

SatNews OnLine Magazine™

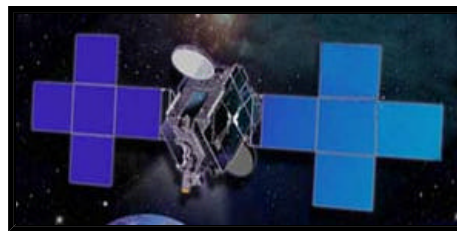
THE EUROPEAN SATELLITE MARKET Special IBC Issue

Month of September 2002

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FEATURES

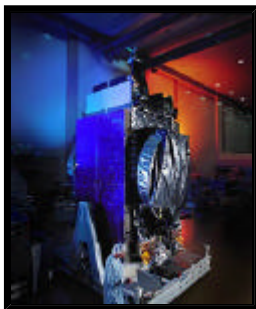
This Month's Featured Satellite:



[EUROPE*STAR @ 45° EAST](#)

Is There a Future for Extra Large Telecommunications Satellites?

by *Eric Le Proux, President & CEO, Vista Advisers*



Introduction

Since 1965, when Early Bird, the first commercial satellite, was launched, the size of commercial telecommunications satellites has been steadily increasing, to reach an average mass of 1.9 metric tons in 1990 and 3.3 metric tons in 2000. Today, high-end satellites reach a mass of 5.5 metric tons and carry in excess of 90 transponders. The current crisis affecting the telecommunications industry globally has raised questions about the actual need or relevance of extra large (XL) satellites for operators. Are advantages outweighed by risks? Can satellite manufacturers expect a significant share of their revenues from extra large satellites? [FULL STORY](#)

Add Telco Circuits or Expand with Satellite? A Corporate Network Decision Process

by *Joe Amor*

Your corporate users are clamoring to get more data to the field offices. Marketing has new PowerPoint presentations that need to get in the sales force's hands. Human Resources has a multimedia video update on safety concerns. Information Services is constantly sending out software updates, including anti-virus protection, that need to be downloaded to everyone's computer. And the president wants to do monthly "town meetings" talking about the activities of



the corporation.

Do these requests sound familiar?

As a network planner for your corporate network, you are being told to support more applications like these to more locations with almost no increases to your present budget. And you think, "That's impossible." [FULL STORY](#)

New Satellite Services: Out of Africa and Europe

By *Howard Greenfield*



The Satellite Dream: From 1945 to 2001

The communications satellite has appealed to the imagination ever since it was dreamed up in 1945 by Arthur C. Clarke, author of *2001: A Space Odyssey*. In a remarkable letter to the technical journal *Wireless World* at the close of world war II, Clarke, then an officer in Britain's Royal Air Force, suggested a higher purpose for rockets like the German V2 that were bombing London at the time:

" ... I would like to close by mentioning a possibility of the more remote future -- perhaps half a century ahead. An 'artificial satellite' at the correct distance from the earth would ... remain stationary above the same spot and would be within optical range of nearly half the earth's surface. Three repeater stations, 120 degrees apart in the correct orbit, could give television and microwave coverage to the entire planet." [FULL STORY](#)

Xantic: For Smart Communications Solutions -- Worldwide

Xantic was formed by the merger between Station 12, Telstra Global Satellite, SpecTec and KPN Broadcast.

By combining the knowledge, expertise and skills of four top companies, Xantic has created an unrivalled portfolio of solutions in an area known as CAT: Content, Applications and Transactions.

As a result, Xantic is one of the world's leading satellite communication providers, offering high level ICT and CAT oriented solutions to all those who work in a business to business environment. [FULL STORY](#)

The Birth of a Global Industry: COMSAT, INTELSAT and INTERSPUTNIK

Part 4 of a Series on A Brief History of the Satellite Communications Industry

by *Virgil S. Labrador and Peter I. Galace*





Jules Verne's *From the Earth to the Moon*, published in 1865, just as the United States was reeling from a costly civil war, did not only predicate that man will eventually launch a spaceship to the moon, it even goes into specific details as to the country that will lead the mission (America) and where the spacecraft will be launched (Florida—same latitude as the present-day Cape Canaveral). It also conceived the mission as an international consortium with each country joining the effort contributing a financial share. The resemblance to the concept of INTELSAT formed almost 100 years later was uncanny.

