

ISCe

Satellite &
Communications

a CeBIT Event

ISCe 2008

Coordinating The “Comms”: PACOM; STRATCOM; CENTCOM; NORTHCOM; EUCOM

Moderator: **COL Patrick Rayermann**, Chief, Space & Missile Defense Division – U.S. Army

Speakers: **Karl G. Fuchs**, Director of Engineering – iDirect Government Technologies

Bob Maskell, Space Systems Architect, GGSG Space Initiatives – Cisco

Tip Osterthaler, President & CEO – Americom Government Services (AGS)

William Schmidt, Vice President, Government Services – XTAR, LLC

Kay Sears, President – Intelsat General Corp.


Organizers



Hannover Fairs USA, Inc.

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The background of the slide features a stylized, topographic map of the world in shades of green, yellow, and brown, set against a light blue sky with white clouds. Two satellite models are positioned in orbit above the map. Each satellite has a central body and two long, rectangular solar panel arrays extending outwards. The solar panels are colored in segments of blue, black, and white. The overall scene is presented from a perspective looking down at the Earth from space.

Commercial X-Band Supports DoD Need for Commercial Capacity

June 11, 2008

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Commercial X-Band Capacity

- **ComSatComm meets over 80% of DoD requirements**
- **DISA predicts continued need: 2010~10Gbps / 2015 ~25+Gbps**
- **Lack of “traditional” commercial capacity (C, Ka, Ku) particularly acute in some regions: SWA, Middle East, Africa, some open ocean areas**
- **Over looked resource: Commercial X-Band is there now, where needed**
 - **Paradigm Skynet 4 & 5**
 - **XTAR**



Better X-Band Utilization

- **X-Band offers significant capacity in needed areas: SWA, Mid-East, Africa, open ocean**
- **High power transmitters and steerable beams offer a clear performance advantage for high data rate users, small deployable terminal, and comms-on-the-move**
- **“Train up” in anticipation of WGS transition**
- **Single hop Iraq to CONUS**
- **Single hop Afghanistan to Europe**
- **Treat cost just like any other CommSatCom buy: pay for C, Ka, Ku, or commercial X, its all commercial**



Challenges, Opportunities, and Rolls

- **Opportunities working with the government**
 - ComSatComm needs growing
 - More bandwidth intensive applications like UAV's
- **Challenges working with the government**
 - Lack of forecasting
 - Lack of significant budget line item
 - Perception that X-Band is “free”
to user: why pay for commercial X-band?
- **What role will commercial SATCOM services play in the ongoing wars in Iraq and Afghanistan?**
 - Continue to support variety of mission requirements



Summary

- **DoD and other U.S. Government capacity requirements continue to grow beyond ability of USG assets to supply**
- **DoD and industry need to work more closely together**
- **Need to consider all commercial alternatives – C, Ka, Ku, X**
- **Cost should be thought of as same as other commercial bandwidths**

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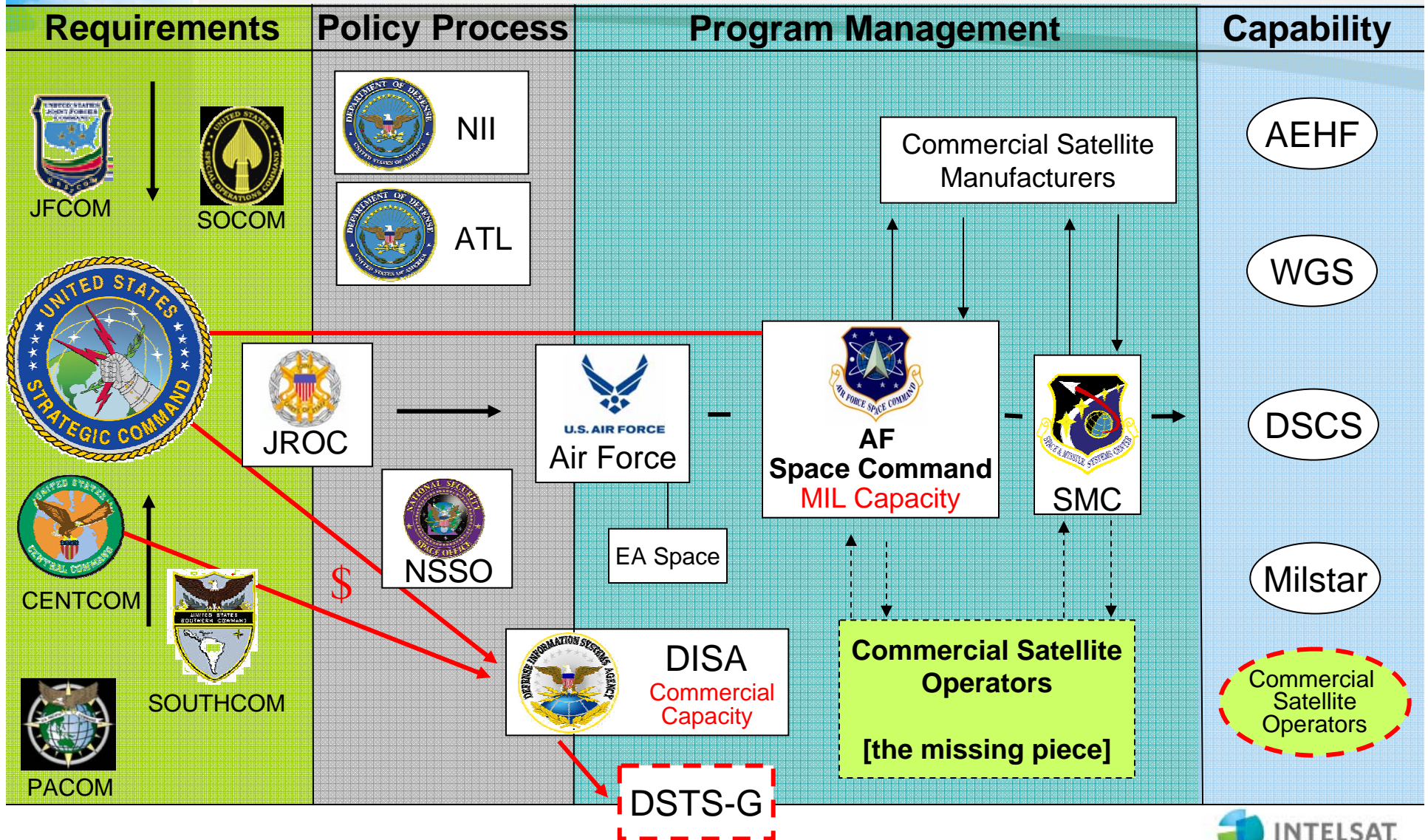
*Kay Sears
President*

Intelsat General Corporation





SATCOM Decision Process



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