and the Middle East. With successful deployments in 50 countries, it consistently delivers high-quality, cost-effective and efficient communication solutions to telcos, ISPs, governments, enterprise customers and international organizations.  
 With African subsidiaries in Nigeria, Ghana, Uganda and DRC, the company operates three international teleports in Europe and the Middle East, multiple hubs/PoPs in Africa, Europe and the US.

**Name:** GILBERT ADANUSA TELECOMMUNICATIONS CONSULTING  
**Address:** PO Box 8051, Accra, Ghana.  
**Tel:** +233 21 772 233  
**Fax:** +233 21 224 797  
**Email:** gilbert.adanusa@gvf.org  
**Contact:** Gilbert Adanusa  
**Job Title:** President  
 Provides satellite communications consultancy services including support for market intelligence and promotion of partnerships for satellite systems and services, local representation, etc.  
 Mr Adanusa, who previously worked as a regulatory advisor to the Ghana Ministry of Communications, also serves as the GVF's West Africa Correspondent.

**Name:** GILL GOVIER LTD  
**Address:** Hinxworth, SG7 5HB, UK.  
**Tel:** +44 1462 743522  
**Email:** info@govieronline.co.uk  
**Internet:** www.govieronline.co.uk  
 Established in September 2004, the company provides a broad portfolio of management solutions. Its services are based on over 20 years' practical experience within the satellite communications community delivering complex programmes and acting as a catalyst for strategic, organisational change.

**Name:** GLOBECOMM SYSTEMS  
**Address:** 45 Oser Avenue, Hauppauge, NY 11788-3816, USA.  
**Tel:** +1 631 231 9800  
**Fax:** +1 631 231 1557  
**Email:** Contact Form  
**Internet:** www.globecommsystems.com  
**Contact:** Paul Scardino  
**Job Title:** SVP, Sales Engineering and Marketing  
 Globecomm is a leading engineering-driven, global connectivity provider serving media, maritime, enterprise and government markets in over 100 countries.  
 It develops smart connectivity solutions to address customer issues across a broad spectrum of areas, including system design and integration, managed communication services including mobile and IoT, media services and mission critical networks.  
 Globecomm is known for its unique ability to provide robust connectivity to the most remote locations under the most treacherous conditions. Globecomm is dedicated to improving communications and leverages its world class, global network to offer end-to-end, managed service communication's solutions worldwide.

**Name:** HELLAS SAT  
**Address:** Konstantinoupoleos 48, Koropi, GR-19400, Athens, Greece.  
**Tel:** +30 210 6159700  
**Fax:** +30 210 6645433  
**Email:** sales@hellas-sat.net  
**Internet:** www.hellas-sat.net  
**Contact:** Christodoulos Protopoulos  
**Job Title:** President and CEO

Hellas Sat is a leading satellite operator, offering services in Europe, Middle East and Africa. It was established in August 2001 and owns and operates the Hellas Sat 2 high power satellite. The company has been focusing on the development of the orbital position of 39° East into an attractive alternative proposition for video broadcasting, as well as VSAT applications and through the successful operation of three DTH platforms is broadcasting more than 300 HD and SD TV channels to more than 2.9 million households. Since April 2013 Hellas Sat has been part of the Arabsat Group.

**Name:** HISPAMAR  
**Address:** Praia do Flamengo, 200 /17 Andar Flamengo, CEP 2210-901, Brazil.  
**Tel:** +55 21 2555 4800  
**Email:** Contact Form  
**Internet:** www.hispamar.com.br  
**Contact:** Sergio Chaves  
**Job Title:** Business Manager for South America

HISPAMAR is HISPASAT's Brazilian subsidiary. Ten years in the Pan-American telecommunications market, HISPAMAR satellites have become a reference in the sector, connecting the Americas as well as both sides of the Atlantic.

The company aims to enable communication, information and knowledge through innovative and reliable satellite services, contributing to the development of the business of its customers and quality services.

**Name:** HISPASAT  
**Address:** Paseo de la Castellana, 39, 28046 Madrid, Spain.  
**Tel:** +34 91 710 25 40  
**Email:** Contact Form  
**Internet:** www.hispasat.com  
**Contact:** Carlos Espinos Gomez  
**Job Title:** Chief Executive Officer

HISPASAT is the Spanish satellite communications operator, leader in the distribution of content in Spanish and Portuguese. With more than 25 years of experience, the HISPASAT Group maintains an important presence on the Iberian Peninsula and in Latin America, where it is now the fourth satellite operator. HISPASAT has solidly positioned itself in high growth markets and has a stable strategic client base. HISPASAT distributes more than 1,250 television and radio channels through its powerful fleet of satellites and is a key driver for the Spanish aerospace industry.

**Name:** HORIZON SATELLITE SERVICES  
**Address:** PO Box 502343, Office Number 406, Zee Tower, Dubai Media City, UAE.  
**Tel:** +971 4 391 5122  
**Fax:** +971 4 391 2906  
**Email:** info@horizonsat.com  
**Internet:** www.horizonsat.com

Established in 2001, HorizonSat is recognized as a major satellite service provider, covering the Middle East, Asia, Africa and Europe. Committed to quality and continuous development of its product range, HorizonSat has strengthened its presence in these regions.

Systems are reliable and deliver a trouble-free service for broadcasters and content owners who have to cater to large audiences around the world. With access to an array of satellites,

HorizonSat currently operates on Eutelsat, ABS, Apstar and Azercom satellites. Its broad range of services include managed broadband solutions, iDirect networks (with and without VNO), IP trunking, VoIP and GSM backhauling, media and broadcast services including video distribution, contribution and turnaround.

HorizonSat operates its own uplink facilities (teleport) from Munich, Germany, namely Horizon Teleports. Horizon Teleports comprises 16 high-end antennae, and offers access to C-band, Ku-band and Ka-band satellites located from 55 degrees West to 78 degrees East. With a redundant core network and backbone connectivity, it guarantees 99.9 percent uptime.

**Name:** HUCKWORTHY  
**Address:** 20 F St NW, Washington DC 20001, USA.  
**Tel:** +1 202 507 6220  
**Email:** info@huckworthy.com  
**Internet:** www.huckworthy.com  
**Contact:** David Howgill  
**Job Title:** President

Established in 2003, Huckworthy is a HUBZone Certified Small Business, and DOD Mentor Protégé Program participant under Boeing, that was founded to help launch, distribute and manage cutting edge technologies, with emphasis on the wireless, A/V and energy sectors. Huckworthy blends disruptive new technologies from its partners in the USA, UK and EU with in-house experience, networks and product design capabilities; providing direct distribution and integration of those technologies into wider more extensive solutions - under Huckworthy's TRAVELLER brand for integrated products, or under the brand of origin for pure distribution into government, military and civilian markets.

Huckworthy has helped multiple small businesses with disruptive technologies to find new markets, industry partnerships, distribution channels and success around the world. Equally Huckworthy is actively involved with some of the largest satellite, wireless and energy companies; providing not only product but also consulting and technology diligence services.

**Name:** INTEGRASYS  
**Address:** Esquilo, Las Rozas, 28230 Madrid, Spain.  
**Tel:** +34 91 631 6846  
**Fax:** +34 91 631 7156  
**Email:** info.sales@integrasys-sa.com  
**Internet:** www.integrasys-space.com  
**Contact:** Alvaro Sanchez  
**Job Title:** Sales & Marketing Director

INTEGRASYS S.A. is a privately owned SME software development, engineering and integration company specialising in the telecommunication and broadcasting markets. It was founded in 1990 by a group of Hewlett-Packard engineers - developers of automated RF & microwave test systems and software, starting as a turnkey project company specialising in software developments for measurement automation in distributed environments. Since then INTEGRASYS has evolved, offering a wide range of signal monitoring products for different telecom services.



Photo courtesy of Shutterstock

**Name:** INTELLIAN TECHNOLOGIES  
**Address:** 18-7, Jinwisandan-ro, Jinwi-myeon (Chungho-ri), Pyeongtaek-si, Gyeonggi-do 17709, Korea.  
**Tel:** +82 31 379 1000  
**Fax:** +82 31 377 6185  
**Email:** sales@intelliantech.com  
**Internet:** www.intelliantech.com  
**Contact:** Rachel Lee  
**Job Title:** Global Marketing Manager

Intellian is a leading global provider of stabilized satellite antenna systems. Built upon its patented RF, stabilization and tracking technologies, products support a wide range of industries, including commercial maritime, offshore energy, defense & intelligence and luxury yachting. The company's comprehensive range of antenna systems includes satellite TV, VSAT, Global Xpress and FleetBroadband solutions.

