

ISCe

Satellite &
Communications

a CeBIT Event

ISCe 2008

Disaster Communications: Rewriting the Rules, Setting the Parameters

Moderator: **Robert Bell**, Executive Director – World Teleport Association

Speakers: **Jim Corry**, Vice President for Government Solutions – MSV

Bill Harrington, Vice President of Advanced Programs and Government Solutions – SeaMobile Enterprises

Andrea Maléter, Technical Director - Futron Corp.

David Myers, Senior VP, Marketing & Corporate Development – Spacenet

Fred Morris, General Manager, Vipersat Network Products – Comtech EF Data

Nelson Santini, Vice President, Marketing and Sales Operations Integrated Systems and Services BU – DataPath Inc.

Organizers



Hannover Fairs USA, Inc.

Co-Hosts





High Performance Networking Anywhere

Disaster Communications

Re-writing the Rules & Setting the Parameters

David Myers, SVP Spacenet Inc.
ISCe Conference June 10, 2008



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Emergency Response Extends Beyond Government Agencies

Emergency Management

First Response

On Scene In Minutes

Deployed For Hours

- Federal, State & Local Agencies
- Law Enforcement
- Emergency Medical Services
- Fire, Rescue & HAZMAT
- Utility Services

Relief Deployments

On Scene In Hours

Deployed For Weeks

- Commercial & Civilian Agencies
- Red Cross/Relief Shelters
- Mobile Insurance Claims Centers
- Grocery & Pharmacy Supplies
- Financial – ATM, Pay Checks
- Equipment, Fuel, Logistics



Facing Real Life Challenges

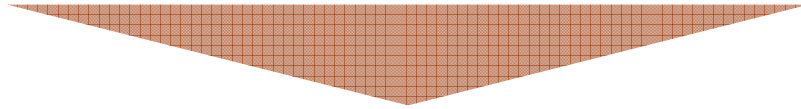
- **Logistics**
 - In field personnel training and deployment
 - Traditional shipping offline → airports and roads closed
 - ***Pre-staging of equipment and deployment contingencies are critical***
- **Disaster Zone Access**
 - Permits for access to restricted zones → martial law
 - State/local vs. Federal jurisdiction conflicts
 - ***Relationships with key authorities and advanced authorizations***
- **Supply Restrictions & Rationing**
 - Service providers restrict equipment use to their existing customer base
 - Authorities commandeering equipment and supplies – generators & fuel
 - ***Protecting the assets you and your customers need can be challenging***
- **Funding**
 - Unlocking emergency FEMA funds can be difficult
 - ***Funds evaporate fast → counting on them can be dangerous***



Katrina Case Study: US Postal Service

● Situation

- Connectivity lost to dozens of offices
- Field logistics severely limited
- No shipping ability into area
- Postal services offline
- Needed new VSAT equipment deployed ASAP



● Solution

- Spacenet contracted with dozens of its regional Resellers
- Bought back equipment and diverted to closest Post Offices
- In region resellers completed installations
- Service restored to over 20 post offices in a matter of days



Case Study: Oil Refinery

Industrial Grade Stand-by Communications

● Customer Need

- Continuity of Operations Telecom
- Voice, Video, and Internet access
- Quick “fail-over” in disaster
- Employee and local resident safety

● Solution

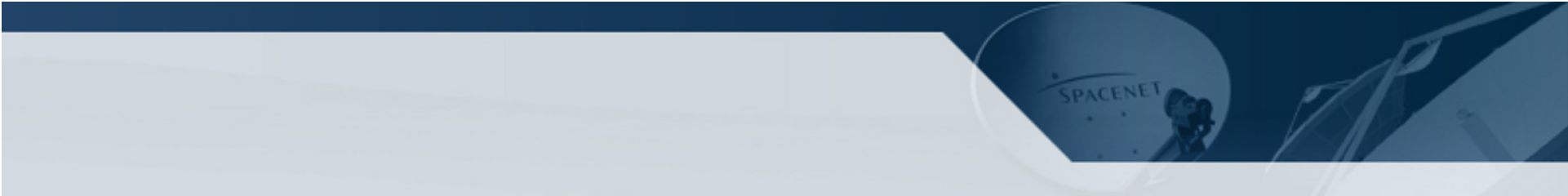
- Custom hybrid network
- Cisco VSAT Network Module Solution
- Preconfigured for automatic fail-over
- Keeps employees connected in disaster



CUSTOMER VALUE

- Seamless integration in Cisco network
- 3 minute “switch-over” to VSAT
- Full support for all applications





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