

**ISCe**

Satellite &  
Communications

a CeBIT Event

**ISCe 2008**

# **Futron Corp. ISCe 2008 Attendee Survey Results**

Presenter:

**Andrea Maléter,**

Technical Director – Futron Corporation

Organizers



Hannover Fairs USA, Inc.

Co-Hosts





# *ISCe/ICSSC Participant Survey Results*

*June 10-11 2008*

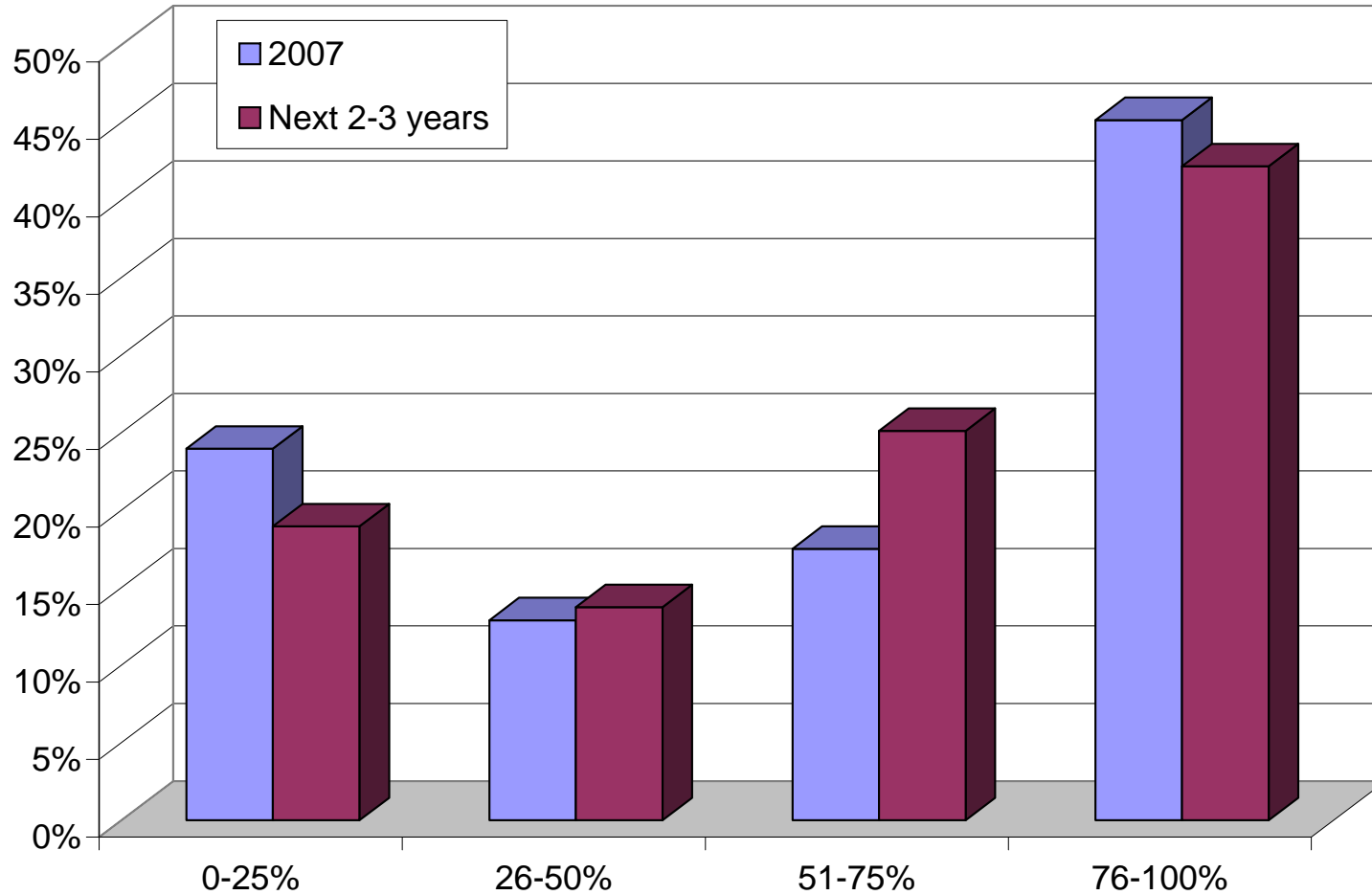


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*Results You Can Trust*



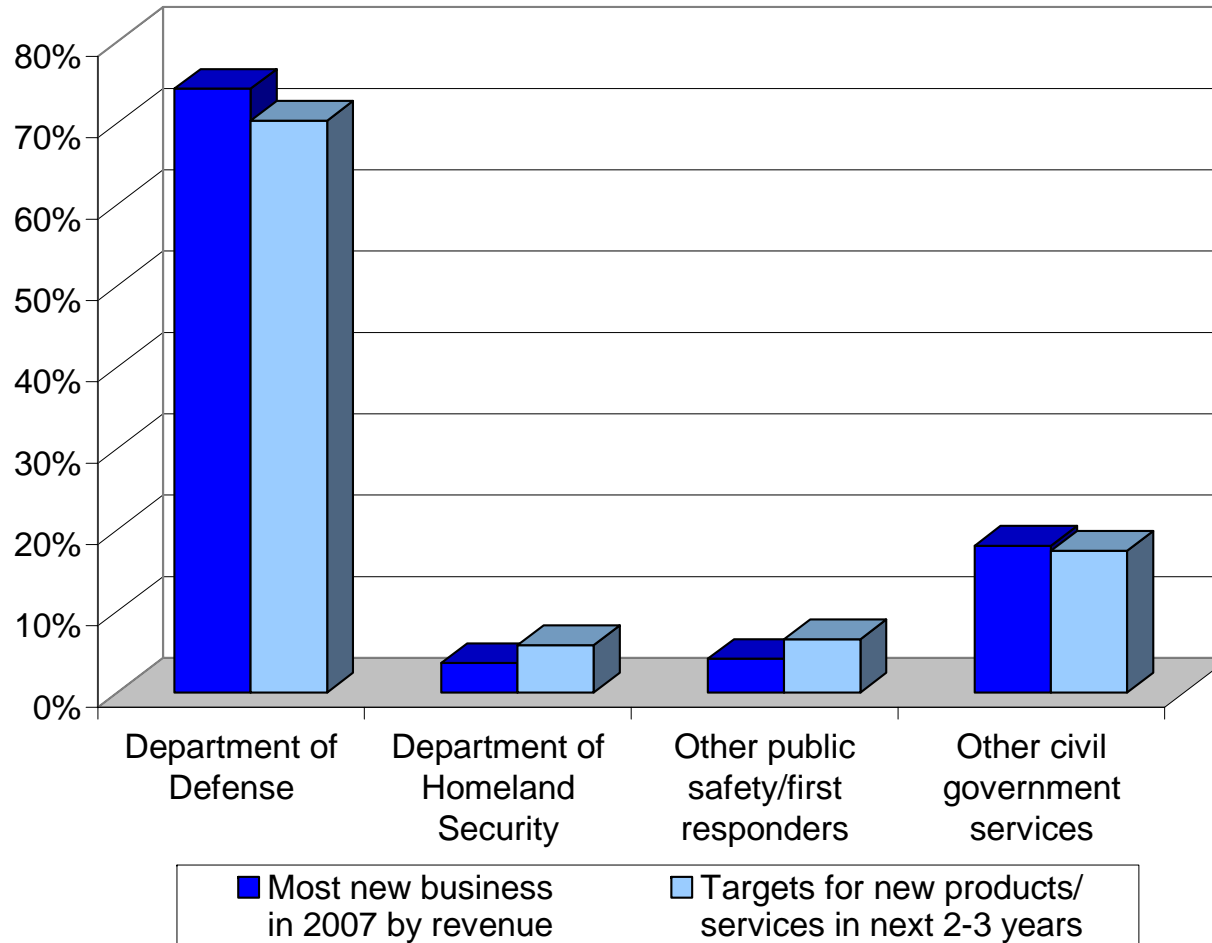
# What percentage of business came/will come from government entities?



