

**Defense Information Systems Agency**  
Department of Defense

# **ISCe 2008: Access to SATCOM for the Next Decade**

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# The DISA Strategy

Information

Best  
Value

Power to  
the Edge

Speed

Operational  
Excellence

*We are limited, not by our abilities, but by our **vision***

# DoD's Evolving Commercial SATCOM Strategy

1990

2000

2010

**CSCI**  
(1993)

**MTC**  
(1995)

**DSTS-G**  
(2001)

**Future Commercial SATCOM Services Acquisition (2010)**

**Description**

- Pilot strategy to lease transponders and earth terminals with network management to satisfy non-essential SATCOM
- Single vendor award to lease/manage commercial bandwidth in full transponder, full year increments
- Three small business integrator awards to lease fractional transponders for any period of time
- To be determined...

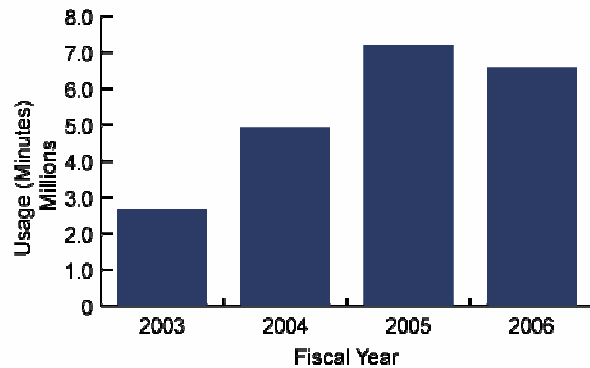
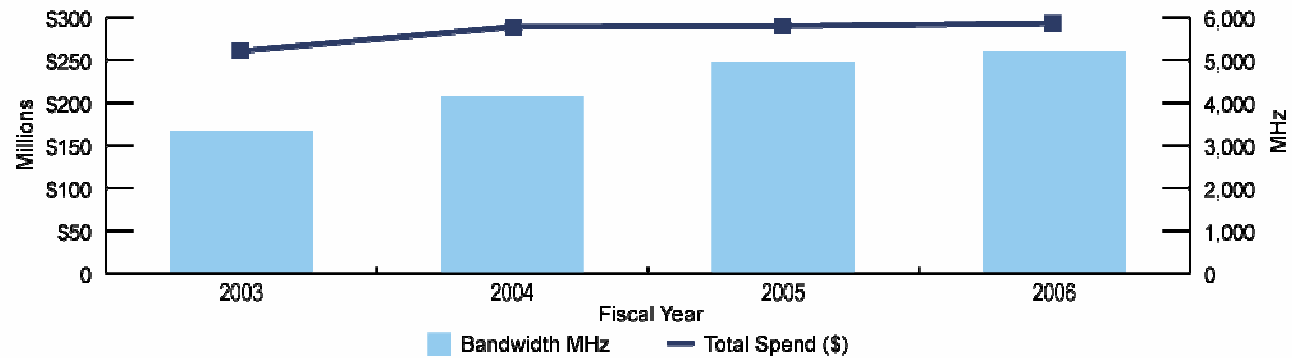
**Findings**

- Three vendors conducted demonstrations and recommended acquisition, transition, logistics, and host nation approval plan as per resulting MTC
- Inability to lease partial transponders led to unacceptable operational delays
- Prices high due to absence of competition and incentives
- Competition between vendors and satellite operators resulted in good pricing
- Effective construct given market conditions
- To be determined...

