

THE INSIDER

Quarter 1

March 2008

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Orbital has manufactured five Intelsat satellites including the Horizons 2 satellite. Orbital is the world's leading manufacturer of small to medium class satellites and has built, or is under contract for, over 778 satellites and rockets.

We recently caught up with Chris Richmond, Orbital's Senior Vice President of Global Communications, to discuss Orbital's success and ongoing partnership with Intelsat.

Please share with us Orbital's history, including how it got its start and what the drivers have been to make it as successful as it is today.

Chris: Orbital was founded in 1982 by David Thompson and two business partners. Among other business concepts, the early key success was developing the first space launch vehicle using private financing, as opposed to government or military funding.

Since the early eighties, Orbital has expanded its business beyond rockets and into space systems such as satellite, ground, technical services, and manned-flight systems.

The key elements that enable Orbital to be successful are the business mind set and the commitment of the company to provide services to all its customers, including U.S. government agencies, and domestic and commercial customers.

Dave Thompson emphasizes the importance of making space

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[Read the story...](#)

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The next cycle of solar activity, officially dubbed "Solar Cycle 24," begins March 2008 and will last for eleven years.

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Intelsat at the Forefront

The Case for Intelsat

systems and services affordable, and impresses a can-do attitude to the workforce to build reliable products as schedule demands by the market.



Orbital recently hosted the Society of Satellite Professionals International (SSPI) for a tour of your very impressive Satellite Manufacturing Facility. Please tell us about the site and future plans for further development.

Chris: The Satellite Manufacturing Facility (SMF) at Dulles was originally designed to support manufacturing capability of up to 10 concurrent satellites a year, both government and commercial. With the success of the commercial communication satellite business in recent years, the manufacturing floor space has been expanded to almost twice in size since 2000. To anticipate business expansion, Orbital is rolling out a plan to add both office space and manufacturing area for early 2008. Once complete, the satellite manufacturing capacity will be increased to support up to 16 satellites a year, to handle the current backlog and larger volume of work expected in the near future.

The workforce at Orbital, both in Dulles, Virginia and Chandler, Arizona, has grown to 3,200 employees. The aggregate workforce is comprised of approximately 7% Managers, 16% Business Support, 52% Scientists/Engineers, and 25% Manufacturing/Test staff.

What steps are involved in the manufacturing cycle of a satellite?

Learn about Intelsat's innovative and cost efficient solutions for people to stay connected:

Case Study: [Intelsat Globalizes Largest Concert Event in History](#)

Case Study: [Intelsat and Mindset deliver education to Africa](#)

White Paper: [Circular Polarization versus Linear Polarization](#)

Intelsat Satellite Updates

Future Launches & Satellites

Galaxy 18

May 2008

Long-term Cable and HD Platform

Data/VSAT business and opportunities

Galaxy 19

3Q 2008

Broadcast and Ethnic DTH Platform

[More Launch...](#)

Horizons 2 In-Orbit Testing Successful

In-Orbit Testing (IOT) of the Horizons 2 satellite was successfully completed on Thursday, 10 January 2008

[Learn more...](#)

Galaxy 18 Prepping for Delivery to Sea Launch Home Port

The launch of Galaxy 18 is currently scheduled for Saturday, 3 May 2008

[Read more...](#)

Intelsat Events & Tradeshows

Around the World

CASBAA India Satellite Forum

18 - 18 March 2008

Sponsorship New Delhi, India



Chris: The procurement process can be summarized in four fundamental steps: Contract/Design, Parts Procurement, Integration & Test, and Launch & Mission Operations.

Established customers, such as Intelsat, work with Orbital's Advanced Program Team to quickly analyze the technical elements. Upon hand-over to the program team, the design is verified and the placement of hardware order begins.

The procurement phase takes some time and it is typically 12 to 13 months before the hardware arrives at Orbital's facility. Once the hardware is inspected and approved, the manufacturing team integrates the units onto the respective subsystems, and the assembled spacecraft undergoes operational testing to ensure quality performance over the designed lifetime.

The integration and test phase requires approximately 10 months for commercial communication satellites and longer for scientific or instrument mission satellites, where added scope of work is required due to the nature of the project.

Finally, the completed spacecraft is shipped to the launch site to be fueled and integrated onto the designated launch vehicle, and then launched. Upon separation from the launch vehicle, the satellite undergoes a series of maneuvers and reaches the final orbit or a test slot, where complete testing will be done remotely to verify proper operations.

With substantiated performance data, the spacecraft is deemed healthy and is handed over to the customer. The final phase usually takes about two months from shipping to hand-over.

Tell us about the various tests a spacecraft undergoes before it's considered space-worthy and ready to ship to a customer.

