

THE XXV INTERNATIONAL CONFERENCE OF
OPERATORS AND USERS OF SATELLITE
COMMUNICATION NETWORKS OF THE RUSSIAN FEDERATION

SATCOMRUS 2020

OCTOBER 08, 2020
ONLINE

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ПОБЕДА!
1945–2020

ORGANIZERS



Космическая связь



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ФЕДЕРАЛЬНОЕ АГЕНТСТВО СВЯЗИ
(РОССВЯЗЬ)

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SATCOMRUS 2020

CONFERENCE PROGRAMME

SATELLITE INDUSTRY STRATEGY 2030: INVEST PROGRAM CRITERIA

08 OCTOBER 2020
ONLINE FORMAT

SIGNING-IN

9:30–10:00

PLENARY SESSION

10:00–11:30

DIGITAL TECHNOLOGY DEVELOPMENT TRENDS AND SATELLITE INDUSTRY TRANSFORMATION.

Moderator

Ksenia Drozdova, RSCC Deputy Director General, Chairperson of the Operations Committee of IOSC “Intersputnik”

Topics:

- Strength test. Scenarios of telecom industry development during and after the pandemic. Isolation lessons (infrastructure safety margin, whether investment program criteria will change).
- Prospects for the allocation of frequencies for the development of 5G networks (tbc).
- Global satellite projects of today. The “Sphere” project and the place of satellite communication and broadcasting systems in it.
- Role and place of satellite communications in the digital economy of the Russian Federation.
- ISS JSC plans for development of satellite platforms and creation of prospective spacecrafts.
- New trends and new orbits of RSCC.

Participants:

- Oleg Ivanov, Deputy Minister of Digital Development, Communications and Mass Media of the Russian Federation (tbc)
- Andrey Zheglov, Deputy Director of the State Policy in the Field of Communications Department

BREAK

11:30–11:45

SESSION 2

11:45–13:15

- Yuri Urlichich, First Deputy Director General for the Development of the Orbital Group and Priority Projects, Roscosmos (tbc)
- Oleg Dukhovnitskiy, Head of the Federal communications Agency
- Yuri Vilkov, Deputy Director General – Deputy General Designer for Development and Innovations, ISS-Reshetnev Company
- Yuri Prokhorov, Acting Director General, RSCC
- Denis Kuskov, CEO, the Telecom Daily information and analytical agency

DIGITAL WARS. BATTLE FOR BANDWIDTH: SATELLITE OPERATORS VS. 5G OPERATORS. WHO WINS AND WHY? IMPACT OF COVID-19 PANDEMIC ON THE POWER BALANCE IN THE TELECOM INDUSTRY

Moderator

Leonid Konik, Chief Editor of PG “ComNews” publications

Topics:

- Role of satellite communications in 5G ecosystem.
- Future of 5G networks from the standpoint of an international satellite operator. Issues of standardization of 5G satellite component in international organizations.
- Role of satellites in 5G networks development. Standardization in 3GPP Release-17.
- 5G: Battle for C-band in different areas of the world. News from the fields.
- Impact of COVID-19 on satellite communications industry: challenges and opportunities.
- Pandemic: a moment of truth or a window of opportunities for satellite communication operators? Points of growth? Subscriber metamorphosis scenarios, ARPU forecast, portrait of a client who survived the pandemic.

Participants:

- Evgeny Buydinov, Deputy Director General, RSCC
- Mikhail Khazov, Head of Regulatory Risk Management, MegaFon OJSC (tbc)

- Nikolay Orlov, Regional Vice-President Eutelsat S.A
- Victor Strelets, Scientific consultant, Chairman ITU-R Study Group 4
- Sasha Sirotkin, 3GPP RAN3 Vice Chairman, Intel
- Mark Guthrie, Chief Commercial Officer, Azercosmos
- Andrey Kirillovich, Director of Integration and Turnkey Projects, RSCC
- Sergey Pekhterev, shareholder, Ka-Internet JSC

BREAK

13:15–13:30

SESSION 3

13:30–15:00

GLOBAL RELOAD OF BROADCAST AND MEDIA INDUSTRY (WITH PARTICIPATION OF TMT CONFERENCE).