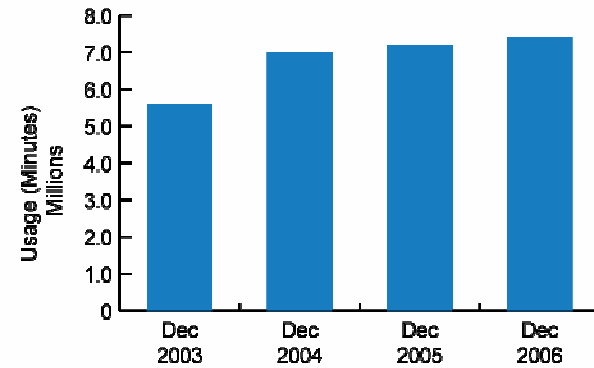
**DISA**

# DoD Commercial Usage Reflects Increased Dependence

*DoD Commercial FSS Expenditures and Usage*



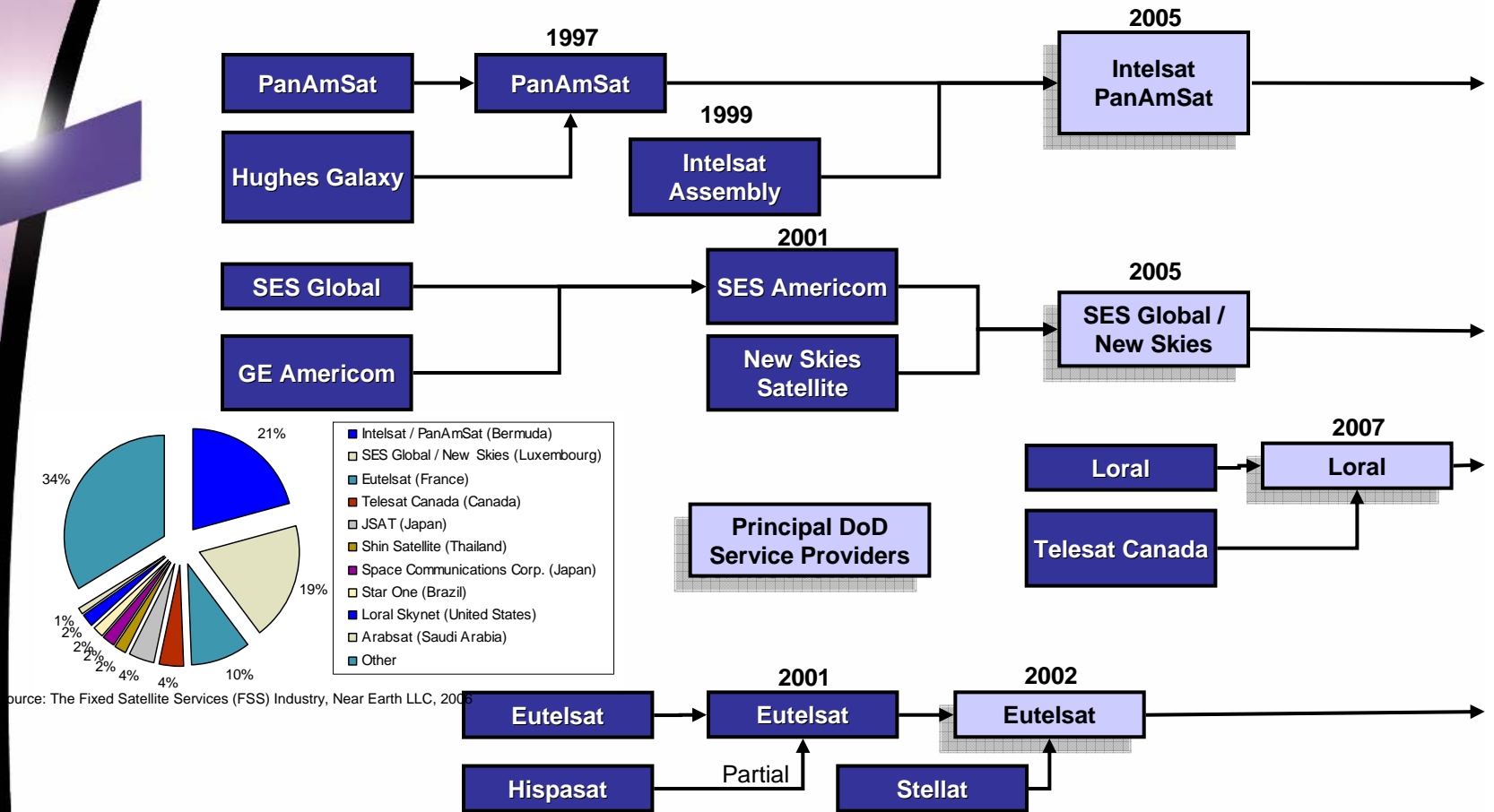
*DoD MSS (Inmarsat) Usage (DISA Contract)*



