



Bernd Lehr, Director of Sales
ND SatCom ●●●

Q&A

Premier supplier and integrator

ND SatCom has more than 30 years of experience as a premier supplier of and integrator for innovative satellite communication equipment systems, supporting critical operations throughout the world. ND SatCom has customers in more than 130 countries and delivers efficient and secure turnkey and custom communications solutions from its base in Immenstaad, Germany. Bernd Lehr, Director of Sales, outlines ND SatCom's recent achievements and outlook for the future.

Question: 2018 was a busy year for ND SatCom. What can you tell us about the highlights and key milestones achieved over the year?

Bernd Lehr: We've achieved a lot in all three of our business sections. We are very active in the defence market, the broadcast sector, and the government and enterprise market.

In the defence market, we finalised the modification of terminals for the German armed forces, and we've been awarded a contract for the Polish Army. In the government market, we've rolled out two significant Air Traffic Control (ATC) networks, one in Bolivia via Thales, and one with Atech/Brazil. In the

broadcast sector, meanwhile, we've been happy to deliver our satcom on-the-move system to ten video news vehicles for SABC, which are transmitting all types of services.

Question: The satellite industry is in a major state of change; we're moving from high throughput satellites (HTS) to extreme throughput satellites (XTS), and small satellites and mega-constellations. What kind of opportunities does all this change provide ND SatCom?

Bernd Lehr: There is a close cooperation with the Intelsat engineering team for the Epic^{NG} satellites with SKYWAN. We've done intensive testing with partners at different ground stations, utilising different flyaway, land, and maritime terminals.

The unique features of our SKYWAN technology can be used in any operation. Regarding the XTS developments, this is under investigation by ND SatCom for future technologies.

One of the challenges is that we must always be ready for these new technologies and be prepared for the future. We've increased our sales staff in reaction to the changing markets, as well as our engineering personnel in Africa and in Asia. We see good demand in our core markets, defence, broadcast and governmental, while these changes are going on. Satcom on-the-move, which is required by all three of our markets, is growing strongly.



Ten video news vehicles for SABC. Photo courtesy of ND SatCom ●●●

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Question: In a rapidly-changing industry, geographic and end user markets are being impacted significantly. How have ND SatCom's key markets been developing?

Bernd Lehr: We think there is big demand for mobile satellite communications, especially in Africa and Latin America. The reason for that demand is that they have poor terrestrial connectivity. It's different in Europe, where we need to concentrate more on the broadcast market, which is also rapidly changing, and where we're seeing more Ka-band transmissions. We're still building our SNG trucks, so this is something we need to react to. We're also now trying to focus on the Asian market.

We have a lot of capability in the broadcast market, such as our Ka2Go terminal, which is very well-known in the market. There's still a very strong demand for SNG and uplink stations, and we're establishing better pick-up stations for the broadcast markets which increases reliability and signal availability. The newer IP and OTT markets are bringing in a great deal of change for broadcasters, and we're reacting to that with our SKYWAN 5G modem, which transmits any service over IP in one hop to the destination. We clearly see that DTH is falling and OTT is going up.

Defence is our strongest business sector where we have long-term contracts with different military institutions, including the German armed forces and much of the rest of Europe.

Our reach in the governmental markets is mostly around ATC networks, but we also see now through the satcom on-the-move business possibilities in the first responder and police market. We've been performing demonstrations for this market; we did one in April in South Africa, where we have welcomed several companies and institutions, including the police and military police, to witness a live demonstration. The attendees were convinced that our system is excellent for their needs, especially in situations where reliable service is a must.

Question: We hear you have a new satcom on the move solution, which is already being used by SABC in South Africa. What can you tell us about the solution, and how it compares with others on the market?

Bernd Lehr: The solution comprises our SOTM enhanced SKYWAN satellite modem, a low-profile antenna, and our media fleet manager software. The satcom on-the-move vehicles are being operated assuming that everyone is using video traffic only, but in parallel,

voice calls, Internet and email traffic is also supported. Data can be sent, which is required by all the different types of customers, including defence, broadcasters, and governmental agencies.

Broadcasters have bandwidth demands up to 7Mbps for HD video that our News-on-the-Move solution can transmit.

The defence customers, on the other hand require maximum bandwidth too but the antenna to be much smaller rendering it invisible to the enemy. That's very important for those customers. With our solution, all customers can choose proper antenna and transmit from the very first second; our SKYWAN modem interfaces to all these SOTM antenna and ultra-fast re-establishes the link after shadowing or tunnels avoiding frozen video images or cut off voice calls. Nothing needs to be adjusted; it's all done automatically with SKYWAN.

What only SKYWAN modems do to reduce OpEx is bandwidth sharing: A bandwidth pool can be used for peak traffic by all the remote sites in a satellite network while enforcing lowest jitter and real-time services. This helps lower the costs for our customers.

Question: Let's talk about other product development. Does ND SatCom have anything else new in the pipeline?

Bernd Lehr: There are new features and capabilities of our SKYWAN 5G modem that we are developing with respect to mobile and the mobility area. We already released LTE enhancements and encryption modules for SKYWAN. Now, beam switching for mobile terminals in meshed networks using HTS satellites is under development for first responders, police forces, special forces and homeland security customers that bring their own mobile cells.

Question: What's on the horizon for ND SatCom in 2019 and beyond?

Bernd Lehr: We are mainly focusing on continuation and extension of our current areas. We're also strengthening our regional sales, and enhancing our product portfolio as an independent group with verified solutions of mobile terminals for mobile cells – we have branded it SMART MOBILE² NETWORKS.





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