**Name:** INTELSAT GENERAL CORPORATION  
**Address:** 7900 Tysons One Place, 12th Floor, McLean, VA 22102, USA.  
**Tel:** +1 703 270 4200  
**Email:** sales.inquiries@intelsatgeneral.com  
**Internet:** www.intelsatgeneral.com  
**Contact:** Skot Butler  
**Job Title:** President

Intelsat General (IGC) is a wholly owned subsidiary of Intelsat, operator of the world's first Globalized Network. IGC provides its government and commercial customers with high-quality, cost-effective, communications solutions via Intelsat's leading satellite backbone and terrestrial infrastructure. Customers rely on IGC to provide secure and seamless broadband connectivity, video communications, and mobility services for mission-critical operations anywhere on the globe through an open, inter-operable architecture.

**Name:** INTERNET SOLUTIONS  
**Address:** The Campus, Le Mans Building, 57 Sloane Street, Bryanston, South Africa.  
**Tel:** +27 011 575 1000  
**Fax:** +27 011 576 1000  
**Email:** info@is.co.za  
**Internet:** www.is.co.za  
**Contact:** Saki Missaikos  
**Job Title:** Managing Director

Internet Solutions (IS) is a Pan-African communications service provider and has been providing innovative end-to-end telco solutions and related services for more than 20 years. Today, IS is at the forefront of Internet Protocol-based technologies building solutions and services tailored to the increasingly

complex demands of organisations across the enterprise, public sector, global carrier and growing small-to-medium business sectors. As a wholly owned subsidiary of the Dimension Data Group which is owned by NTT Group, IS leverages its infrastructure and global footprint to support organisations with the rapid deployment of emerging technologies.

Headquartered in South Africa, IS has operating offices in five African countries and sales offices in UK, Singapore and USA.

**Name:** INTERSPUTNIK International Organization of Space Communications  
**Address:** 2nd Smolensky per. 1/4, 121099 Moscow, Russia.  
**Tel:** +7 495 641 4420  
**Fax:** +7 495 641 4440  
**Email:** dir@intersputnik.com  
**Internet:** www.intersputnik.com  
**Contact:** Vadim Belov  
**Job Title:** Director General

Founded in 1971 under the Agreement on the Establishment of the Intersputnik International System and Organization of Space Communications, Intersputnik is an international inter-governmental organization headquartered in Moscow. The Organization's mission is to contribute to the consolidation and expansion of economic, scientific, technological and cultural relations using satellite telecommunications, video and audio broadcasting and to support cooperation and coordination of the efforts of the member countries aimed at designing, procuring, operating and expanding an international satellite telecommunications system. Intersputnik can be joined by the Government of any state that shares the principles of Intersputnik's activity. Today, the Organization has 26 member countries.

Intersputnik operates an international satellite telecommunications system and makes its geostationary orbit and frequency resource on 17 satellites available to telecommunications operators and corporate customers. Through its subsidiary Isatel, Intersputnik offers full-scale services related to the installation and operation of satellite communications networks.

Within the framework of its long-term cooperation with the Russian Satellite Communications Company, Intersputnik makes available to its users the resource of Express-series satellites. Intersputnik is the official distributor of satellite resource and services of the European satellite operator Eutelsat S.A., markets and sells ABS, Intelsat, SES, Chinasat and Gazprom Space Systems satellite capacity, and works together with other regional and domestic satellite telecommunications operators.

Using its intergovernmental organization status Intersputnik filed its own orbit and frequency resource in a number of geostationary orbital positions. This resource is used under projects with interested partners to establish new satellite telecommunications systems.

**Name:** IRIDIUM  
**Address:** 1750 Tysons Boulevard, Suite 1400 McLean, VA 22102, USA.  
**Tel:** +1 703 287 7400  
**Fax:** +1 703 287 7450  
**Email:** Contact Form  
**Internet:** www.iridium.com  
**Contact:** Bryan J. Hartin  
**Job Title:** Executive Vice President, Sales & Marketing

Iridium Communications Inc. is the only satellite communications company that offers truly global voice and data communications coverage. A technology innovator and market leader, Iridium, in collaboration with its vast partner network, is advancing the way global enterprises conduct daily mission-critical activities



Photo courtesy of SpeedCast

through reliable, low-latency communications services.

Iridium's 66 low-Earth orbiting (LEO) cross-linked satellites – the world's largest commercial constellation – operate as a fully meshed network.

Reaching across land, sea, and air, including the polar regions, Iridium® solutions are ideally suited for industries such as maritime, aviation, government/military, emergency/humanitarian services, mining, forestry, oil and gas, heavy equipment, transportation and utilities. Iridium also provides service to subscribers from the US Department of Defense, as well as other civil and government agencies around the world. Iridium sells its products, solutions and services through a network of service providers and value-added dealers.

**Name:** IRWIN COMMUNICATIONS  
**Address:** 1750 K Street NW, Suite 350, Washington DC 20006, USA.  
**Tel:** +1 202 223 1016  
**Email:** sirwin@irwincom.com  
**Internet:** www.irwincom.com

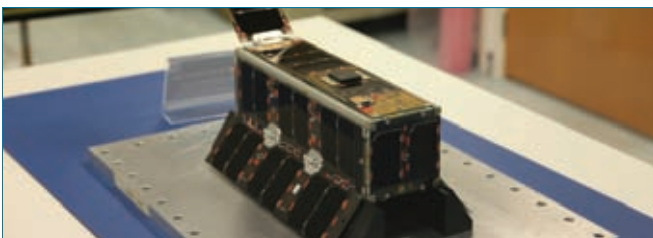
Irwin Communications is an international telecommunications consultancy specializing in satellite communications and its role in information and communications technology. For over 20 years, the company has helped its clients develop new products, enter new markets, establish strategic relationships, obtain market information and increase the efficiency of their communications systems.

**Name:** ISAT AFRICA  
**Address:** PO Box 500459 105, Building 10, Dubai Internet City, Dubai, UAE.  
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iSAT Africa is a UAE based company and a subsidiary of Wananchi Group Holdings, a fast growing fixed satellite solution service provider in Africa. iSAT's satellite solutions, backed by powerful satellites, teleport infrastructure and latest chosen technology solutions are unique in the industry, whether it's for transmission of video, data or voice services.

**Name:** ITC GLOBAL  
**Address:** 3520 S. Sam Houston Parkway E, Suite #400, Houston, TX 77047, USA.  
**Tel:** +1 855 639 4482  
**Email:** Marketing@itcglobal.com  
**Internet:** www.itcglobal.com  
**Contact:** Joe Spyttek  
**Job Title:** Chief Executive Officer

Part of the Panasonic family, ITC Global offers global-scale presence and local on-site support. The company's mission is to be the world's best satellite communications provider by offering the best technical solutions, backed by the best customer service in the industry. The company specializes in satellite-based communications for industrial operations in extreme environments, including deep-water energy exploration, remote mining and transoceanic shipping. ITC Global is the number one provider of satellite communications networks to the mining industry and among the top three providers to the oil and gas industry.



UKube-1 courtesy Steve Greenland 2MoSCG

**Name:** JONES DAY  
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**Tel:** +1 202 879 3939  
**Fax:** +1 202 626 1700  
**Email:** bolcott@jonesday.com  
**Internet:** www.jonesday.com  
**Contact:** Bruce Olcott  
**Job Title:** Partner

Bruce Olcott has a broad range of experience in communications law and policy. His practice focuses on regulatory and transactional issues involving wireless and wireline services, including satellite, cellular, internet, fibre-optic, and broadband communications technologies. Bruce has assisted clients in developing innovative commercial and private communications services and in securing domestic and international authorizations for the acquisition, construction, and operation of networks. He represents clients in rule makings and consultations before regulatory authorities, often seeking the elimination of legal and regulatory barriers to the provision of new services.

**Name:** KASKILO COMMUNICATIONS GMBH  
**Address:** Am Buchenhang 3, D-83031 Grünwald, Germany.  
**Tel:** +49 151 1560 1035  
**Fax:** +49 89 64 24 89 69  
**Email:** Matthias.Spott@kaskilo.space  
**Internet:** www.kaskilo.space  
**Contact:** Matthias Spott  
**Job Title:** Chief Executive Officer

Kaskilo is an early-stage company seeking to leverage the tremendous business opportunities in NewSpace and become a disruptive leader in future commercial satellite communications.

The company is striving to play a leading role in the emerging NewSpace arena of LEO (Low Earth Orbit) communication satellite constellations by differentiating itself with a dedicated focus on Industrial Internet of Things (IIoT) applications and customers. Also, a comprehensive approach, by not just being a sole capacity provider of satellite connectivity, but also offering proprietary data connectivity solutions to clients, will make it stand out.