Moderator

Sergey Plotnikov, Director of the Infocommunications technologies & multimedia services Department, RSCC

Topics:

- Will the 'TV sharks' survive in the new media content consumption environment?
 - How will the media consumption change after the lockdown?
 - Will video services hold up to the subscription base growth?
 - What role will be played by Netflix and NMG in the online cinema turf war?
 - What will it cost operators to increase traffic on networks during the pandemic?
 - Will the pandemic cause a deficit of new video content?
 - How do broadcasters integrate User Generated Content in their projects?
- A whirlwind on the Russian media and telecom market: will ecosystems take the lead?
 - Subscription model within ecosystems: success formula or marketing trick?
 - What role do infrastructure operators have in building ecosystems?
 - What consumer services and what content should a media ecosystem include?

Participants:

- Alexander Shirokikh, General Director, National Association of Broadcasters
- Yulia Shakhmanova, CEO, Satellite TV (STV)
- Kirill Makhnovskiy, CEO, Orion Group
- Anton Volodkin, head of Wink service, Rostelecom

- Andrey Gromkovsky, Vice President for Russia and CIS, UFC (Ultimate Fighting Challenge)
- Anna Ivanova, Director of new distribution channels development, Rambler Group

BREAK

15:00–15:15

SESSION 4

15:15–17:15

TRENDS OF MASS SERVICE SATELLITE NETWORKS' DEVELOPMENT.

Moderator

Evgeny Buydinov, Deputy Director General, RSCC

Topics:

- ELO: Eutelsat low-orbit communications system.
- Kinéis: low-orbit location and data exchange system.
- IoT Marathon multi-satellite data system: service competitiveness conditions.
- "Gonets satellite communications system" development prospects.
- Development of Gilat Satellite Networks business on market for Non-GEO Satellite Orbits (NGSO).
- Telecom business requirements for non-geostationary satellite systems.
- Customer equipment for NGSO satellite communication systems.
- Plans of satellite operators and manufacturers to develop business in low-orbit satellite communications system.
- The Connected future.
- Corporate VSAT market. Extremum points in 2020.

Participants:

- Nikolay Orlov, Regional Vice-President Eutelsat S.A.
- Alexandre Salman, general director, ES-PAS (representative of Kinéis in Russia)
- Valentin Anpilogov, Deputy General Director, JSC "VSAT-TEL"
- Maksim Diordiev, Head of Satellite Systems Application Division JSC "Satellite system "Gonets"
- Konstantin Lanin, Head of Representative Office, Regional Director Russia & CIS Business, Hughes Network Systems, LLC

- Sergey Stepanenko, Technical director, Altegrosky Group of Companies
- Danila Medvedev, Director of Technical Business Development, Gilat Satellite Networks (Eurasia) LLC
- Andrey Romulov, Technical director, Iskra Group of Companies
- Didier Le Boulc'h, Vice President, Strategy and Telecommunications Solutions at Thales Alenia Space
- Vincent Guernonprez, Business Development Director, Telecommunication Satellites, Airbus Defence and Space (tbc)
- Inessa Glazkova, Executive Director, Nebo Global Communication Communications

BREAK

17:15–17:20

SATCOMRUS AWARD 2020

17:20–17:35

SUMMARY OF THE MARKETING CAMPAIGN "FOR THE 75TH ANNIVERSARY OF THE VICTORY" ORGANIZED BY RSCC JOINTLY WITH KA-BAND PARTNERS.



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Ministry of Digital Development, Communications and Mass Media of the Russian Federation is the governmental agency of Russia, responsible for telecommunications, mass media, IT and postal services. The Ministry develops and implementing national policy and legal regulation in following spheres:

- Telecommunications, including the allocation and conversion of the radio frequency spectrum, and postal communications;
- Mass media, including the electronic media, development of Internet, television and radio broadcasting, and related technologies;
- Publishing, printing, and distribution of printed media;
- Information technology, including creation of government information resources and promotion of access to such resources;
- Personal data processing and Internet governance.

Federal Agency of Communications (Rossvyaz) is a Federal Executive Body, executing functions of state property administration and telecommunication and postal state services rendering, including construction, development, and utilization of communication networks, satellite systems, TV, and radio broadcasting systems.

Rossvyaz is under the jurisdiction of Ministry of Digital Development, Communications and Mass Media of the Russian Federation.



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digital.gov.ru/en



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rossvyaz.gov.ru

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ROSCOSMOS is a State Corporation, established in August 2015 to oversee and implement a comprehensive reform of the Russian space industry. ROSCOSMOS ensures the implementation of the Russian government's space program and its legal regulation.

ROSCOSMOS also places orders for the development, manufacture, and supply of space equipment and space infrastructure facilities. It is responsible for international space cooperation and setting the stage for further application of space activity results for the social and economic development of Russia.