*DoD EMSS (Iridium) Usage*

*DoD fixed and mobile commercial SATCOM usage has steadily increased in recent years*

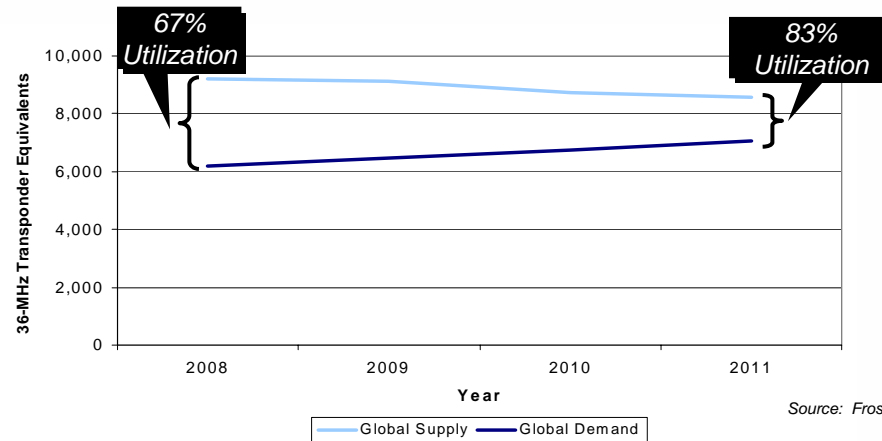
# Industry Consolidation



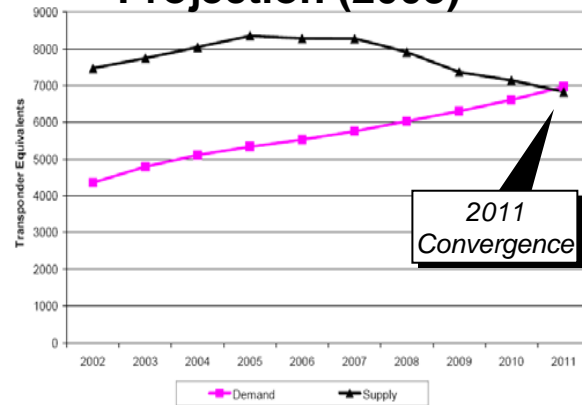
*Industry consolidation will drive higher utilization targets and possibly lead to monopolistic factors*

# Global Utilization, Supply & Demand

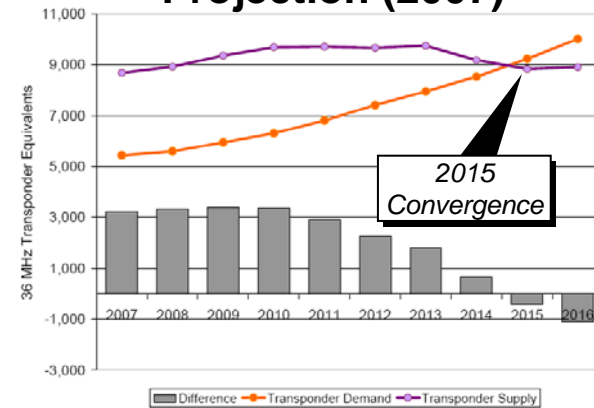
**Increasing Global Utilization**



**Futron Supply and Demand Projection (2003)**



**Futron Supply and Demand Projection (2007)**

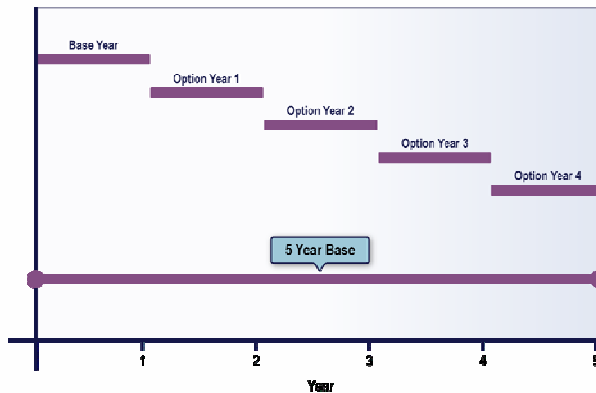


*Global supply and demand is tightening, but will economics really allow a long-term convergence?*