Kaskilo aims to become the global data and network management company driving 'digitization and business transformation from space' by providing broadband internet connectivity – everywhere and anytime.

**Name:** KNECT365  
**Address:** 5 Howick Place, London SW1P 1WG, UK.  
**Tel:** +44 20 7017 5000  
**Email:** headoffice@informa.com  
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Informa's Knowledge & Networking Division, which operates as KNECT365, is the world's leading facilitator of knowledge sharing and business connections. The KNECT365 portfolio connects communities around its leading brands, through year round provision of high quality digital and face-to-face content, networking and professional development and learning opportunities.

**Name:** KOLAGEN TELECOM  
**Address:** 1598 Rue des Jardins, Les 2 Plateaux Cocody, 27 BP 805 Abidjan 27.  
**Tel:** +225 22 41 12 68  
**Fax:** +225 22 41 12 48  
**Email:** info@kolagen-telecom.com  
**Internet:** www.kolagen-telecom.com

KOLAGEN TELECOM West Africa is part of the GVF community providing Internet and satellite communication services to NGOs, government services and corporate companies in Cote d'Ivoire. KOLAGEN TELECOM West Africa is a SatADSL solution main

distributor for Ivory Coast and BePartner for Newtec in the region.

With its internal skilled resources (all GVF certified), KOLAGEN TELECOM West Africa also acts as a service integrator in the West and Central Africa region, enabling satellite service providers to get deeper down in the value chain to meet customer 'end-to-end' and full managed service requirements.

**Name:** KRATOS TTS  
**Address:** 5971 Kingstowne Village Parkway, Suite 200 Alexandria, VA 22315, USA.  
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The Kratos Technology & Training Solutions Division specializes in information technology, satellite communications and training to help customers achieve consistently higher levels of performance. Kratos is also a lifecycle training solutions developer, specializing in assuring the readiness, reliability and operational effectiveness of Warfighter and C5ISR systems. It helps organizations and teams optimize performance by improving training outcomes while reducing training time and costs. Kratos develops and delivers the optimal blend of media, from computer-based training to full-fidelity training devices, employing advanced workforce competency and instructional design capabilities to help organizations meet and exceed mission performance goals.

**Name:** KYMETA  
**Address:** 12277 134th Court NE, Suite 100, Redmond WA 98052, USA.  
**Tel:** +1 425 896 3700  
**Fax:** +1 866 230 9790  
**Email:** Contact Form  
**Internet:** www.kymetacorp.com  
**Contact:** Nathan Kundtz, Ph.D  
**Job Title:** President & CEO

Kymeta delivers on what connectivity is meant to be – secure, available, universal, and global. Kymeta is removing barriers by providing an innovative means of leveraging satellite network capacity for high bandwidth communication access while on the move. The company's first product, a software-enabled metamaterials-based electronic beamforming antenna for satellite communications, will keep boats, planes, cars, and more connected.

The company has been awarded the 2016 Seattle Business Silver Tech Impact Award for Emerging Technology, the 2016 AHEAD Innovators Award, which were closely preceded by the Frost & Sullivan 2016 New Product Innovation Award. The company has also been recognized as a CNBC Disruptor for two consecutive years, a FiReStarter by Strategic News Network and a top 50 MIT Technology Review Disruptive Company. Kymeta has formed significant partnerships with industry leaders including Toyota, Intelsat, Panasonic, Inmarsat, Airbus Defence & Space, Sharp, Intellian, O3b, and more. If it moves, Kymeta will keep it connected. Anywhere. The company is based in Redmond, Washington and operates on a worldwide basis.

**Name:** LINTASARTA  
**Address:** Menara Thamrin 12th Floor, JL. MH Thamrin Kav.3, Jakarta 10250, Indonesia.  
**Tel:** +62 21 230 2345  
**Fax:** +62 21 230 3567  
**Email:** support@lintasarta.co.id  
**Internet:** www.lintasarta.net  
**Contact:** Alfi Asman  
**Job Title:** General Manager

Founded in 1988, Lintasarta is one of the most comprehensive

and advanced information and communication technology service providers in Indonesia, connecting businesses throughout the length and breadth of the archipelago, bringing data communication, business information services and Internet even to remote areas.

**Name:** LIQUID TELECOMMUNICATIONS LTD  
**Address:** 5th Floor, Ebene Mews, 57 Cybercity, Ebene, Mauritius.  
**Tel:** +230 466 7620  
**Email:** Contact Form  
**Internet:** www.liquidtelecom.com  
**Contact:** Nic Rudnick  
**Job Title:** Chief Executive Officer

Liquid Telecom is the leading independent data, voice and IP provider in eastern, central and southern Africa. It supplies fibre optic, satellite and international carrier services to Africa's largest mobile network operators, ISPs and businesses of all sizes. It also provides payment solutions to financial institutions and retailers, as well as award winning data storage and communication solutions to businesses across Africa and beyond.

**Name:** LONDON SATELLITE EXCHANGE  
**Address:** 31 rue des Cosmonautes, 31402 Toulouse Cedex 4, France.  
**Tel:** +33 5 62 19 62 19  
**Email:** Contact Form  
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The London Satellite Exchange is a wholly owned division of Airbus Defence and Space and is the commercial satellite capacity procurement centre for Airbus Defence and Space and its Paradigm Secure Services division in Britain, which handles the Skynet 5 services contract. The miltatcom capacity in UHF and X-band also is managed by LSE.

**Name:** MAHDI BAGH COMPUTERS PVT LTD  
**Address:** Plot # 9, Angel Apartment, Kalyani Nagar, Pune - 411 006, Maharashtra, India.  
**Tel:** +91 20 26658831  
**Email:** service.support@mbcin.com  
**Internet:** www.mbcin.com

Mahdi Bagh Computers belongs to the highly acclaimed and prestigious Mahdi Bagh Group of Companies which has been in business for over 115 years, and is recognized as one of the oldest and most reputed business houses. It is the one-stop-shop, addressing the entire value chain in the ground segment related to satellite communication. Getting your VSAT network up and running quickly is its priority. Its team of qualified and experienced professionals ensures time schedules are met and high quality workmanship to benchmark industry standards.

**Name:** MAJU NUSA SDN BHD  
**Address:** Unit 21-10 & 21-11, Menara 1 MK Kompleks, 1 Mont Kiara, No. 1 Jalan Kiara, Mont Kiara, Kuala Lumpur 50480, Malaysia.  
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**Fax:** +60 3 6201 0378  
**Email:** sales@majunusa.com.my  
**Internet:** www.majunusa.com.my  
**Contact:** Ab Jabar Ab Rahman  
**Job Title:** Director

Incorporated in September 1993, Maju Nusa Sdn Bhd is a company specializing in the provision of IP telecommunications solutions. Through strategic alliances with international principals, it has evolved to become a specialist in providing sophisticated state-of-the-art, all IP based and industry leading telecommunications solutions. Maju Nusa Sdn Bhd carries Network Service Provider (NSP), Network Facility Provider

(NFP) and Application Service Provider (ASP) licenses awarded by SKMM (MCMC) and is involved in various projects under managed services, satellite networks and mobile data.

**Name:** **MARLINK**  
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 75010 Paris, France.  
**Tel:** +33 1 70 48 98 98  
**Email:** servicedesk@marlink.com  
**Internet:** www.marlink.com  
**Contact:** Kate Callaghan  
**Job Title:** Senior Marketing Communications  
 Manager

Marlink is the pioneer of business critical communication solutions for customers operating in remote environments. The company is the largest technology-independent satellite communication and digital solutions provider serving the maritime and enterprise markets. Marlink's multi-band communication services covering Ku, Ka, C and L-band extended with mobile and terrestrial links, enable over 200,000 customers to operate in an ever smarter, safer and more profitable way. With over 75 years' experience in developing innovative business critical communication solutions, Marlink's legacy is to deliver the benefits of a digital and connected world to its customers' remote operations. Today Marlink is the leading maritime communication and maritime VSAT operator in the world. It's leveraging strong partnerships with all major satellite network operators in the industry and delivering its communication solutions direct to the customer and via an unrivalled network of service provider partners.

**Name:** **MAXIS BERHAD**  
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 Ampang, 50088 Kuala Lumpur Malaysia.  
**Tel:** +60 03 2330 7000  
**Fax:** +60 03 2330 0590  
**Email:** Contact Form  
**Internet:** www.maxis.com.my  
**Contact:** Nasution bin Mohamed  
**Job Title:** Chief Financial and Strategy Officer

It is the leading communications service provider in Malaysia, enabling individuals, families and businesses to do more in an always-on-world. Its customers increasingly immerse themselves in an ever expanding universe of connected applications, and the company are obsessed with providing an unmatched end-to-end internet experience – bringing together advanced always on connectivity and always great tech care.