SatCom Africa 2008

7 - 11 April 2008

Stand 37 Johannesburg, South Africa

NAB 2008

14 - 17 April 2008

Booth # C4837, C6648

Outdoor Booths OE402, OE346

Las Vegas, NV, USA

[Complete Intelsat Events & Tradeshows listing](#)

Global Telecommunications Meeting

GTM2008

2-5 June 2008

www.GTMintelsat.com

GTM is the original global telecommunications meeting, and is attended by over 3,000 world wide industry professionals.

Last year 34% of attendees were from Europe and Middle East, 40% from North America, 10% from Latin America, 9% Asia Pacific, and 7% from the Africa.

[Learn more...](#)

Intelsat Press Releases

Hot off the Press

04 March 2008

[Children's National Medical Center Implements International Telemedicine Network with Intelsat, iDirect](#)

27 February 2008

[ViewAfrica Extends Contract with Intelsat to Increase Its Channel Offering](#)

26 February 2008

[Intelsat Introduces Innovative Solution](#)



Chris: Testing starts with the nuts and bolts for many of the electronic parts. Full electronic performance and environmental testing (temperature cycling, vibration testing, shock testing) is performed on all electronic components flown on the spacecraft.

The satellite testing begins at the subsystem level. The propulsion subsystem is leak tested during the propulsion manifold assembly. The bus and repeater electrical testing is done at the panel assembly prior to mating to the core structure.

Once the spacecraft is assembled a full electrical system test is performed. During the "single line flow" the integrated satellite is subjected to mechanical environments: vibration, acoustic and shock testing. The testing is to ensure the spacecraft can withstand the mechanical induced stress simulating the launch environment. The spacecraft then undergoes thermal testing at space-simulated extreme temperatures, both cold and hot, in a vacuum.

After the spacecraft completes environmental testing a final electrical system test is performed. The spacecraft antennas are then verified on the antenna range and the spacecraft is prepared for shipment.

Mobile Reach Redefines Cellular Backhaul Economics for Rural Areas

By Vijay Jadhvani

Intelsat has discovered a way to put the power of a cell phone into the hands of consumers in rural areas. With Mobile Reach, a managed cellular backhaul solution, connectivity is live in sparsely populated regions!

Mobile Reach was launched in Brazil to enable the winners of the 3G

[for Rural Cellular Backhaul Services](#)

[Read Intelsat Press Releases](#)

Intelsat Announcements

Staff Changes

James "Jim" Frownfelter resigns as
Chief Operating Officer

Steve Spengler promoted to Executive
Vice President of Sales and Marketing

Thierry Guillemain promoted to
Executive Vice President & Chief
Technical Officer

Kurt Riegelman promoted to Senior
Vice President, Global Sales

Tobias (Toby) Nassif promoted to Vice
President, Satellite Operations &
Engineering

Joe Anderson promoted to Vice
President of Customer Support
Engineering and Capacity Management

Edward Berger promoted to Vice
President, Business Development

If you have any questions about these
staff changes, please contact your Sales
Representative.

Customer Relations

OU & Special Events

With a team of broadcast event experts
located around the world, Intelsat is
available to provide you with a seamless
end-to-end broadcast service.

[Learn about a one-stop-shop for all
your broadcast needs...](#)

[OU & Special Events Calendar](#)

licenses to fulfill their Universal Service Obligations of providing cellular coverage to rural areas. Mobile Reach rollout is planned for the Latin American region in 2008 with initial introduction in Brazil via our distribution partner Hughes Network Systems.



Mobile Reach combines the power of satellite with state-of-the-art ground network, and is bundled as a managed solution. Mobile service operators enjoy a true one-stop-shop experience from initial consultation to order fulfillment. With Mobile Reach the customer pays only for minutes used. This pay as you go model is designed to offload the customers' risks of economically reaching beyond the fringes of their existing network to new sparsely populated regions.

Mobile Reach leverages GSM competencies so mobile service operators can focus on faster revenue generation with no integration distractions. Shared satellite capacity solutions, such as Mobile Reach, are a natural fit for cell sites with smaller bandwidth requirements and/or whose traffic variability is high.

[Download the Mobile Reach Datasheet](#) today!

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Intelsat Network Operations

[Learn more...](#)

Video Fiber Network

[Learn about our upgrades](#)

Fleet Update

[Check out our fleet map](#)

Rate changes for 2008

[Effective 1 March 2008](#)

2008 U.S. Presidential Elections

[Learn more...](#)

Billing Issues

[Get in touch with our invoice team to answer questions and solve billing issues.](#)

MyIntelsat

[Learn about Intelsat's Customer Extranet](#)

Suggestion Box

If you have story ideas, topics or other content information you wish The Intelsat Insider to include, please send an email to [Noemi Tello-Botdorf](#), Editor-in-Chief. And a special thanks to all our [contributors](#) who made this edition possible.

Intelsat Partnering with Sentech to Deliver World Cup 2010!

by Rhys Morgan



Special Events is pleased to announce Intelsat's marketing alliance with Sentech for the 2010 World Cup. The marketing synergies of the alliance will ensure the provision of high-level delivery of telecommunications solutions. The agreement bundles both companies' resources to include satellite capacity, licensing, teleports and location services.