# What Industry Wants

## Strategy, Planning & Partnership

- Clarify USG commitment to use of commercial satellites
- Forecast DoD demand trends to ensure future availability of commercial capacity

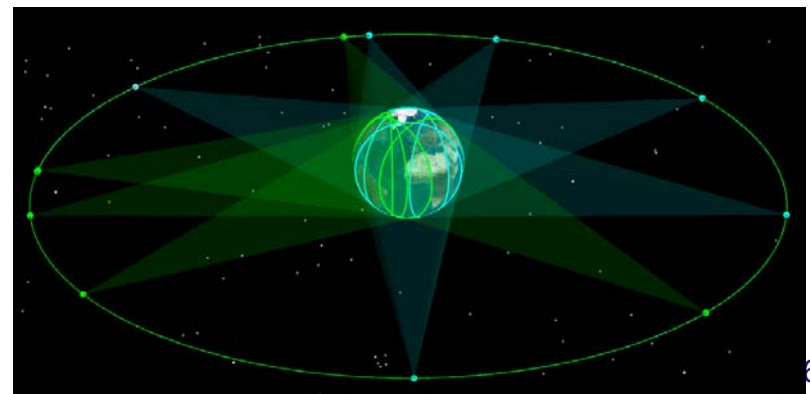


## Contracting and Commitment

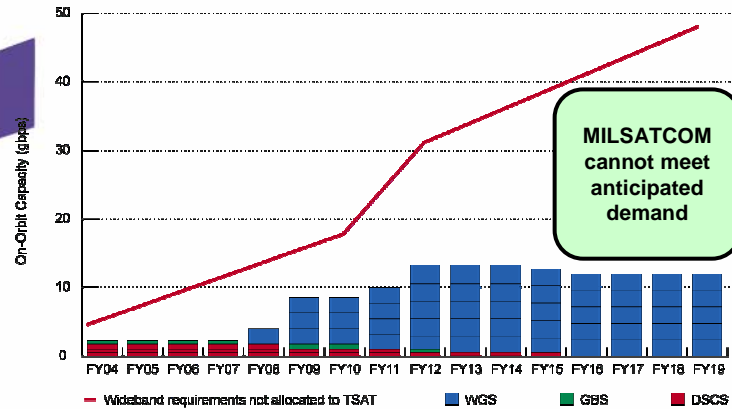
- Utilize multi-year procurement mechanisms to fund forecasted DoD commercial requirements
- Develop policies/procedures for improved security measures for operators with multi-national operations

## Building Operational Flexibility

- Incorporate commercial assets into DoD fleet to increase flexibility and redundancy, and reduce the risk of major loss of capability

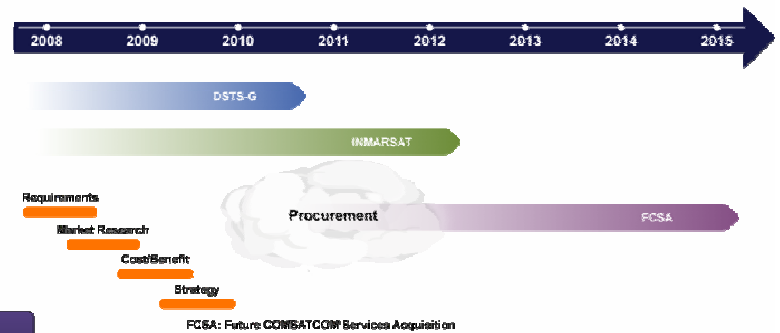


# Future COMSATCOM Services Acquisition



*DoD's SATCOM usage continues to increase in support of DoD's net-centric approach to warfare*