In 1961, when the technology of satellite communications is still in a nascent developing stage, the United States has already recognized the enormous potential of the technology. In John F. Kennedy's first State of the Union Address in January 30, 1961, shortly after his inauguration as the 35th President of the United States, he invited all nations in a satellite development program. [FULL STORY](#)

TOP NEWS STORIES

Boeing Wins Major Space Payload Processing Contract Boeing won a major space shuttle and expendable launch vehicle payload processing contract from NASA/Kennedy Space Center, Fla. The Checkout, Assembly, and Payload Processing Services (CAPPS) contract continues the Boeing (NYSE:BA) tradition of preparing NASA space flight payloads. Boeing Florida Operations has processed every space shuttle payload -- more than 100 flights -- since space shuttle Columbia's inaugural flight in 1981. [FULL STORY](#)

CTAM's Latest Pulse Explores Cable, Satellite, Cell Phones, PCs and More A new CTAM research indicates that three communication products are on nearly equal footing in American households -- cable television (65%), cell phones (68%) and personal computers (67%) -- with each in roughly two of three households. Online services are running a close fourth, with 56% penetration, according to a survey of more than 1,000 U.S. adults. The CTAM Pulse, *Consumer Profiles: Changes in a High Tech World*, examines changes in demographics and technographics, household penetration of various services, and product usage. Designed as a tool for industry marketers, this Pulse is an annual tracking study. [FULL STORY](#)

EC Clears Spain Satellite Digital TV Merger; Refers Case Back to Spanish Authorities The European Commission has decided to grant the referral requested by the Spanish Competition Authorities on the integration of the two satellite digital television platforms operating in Spain. EC said the operation, which may threaten competition in a number of markets within Spain, will be assessed by the Spanish authorities according to this State's national competition law. On July 3, the Commission received a notification under the Merger Regulation requesting clearance for the integration of DTS Distribuidora de Televisión Digital S.A. (Vía Digital), the second pay TV operator in Spain, in Sogecable S.A., the dominant pay TV operator in Spain, by way of exchange of shares. [FULL STORY](#)

Eutelsat's Atlantic Bird 1 Successfully Launched Ariane 5 scored a double success tonight when it orbited a dual payload of telecommunications and weather satellites for



European customers. Lifting off from the Spaceport's ELA-3 launch complex at 19.45 Kourou time, 00.45 Paris time, Ariane 5 carried Atlantic Bird 1 for Italian manufacturer Alenia Spazio on behalf of telecom operator Eutelsat, along with the MSG-1 meteorological spacecraft for the Eumetsat weather organization. Atlantic Bird 1 is a three-axis stabilized telecommunications spacecraft for Eutelsat connectivity services from the eastern seaboard of the Americas into Europe, North Africa and the Middle East. [FULL STORY](#)

[IBC 2002 Kicks off In Amsterdam](#) The International Broadcasting Convention (IBC) billed as the world's premier broadcast technology event unveiled Thursday amidst cautious optimism, opening only two days after the first year anniversary of the tragic September 11 bombing in New York. IBC President John Wilson said he was "cautiously optimistic" about market recovery. "There's a pent-up enthusiasm out there which is looking for something to generate business, which at the moment is extremely flat," he said. [FULL STORY](#)



[ILS Scheduled to Launch Hispasat 1D](#) International Launch Services is scheduled to lift a Hispasat 1D geostationary communications satellite into orbit on Wednesday, September 18, from Cape Canaveral, Fla., Launch Complex 36A. The payload, weighing approximately 7165 lbs (3250 kg) at separation, is to be carried by an Atlas IIAS launch vehicle. The liftoff weight of the mission is 522,455 lbs (236,982 kg), including the payload. The 38-minute launch window is set to begin at 6:04 p.m. EDT, according to ILS. [FULL STORY](#)

[Inaugural ISCe Conference Makes Impact in the Satellite Industry](#) The first-ever International Satellite and Communications exchange (ISCe) Conference and Exposition blasted into orbit Aug. 27-29, 2002 for three solid days of intense exploration of the satellite industry. From pre-conference workshops to lively panel discussions featuring some of the industry's most prestigious experts, ISCe – the first CeBIT event in North America – covered the gamut of industry issues in government, commercial and direct-to-consumer satellite communications. [FULL STORY](#)

[Inmarsat Ltd. Awards Satellite Terminal Development Contract To Hughes Network Systems](#) Hughes Network Systems, Inc. (HNS) has announced that it has been awarded a US\$15M contract by Inmarsat Ltd. to design and develop mobile satellite terminals with voice and 3G-compatible broadband data capabilities via Inmarsat's Broadband Global Area Network (BGAN). BGAN will provide a variety of 3G UMTS-based services via two geostationary satellites. Inmarsat plans to launch the first of the Inmarsat 4 (I-4) satellites late in 2003 with the aim to begin BGAN service in 2004. [FULL STORY](#)

[Integral Systems to Acquire RT Logic](#) Integral Systems, Inc. has announced the signing of a Letter of Intent proposing to acquire Real Time Logic, Inc. (RT Logic) of Colorado Springs, Colorado. RT Logic is a privately held company that specializes in the real time satellite, ground, test, and range computing markets. RT Logic provides software driver products, hardware/firmware-based interface systems, engineering services, integrated development platforms, and complete turnkey solutions. [FULL STORY](#)