Customers enjoy a superior Internet experience, make voice calls and text, and immerse themselves in an ever expanding universe of connected applications on the most advanced cellular network, encompassing 3G and 4G LTE technologies.

## MEDIA BROADCAST

**Name:** **MEDIA BROADCAST SATELLITE GMBH**  
**Address:** Ginnheimer Stadtweg 90,  
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**Email:** andreas.rohde@media-broadcast.com  
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**Contact:** Andreas Rohde  
**Job Title:** Head of Marketing

Media Broadcast Satellite is a leading independent provider of global satellite communication solutions. Delivering advanced network technologies and managed services for Enterprise, Government, Carrier and Broadcast markets, as well as offering hosting services from its 1.4M sqm teleport facility. Government

and corporate satellite solutions via one of Europe's largest teleports complement the portfolio for a global customer base. Services are realized on the latest VSAT platforms.

From its fully independent teleport in Usingen, just outside Frankfurt, Media Broadcast Satellite operates engineering and support offices providing worldwide premier global satellite, terrestrial data services, broadcast and digital TV solutions. Sales operations are located in Europe and North America.

Media Broadcast Satellites' extensive and in-depth experience with teleport operations and delivery of hybrid networks makes it the 'go to' partner for data transmission and broadcast service requirements.

By partnering with global operators and system integrators Media Broadcast Satellite delivers customer focused solutions, utilizing cutting edge technology of satellite modems and high speed IP data terminals.

Besides supplying dedicated networks to enterprise and government customers worldwide, Media Broadcast Satellite owns and operates shared hub services.

Customers can realize the many benefits of satellite connectivity without having to build and operate their own dedicated hubs. All monitored 24/7 by its NOC located at the teleport in Germany.

**Name:** **MERCANTILE COMMUNICATIONS**  
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 PO Box 66, Nepal.  
**Tel:** +977 1 4440773  
**Fax:** +977 1 4427614  
**Email:** info@mercantile.com.np  
**Internet:** www.mos.com.np  
**Contact:** Suman Joshi  
**Job Title:** Group Managing Director

Mercantile has been at the forefront of the Internet evolution and is a cutting edge Internet Service Provider (ISP) in Nepal. Mercantile pioneered the concept of providing Internet Service in Nepal when the popularity of Internet was just beginning in the United States of America. Mercantile in fact has become the first company that led the nation in introducing new and appropriate information technology by giving individuals and small businesses the ability to use the Internet as a tool to make their lives more productive and their businesses more profitable.

Mercantile is continually developing a new and innovative suite of services that make it a faster, easier and smarter Internet experience.

**Name:** **MICROSPACE COMMUNICATIONS**  
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 Raleigh NC 27604, USA.  
**Tel:** +1 919 850 4561  
**Fax:** +1 919 850 4518  
**Email:** Contact Form  
**Internet:** https://velocitydatabridge.com  
**Contact:** Greg Hurt  
**Job Title:** Vice President Sales & Marketing

Founded in 1988, Microspace Communications is a pioneer in innovative broadband solutions for established and emerging enterprise applications, including corporate communications, digital signage, radio broadcasting, wireless messaging and a host of IP data applications.

The company operates one of the world's largest satellite based networks that now totals over a quarter of a million sites. Fortune 500 organizations and small companies alike rely on Microspace to deliver and manage their business critical video, audio and data content.

Microspace recently introduced DataBridge, a revolutionary, next generation 2-way VSAT satellite service. DataBridge sets a new standard for communications cost, performance, and convenience. The service features unprecedented affordability highlighted by inexpensive hardware and low monthly operational costs. It's a perfect solution for applications like

M2M, SCADAm and IoT. Network management and monitoring is a key feature of DataBridge. Fully redundant, advanced monitoring and control provides a true enterprise level service with 24/7 visibility of your network. This means that sites with connectivity or hardware issues can be identified and promptly addressed from the award winning Network Operations Center.

The service utilizes small .76 meter satellite antennas and an integrated IP modem and router to offer connectivity no matter when or where you need it.

**Name:** MITRE CORPORATION  
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**Contact:** Richard Byrne  
**Job Title:** Senior Vice President

MITRE is a not-for-profit organization that operates research and development centers sponsored by the federal government.

It operates FFRDCs—federally funded research and development centers—which are unique organizations that assist the United States government with:

- Scientific research and analysis;
- Development and acquisition; and
- Systems engineering and integration.

It also has an independent research program that explores new and expanded uses of technologies to solve its sponsors' problems.

MITRE is chartered to work in the public interest. It has no commercial interests. It has no owners or shareholders, and it can't compete for anything except the right to operate FFRDCs. This lack of commercial conflicts of interest forms the basis for its objectivity.

**Name:** MOBAX GROUP  
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Mobax Group (Pty) Ltd is a leading African telecommunication technology group based in South Africa. Mobax Group's business model comprises both geographical and technological diversification through its subsidiary companies in Southern Africa, Western Africa and Eastern Africa markets.

**Name:** MT MECHATRONICS GMBH  
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**Tel:** +49 6131 2777-0  
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**Internet:** www.mt-mechatronics.com  
**Contact:** Dr Jens Bormann/Lutz Stenvers  
**Job Title:** Managing Director

MT Mechatronics, located in Mainz, Germany, provides global services as prime contractor for design, development, system

integration, commissioning, training, maintenance and operations for communication and deep space antennas, radio and optical telescopes, mechatronic equipment for research institutions, launching facilities for the European space program and large medical systems for the next generation of particle cancer therapies. With over fifty years' experience in the telescope and antenna business MT Mechatronics has assembled a highly qualified team of engineers and experts with all relevant capabilities and experience to provide the best value and highest quality for your Mechatronic product.

## ND SATCOM

**Name:** ND SATCOM  
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**Internet:** www.ndsatcom.com  
**Contact:** Dr Michael Weixler  
**Job Title:** Head of Product Management and Marketing

With over three decades of experience, ND SatCom is the premier supplier of and integrator for innovative satellite communication equipment systems and solutions to support customers with critical operations anywhere in the world. Customers in more than 130 countries have chosen ND SatCom as a trusted and reliable source of high-quality and secure turnkey and custom system-engineered communication solutions. The company's products and solutions are used in more than 200 transnational networks in government, military, telecom and broadcast environments. ND SatCom's flagship product, the SKYWAN platform, enables international users to communicate securely, effectively and quickly over satellite.

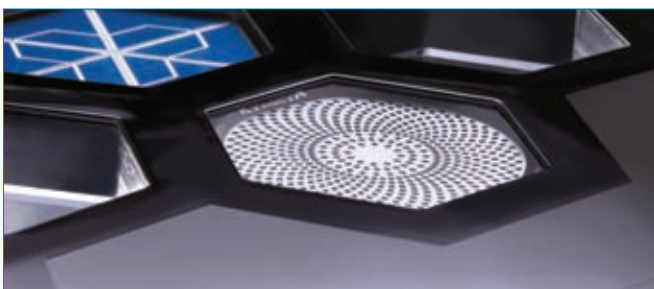
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**Fax:** +32 3 780 6549  
**Email:** sales@newtec.eu  
**Internet:** www.newtec.eu  
**Contact:** Thomas Van den Driessche  
**Job Title:** Chief Executive Officer

For over 30 years Newtec has developed satellite communication equipment and technologies for broadcast, government and defense, IP trunking and consumer and enterprise VSAT. Its dedicated team meets industry standards with efficient, scalable and economical solutions. Through the company's expertise and in cooperation with its customers, Newtec makes the world a safer, more informed and connected place.

**Name:** NORTHERN SKY RESEARCH  
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**Email:** info@nsr.com  
**Internet:** www.nsr.com  
**Contact:** Christopher Baugh  
**Job Title:** President

NSR is a global leader in providing satellite industry market research and consulting services to clients around the world. Founded in 2000, NSR specializes in analysis of growth opportunities across four core satellite industry sectors: satellite communications, broadcast & digital media, hybrid & emerging applications, and commercial space.

NSR's expert consultants are located globally and possess over 120 years of combined industry experience.



**Name:** OMNIACCESS  
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**Tel:** +34 971 22 19 79  
**Email:** sales@omniaccess.com  
**Internet:** www.omniaccess.com  
**Contact:** Carlos Carbajal  
**Job Title:** Commercial Director

OmniaAccess has thrived from being an innovator in marine networks and mobile VSAT communications. Its visionary managers rely on the engineering and product development team to turn a sketch on the drawing board into a great product. The scope of expertise is as wide as the depth of their knowledge. Ranging from programming code, RF engineering, satellite technology, AV system design to advanced networking skills.