Both companies' strengths will better support broadcasters covering this event. Intelsat will supply its expansive international knowledge and special events experience in combination with its industry leading global satellite and fiber-network. As a South African state owned company, Sentech will contribute its substantial infrastructure and local knowledge, including domestic licensing and provisioning expertise.

Intelsat and Sentech plan to offer the following resources during the 2010 World Cup:

- Satellite Capacity
- Teleport Services
- Fully Managed Broadcast Solutions
- Compression Equipment - in both HD and SD
- Conditional Access
- Transportable Earth Stations
- Access to Intelsat's fiber network
- Broadcast and location consultation services
- Tape play-out, live shot and transmission services from key locations

At Intelsat, we understand that cooperation with other leading companies is important to building success. We are excited about our alliance with Sentech and look forward to fostering business and economic growth in Africa for World Cup 2010 and beyond.

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Intelsat Scores Winning Touch Down in Super Bowl XLII

by Iliana Tuya-Velo

Intelsat provided our Latin American customer, TV Azteca Mexico, with production and Satellite News Gathering (SNG) services from Arizona the week prior to the Super Bowl XLII. We provided coverage from various landmarks in the Phoenix, Tempe and Glendale areas as well as the complete transmission and personalized production of Super Bowl XLII out of the University of Phoenix Stadium on 3 February 2008.



"The Coverage provided to us by Intelsat the week prior to and during the actual Super bowl XLII out of Arizona was first rate. The video and audio qualities were excellent and we are very happy with the finished product. Super Bowl was again a successful event for TV Azteca!"

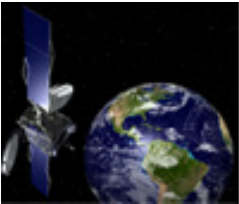
Juan Manuel Mendoza Ramirez – Executive Producer
TV Azteca

It takes a true team effort to promote and broadcast an event like the Super Bowl. With careful planning and collaboration, Intelsat and TV Azteca Mexico brought the excitement of the Super Bowl home to audiences in Latin America.

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Horizons 2 In-Orbit Testing Successful

by Jean-Luc Froeliger



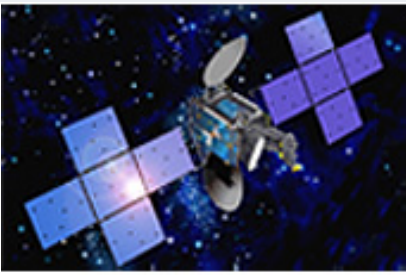
In-Orbit Testing (IOT) of the Horizons 2 satellite was successfully completed on Thursday, 10 January 2008, and operation of the satellite was transferred from Orbital Sciences Corporation to Intelsat on Monday, 14 January 2008.

The Horizons 2 is currently in service. [Download the Horizons 2 Datasheet.](#)

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Galaxy 18 Prepping for Delivery to Sea Launch Home Port

by Travis Taylor



Galaxy 18 has been taken out of storage at Space Systems/Loral and is being prepared for shipment to Sea Launch Home Port in Long Beach, California. The launch of Galaxy 18 is currently scheduled for Saturday, 3 May 2008 aboard Sea Launch's Zenit rocket.

This will be the first Sea Launch Company launch for Intelsat since the Galaxy 16 mission on 18 June 2006.

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Stormy Space Weather Ahead

by [Thierry Guillemin](#)

The next cycle of solar activity, officially dubbed "Solar Cycle 24," begins March 2008 and will last for eleven years. The "solar cycle" is a mathematical model of the level of solar activity (measured by the number of sun spots) which has historically been observed to go through an 11 year cycle. Solar storms can occur at anytime during a solar cycle but the frequency of occurrences generally varies throughout the cycle between a minimum and maximum level. A panel of solar experts from the National Oceanic and Atmospheric Administration's (NOAA) Space Environment Center predict that the level of activity during Solar Cycle 24 will peak between October 2011 and August 2012.

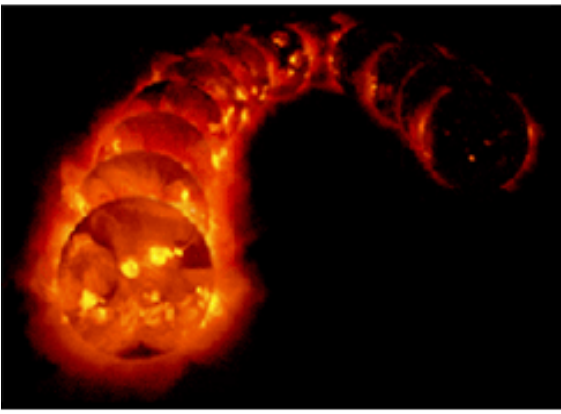
Solar Impact

Solar activity never ceases. We are currently in a period of "solar minimum", which means there are relatively fewer sun spot, or solar storm events. It is important to recognize, even though we are in a minimum period, severe solar storms can, and do, still occur.