## Satellite Service Contracts

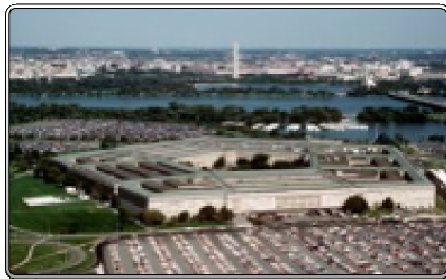


### Objectives

- Satisfy revalidated Joint Staff capabilities
- Provide Warfighters with a flexible, best value mechanism
- Takes advantage of future industry and user trends

*Operational Flexibility is key to meeting the unique and changing needs of military users*

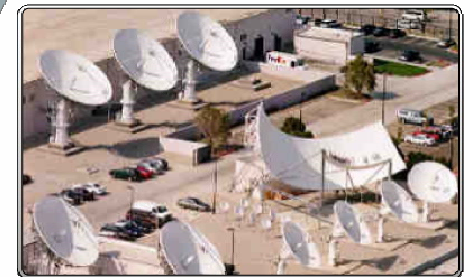
# Industry and DoD Partnership



Information

DoD Strategy/  
Requirements

Industry  
Capabilities

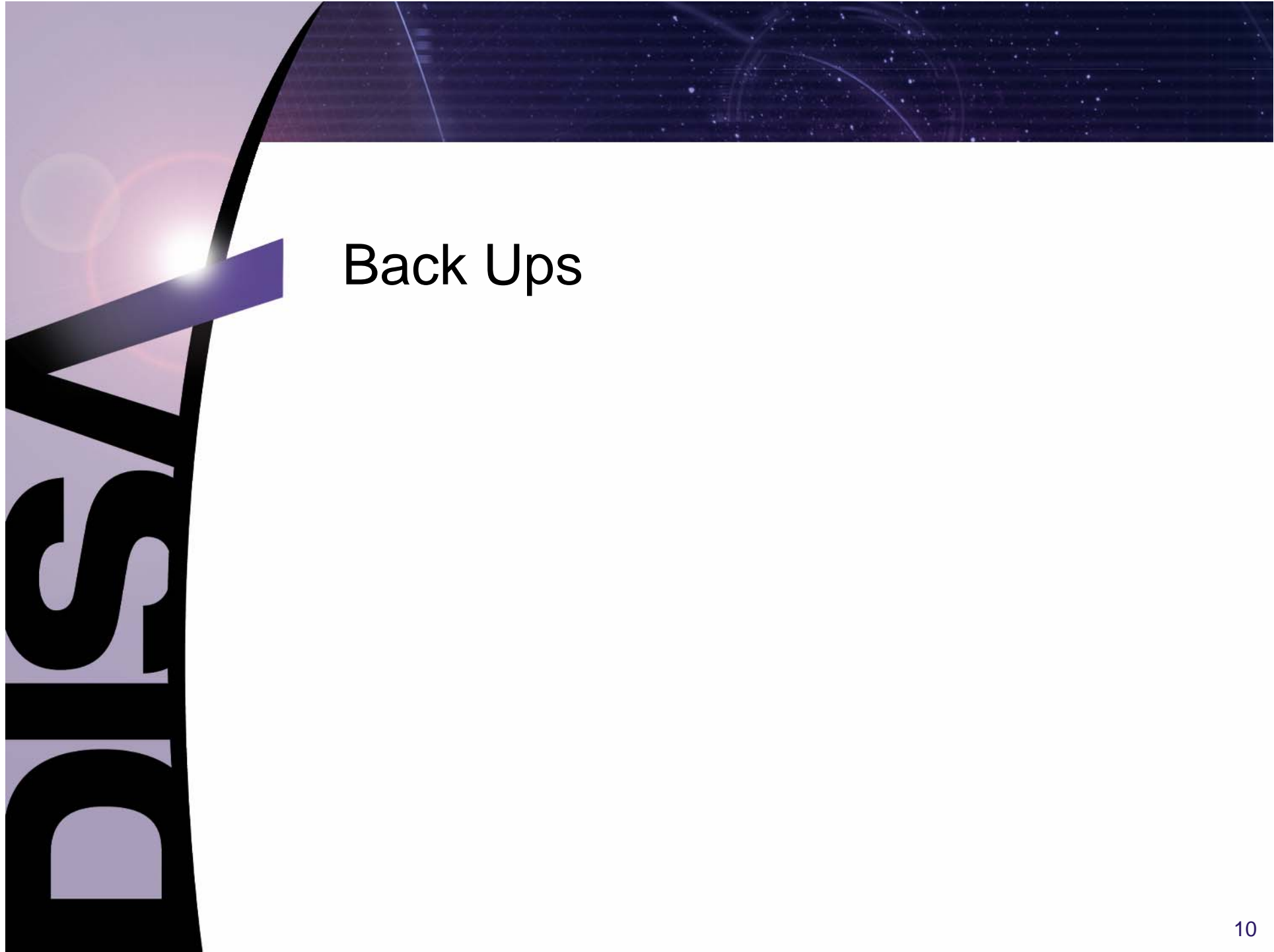


*DISA and Industry ... together ...  
meeting DoD's SATCOM needs*

**DISA**

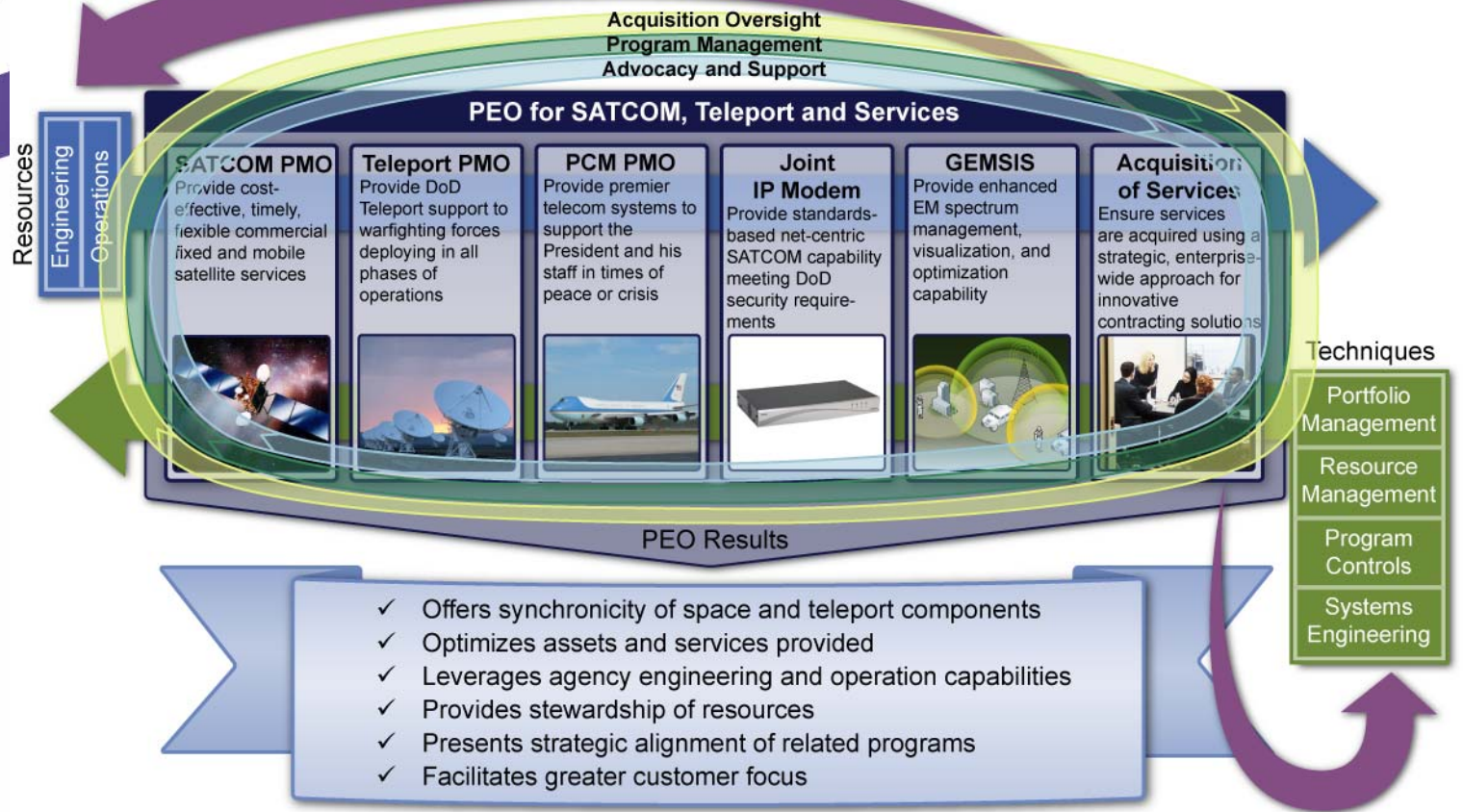


**[www.disa.mil](http://www.disa.mil)**



# Back Ups

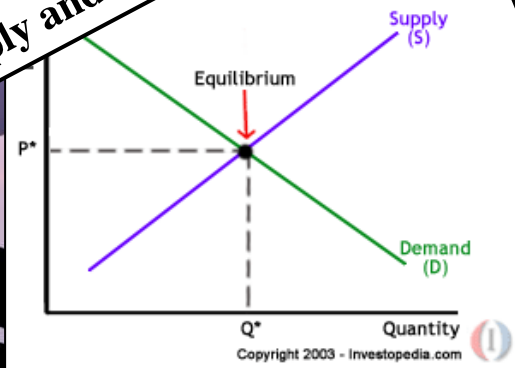