[Intelsat and PanAmSat Launch Bids to Acquire Eutelsat](#) Global satellite operators PanAmSat Corp. and Intelsat Ltd. have reportedly launched rival moves to acquire Eutelsat SA, Europe's largest satellite-services company. According to a *Wall Street Journal* report, no deals have been finalized and that talks are predicted to drag on for weeks. WSJ said only Intelsat has so far submitted a formal offer, described by officials as a hostile bid totaling \$3.5 billion to \$4 billion. A deal

with either Intelsat or PanAmSat is seen to significantly accelerate the industry consolidation already underway and create an international powerhouse, with a combined fleet of at least 38 satellites and annual revenue of more than \$1.5 billion. [FULL STORY](#)



Intelsat 906 Successfully Launched The Intelsat 906 satellite was successfully launched aboard an Ariane 44L vehicle. The satellite is expected to be operational this October. The Intelsat 906 launch is the sixth in a nine-satellite campaign to replace and to enhance system capacity by the end of 2003. The 906 satellite will be deployed at 64°E and will offer capacity for telephony, corporate networks, Internet, video and hybrid space/terrestrial solutions to customers on its 72 C-band and 22 Ku-band transponders (measured in 36 MHz equivalent units). [FULL STORY](#)

International Trade Commission Adopts Favorable Scientific-Atlanta Patent Ruling

Scientific-Atlanta, Inc. (NYSE: [SFA](#)) has announced that the U.S. International Trade Commission released its decision regarding review of Administrative Law Judge Paul Luckern's Initial Determination in a proceeding commenced by Gemstar-TV Guide International as complainant against respondents Scientific-Atlanta, Inc., Pioneer Corp. and related entities, EchoStar Communications and SCI Systems, Inc. In his Initial Determination

Judge Luckern found that the respondents do not infringe Gemstar's patents and that one of Gemstar's patents was unenforceable for failure to name a co-inventor. Judge Luckern also found that Gemstar had engaged in patent misuse. [FULL STORY](#)



Japan's NASDA Successfully Orbits DRTS, USERS Satellites; Third Launch of H-2A Rocket Declared a Success

Japan's National Space Development Agency (NASDA) commercial space plans remained on track today as the third launch of its new H-2A rocket went off smoothly, enabling a satellite and test module to be put into orbit. "It is extremely gratifying," Prime Minister Junichiro Koizumi said in a statement, "in the sense that our country has established rocket technology of the world's top class. With this success, I hope for further progress in development and use of space technology in our country," he said. [FULL STORY](#)

J.D. Power and Associates Reports: Satellite TV Grows in Consumer Popularity, Cable Service Sees Slight Decline

A trend continues this year of growing consumer popularity for residential satellite TV service versus cable TV service, according to the newly released J.D. Power and Associates 2002 Residential Cable/Satellite TV Customer Satisfaction Study(SM). About 82 percent of U.S. households have some type of cable or satellite TV service, according to a combination of U.S. government and J.D. Power and Associates data. The J.D. Power and Associates study surveys consumers who subscribe to the largest satellite or cable TV services. [FULL STORY](#)

Lockheed Martin/Orbital Team Makes Final On-Orbit Delivery Of N-STAR c Satellite to NTT DoCoMo

Orbital Sciences Corp. announced today that the final on-orbit delivery of the N-STAR c satellite has been made to NTT DoCoMo after the spacecraft successfully completed a comprehensive series of tests and performance check-out procedures. Built by a Lockheed Martin/Orbital team, N-STAR c is the first spacecraft based on Orbital's state-of-the-art STAR-2 small geosynchronous (GEO) communications satellite platform. Since its launch aboard an Ariane 5 rocket on July 5, 2002, a team of Lockheed Martin and Orbital engineers conducted a thorough evaluation of the operating systems of the

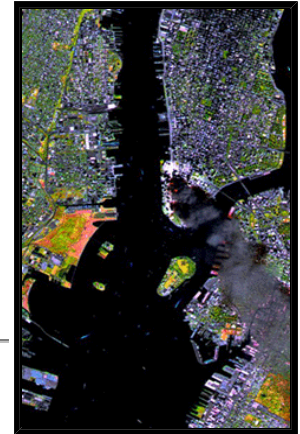


satellite platform. [FULL STORY](#)