Solar activity of concern includes solar flares and coronal mass ejections (CME's) which are vast explosions that shoot energetic photons and highly charged matter into space. When these ejections are aimed toward Earth, they interact with the planet's ionosphere and geomagnetic field. These events potentially affect power grids, communications, satellites operations, threaten astronauts with harmful radiation, and are the cause of the brilliant sheets of red and green lights seen in the northern or southern night time sky known as auroras.

Consequences

Solar weather creates a variety of possible impacts on communication spacecraft from interfering with the communications signals to causing undesirable impacts on the satellite equipment and operation. Severe solar storms can interact with Earth's atmosphere causing degradation in both the uplink and downlink signals. Such degradation is very rare and temporary, lasting only as long as it takes for the solar activity to pass.



(Photo: Courtesy of NOAA)

In addition to this possible degradation in communication links, these solar storms can impact the operation of the spacecraft itself. These impacts can take on a variety of symptoms depending on the type or phase of the space weather event. Symptoms range from attitude control degradations caused by disturbances to Earth's magnetic field which some satellites use for attitude control, to disrupting equipment within the spacecraft. Solar weather can cause surface or deep charging in the satellite structure or electronics which can result in Electro-Static Discharge (ESD) events. The solar weather can also result in Single Event Upsets (SEU's) caused by high energy particles

impacting sensitive electronic units. All of these events can result in unexpected satellite operations; and, in some cases, a weather event may reduce solar array efficiency.

[How Does Intelsat Navigate Solar Storms?](#)

For spacecraft, the right time for preventive actions is long before it is launched; the right time is when the spacecraft is being designed and assembled. Intelsat places special emphasis in our spacecraft construction requirements to help minimize and ride through the impacts from space weather.

Generally speaking, geostationary spacecraft, including Intelsat's, are designed to be protected against all the various effects of the solar activity. There are margins in the solar array design to account for the reduction in efficiency caused by radiation; there are grounding rules to ensure electrons flow without causing big electrostatic discharges; there are software features to filter out the effect of single event upsets caused by heavy particles falling on satellite computers; there are systems on-board to sense the change in the geomagnetic field and take actions to prevent attitude disturbances; there is redundancy designed into the system to account for possible unit failures; as well as many other onboard features designed to navigate space weather events.

While disasters caused by space weather are rare events, minor localized effects of solar weather on spacecraft elements are seen more frequently. Intelsat controllers and engineers have considerable experience in dealing with these effects. They are prepared to address Solar Cycle 24 and any other situations arising at a moments notice, 24 x 7, ensuring the Intelsat fleet retains one of the industry's highest levels of reliability.

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Nurturing a Green Culture

[By Nancy Lumb](#)



Intelsat continues nurturing a "green culture" and plans to expand current initiatives throughout 2008 to other Intelsat locations. Last year Intelsat Corporate Services initiated a program called "We Conserve." The "We Conserve" campaign is committed to slashing Intelsat Washington, D.C. facility's energy consumption by 20% by 2009. Efforts not only cut costs but encourage smart energy use to help protect the environment. As Intelsat finalizes numerous internal projects, it is reaching out to all building occupants to make energy conservation a part of their daily lives as a way to help achieve this 20% reduction. The 2007 campaign focused on the following initiatives:

Energy Conservation Projects

Beginning last April in 2007, Intelsat Corporate Services and contractors began a lighting retrofit project which upgraded the existing lighting systems throughout the entire facility. The project is in its final stages and substantial energy savings are expected to be generated through this upgrade. In fact, this project alone is expected to save over 1.3 million kilowatt hours (KWH = the amount of power expended for one hour) per year. And reducing energy consumption lowers the production of fossil fuels that contribute to environmental contamination. The new lighting system is equivalent to planting 400 trees and removing 225 cars from the road per year.

Another project almost complete is the installation of occupancy sensors (motion detectors) in coffee stations and conference and copy rooms throughout the facility, which will turn lights off when these rooms are not in use. The sensor installation is expected to be completed by the end of February 2008.

Plans to reduce garage light usage are being finalized. In the past garage lights remained on 24x7. Intelsat Corporate Services is finalizing a project allowing segregation of the garage lighting systems so light configurations can adjust depending on lighting requirements. When staffing levels are at their lowest, garage lighting levels are at their lowest too. These modifications save significant energy while still providing safe levels of lighting to building occupants.

Recycling

Last year, easily identified recycling bins were distributed in coffee stations, conference rooms and copy rooms. Based on staff feedback, the program was expanded to include common household battery recycling. Battery recycling containers are located in various copy rooms throughout the building. All staff is encouraged to TAKE ACTION - minimize waste, reuse when possible and recycle.