РОСКОСМОС

roscosmos.ru

ORGANIZERS

The Russian Satellite Communications Company (RSCC) is Russia's national satellite communications operator, whose spacecraft ensure global coverage. Established in 1967, the company owns Russia's largest satellite constellation, which includes 10 satellites positioned along the geostationary orbital arc from 14 ° W up to 140 ° E, covering the entire territory of Russia, CIS, Europe, Middle East, Africa, Asian-Pacific region, North and South America, and Australia.

RSCC addresses important state tasks of providing mobile communications services for the Office of the President and the Russian Government, and federal TV and radio channels broadcasting within the territory of Russia and of most countries of the world. The company is actively involved in the implementation of top-priority national projects, working closely with the Russian state authorities in the field of information and telecommunication systems and broadcasting.

RSCC provides a full range of communications and broadcasting services using its own terrestrial technical facilities and satellite constellation, which includes up-to-date Express-series spacecraft Express-AM, Express-AT and Express-AMU.

Comprehensive communication services are provided to television and radio companies throughout Russia based on RSCC's proprietary technology platform. The company's satellites provide ample opportunities for the broadcasting organizations, broadband Internet access, data transmission, videoconferencing, VSAT networks, departmental and corporate communications networks in any region of the globe.

RSCC has deployed a modern terrestrial spacecraft control complex, based on the control and monitoring of not only their own satellites but also those of Eutelsat and other operators. The company includes five space communications centers (SCC): Dubna, Medvezhyi Ozera, Skolkovo, Zheleznogorsk, Khabarovsk, and Shabolovka Technical

Centre in Moscow, as well as its own high-speed fiber-optic digital network. RSCC is controlled by the Federal Communications Agency (Rossvyaz).



Космическая связь

eng.rsc.ru

ISATEL LLC, a subsidiary of the Intersputnik International Organization of Space Communications, was established in August 2003. The company provides a full spectrum of services, ranging from the project audit and pre-planning inspections, networks and communication sites design, supplies the equipment, performs various deployment and installation tasks, commissioning and maintenance of the communication sites and networks. Our partners highly value the efficiency, reliable quality of the works and services and adequate pricing that are provided by Isatel. And Isatel is doing their best to help its clients to evolve and expand their businesses.

ISATEL SERVICES:

- Broadband Internet access networks, VPN services (VSAT);
- Provision of the dedicated satellite links (SCPC);
- Teleport services;
- Telematic services;
- Communication channels backup;
- Design and survey work, installation and commissioning of the satellite earth stations;
- Services for obtaining the necessary qualification and permissive documents that are necessary for a client's satellite earth stations;
- Maintenance of a client's networks, 24/7 support hotline, outsourcing client's satellite networks;
- Provision of the satellite equipment for rent;
- Testing of mobile networks and equipment, including LTE.



isatel.ru

XXV МЕЖДУНАРОДНАЯ КОНФЕРЕНЦИЯ
ОПЕРАТОРОВ И ПОЛЬЗОВАТЕЛЕЙ
СЕТИ СПУТНИКОВОЙ СВЯЗИ И ВЕЩАНИЯ В РОССИИ

SATCOMRUS 2020

CONFERENCE PARTNERS

GENERAL PARTNERS

50 Years in Outer Space

The Intersputnik International Organization of Space Communications offers satellite capacity for lease for the purpose of setting up telecommunications and broadcasting networks in rapidly developing regions under agreements with the operators/owners of most satellite systems operating in the international market. Such agreements are based on the one-stop shopping principle.

Intersputnik provides full-scale services to establish and operate ground satellite networks through its subsidiary Isatel LLC.

Intersputnik launched a program for the development of space communications business, which includes an investment fund of USD 4,500,000 intended for implementing national innovative space projects.

The new online platform OpenTeleport helps to conveniently search for information on teleport services and satellite equipment.



intersputnik.com

ISS-Reshetnev Company is Russia's leading supplier of satellites for communications, navigation and geodetic purposes. ISS-Reshetnev provides a wide range of services through the full life cycle of space complexes from satellite design to in-orbit control and support. It has built over 1280 satellites and 40 space-based systems to date.

Apart from its commercial projects, ISS-Reshetnev is responsible for the development of the space segment of the global navigation satellite system GLONASS, the multi-functional data-relay system Loutch and the personal satellite communications system Gonets.



iss-reshetnev.ru

STRATEGIC PARTNERS

The Federal State Unitary Enterprise “Russian Television and Radio Broadcasting Network” (RTRN) is a world’s largest broadcasting network with a major experience of television broadcasting and radio distribution.