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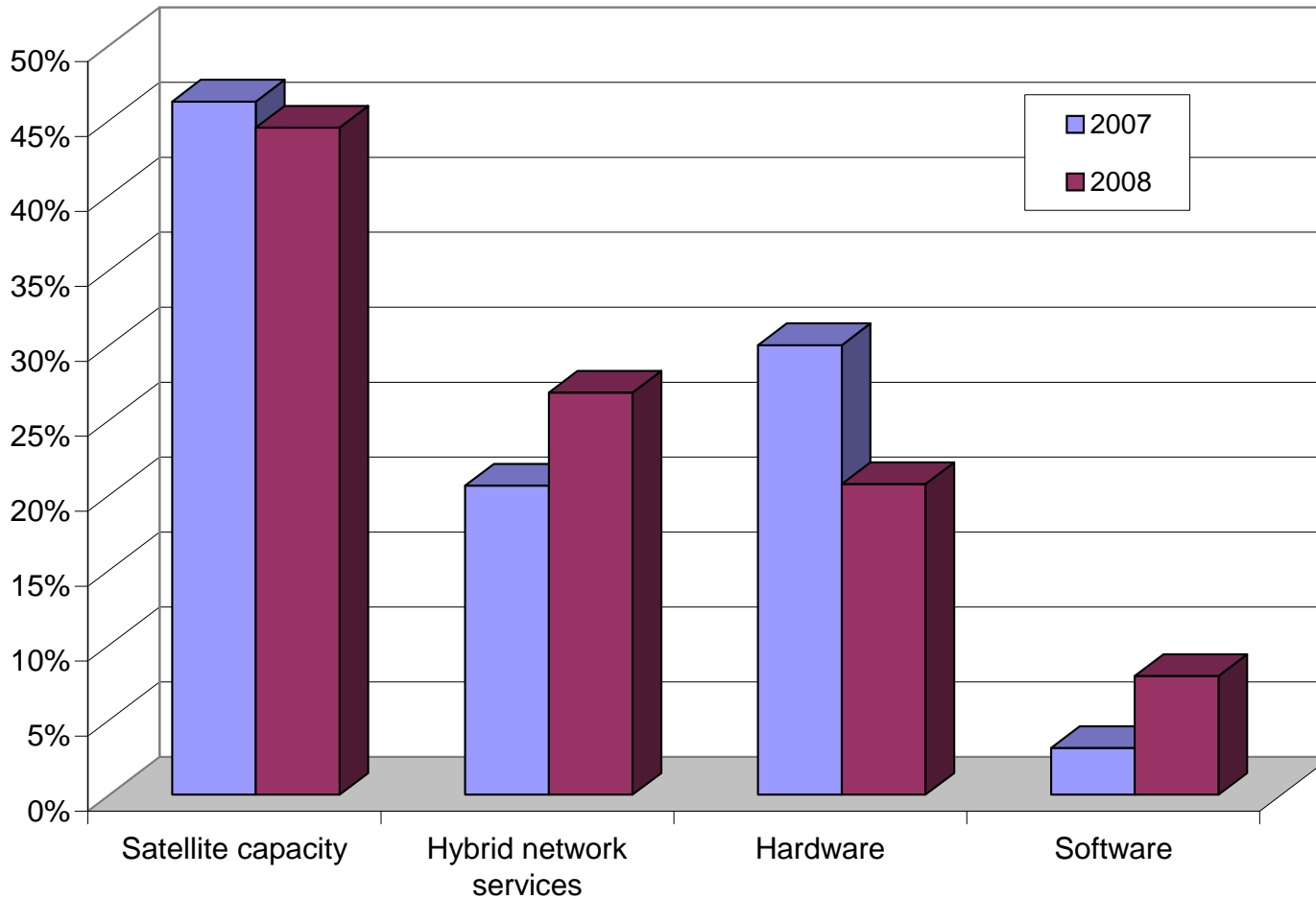
## *How do commercial attendees view their government sector business?*