Use of Environmentally Friendly Products

Last year, Intelsat Corporate Services introduced towel and tissue products made from 100% recycled wastepaper throughout the facility's restrooms. Plus, coreless bathroom tissue saves on waste material. In addition, all products used in cleaning the Washington, D.C. facility meet the requirements for Green Seal Product Standards (<http://www.greenseal.org/>), which means that only environmentally responsible cleaning products are used. The use of these products promotes a healthier work environment and improved indoor air quality for all building occupants.

I Pledge Program

This program was directed at Intelsat staff and contractors as a great opportunity to get involved and pledge their passion to resolve making energy conservation an active part of daily life. Turn off lights when possible, power off office equipment overnight and keep recyclables out of the trash! Folks were asked to sign the pledge card and received a special Intelsat gift. Over 300 individuals signed the pledge – Intelsat continues spreading the word to all new staff and contractors to encourage them to pledge as well!

Intelsat Corporate Services continues to seek and implement new programs and initiatives to continue to nurture a "green culture."

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Intelsat Leads Industry to Victory at WRC-07

by Shriram Kumar

The portion of C-band frequencies between 3400 and 4200 MHz has been allocated to downlink (space-to-Earth) transmissions in the FSS (Fixed Satellite Service) since the late 1960s. C-band provides important commercial and strategic connectivity to businesses, consumers and governments worldwide. Two-thirds of the FSS industry's satellites operate in C-Band and it is the backbone for television distribution, retail transactions, corporate networks, government, satellite news gathering, weather reporting and disaster relief. Currently, there are approximately 160 satellites in the geo-stationary orbit using C-band frequencies. This infrastructure represents an investment in excess of USD \$30 billion in spacecraft and launch costs alone, without taking into account investments in the ground segment made by users and satellite operators.

However, at WRC-07 the ITU discussed the prospect of re-allocating the entire downlink C band spectrum for use by IMT-2000 (terrestrial mobile services). Use of the band 3400-4200 MHz by IMT systems would essentially render it useless for satellite applications and would significantly impact the FSS industry. Proponents of IMT systems had argued that spectrum sharing would offer a compromise solution. However, the search for methods to successfully share spectrum failed.



Figure 1 — Geo-stationary satellites currently in orbit using the band 3400 – 4200 MHz (ITU news 2007)

Following four weeks of deliberations in Geneva, WRC-07 announced its fateful decision on Friday, 16 November. In a resounding victory for the satellite industry, the WRC came down on the side of the "no change" campaign led by Intelsat and other satellite operators, many of our customers, governments around the world and international organizations. The WRC-07 decision has been a key element for ensuring the continuity of C-band FSS operations on a global basis.

Phil Spector, Intelsat's Executive Vice President & General Counsel, commented, "Intelsat was a global leader in the campaign to garner a favorable decision regarding the future use of C-band. I am proud of the efforts

of Intelsat's Deputy General Counsel, Kalpak Gude, and a team that included Jose Albuquerque, Majid Khalilzadeh, Gonzalo de Dios, and Angela Maimo. I know all of us at Intelsat appreciate Kalpak and his team for their many contributions to the success of the 'no change' initiative. Their expertise and determination resulted in securing for the future of precious radio spectrum used by the satellite industry for more than 40 years."

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A Walk through the Fillmore Teleport

by Gerry McAree



If you ever find yourself driving eastbound on California state route 126 through the Santa Clara River Valley, take a look around as you pass through the quaint town of Fillmore and you'll see a giant white "F" chalked on the summit of one of the peaks on your left. Below that chalky Fillmore High School emblem is nestled Intelsat's Fillmore Teleport which has to its credit a number of historic space exploits including command and control of the first commercial spacecraft to orbit the moon.

Avocado Grove

Fillmore is the home of one of Intelsat's best kept secrets. On arriving, you'll enter a secure fence at the base of the property winding uphill along a road passing a cave of shy, yet noble mountain lions and onward through a 40-acre grove of avocado trees. If you're lucky you might catch a glimpse of a California black bear snacking on the day's fallen fruit, a hawk circling overhead, or a coyote slinking over the ridge. As you leave the shadows of the dense avocado grove, you will reach the second secure gate and come upon the incongruity of a futuristic looking teleport, bristling with antennae in a 19th century southern California wilderness.

The Fillmore Teleport was built on a 752-acre parcel in 1982 by the Hughes Aircraft Company as a backup tracking, telemetry, and control center (to the Spring Creek facility in Brooklyn, NY) for the original Galaxy C-band video birds, Galaxy 1, 2, and 3. Lacking any radio frequency interference or encroaching development made this site a perfect place for a west coast teleport. Fillmore continues to boast these essential teleport features to this very day.

Fillmore quickly established a reputation for technical excellence in 1984 when Howard Wisniewski, an Intelsat employee, assisted NASA in locating a wayward WESTAR/PALAPA satellite following a solid rocket booster malfunction during launch. NASA successfully recovered the satellite via a space shuttle spacewalk

after bleeding the fuel for 6 months.