**Name:** ON CALL COMMUNICATIONS  
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On Call Communications is a leading provider of IP based mobile satellite solutions. Since the early 1990s it has been providing video, voice, fax, and internet communications for both short term and permanent installations throughout the world. Over the years its services have evolved from sending satellite engineers out into the field to set-up and to operate large fly away systems supporting events such as phone call home services for troops during the first Gulf War to press pool communications during NATO operations in Bosnia to installing international long distance voice services to destinations throughout South America, Africa and Asia.

**Name:** ONLIME  
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**Email:** info@onlime.com  
**Internet:** www.onlime.com  
**Contact:** Irina Petrov  
**Job Title:** Vice President Marketing

Onlime brings together the solid technical expertise of CET Teleport in Germany with the extensive developing world experience of the Limeline Group to lead the way in high quality, secure and reliable business communications for enterprise customers across the globe. Onlime provides premium quality connectivity to enterprise, government, military, oil & gas, mining, banking, NGO and many other customer groups across the globe.

Extensive satellite coverage, across Europe, Africa, the Middle East, Central Asia through the Caribbean and South America, as well as dedicated access to a growing network of

fibre links and with a range of the latest technology platforms, wherever an organisation is in the world, allow Onlime to provide an unrivalled communications environment for business.

With a philosophy of being 'closer to the customer' Onlime has a dedicated team of professionals based in offices in Germany, the United Kingdom, Italy, India, Sierra Leone, Angola, DR Congo, South Africa and UAE. The technical hub in Germany is a fully manned disaster recovery facility with a help desk running 24/7.

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**Email:** Contact Form  
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**Contact:** Robert Parcell  
**Job Title:** Managing Director, Wholesale, Satellite & Small Business

Optus is an Australian leader in integrated telecommunications, delivering cutting-edge communications, information technology and entertainment services. In 2001 Singtel became the parent company of Optus, paving the way to become a strong and strategic telecommunications player within the Asia-Pacific region.

With more than 130 years of operating experience the Singtel Group is Asia's leading communications group providing a wide spectrum of multimedia and infocomms technology (ICT) solutions, including voice, data and video services over fixed and wireless platforms.

**Name:** PANASONIC AVIONICS  
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**Fax:** +1 949 462 7100  
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**Internet:** www.panasonic.aero  
**Contact:** David Bruner  
**Job Title:** Vice President Global Communications Services

For more than 35 years, Panasonic Avionics has strengthened the connection between the world's airlines and their passengers. It is recognized globally for its experience and leadership in product innovation and customization, system reliability, and customer care.

It collaborates with over 300 airline customers to develop inflight entertainment and communications (IFEC) solutions that are designed to meet their unique fleet, brand, operations, and business requirements, based on state-of-the-art technology, connectivity, and industry know-how. Based on the results of awards from organizations such as APEX and Skytrax, the world's award-winningest airlines are all customers of Panasonic. Every year, more than 500 million passengers enjoy an amazing entertainment experience flying onboard Panasonic-equipped aircraft.

**Name:** PHASOR  
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**Tel:** +1 703 570 5776  
**Email:** info@phasorsolutions.com  
**Internet:** www.phasorsolutions.com  
**Contact:** David Helfgott  
**Job Title:** Chief Executive Officer

By using its unique innovations to standard microchip technologies, Phasor has radically rethought the very idea of an antenna, enabling almost any vehicle surface to receive and send satellite signals. Phasor was founded to solve the challenges of providing broadband internet services to high-speed passenger trains, with very low profile antennas. Since



then, Phasor has developed its unique antenna technology to be suited to land-mobile, aeronautical and maritime satellite communication applications.

Phasor demonstrated successful satellite links with commercial geostationary satellites, and has proven the core technology's functionality and dynamic beam-forming capabilities in test chambers and with outdoor range results.

**Name:** PLANET COMMUNICATIONS ASIA CO., LTD.  
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**Email:** Contact Form  
**Internet:** www.planetcomm.com  
**Contact:** Prapat Rathlertkarn  
**Job Title:** President & CEO

Planet Communications Asia Public Company Limited, located in Bangkok, Thailand was founded on April 27, 1994. The company provides professional communications services that include consultancy, development and implementation of satellite communication solutions for public and private sectors.

**Name:** PRO BRAND INTERNATIONAL  
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**Contact:** Eric Shin  
**Job Title:** Vice President Business Development

ProBrand is the world leading designer and manufacturer of advanced RF (microwave) electronics and antenna systems. Founded in 1983 with its US headquarters in Marietta, Georgia, it serves some of the largest telecommunications and satellite operators in the world. Specializing in high-volume ODU & IDU terminals and CPE's, it links devices, homes, and people to the wireless and satellite signals blanketing Earth. In short, ProBrand links the world.

**Name:** PROCOSAT  
**Address:** Rue Olof Palme, bloc 7 16035 Hydra, Alger - Algeria.  
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PROCOSAT provides hardware and support to its clients who are professionals in the industry, mainly broadcasters, telecom operators and solution integrators who use VSAT equipment, radio, microwaves, broadcast, backhauling, GSM, IPTV/SMATV ... enabling them to have quick reliable solutions and communications in the most remote geographical areas difficult to access. PROCOSAT has resources and premises in Algeria (North and South), Libya and Europe, to facilitate storage and fast import of equipments and spare parts as well as for maintenance.

**Name:** RCS COMMUNICATIONS  
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RCS is a professional ICT (Information Communication Technologies) company for businesses and organisations looking for a service provider that understands the terrain,

accepts responsibility for performance and ensures future-relevance for clients in a fast-changing world. It offers a wide range of Internet connectivity, networking, radio, energy saving and mobile satellite solutions in partnership with selected suppliers and service partners.

RCS combines in-country experience across East and Central Africa, offering international best practises and a proven track record for delivering projects in challenging environments to specification and within agreed timeframes.



**Name:** RED52  
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**Internet:** www.red52.com  
**Contact:** Sergio Murillo

RED Five Two, S.A. de C.V. is a Mexican licensed satellite telecommunications provider, known throughout Latin America by its trade name, RED52.

The company was founded in 1999 by Sergio Murillo and Esperanza Hernandez with a clear vision to provide its customers with outstanding value added connectivity services, teleport services, occasional and full time space segments for data, voice, and video applications, as well as Internet access and tele-education content. RED52's field engineers are certified by all the major VSAT platforms, and provide training and certification to new entrants in the field.

The company is often called upon for VSAT Installations, maintenance, and emergency repairs by major carriers throughout entire Latin American region. The company recently added terrestrial fibre optic connectivity services to its line-up of world class offerings. The company serves corporate, government, and military customers through its proprietary technology and infrastructure, and operates one of the most advanced network operations centres in the region. Services include C/Ku uplink truck service, voice, video, and data links, full teleport services, including video uplink and turnaround, pre and post production, fibre optic terrestrial circuits, regulatory licensing and permitting, VSAT installations, site surveys & maintenance.

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**Contact:** Soledad Monsalve  
**Job Title:** Director, Marketing & Corporate Communications

RHEA Group is a niche and highly specialized international engineering company providing services to the most respected organizations and firms in aerospace, security, and defence around the world. Headquartered in Belgium, RHEA Group consolidates its commitment to the Belgian space industry, which plays a significant role within the European Space sector thanks to the efforts of the Belgian Federal Science Policy Office and the research of the European Space Agency (ESA) in the country.

*GVF: Satellite...Solutions...The World*

**Name:** RIGNET  
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**Internet:** www.rig.net  
**Contact:** Jay T. Hilbert  
**Job Title:** Senior Vice President Sales  
 RigNet (NASDAQ:RNET) is a leading global provider of digital technology solutions serving remote locations, including energy facilities and maritime vessels. RigNet provides solutions ranging from fully-managed voice and data networks to more advanced applications that include video conferencing, crew welfare, asset monitoring and real-time data services. RigNet is based in Houston, Texas and has operations around the globe.

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**Contact:** Julian Sesena Navarro  
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 Julian Sesena Navarro acts as the GVF's Spanish Correspondent. Rose has three main areas of activity: e-commerce, engineering projects on telecommunications and development of corporate webs and Internet consultancy services.

**Name:** RPC TELECOMMUNICATIONS  
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**Internet:** www.rpctelecom.com  
**Contact:** Mark C J Posen  
**Job Title:** Managing Director and Principal Engineer  
 RPC Telecom specialises in satellite and radio communications engineering, software and training, and with a particular emphasis on ITU satellite filing, coordination and radio-regulatory matters. Since 1993 it has been supporting satellite operators, government agencies and others to secure and develop the orbit and spectrum resources needed to implement their satellite projects. During this time RPC's expert team has supported more than 120 satellite frequency coordination meetings and been responsible for making in excess of 90 ITU satellite filings.



