

# **Forsway Scandinavia AB**

*Low Cost Hybrid Terminal Triple Play Solution*

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# Overview

- Based in Sweden
- Founded in 2003
- Spin off from Nokia Home Communication
- Sold 35000 satellite modems worldwide
- ESA Projects
  - *“Low Cost Hybrid Terminal Triple Play Solution”*
  - *“Forsway S2”*, Start up initiative (2006)

# The Project

**FORSWAY**

Develop a platform for IP-services over satellite using latest COTS technology

Keywords:

- One-way satellite with terrestrial return
- Cost sensitive markets
- Triple-play services
- Easy to use
- Cutting edge satellite technology: DVB-S2/ACM
- Modular hardware and software

[www.forsway.com](http://www.forsway.com)

# Information enabler...

## Target Markets

**US** 10 million households have a dial-up modem

**Russia** 10 million households without Internet access

**South America** Internet access demand is huge

# The Platform

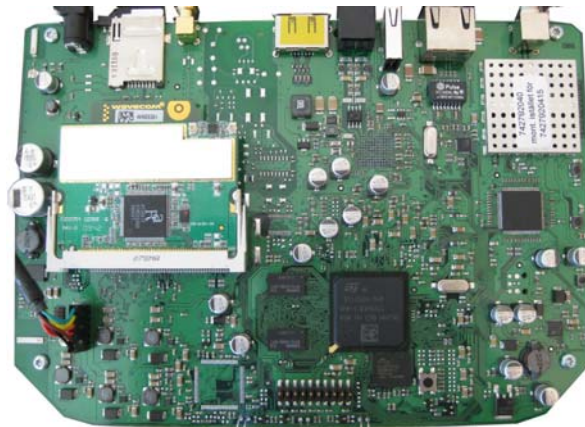
**FORSWAY**

Hardware and software platform for  
Internet over satellite

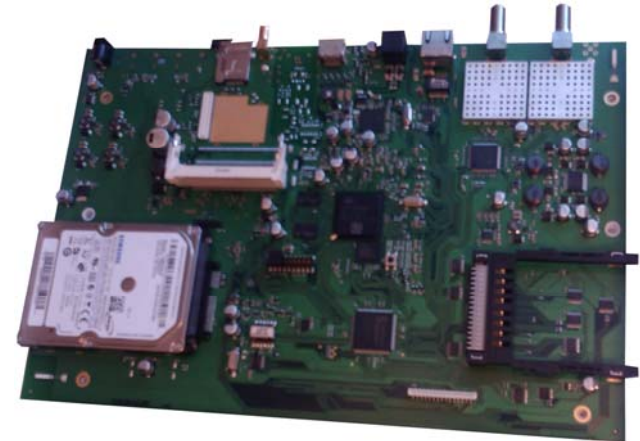
Mímir Proxy Server



Satellite Modem F-30



Hybrid Terminal HT3



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# Mimir Proxy Server

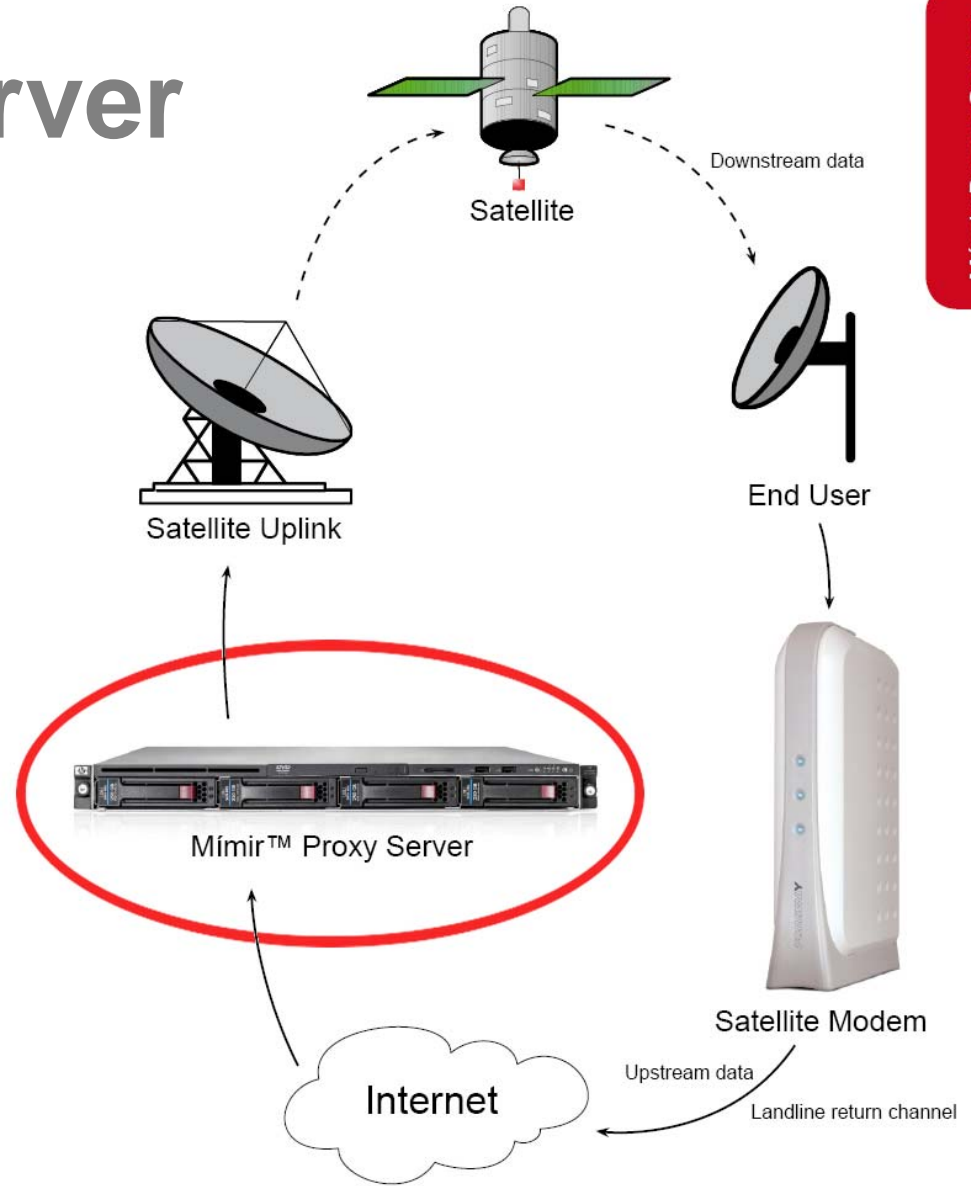
*The core of the  
satellite system*

## Keywords

- TCP acceleration
- User management
- Low start cost

## Target Customers

- Satellite ISP



# Satellite Modem F-30

*Low cost, integrated one-way satellite modem*

## Services

- Internet over satellite
- VoIP
- WLAN
- GPRS, 3G, or PSTN return channel

## Target customers

- Satellite ISP



# Hybrid Terminal

*Integrated solution for triple-play over satellite*

## Services

- Internet Access
- HDTV/PVR
- IPTV
- VoIP

## Target customers

- Mid Size Satellite TV operators





# Customer Projects

***FORSWAY***

Internet for  
end consumers  
in Colombia



Internet Kiosks  
In Africa

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# Project Experience

**FORSWAY**

## Positive

- Project outcome as planned
- Large interest from the market
  - First volume order received, 2000 x F-30
  - Pre-production samples to 5 companies
- ESA is a good partner for keeping project quality at a high level
- Reasonable amount of documentation
- Prepare the project for changes

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# Project Experience

**FORSWAY**

## **Negative**

- Delays in project
  - Prototypes must be planned well ahead
- Large payment at end of project can give financial problems
- New technology carries a risk

*Forsway provides cost effective products  
and solutions for IP services over satellite*

**Thank you!**