The Great Fly Swatter Caper



In 1985, the Fillmore team further served a role in what became known as the great fly swatter caper in space. When Leasat 3 was released from the shuttle's storage bay, it was designed to roll like a Frisbee and ignite the rocket propulsion system to attain the correct orbit. When the satellite propulsion engine failed to fire, a makeshift fly swatter was affixed to the end of the shuttle's robotic arm, as astronauts attempted to manually flip the ignition switch. The fly swatter successfully initiated the switch and the shuttle distanced itself using the 45 minute programmed delay....unfortunately, the satellite continued to roll silently.

Subsequently, a later shuttle mission harnessed and repaired the wayward satellite affixing a small C-band transmitter so that temperature readings could be received and relayed by the Fillmore Teleport (there was some concern that an ill-timed attempt to thrust the satellite while the fuel was frozen could cause an explosion). After Fillmore captured daily thermal readings over several months, the satellite propulsion system was safely fired up and the satellite launched successfully, attaining orbit.

The teleport grew steadily through the 80's and, with the PanAmSat merger with Hughes in 1997, added the capability to support PanAmSat's satellites. The teleport supported commercial video operations for a time as well.

Raising the Bar

In May of 1998, the Fillmore Teleport set the space tracking and command bar higher when it commanded a safe satellite orbit around the moon, twice. A communication satellite's launch vehicle, originally launched in December 1997, malfunctioned and left the satellite in an unusable elliptical earth orbit. Hughes engineers calculated that a series of precisely timed thruster burns would hurtle the hobbled spacecraft for two trips around the moon and return it to earth in its desired circular orbital slot. Fillmore successfully commanded the vehicle from as far away as 293,000 miles using two-phase combined 3 KW transmitters placing the spacecraft into geosynchronous orbit where HGS-1 performed admirably for many years.

Today



The Fillmore Teleport serves today as a perfect home for any customer seeking to establish a large footprint and desiring growth. The facility supports 14 C-band, 3 Ku-band, and one active Ka-band antennae along with two major fiber routes (one via Pac Bell and one via Verizon). The site master plan on file with Ventura County already approves locations for 15 additional antennae and 5 RF buildings. The main building is 12,500 square feet with 6,700 square feet of technical space on the first floor. Southern California Edison provides 16KV feeder to a 1000KVA transformer and the UPS/Generator facility was upgraded in 1999.

Contact

So if you have a yearning for the most luscious avocados you have ever tasted and want to investigate one of our teleport jewels, give Intelsat a call and either Randy Hale, the Fillmore Teleport Manager, or Jeff LaMastus, Director, Satellite Services will be glad to show you around.

Randy Hale: +1 .805.524.4444

Jeff LaMastus: +1.404.381.2637

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Fillmore Teleport Key to Sea Launch's Return to Flight

by Randy Hale

TOSS & IOT Provided by Fillmore Teleport



Randy Hale on the left and Alex Caldera on the right

[Sea Launch Company](#), slated to deliver the Galaxy 18 and Galaxy 19 satellites to space in 2008, successfully returned to flight on Tuesday, 15 January 2008, exactly one year after a launch anomaly resulted in the total loss of the NSS-8.

Intelsat's Fillmore Teleport, in Fillmore, California about 60 miles northwest of Los Angeles, provided the Transfer Orbit Support Services (TOSS) and In-Orbit Testing (IOT) for the launch of Thuraya-3. Most of Intelsat's teleports are capable of providing TOSS and a few IOT services - for customers and our own spacecraft. Watch the [launch video](#), featuring Fillmore Teleport at the 1:58 mark.

[Download Intelsat In-Orbit Testing \(IOT\) Services Datasheet](#)

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The Case for Intelsat

Intelsat doesn't just provide satellite coverage to our customers. We also offer innovative and cost efficient solutions for people to stay connected. A few of our recent case studies and white papers illustrate these achievements:

Case Study

[Intelsat Globalizes Largest Concert Event in History](#)

When event organizers and broadcasters have simultaneous projects underway and those events are happening around the globe, having an advanced network in place that can transmit content in various formats to various outlets without interruption or loss is paramount. However, it can be challenging to choose the right network that can deliver always-on, secure connectivity. That indeed was the challenge Live Earth organizers faced in July 2007 during the logistical planning of the largest concert event in history.

[Download the case study](#) today!

Case Study

[Intelsat and Mindset deliver education to Africa](#)

Challenged to provide a Distance Learning and tele-medicine application for Mindset Network, Intelsat created a solution that has since enabled the delivery of educational materials to 1,250 schools, 306 public hospitals and clinics in South Africa and more than 1.5 million homes across the continent.

[Download the case study](#) today!

White Paper

[Circular Polarization versus Linear Polarization](#)

This white paper provides a high level analysis of circular and linear polarization, and alleviates the confusion and misconceptions surrounding these forms of technology.