**Name:** SATELLITE EVOLUTION GROUP  
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**Contact:** Richard Hooper  
**Job Title:** Publishing Director

The Satellite Evolution Group is a multimedia information and marketing platform for the global satellite industry. Its portfolio comprises a webportal, html newsletters, magazines, yearbooks, CD-ROMs and the only true video industry news channel. Its market-leading publications Satellite Evolution Asia, Satellite Evolution EMEA and Global Military Communications, have established themselves as the definitive voice of the industry around the globe.

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**Contact:** Virgil Labrador  
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SatelliteMarkets.com is a free online service providing subscribers with news analysis, industry forecasts and market intelligence, covering the key trends on the global satellite communications market. This free service includes online access to the very latest insights and analysis, searchable archives, and PDF access to the Satellite Executive Briefing magazine.

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**Internet:** www.satnews.com  
**Contact:** Silvano Payne  
**Job Title:** Publisher

Satnews is a leading provider of satellite news, publications, research and other satellite industry information in both commercial and military enterprises worldwide. Satnews is pleased to offer a range of products and services to satellite professionals, including free daily news and magazines.

**Name:** SATPROF  
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**Email:** Contact Form  
**Internet:** www.satprof.com  
**Contact:** Ralph Brooker  
**Job Title:** President

SatProf was founded by satellite ground system engineering industry veterans to meet the need for accessible training for satellite communications technical professionals. SatProf offers standard and custom web-based learning material and technical support for satellite installers, technicians, engineers, and managers.



Photo courtesy of Integrasys

**Name:** SATWAYS  
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**Fax:** +1 301 560 5505  
**Email:** Sales@Satways.com  
**Internet:** www.satways.com

SatWays provides telecommunication solutions to domestic and international clients. Its highly trained staff provide total solutions for your telecommunication needs. SatWays is a telecommunication management corporation. Its services are focused on design, implementation, and operations of small and large networks.

The company also offers consulting to clients looking for an independent audit of their network, design efficiency, proper utilization of bandwidth, process and procedures of operations, and billing information gathering for just-on time billing. SatWays is located in the Washington DC Metro area.

**Name:** SEMATRON  
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**Tel:** +44 1256 812 222  
**Email:** sales@sematron.com  
**Internet:** www.sematron.com  
**Contact:** Glenn Toal  
**Job Title:** Marketing & Product Manager

Sematron is a technology distributor with excellent supplier relationships with the leading players in the industry. The company can help you source satcoms and broadcast equipment and systems, RF/microwave or digital components, and diagnostic test and measurement instrumentation.

**Name:** SIGNALHORN AG  
**Address:** Illerstrasse 15, D-71522 Backnang, Germany.  
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**Contact:** Robert J. Kubbernus  
**Job Title:** Chairman & CEO

The company has a 40+ year history of providing network services and communications solutions globally using terrestrial satellite and wireless technologies. For this reason, its customers place implicit trust in the solutions and services it offers. Services and solutions encompass end-to-end network design and management including hosting and housing. German art of engineering and Swiss precision create a seamless customer experience across heterogeneous technologies and systems. Supported by its own geo-diverse teleports in Germany and Switzerland, secure and cost-effective connectivity is enabled via over 30 satellites and hundreds of terrestrial points-of-presence globally. Its multilingual in-house NOC guarantees around the clock assistance with unparalleled expertise.

**Name:** SINGTEL SATELLITE  
**Address:** 31 Exeter Road, Com Centre, Singapore 239732.  
**Tel:** +65 6838 3732  
**Fax:** +65 6334 6110  
**Email:** contact@singtel.com  
**Internet:** www.singtel.com/satellite  
**Contact:** Kian Soon Lim  
**Job Title:** Head of Satellite

Singtel Satellite is Asia's leading provider of one-stop satellite communications and ICT solutions, delivering award winning innovations to meet voice and digital challenges in fixed and mobile satellite segments on both land and at sea. With more

than 35 years of collective experience in fixed and mobile satellite services, it can offer customised solutions to meet the varied business needs of industries such as oil and gas, broadcast, energy, maritime, telecommunications, banking and finance, transportation and logistics, government agencies and non-governmental organisations.

**Name:** SIS LIVE  
**Address:** 2 Whitehall Avenue, Kingston, Milton Keynes MK10 OAX, UK.  
**Tel:** +44 1908 865656  
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**Contact:** Donna Palumbo  
**Job Title:** Marketing Manager

SIS LIVE is Europe's largest supplier of satellite uplinks. In the UK, it provides contracted digital satellite services to all the major broadcasters — BBC, ITV, Channel 4, Five, Good Morning Britain, Sky News and Sky Sports.

SIS LIVE is also the only company with multiple regional bases throughout the UK. Since its first live non-sport broadcast of the fall of the Berlin wall back in 1989, it has become a major force in the uplink and satellite news gathering (SNG) markets. From a handful of vehicles its fleet has grown and now numbers approximately 128 uplink trucks and additional flyaway units.

The company covers over 100,000 hours of satellite links each year for worldwide events.

SIS LIVE operates two broadcast teleports, located at MediaCityUK in Manchester and Milton Keynes. Its teleports are robust, resilient and secure, providing essential connectivity to broadcasters, with direct access to the global satellite market. Its dedicated network operations centre (NOC) is operational 24hrs a day, 365 days a year. This facility provides monitoring and switching for both satellite and ground based communications and can carry out the most complex routing tasks.

The company's rapidly expanding fibre network Anylive®, connects its headquarters in MediaCityUK and Milton Keynes with major UK broadcasters, sporting venues, network operators and studio facilities plus international teleports and global connectivity providers.

**Name:** SKY PERFECT JSAT CORPORATION  
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**Contact:** Shinji Takada  
**Job Title:** Representative Director, President & Chief Executive Officer

SKY Perfect JSAT Corporation is a leader in the converging fields of broadcasting and communications. It is Asia's largest satellite operator with a fleet of 18 satellites, and Japan's only provider of both multi-channel pay TV broadcasting and satellite communications services. SKY Perfect JSAT delivers a broad range of entertainment through the SKY PerfecTV! platform, the most extensive in Japan with a total of three million subscribers. In addition, SKY Perfect JSAT's satellite communications services, which cover Japan and the rest of Asia, as well as Oceania, Russia, Middle East, Hawaii and North America, play a vital role in supporting safety, security and convenience for society as a whole.



Photo courtesy Yahsat

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**Tel:** +971 4 391 3377  
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**Internet:** www.sky-stream.com  
**Contact:** Riyadh Al Adely  
**Job Title:** Managing Director

Headquartered in Dubai, with a strong local presence in Middle East and Afghanistan, SkyStream is a leading provider of secure satellite communication solutions across the Middle-East. With customers primarily based in the marine, military and oil&gas sectors, its reputation is built on keeping them connected in some of the most isolated locations in the region via our secure VSAT networks.

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**Tel:** +44 20 3695 7940  
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**Internet:** www.skyvision.net  
**Contact:** Ori Watermann  
**Job Title:** Chief Executive Officer

SkyVision, established in the year 2000, is a global satellite communications service provider, offering comprehensive, integrated solutions to meet all corporate, government and Telco market requirements.

Known for its innovative approach, the company offers an extensive suite of customized services and solutions for end-to-end IP connectivity, managed from its international gateways and selected local hubs.

SkyVision's global-reaching network connects its customers to the Internet backbone with more than ten satellite platforms and a network of high-capacity fibre optic cables, via its gateways in Africa, Europe, North America and the Middle East as well as multiple points of presence (POPs) in Africa.

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**Email:** info@skywaretechnologies.com  
**Internet:** www.skywaretechnologies.com  
**Contact:** David C. McCourt  
**Job Title:** Chairman

Skyware Technologies is a global leader in advanced integrated terminal solutions and satellite RF electronics, with operations on three continents and extensive expertise in the world's most in-demand satellite communications technologies. Skyware Technologies' winning combination of high technology and low-cost manufacturing makes its cutting-edge terminal solutions and RF electronics platforms unique in the market.

Skyware Technologies' flagship VSAT products include transportable and fixed terminals for government and commercial applications, the market's first enterprise Ka-band transceiver, and the world's most versatile Ka-band transceiver with electronic polarization switching. Partnered with Inmarsat, the new ATOM and SKY integrated terminals are available with out-of-the-box compatibility with the Global Xpress® network.

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**Contact:** Julia Rotar  
**Job Title:** Marketing Director

The SMI Group is a highly professional, independent and global event producing company that specialises in business-to-business conferences, workshops, masterclasses, training and online communities.