Loral to Combine Its CyberStar and Skynet Units Loral Space & Communications (NYSE: LOR) has announced that effective immediately, it is integrating the operations of two subsidiaries, Loral CyberStar and Loral Skynet. The combined units will report to Loral Skynet president, Terry Hart. The leading provider of global data, voice, video and Internet backbone services, CyberStar delivers the most effective private voice and data networks and Internet Service Provider services, via its hybrid space/ terrestrial network, to more than 300 enterprises and service providers worldwide. [FULL STORY](#)

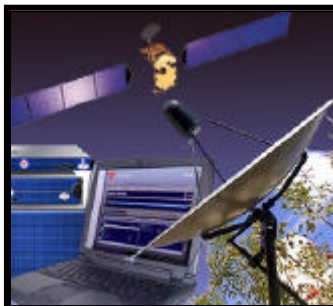
New Monthly Report From Datacomm Research: How Technology Will Defeat Terrorism

Terrorists can use technology to wreak death and destruction, but the civilized world possesses the strategic technological advantage and must do more to exploit it. That is the vision behind the new 16-page monthly publication, Tech versus Terror, announced by Datacomm Research Company. "National and international security needs changed dramatically on September 11, 2001. We need to invest more in intelligent devices, ubiquitous networks, and powerful software," said Ira Brodsky, President of Datacomm Research Company. [FULL STORY](#)



New Skies and Data Access Sign Satellite Capacity Contracts Worth More Than \$100 Million On NSS-6 and NSS-703

New Skies Satellites and Data Access, the first private international voice carrier licensed to operate in India and one of India's leading ISPs, announced today that they have signed agreements for capacity on two New Skies satellites, NSS-6, scheduled to be launched at the end of this year, and NSS-703, which operates in the Indian Ocean Region. The agreements have an aggregate value in excess of \$100 million. [FULL STORY](#)



Satellite-Based Consumer Products Are the Future of On-Demand Business and Entertainment Communications

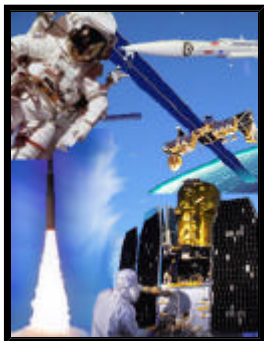
Satellite-related consumer products will be the answer to on-demand business and entertainment communications needs and will drive the future of technology said industry experts last week at the first-ever International Satellite and Communications exchange (ISCe) conference. Senior executives with the Satellite Broadcasting & Comms. Association, The Carmel Group, Starz Encore Group, Globecomm Systems, Media Solv.com and Boeing Space & Communications Services participated in the panel discussion. [FULL STORY](#)

SES Americom, ARINC in Joint Development of a Broadband System for Executive Jets

ARINC Incorporated has entered into a joint development agreement with SES Americom to facilitate the launch of ARINC's SkyLink broadband communications service for executive aircraft. The agreement covers final development of ARINC's SkyLink solution using the SES Americom Ku-band satellite capacity over North America. SkyLink is being designed and fully customized to meet the in-flight broadband connectivity and high-speed data rates expected by users of larger corporate jets. [FULL STORY](#)

SES Americom Invests in ISAT Platform SES Americom, an SES Global company, is acquiring approximately 20% of Florida-based Internet Satellite Platform, Inc., ISAT, a leading provider of satellite-based internet connection solutions to ISPs, Data CLECs and rural cable operators. Terms of the investment were not disclosed. Dean Olmstead, President and CEO of SES Americom said he believes that companies like ISAT with a service offering and a realistic business plan with a go-to-market focus, validate the important role for satellite in delivery of Internet (resources) to consumers. "This two-year old company has strong management and is spending their resources on efforts that generate revenue - we're ready to facilitate ISAT's next stage of growth," he said. [FULL STORY](#)

Teal Forecasts Recovery of Commercial Satellite Launch Market in 2002-2003 Teal Group has announced the completion of a new survey of the commercial satellite launch market for 2000-2003 at the US Space Foundation's International Space Symposium being held in Toulouse, France, during September 10-13, 2002. The study forecasts 33 and 31 commercial satellites will be launched to earth orbit in 2002 and 2003 respectively. Conducted as part of the World Space Systems Briefing, the study breaks out the commercial satellites launched worldwide by manufacturer and launch service provider, as well as by satellite and launch vehicle models and costs. [FULL STORY](#)



US Needs Strong Integrated Satellite Systems to Support Military Initiatives According to ISCe Panel Homeland defense will be dependent on the development of integrated satellite systems that can be used for both commercial and governmental use said industry experts at the International Satellite and Communications exchange (ISCe), which took place Aug. 27-29. Entitled "National Security: Vital Role of Satellites in Military Operations," military, government and industry experts explained how they are working to upgrade current satellite and communications systems with emerging technologies for more instantaneous, and often-times life-saving, communication and data transfer in military missions. [FULL STORY](#)

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