[Download the whitepaper](#) today!

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OU & Special Events

by Brian Duffey and Justine Gardner



Intelsat's Special Events Team provides a one-stop-shop for all your broadcast needs. With a team of broadcast event experts located around the world, we are available where you need us, when you need us, with the regional knowledge to provide you with a seamless end-to-end broadcast service. Whether you need a tape play-out from an unusual location, SNG with full production and crew, or on-site production and transmission build-out, we have the resources and the global network to get your signal where you need it to be!

- One-stop-shop
- 24/7 Operations Center
- Dedicated OU capacity on our worldwide satellite network for worldwide coverage
- Points of Presence and Intelsat managed fiber in key cities, worldwide
- Extensive database of 3rd party vendors and contacts world-wide, providing local knowledge and expertise
- Dedicated pool of broadcast infrastructure for fast, cost effective build-outs of transmission platforms
- Project and on-site management
- Rate-card for services from major cities
- For more information contact your Sales Representative or the Global Scheduling Center.

[Special Events & Occasional Use Calendar](#) | [Special Events - COPA LIBERTADORES 2008](#)

Global Scheduling Center

Telephone: +1 404-381-2340 or +1 888-442-4887

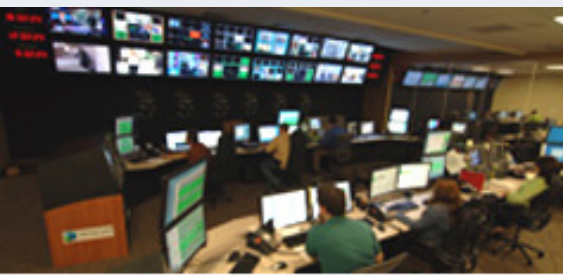
Fax: +1 404-381-2335

Email: bookings@intelsat.com

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Intelsat Network Operations

by Karen Morales



Intelsat Video Operations Center

Intelsat Network Operations provides customers a superior level of service and reliability. They are equipped with 10 gigabit redundant network linking all sites and teleports in the U.S.

[Download Intelsat Network Operations contact numbers and teleport listings](#)

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Upgrades to the Video Fiber Network

The Intelsat Video Fiber Network can now be accessed via The Switch (Los Angeles), Ascent Media London and PacTV for both Occasional Use and Full-Time services. Through these major video meet-me locations, customers can access any of our five commercial teleports and other PoPs on the Intelsat Video Fiber Network. We have also added an interconnect with RRSat's fiber network. This gives customers access to RRSat's Rheem Teleport in Israel. For a full listing of Intelsat Video Fiber Network PoP locations and interconnect partners, please contact your sales representative.

Fleet Update

Intelsat brings you the benefits of the worlds' most extensive and secure satellite communications network.

- [Complete fleet map](#)
- [Horizons 2 Fact Sheet](#)
- [Launch Schedule](#)

Rate changes for 2008

New rates are effective 1 March 2008. Please contact your Sales Representative with specific questions about the new rates.

Sales Contacts

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sales.africa@intelsat.com

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Latin America & Caribbean

+1 305-445-5536

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Europe & Middle East

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sales.eme@intelsat.com

2008 U.S. Presidential Elections



Intelsat is on hand to assist with your election coverage. We can provide anything from straight space segment and teleport facilities to co-coordinating production and OU transmission services and solutions. The GSC and Special Events Team is here to support your broadcast requirements for the 2008 election. Contact us at +1 404 381 2340 or at specialevents@intelsat.com.

Billing Issues

If you are experiencing any issues with your monthly Intelsat invoices, please contact your Sales Representative or send an e-mail to billing.inquiries@intelsat.com. Each region is assigned with a dedicated invoice team to answer questions and solve billing issues.

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Customer Extranet, *MyIntelsat*

MyIntelsat is the Intelsat Customer Extranet. This portal facilitates business-customer collaboration. Customers can request access to *MyIntelsat* by contacting their Sales Representative. Here are a few capabilities on *MyIntelsat*

Applications

- Lease Portfolio/Lease Pipeline
- Channel, Carrier Based Services
- GXS Reports
- Invoices

Tools

- Detailed coverage maps
- Earth station registration
- Earth station search
- Faraday rotation calculator
- Payload reconfiguration notes (PRM)

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Staff Changes

[James "Jim" Frownfelter resigns as Chief Operating Officer](#)

Since joining Intelsat as part of the PanAmSat acquisition in July 2006, Jim has been a major contributor to the success of our company. As Intelsat's chief operating officer, Jim was responsible for the overall management of the company's operations including engineering, fleet development, network operations, digital video services, space systems, product development, and sales & marketing. Jim's disciplined management style was key to accomplishing our integration objectives.

Jim submitted his resignation from Intelsat on 8 February 2008. We wish him well in his future endeavors.