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# *What products/services will provide most new business in next 2-3 years?*

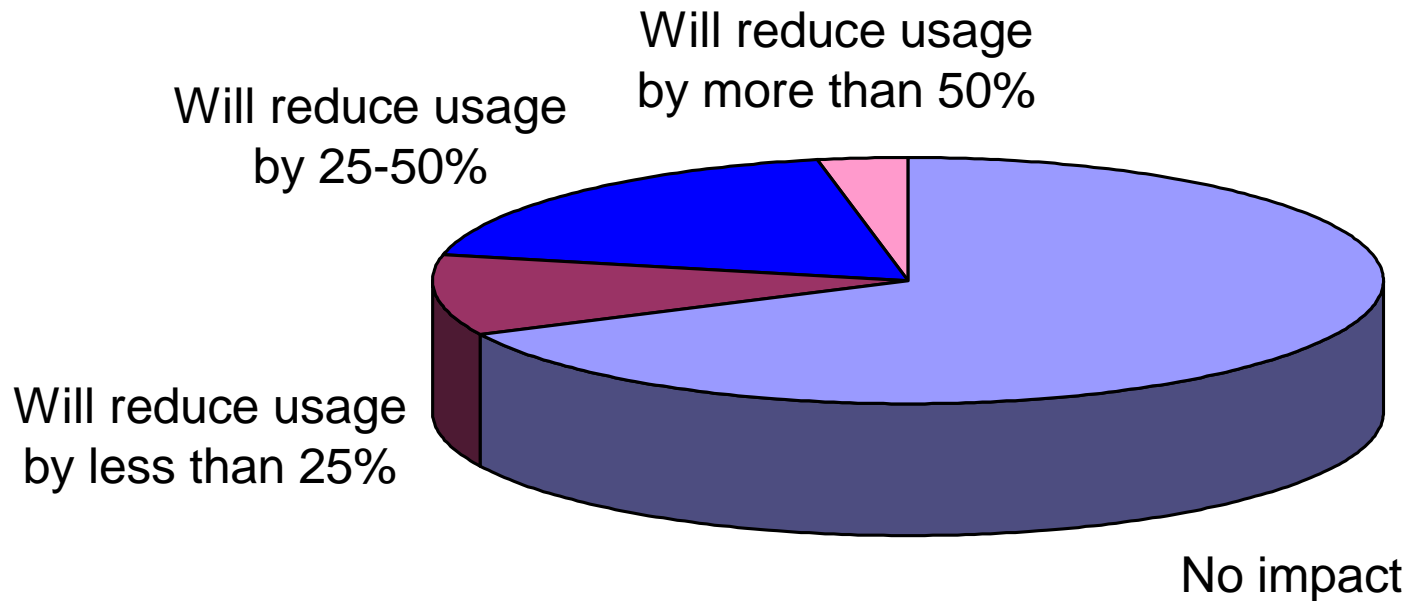


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# How will new MilSatCom launches impact ComSatCom use?