RTRN provides terrestrial broadcasting of all-Russian popular channels over the territory of Russian Federation.

RTRN also serves radio and television channels of both all-Russian and regional types, as well as the channels distributing the programs of the latter. Terrestrial radio and television broadcasting in Russia is provided by 78 republican and regional broadcasting centers (RBC) functioning as RTRN regional branches. Moscow broadcasting signal reaches the regions through satellite and land communication channels.

Further broadcasting development, resulting in consistent replacement of analog announcement by digital announcement, constitutes RTRN major aim in 2009–2019.



moscow.rtrs.ru

Eutelsat is one of the world’s leading and most experienced operators of communications satellites.

The company provides capacity on 39 satellites to clients, that include broadcasters, pay-TV operators, video, data and Internet service providers, enterprises and government agencies with coverage of Europe, the Middle East, Africa, Asia-Pacific and the Americas. Eutelsat is broadcasting over 7000 television channels for the audience of over 1 billion TV viewers.



eutelsat.com

PARTNERS

JSC “Ka-Internet” is a dynamically developing satellite communication service provider. It started provision of services in April 2012, and today the company's services are used by about two dozen Russian operators, in the network of which over 8000 subscriber terminals operate.



kainternet.ru

European leader in satellite systems and one of the largest manufacturers of orbital infrastructure, **Thales Alenia Space** is a joint venture between Thales (67%) and Leonardo (33%) with €2.15Bn sales in 2019. Together with Telespazio, they form the “Space Alliance”. Thales Alenia Space is one of the leading definers of the standards in telecommunications, Earth observation, military and security, navigation and science.



Thales Alenia Space today is 7700 employees in 17 locations worldwide.

thalesgroup.com

During over 25-year cooperation with Russia, Thales Alenia Space, together with Russian space industry, has taken part in the role of as minimum as supplier of payload or payload equipment in 46 satellite projects for needs of Russian and international customers. The company also continues to grow its cooperation with Russian space industry in joint creation of new space products.

Gilat Satellite Networks Ltd (NASDAQ, TASE: GILT) is a leading provider of satellite broadband products and services and a global leader in providing CBH (Cellular BackHaul) services for mobile operators. Gilat designs and manufactures a wide range of high-performance satellite ground segment equipment that focuses on modern HTS satellites and the consumer market. Gilat offers a comprehensive line of terminals for all types of users and applications: B2C, B2B, B2O, including mobile terminals and terminals for trunk channels. Gilat also provides network management and turnkey project services, including installation, commissioning and support. During 30 years of the company's existence, Gilat Satellite Networks has become a reliable partner and provider of effective and reliable satellite telecommunications solutions for operators and organizations in 90 countries. Today.



HTS satellite networks in Europe, Asia and Latin America are built on the Gilat SkyEdgeII-c innovative system. In addition, Gilat occupies a leading position in the production of antennas and networks for organizing broadband satellite communications in motion, for cars, planes, trains, yachts, etc.

Gilat has been present in the Russian market since 2000. In 2009, a subsidiary of Gilat Satellite Networks LLC (Eurasia) was opened with an office in Moscow. A professional team of specialists in Russia is ready to organize the supply of equipment with settlements in rubles and provide services for the installation and commissioning of turnkey satellite networks, outsourcing of network management, technical support, equipment repair and training of specialists, as well as provide services for technical support and repair of VSAT equipment. For more information, please visit our website www.gilat.com.

gilat.com

About Hughes Network Systems

Hughes Network Systems, LLC (HUGHES) is the global leader in broadband satellite technology and services for home and office. Its flagship high-speed satellite Internet service is HughesNet®, the world's largest satellite network with over 1.4 million residential and business customers across North and South America. For large enterprises and governments, the company's HughesON™ managed network services provide complete connectivity solutions using an optimized mix of satellite and terrestrial technologies. The JUPITER™ System is the world's most widely deployed High-Throughput Satellite (HTS) platform, operating on over 40 satellites by leading service providers, delivering a wide range of broadband enterprise, mobility and cellular backhaul applications. To date, Hughes has shipped more than 7 million terminals of many customers in over 100 countries, representing approximately 50 percent market share, and its technology is powering broadband services to aircraft around the world.

HUGHES
An EchoStar Company

Headquartered outside Washington, D.C., in Germantown, Maryland, USA, Hughes operates sales and support offices worldwide, and is a wholly owned subsidiary of EchoStar Corporation (NASDAQ: SATS), a premier global provider of satellite operations. For additional information about Hughes, please visit www.hughes.com and follow @HughesConnects on Twitter.

hughes.com