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**Internet:** www.sonema.com  
**Contact:** Catherine Delom  
**Job Title:** Managing Director

Sonema is a VSAT integrator and telecommunications service provider since 1997. It owns and operates two teleports in France and provides global satellite coverage. It manages close to 600 VSAT installations in 45 countries across multiple sectors: banking, oil & gas, mining and maritime. Sonema provides fully managed communications by leveraging expertise across multiple technologies – satellite, wireless and terrestrial. Each customer it serves has their own set of distinct requirements but share the common need for reliable communications in remote and harsh environments. The combination of its strong network designs, a 24/7 Network Operations Center and extensive network of local partners across the world provides the highest performance and quality customers can expect.

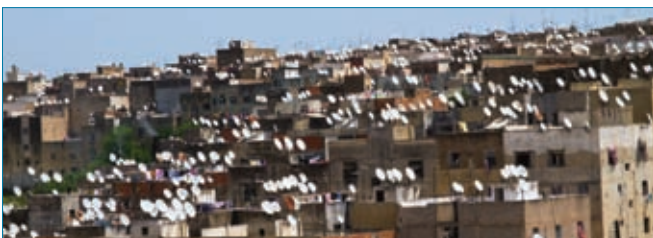
**Name:** SQUIRE PATTON BOGGS  
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**Contact:** Robert B. Kelly  
**Job Title:** Partner

Its client base spans every type of business, both private and public, worldwide. It advises a diverse mix of clients, from Fortune 100 and FTSE 100 corporations to emerging companies and from individuals to local and national governments. In the private sector, it provides the full range of legal advice required to implement practical strategies and resolve disputes. In the public sector, it counsels governments on privatization of whole industries and on establishment of regulatory systems under which new private businesses can compete.

**Name:** STAR ONE  
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**Internet:** www.starone.com.br

Embratel Star One, a wholly-owned subsidiary from Claro, is the largest satellite company of Brazil and Latin America and operates five GEO satellites (Star One C1, C2, C3, C4, C12 and D1), and three in inclined orbit (Brasilsat B2, B3 and B4).

Photo courtesy Shutterstock



Firstly designated as Star one, the company was created in December of 2000. Then, it was renamed to Embratel Star One in 2014. To meet new infrastructure demands in Brazil, along with the requirements of major sporting events, such as the Olympics, the company launched two new satellites: Star One C4, in July 2015 and Star One D1, in December 2016.

To operate the fleet, Embratel Star One keeps the best and largest satellite operations center of Latin America, located in Guaratiba, Rio de Janeiro. From it, the company controls, monitors and manages its satellite fleet, with a highly skilled team of engineers and technicians. The center has one of the largest park of antennas of Latin America and the state-of-the-art technology.

All this infrastructure, unique in the Brazilian market, is used by the largest companies, by banks, government entities, TV stations and clients from various segments that require communication of data, video and broadband.

**Name:** SUMERU MICROWAVE COMMUNICATIONS  
**Address:** 349, Gujarat Vepari Mahamandal, (G.V.M.M.S.A.V.), Odhav, Ahmedabad - 382415 Gujarat, India.  
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**Internet:** www.sumerugroup.com

SUMERU is now the largest VSAT antenna supplier in India. SUMERU has a state of the art integrated facility from product design to product delivery. Its holistic design approach involving RF parameter design, mechanical structures, packing, warehousing and logistics provides cost efficiency. The highly experienced in house design team and captive manufacturing facilities for antenna, distinguishes it from others.

Launched in 1996 and achieving leadership position in the domestic market, it is now going global with products for all regions of the world. It has an extensive product range from 0.76 m to 6.3 m size and frequencies of operation from C-band to Ka-band.

**Name:** SVEC  
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 SVEC was established in 1991 and deals in satellite antenna systems - all types and specifications, and the related products such as positioners, receivers, and satellite radio.

**Name:** SWEDISH MICROWAVE  
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**Contact:** Thomas Lindell  
**Job Title:** Sales & Marketing Director

Swedish Microwave (SMW) is a leading manufacturer of professional Low Noise Blockdownconverters (LNB) for the satellite market.

The products are used in VSAT systems (Very Small Aperture Terminals), SNGs (Satellite News Gathering), cable-TV headends, marine VSAT, and satcom on-the-move applications.

All work is in-house allowing custom-design products, short delivery times, high flexibility, quick service and support.

Swedish Microwave designs and manufactures its products in Motala, Sweden, and has shipped to more than 120 countries.

Since Swedish Microwave (SMW) started in 1986 the business has seen many companies come and go. Today it is one of Europe's oldest manufacturer of Low Noise Block converters (LNB), serving a global market.

**Name:** TELEFONICA INTERNATIONAL WHOLESALE SERVICES  
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**Tel:** +34 91 482 3800  
**Email:** Contact Form  
**Internet:** www.telefonica.com

Telefónica is one of the largest telecommunications companies in the world by market capitalization and number of customers with a comprehensive offering and quality of connectivity that is delivered over world class fixed, mobile and broadband networks. As a growing company it prides itself on providing a differential experience based both on its corporate values and a public position that defends customer interests.

The company has a significant presence in 21 countries and 349 million accesses around the world. Telefónica has a strong presence in Spain, Europe and Latin America, where the company focuses an important part of its growth strategy.

Telefónica is a 100 percent listed company, with more than 1.5 million direct shareholders. Its share capital currently comprises 4,900,571,209 ordinary shares traded on the Spanish Stock Market and on those in London, New York, Lima, and Buenos Aires.

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**Internet:** www.tele.gl

Behind TELE-POST is the TELE Greenland A/S group, wholly owned by the Government of Greenland. TELE Greenland A/S covers a population of 56,000 scattered over thousands of kilometres, providing telecommunications, IT and postal services.



Photo courtesy Hung Tran of O3b Networks



**Name:** **TELENOR SATELLITE**  
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**Contact:** Kjell Aksberg  
**Job Title:** Director of Operations

Telenor Satellite is a major European satellite provider of broadcast and data communication services for customers in the broadcast, maritime, and oil and gas markets. Telenor Satellite owns and operates the THOR satellite fleet, positioned at 1°West, which provides high-powered and high-quality satellite capacity throughout Europe, the Middle East and Africa. Telenor Satellite has also strengthened its position by moving its Thor III satellite to a new orbital location, 4°West, from where it offers inclined-orbit services throughout the Middle East. With the successful launch of THOR 7 in 2015, Telenor Satellite is increasing its presence and expanding its regional coverage to support the growth requirements of its broadcast and enterprise customers.

**Name:** **TELESPAZIO**  
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**Tel:** +39 06 4079 3291  
**Fax:** +39 06 4099 9906  
**Email:** sales@telespazio.com  
**Internet:** www.telespazio.com  
**Contact:** Luigi Pasquali  
**Job Title:** Chief Executive Officer

Telespazio, a joint venture between Leonardo (67 percent) and Thales (33 percent), is one of the world's leading players in satellite services. The company, headquartered in Rome (Italy), employs approximately 2,500 people, relying on an international network of space centres and teleports, and operating worldwide through many subsidiaries and joint ventures.

Telespazio is a leading company in sectors that are becoming increasingly important to public institutions, business operators and consumers. Its activities range from the design and development of space systems to the management of launch services and in-orbit satellite control, from Earth observation services, integrated communications, satellite navigation and localization, to scientific programmes. Telespazio now covers the whole space market value chain through its four business units: Satellite Systems & Applications, Satellite Operations, Geoinformation, and Networks & Connectivity.

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**Internet:** www.terrapinn.com

Nothing beats the experience of meeting people face-to-face to gain inspiration, to learn and to do business. At Terrapinn, they curate events that stimulate the brain, spur creativity and facilitate meetings. Its conferences are major industry gatherings focusing on strategy, innovation and technology and its trade exhibitions are marketplaces for global business.

**Name:** **TERRASAT COMMUNICATIONS**  
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**Email:** Contact Form  
**Internet:** www.terrasatinc.com  
**Contact:** Bob Hansen  
**Job Title:** Vice President Global Sales & Marketing

Terrasat Communications designs and manufactures innovative RF solutions for satellite communications systems. Its groundbreaking IBUC – the Intelligent Block Upconverter – brings advanced features and performance to C-band, X-band, Ku-band and Ka-band satellite earth terminals and VSAT's. Its products offer exceptional value at reasonable cost, thereby allowing customers to stay ahead of their competitors.

**Name:** **TESACOM**  
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TESACOM is the leading Latin American provider of remote area integrated telecommunications solutions, and is supplier to major government organizations, the military, defense and humanitarian aid organizations, private and corporate customers in the maritime, fluvial, oil and gas, agricultural, mining, energy, tourist, and transportation markets among others.