# PEO SATCOM, Teleport & Services



**Ready.... Reliable.... Relevant**

# Considerations for the Future

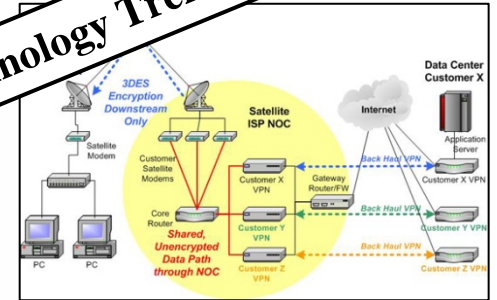
## Supply and Demand



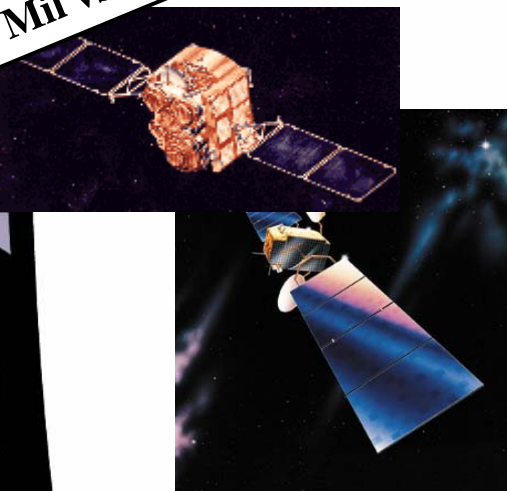
## Industry Desires



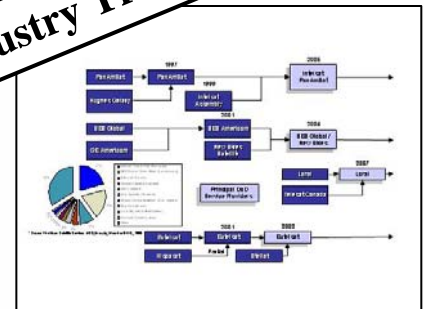
## Technology Trends



## Mil vs Commercial



## Industry Trends



## Law and Policy



## Funding

