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PRESS RELEASE

LEADING SATELLITE OPERATORS JOIN TO PROMOTE INDUSTRY-WIDE TRAINING INITIATIVE FOR SATELLITE TECHNICIANS

Intelsat and SES to Support Provision of VSAT Installation Training for Technicians in Developing and Developed Countries

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WASHINGTON, D.C. Global satellite leaders Intelsat, Ltd. and SES today announced a call to arms for the worlds 39 satellite operators and thousands of satellite users to endorse technician certification programs for teleport operators, VSAT installation companies and media uplinkers. This initiative enables the global technician community to better participate in maintaining an interference-free space segment environment by providing installers with the advanced knowledge and skills they need to perform accurate, efficient VSAT alignments.

At the CEO panel opening the SATELLITE 2009 Conference and Exhibition, Intelsat CEO Dave McGlade and SES President and CEO Romain Bausch jointly emphasized the need to standardize technical knowledge within the user community to ensure that access to critical applications such as video distribution, broadband access, and wireless networks continues with the high availability for which the satellite industry is renowned.

Satellite technology is an essential part of the communications infrastructure. By encouraging that our customers field technicians obtain certification, we create an industry-wide community with improved capabilities and expanded expertise. These additional skills can then support more advanced applications. This is especially important for our customers in developing countries, where satellite technology is a recognized enabler of economic development. Over the past several decades we have provided training to thousands of our customers technicians and satellite engineers, and we view this current initiative as a natural extension of our heritage, said David McGlade, President and CEO of Intelsat.

Romain Bausch, President and CEO of SES said, With demand for satellite services at record highs, the adoption of improved technical accuracy, standardised processes and high quality facilities is incumbent upon the user and the operator. Our long-term involvement with industry organisations such as GVF, WBU-ISOG, WTA, SUIRG and many others speaks to our commitment to join other operators in seeking improvements within the industry, improving the provision of services for our customers and maximising the availability of our satellite resources. We serve many different markets through our global fleet and it is critical that we provide high quality operational support to all of our customers and their customer base; this is particularly important in supporting the adoption of new technologies.

Many thousands of enterprises and millions of individual households throughout the world have an opportunity indeed, one might even say a *right* to receive affordable satellite communications services, said David Hartshorn, Secretary General of the Global VSAT Forum (GVF). This training initiative is being supported by leading operators such as Intelsat and SES to empower the communications community by fostering local expertise even in the poorest nations of the world.

GVF is providing a 50% discount on training for technicians who work for organizations based in Developing Countries.

The *GVF VSAT Installation and Maintenance Training Course* was created by the global industry to serve as the standard for training technicians to effectively install satellite communications networks. The applications being enabled via satellite networks include everything from disaster preparedness, public security, and e-governance to banking, Internet service provision, and broadband access for small-to-medium enterprises and individual households.

GVF's award-winning *VSAT Installation & Maintenance Training Course* is delivered via a combination of online, interactive training modules developed by SatProf, Inc. and instructor-led classroom curriculum. In addition to the online training portal at <http://gvf.coursehost.com>, the program is supported by GVF Instructors and Regional Training Centres located in every major region of the world.

The *GVF VSAT Installer Training Course* materials include a 140-page manual that provides VSAT installers with a set of industry Best Practices. These were established through consensus of the GVF Education & Training Working Group members, which is comprised of volunteer experts from throughout the satellite communications sector.

Trainees who successfully complete the course receive GVF VSAT Installer Certification, and their names and contact details are posted in an online public database that identifies certified technicians as having met GVF Standards. The database, which is used by communications service providers seeking qualified technical support, provides another measure of sustainability for the certified trainees and, therefore for the communications community at large.

The GVF *Training Program* has come a long way, but its full potential has only begun to be realized, Hartshorn said. Skills building is needed in every region of the world by a far greater number of the entities currently engaged in conducting VSAT installations. The resolve of Intelsat and SES to catalyze this process is an important step; were calling upon other members of the satellite operator community to also support the program.

About the GVF:

GVF serves as the unified voice of the global satellite communications industry. Headquartered in the U.K. and with affiliate offices in every major region, GVF is a non-profit association that comprises more than 200 companies from 100 countries and from all sectors of the industry, including satellite operators, earth station and sub-system manufacturers, integrators, teleports, network operators, and carriers, as well as consultants, law firms, publishers and other organisations involved in the satellite industry (www.gvf.org).

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