With offices in Argentina, Brazil, Chile, Paraguay, Panama, Peru, Uruguay and Venezuela, TESACOM provides a wide range of integrated communications solutions, including satellite voice, data and text messaging services. The company also provides a full portfolio of added value applications, including network integration, asset tracking and control, ship and vehicle location, and bespoke M2M integration for all the above market sectors. TESACOM also provides a Customer Support Service in English, Spanish and Portuguese 24x7 year round.

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**Fax:** +66 2 976 3001  
**Email:** sales@thaicom.net  
**Internet:** www.thaicom.net, www.ipstar.com  
**Contact:** Patompob Suwansiri  
**Job Title:** Chief Commercial Officer

The Company became a listed company on the Stock Exchange of Thailand on 18 January 1994, and is officially traded under the symbol THCOM. Since its establishment, the Company has expanded its business activities to include Internet and telephone services, and DTV satellite television dish sales. As of 31 December 2012, INTOUCH, which is the Company's major shareholder, holds 41.14 percent of the



Photo courtesy of Shutterstock

Company's shares. Thaicom has launched eight satellites, Thaicom 1, 2 and 3 (all de-orbited), Thaicom 4, (IPSTAR), Thaicom 5, 6, 7 and Thaicom 8 which was successfully launched at the end of May 2016. The company has also built high-quality satellite service facilities besides its main earth control station. This teleport and DTH center has been ISO9001:2000 certified since 2002. In addition the Company also received an ISO 22301:2012 certificate for Business Continuity Management System (BCMS) in 2016. This recognition assures that the Company has an effective management plan to mitigate the risk of potential business disruption.

At present, IPSTAR offers broadband and mobile backhaul services to operators and providers in 13 countries across Asia while its conventional satellites serve more than 700 TV channels.

**Name:** THINKKOM  
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**Internet:** www.thinkom.com  
**Contact:** Greg Otto  
**Job Title:** Director - Sales & Marketing

ThinKom, established in 2000, is focused on enabling its customers to provide global connectivity through innovative and cutting edge antennas. Its current antenna offerings operate in the X, K, Ka and Q frequency bands and it continues to expand a library of antenna offerings. The company's patented VICTS and CTS technologies are incorporated in extremely low profile antennas, ideally suited for commercial aircraft, military vehicles and other applications in which low drag and/or low probability of detection are key advantages. In addition to being low profile, the efficiency of apertures result in operating significantly below what is possible with other low profile antennas offered in the marketplace.

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**Job Title:** Communications Manager

Thuraya Telecommunications Company is an industry leading MSS operator and a global telecommunication provider offering innovative communications solutions to a variety of sectors including energy, broadcast media, maritime, military and humanitarian NGO. Thuraya's superior network enables clear communications and uninterrupted coverage across two thirds of the globe by satellite and across the whole planet through its unique GSM roaming capabilities. The company's diverse range of technologically superior and highly reliable mobile satellite handsets and broadband devices provide ease of use, value, quality and efficiency. Thuraya remains committed to serving humanity through delivering the essential tools for optimal connectivity, never leaving anyone out of reach.

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**Contact:** Kent Ho  
**Job Title:** Group Chief Executive Officer  
 TS Global Network Sdn Bhd (TSGN), a privately owned Malaysian company, is a premier satellite communications



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(SATCOM) services and solutions provider with an evolving presence in the ASEAN region.

As Malaysia's largest VSAT (very small aperture terminal) technology provider, TSGN serves more than 150 Malaysian corporates and multi national companies comprising oil and gas majors, plantation conglomerates, banks, telco's, defense, security, education and health institutions throughout Malaysia, Indonesia and Brunei.

In October 2015, TSGN co-launched a satellite - MySAT-1. Located at 142E orbital slot, MySAT-1 is equipped with C-band coverage consisting of one broad beam for Asia-Pacific region ("AP Beam") and one enhanced beam for South East Asia ("SEA Beam"), suitable for video broadcast, VSAT networks and cellular backhaul services. Ku-band covers West Pacific and East India Ocean regions, providing DTH, VSAT, mobility services such as maritime and inflight connectivity.

TSG International, a subsidiary, owns and operates TSGN's state-of-the-art RM100 million Cyberport at Cyberjaya which will transform the company into a full fledged SATCOM player offering a complete suite of satellite teleport, international IP gateway and data center in ASEAN and the Asia-Pacific region.

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**Contact:** Abdulkadir Sener  
**Job Title:** Deputy General Manager  
 Türksat Company is one of the world's leading companies providing satellite communications through the satellites of

Türksat as well as the other satellites. Providing services for voice, data, internet, TV, and radio broadcasting through the satellites across a wide area extending from Europe to Asia, Türksat is able to provide flexible solutions aimed at customers' needs in regions where no terrestrial infrastructure is available. Bringing different languages and cultures together by means of its global solutions in satellite communications, Türksat provides cable broadcasting services as well for its domestic subscribers through its existing cable infrastructure. Furthermore, Türksat operates the e-Government Portal within the scope of its information services and conducts projects for the provision of public services electronically.

**Name:** TUYAD  
**Address:** Halil Rifat Pasa Mah.Perpa Ticaret Merkezi B Blok Kat:12, No:2124 PK:34384 Okmeydanı, Istanbul, Turkey.  
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**Email:** info@tuyad.org  
**Internet:** www.tuyad.org  
**Contact:** Hayrettin Ozaydin  
**Job Title:** Chairman

TUYAD is a non-profit, non-governmental organization which was founded by the companies in the satellite sector. It was set-up in Istanbul in 2001 by the most respected satellite operator, DTH pay TV platforms, STB manufacturers, SMATV equipment manufacturers and integrator companies of Turkey for the purpose of increasing the quality of the industry.

**Name:** ULTISAT  
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**Contact:** Moe Abutaleb  
**Job Title:** President & CEO

For over 25 years, UltiSat has been a recognized leader in providing secure, reliable satellite communications networks that are flexible and scalable to constantly changing environments. Headquartered in Gaithersburg, Maryland, USA, it has over 70 employees, a teleport in Blaavand, Denmark, sales offices in the United States and Europe, a global field-service operation, and technology partners around the globe.

Leveraging its managed networks expertise, ground-segment infrastructure, and VSAT capabilities, UltiSat provides broadband networking, enterprise data, digital telephony and video-on-demand services anywhere in the world to military and government entities, telcos, service providers, IGOs, and enterprises.

With networks in more than 130 countries, UltiSat is one of the few companies that currently operates global monitoring networks that comprise sites on every continent.

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**Contact:** Michael P. MacDonald  
**Job Title:** Consultant

Ultra comprises a group of expatriates and local consultants in various countries with a unique track record of establishing and managing business both in their own territories but also across the Asian-Pacific region. Ultra has specific experience and partner presence in Singapore, Australia, China, Hong Kong, Myanmar, Vietnam, Thailand, Indonesia, Laos, South Africa and Tanzania.

**Name:** ULTRA ELECTRONICS, GIGASAT  
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**Internet:** www.ultra-gigasat.com  
**Contact:** Tom Cross  
**Job Title:** Business Unit Director  
 Ultra Electronics, GigaSat is an industry leader for mobile and flyaway satellite earth stations with a focus on wireless broadband communications as the core technology. Formally the Giga-Group, the company was formed in 2001 and acquired by Ultra Electronics in 2012. The business has won several prestigious awards including the Queens Award for Industry in 2005 & 2012 and a European Space Agency award for Research and Development in 2006. Supporting an impressive customer list including the BBC, CNN, and Al Jazeera - GigaSat has the technical resources to undertake virtually any ground based satellite communications project.

**Name:** UNISAT  
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UNISAT is a company dedicated to the provision of specialized technical services of consulting and professional training in telecommunications, television, networks and Internet , with a vast history of activities with organizations of the public and private sectors in Brazil and abroad.

UNISAT is also the representative, for Brazil and Portuguese-speaking countries, and the Global VSAT Forum.



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**Contact:** Ken Sexton  
**Job Title:** Sales and Marketing Manager

Viking Satcom is at the forefront of innovation and technology and a leader in the commercial satellite antenna industry. It offers a wide selection of satellite communication products ranging from antennas to their related RF components. The Viking team has years of experience both in the industry and in the field to bring you the highest level of product knowledge and customer service available.

**Name:** VSAT SERVICES ASSOCIATION OF INDIA  
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VSAT Services Association of India (VSAT) is the independent, non-partisan and non-profit organisation representing the VSAT industry in India, which includes VSAT network operators, VSAT manufacturers, satellite operators and organisations associated with the telecom industry. VSAT is also a founder member of the Global VSAT Forum.