



Date: 14 April 2005

Release Number: 2005 -13

Convergent Media Systems Selects Intelsat for Worldwide Business TV Requirements

Pembroke, Bermuda, 14 April 2005 – Convergent Media Systems, a business TV market leader serving over 800,000 viewing locations for enterprises such as EDS and Ford Motor Company, has selected Intelsat as a provider of worldwide distribution services for its business TV offerings. Intelsat's global fiber and satellite network will be employed to transmit live and on-demand video communications services, including corporate communications, distance learning and video distribution to some of Convergent's key international customers.

The worldwide rollout began in March with Intelsat providing signal capture, fiber distribution and multiple video uplink services on four satellites – thereby delivering to Convergent a complete, hybrid, end-to-end video solution, and eliminating any need on Convergent's part to procure services from multiple providers for these customers. Additionally, Intelsat will provide comprehensive network monitoring and support, which will allow Convergent to focus on its core business: developing and supporting high-quality content for its customers around the globe.

"Intelsat's complete solution for worldwide business video delivery makes it easy for our customers to distribute and monitor critical communications," said Steve Spengler, Intelsat's Vice President, Sales Data, Carrier and Internet. "Providers of business television know that Intelsat's network allows them to instantaneously deliver their content to as many offices in as many locations as they need – and that our attention to customer service is second to none."

Greg Browning, Vice President, Satellite Corporate Distribution Networks at Convergent, stated, "Coming directly to Intelsat for an end-to-end solution eliminated the complexity and associated inefficiencies of our having to piece together an ad-hoc video distribution and leased capacity solution from multiple providers for some of our most important international customers. We believe that by leveraging Intelsat's strengths – reliability, flexibility and high-quality service – and passing that value along to our customers, we are essentially strengthening our own business."

About Intelsat

As a global communications leader with 40 years of experience, Intelsat helps service providers, broadcasters, corporations and governments deliver information and entertainment anywhere in the world, instantly, securely and reliably. Intelsat's global reach and expanding solutions portfolio enable customers to enhance their communications networks, venture into new markets and grow their businesses with confidence. For more information, visit www.intelsat.com.

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