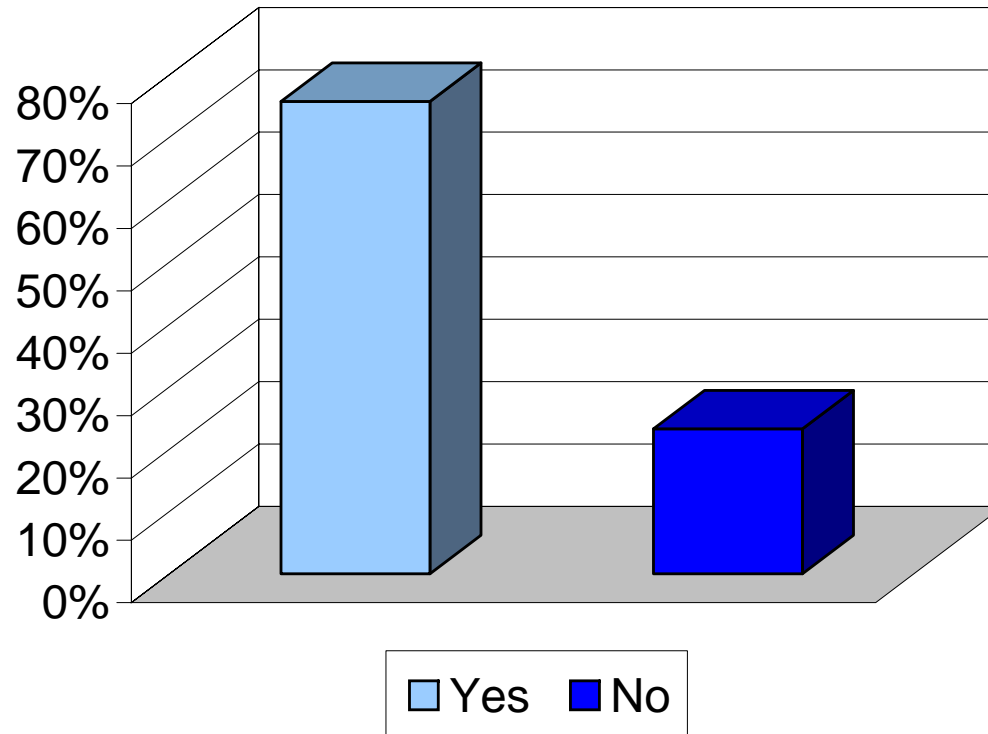
Government/military attendees views



*Results You Can Trust*



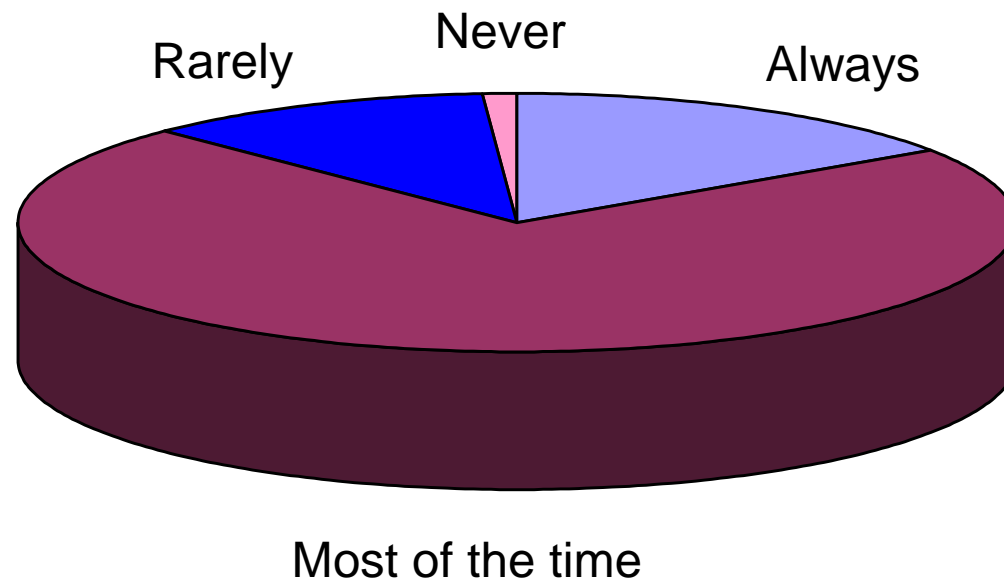
# *Does commercial satellite industry understand government needs/procurement requirements?*