"We thank Jim Frownfelter for his years of service to PanAmSat, and for his contributions to our successful merger integration progress."

—Dave McGlade, Intelsat CEO

[Steve Spengler promoted to Executive Vice President of Sales and Marketing](#)

Mr. Spengler most recently served as Intelsat's Senior Vice President, Europe, Middle East, Africa & Asia Pacific Sales, and has over 25 years experience in the telecommunications industry. Since joining Intelsat in 2003, Mr. Spengler served in a number of sales leadership positions, and led Intelsat's Global Marketing and Sales organizations immediately prior to Intelsat's acquisition of PanAmSat in 2006.

Steve will have responsibility for Intelsat's global marketing and sales efforts, which include providing services to media and network services customers in approximately 200 countries and territories.

[Thierry Guillemin promoted to Executive Vice President & Chief Technical Officer](#)

Mr. Guillemin most recently served as Intelsat's Vice President of Satellite Operations & Engineering, where he was responsible for the service availability of Intelsat's in-orbit fleet of satellites. Mr. Guillemin has over 25 years experience in the satellite industry, in disciplines including spacecraft development, launch and operations.

Thierry will be responsible for customer operations, space systems management and planning, and satellite operations.

Kurt Riegelman promoted to Senior Vice President, Global Sales

In his new role Kurt is responsible for all of Intelsat's sales activities around the world. He now reports to Stephen Spengler, Executive Vice President, Sales & Marketing. Reporting to Kurt are the Regional Vice Presidents of Sales and the Sales Support organization headed by Gerry Heller.

As Intelsat's former Senior Vice President, Americas Sales, Kurt successfully led the team through the challenges of integrating two global sales forces. He also delivered well in excess of the company's revenue targets in the first year of combined operations. Kurt brings more than 15 years experience in the satellite industry to his new role and is based in Washington, D.C.

Tobias (Toby) Nassif promoted to Vice President, Satellite Operations & Engineering

Toby is responsible for all aspects of operations and engineering of Intelsat's global satellite fleet and for operating the satellites of third-party customers. A former officer in the U.S. Navy and professor of computer science, Toby most recently served as the Senior Director, Long Beach Satellite Operations Center (LSOC). In his new role, Toby reports to Thierry Guillemin, Senior Vice President & Chief Technical Officer.

Toby has 13 years experience in the satellite industry. Toby will share his time between the Long Beach Satellite Operations Center in California and the East Coast Satellite Operations Center (ESOC) in Washington, D.C.

Joe Anderson promoted to Vice President of Customer Support Engineering and Capacity Management

Joe previously held the position of Director, Flight Insurance and Satellite Planning at Intelsat. He has spent 15 of his 20 years in the space industry with Intelsat, and has experience ranging from spacecraft design and operations to satellite planning, procurement and insurance. He has been responsible for large scale project management, and numerous projects requiring technical input.

In his new role as Vice President of Customer Support Engineering and Capacity Management, Joe leads Intelsat's Customer Support Engineers, located in regional sales offices around the world, who work directly with customers to design communication network solutions. Joe also leads Intelsat's Capacity Management team which is responsible for ensuring optimal utilization and availability of the Company's inventory of capacity on its global satellite fleet.

Joe brings strong leadership and excellent customer relationship skills to a team of very talented satellite engineers.

Edward Berger promoted to Vice President, Business Development

Ed has been with Intelsat for nearly two years; initially exploring a variety of business opportunities in the provision of mobile services, he more recently took responsibility for heading the Business Development group on a global basis.

Intelsat's Business Development Group is charged with enhancing shareholder value through the creation of strategic alliances, regional partnerships, joint ventures and targeted investments/acquisitions.

With responsibilities that cover the globe, the Business Development group looks forward to working with our partners on development of strategic opportunities.

If you have any questions about these staff changes, please contact your Sales Representative.

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Contributors

Brian Duffey, Senior Manager, Special Events - Americas

Jean-Luc Froeliger, Senior Director, Space Systems Acquisition

Justine Gardner, Manager, Special Events - International Region

Thierry Guillemin, Executive Vice President and CTO

Randy Hale, Senior Manager, Fillmore Teleport

Vijay Jadhvani, Product Marketing Manager, Network Services

Shriram Kumar, Engineer, Spectrum Engineering

Nancy Lumb, Manager, Facilities Operations & Maintenance

Gerry McAree, Senior Sales Director, Cable & Emerging Media

Karen Morales, Shift Supervisor, Rapid Access Center

Rhys Morgan, Senior Sales Director, Europe, Middle East & Africa Sales

Pallavi Oberoi, Online Manager, Marketing Communications

Travis Taylor, Senior Specialist, Corporate Communications

Noemi Tello-Botdorf, Direct Marketing, Marketing Communications

Andrew Thomann, Copywriter, Marketing Communication

Iliana Tuya-Velo, Sales Director, Broadcast Services - Northern Region

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