

High Throughput Satellites (HTS)

“Show Me the Margin....and the Spectrum, and the Value Chain, and the Hardware, and the Investors, and.....”

Jones Day Building - Washington DC - May 24



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Format: Roundtable Panel Discussion

07.00 Registration & Refreshments

08.30 Welcome & Introduction

08.40 Keynote: The Macro-Economic Elephant in the Room

- Revenue / Mbps – Bandwidth Bonanza or Pricing Apocalypse?
- Bandwidth Hunger Games: Dying for More Data
- Greener Grass: Enterprise VSAT, Consumer Broadband and Mobile Trunking/Backhaul
- Where Are the Next Lucrative Markets?
- SmallSats, LargeSats & Everything in Between
- Commercial Communications vs. Earth Observation

Brad Grady, Senior Analyst, **NSR**

09.00 Roundtable 1. Operators – Meet Your New Value Chain

- Is Vertical the New Horizontal?
- The Devil's in the Distribution
- Is It Wrong to Compete with My Customers?
- Cannibalization: What's on Today's Menu?
- Reach for the Sky: UAVs, HAPs, and Balloons

Moderators: **David Hartshorn**, Secretary General, **GVF** & **Brad Grady**, Senior Analyst, **NSR**

Dave Rehbehn, Vice President, International Division, **Hughes**

Ashok Rao, VP, Advanced Technology & Innovation, **O3b Networks**

Ric Vandermeulen, VP, Space & Satellite Broadband, Government Systems, **ViaSat**

Diego Paldao, Vice President, Sales, **SpeedCast**

10.00 Roundtable 2. Ground Segment – Are We There Yet?

- ESIM Equipment and the Next-Generation HTS Mobility Solution
- Can Zillions of Low-Cost Terminals Simultaneously Transmit Without Interfering?
- VSAT Antennas – How Small is “Small”
- Will the Phased Array Market Really Be Worth \$710 million by 2025?
- Customer Requirements: Is What They Want What They Get?
- Terminal Cost vs. Price: The New Inflection Point

Moderator: **David Hartshorn**, Secretary General, **GVF**

Fred Morris, Vice President, Product Marketing, **Comtech EF Data**

Greg Quiggle, VP of Product Mangement, **iDirect**

John Landovskis, Vice President, PLM & Business Development, VSAT & Modem Products, **Advantech Wireless**

Stuart Daughtridge, VP Advanced Technology, **Kratos**

Mick Gardina, User Terminal Partner Manager Maritime, **Inmarsat**

11.00 Refreshments

11.30 Roundtable 3. Cyber Insecurity – Existential Threat...or the Next Killer App?

- It Can't Be All That Bad (Can It?)
- Taking Cyber-Attackers to Task – The Satellite Industry Rallies
- What "Best Practice" Looks Like P & L: Putting Cyber-Security in Your Corporate Portfolio
- How to Collaborate with Your Customers and Vendors
- Locking the Back Door (and the Front Door and the Windows and...)

Moderator: **Mauricio Paez**, Partner, **Jones Day**

David Henning, Director, Network Security, **Hughes**

Rakesh Bharania, Chairman, **GVF Cyber-Security Task Force** & Tactical Operations, **GVF** & **CISCO**

Andy Tomaszewski, CIO, CISO & VP Advanced Programs, **iDirect**

Byron Parker, President, **Comsource**

Vinit Duggal, Director & Chief Information Security Officer, **Intelsat**

12.30 Lunch:

13.30 Roundtable 4. WRC-15 – Making Love, not War in the Post WRC15 World

- From WRC-15 to WRC-19... Now What?
- All Aboard! Getting on the FCC 5G Spectrum-Sharing Train
- Is It Possible to Share Satellite Spectrum with IMT?
- If So, in What Bands and With What Innovations?
- And the C-band Battle Is Over, Right? (Please Say Yes)

Moderator: **Bruce Olcott**, Partner, **Jones Day**

Tom Stroup, President, **SIA**

Veena Rawal, Senior Spectrum Advisor, **GSMA**

Yvon Henri, Chief, Space Service Department, **International Telecommunications Union (ITU)**

Ric Vandermeulen, VP, Space & Satellite Broadband, Government Systems, **ViaSat**

Carlos Nalda, Principal, **LMI Advisors**

Michael Ha, Deputy Chief Policy & Rules Division, **FCC OET**

14.30 Roundtable 5. Focus on Mobility - Following the Money

- Business Model Trends in Aero and Maritime
- HTS supply: Setting the Course Over Maritime and Aero Corridors
- Navigating the Value Chain: Acquisitions, Alliances, or Alone
- HTS for IoT on Land, Sea, and Air
- What does HTS mean for the Mobile Terminals Market
- Government Demand for Mobility: Picking Up Speed?

Moderator: **Sima Fishman**, Managing Director, **Euroconsult USA**

David Helfgott, CEO, **Phasor Solutions**

Joe Spytek, CEO, **ITC Global**

Timothy Shroyer, Chief Technology Officer C4ISR, **General Dynamics Mission Satellites**

Armand Musey, Founder, **Summit Ridge Group**

15.30 Refreshments

16.00 Roundtable 6. Space Segment – Did You Say Eighteen Hundred Satellites in 10 years?

- Is That a Pie in the Sky?
- Can Industry Build Enough Satellites?
- Can Manufacturers Build – and Launch – Enough Rockets?
- Those Pesky Customers: Are Manufacturers and Launchers Responsive?
- Are New Apps Driving New Satellite Designs?
- Do New Design Drivers Include Apps Like Big Data and Enterprise Analytics, Internet of Things, Connected/Autonomous Cars, or Microgravity?

Moderator: **Janice Starzyk**, President, **WSBR**

Tim Logue, Senior Director, **Thales Alenia**

Steve Sichi, Director Design Centre, **Boeing**

Eric Spittle, Vice President & Deputy GM, **MDA Information Systems**


Warren Frick, Launch Vehicle Business Development Manager, **Orbital ATK**

Tommy Sanfora, Executive Director, **Commercial Spaceflight Federation**

17.00 Closing remarks

David Hartshorn, Secretary General, **GVF**

17.15 Evening Reception

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