*Results You Can Trust*



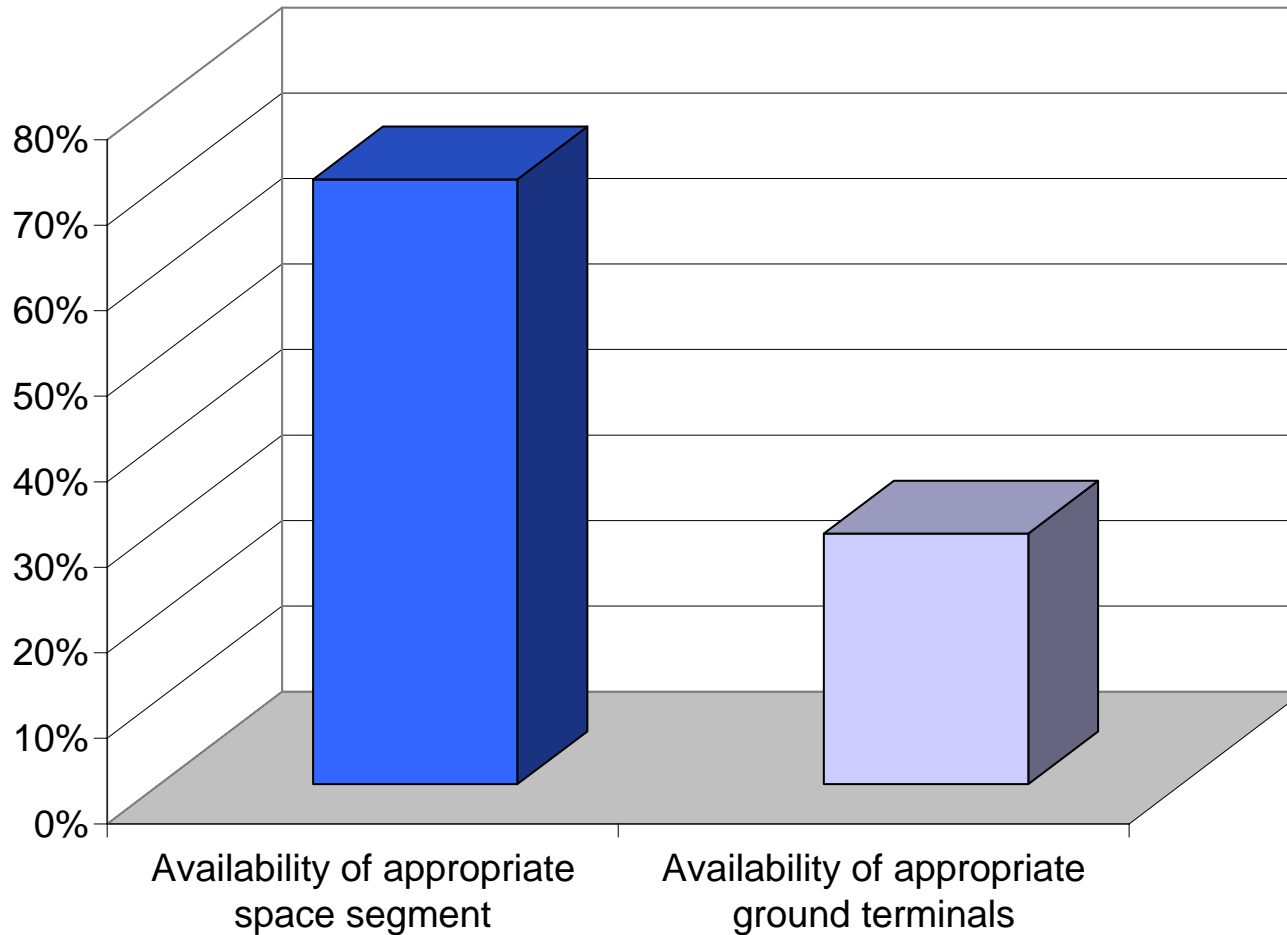
## *Do commercial satellite vendors meet government needs in a timely manner?*



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# *What is government's greatest challenge in utilizing commercial satellite capacity?*



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