

HYLAS 1 & SES ASTRA applications opportunity

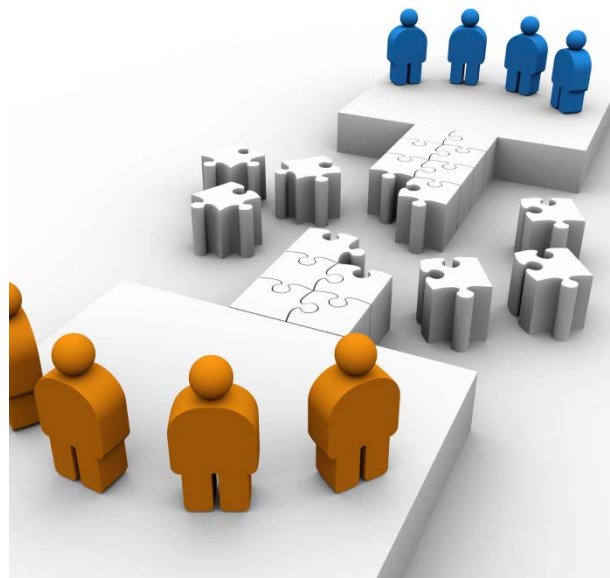
Francesco Feliciani - ESA

ARTES Applications Workshop 2013

Palazzo Salviati, Rome – 18th and 19th April 2013

ESA-Satcom Operators Initiative

A way to connect projects with operators



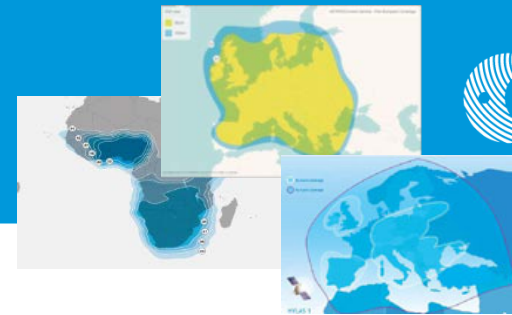
ESA-Satcom Operators Initiative

Background considerations



- Satcom Operators' and ESA are both interested in finding and promoting space based applications and services that can bring innovative solutions to user communities
- To reinforce and better exploit this convergence, a novel model of cooperation between ESA and Satcom Operator engage in a formal agreement which is aimed at supporting new ARTES Applications Projects (mostly Demos, but also Feasibility Studies where relevant) to select, adopt and implement a Satcom solution well tailored to their needs
- The ESA-Satcom Operator Initiative fosters the creations of a partnership between operator and the project, a partnership which should be possibly developed further after the end of the ESA contract, in the operational phase of the service
- Through this initiative, the satellite operator is not just a supplier of capacity or connectivity services at special/discounted conditions, but an organisation that has a concrete interest in building up a partnership with the project

What the ESA-Satcom Operators Apps Initiative provides for



Formal agreement between ESA and the Satcom Operator guarantees the following undertakings:

- 1) A set of **privileged conditions** to access the satellite capacity for the duration of the ESA project (either free of charge, or at discounted fees)
- 2) Structured access to **technical, operational and commercial information** to support the selection of the most suitable option
- 3) Dedicated **support** during the preparation of the proposal and the execution of the project

The agreements currently(*) in force are the following:

Satcom Operator	Satellites	Provision	Status
Avanti	HYLAS 1	Raw Capacity, Managed IP Access Services	Operational
SES Broadband Services	Astra @ 23.5° and 5° East	Managed IP Access Services	Operational

(*) In Nov2012, Eutelsat has also started discussions with ESA for possibly joining the initiative

A single Ku European beam suitable for DTH TV, HDTV and Multicast services.

Uplink frequency bands	17.3-18.1GHz
Downlink frequency bands	11.7-12.5GHz
Service areas	Western Europe

Up to eight Ka spot beams capable of serving broadband, interactive TV services as well as HDTV.

Uplink within	27.5 - 30.0 GHz
Downlink within	18.1 - 20.2 GHz
Service areas	Western Europe

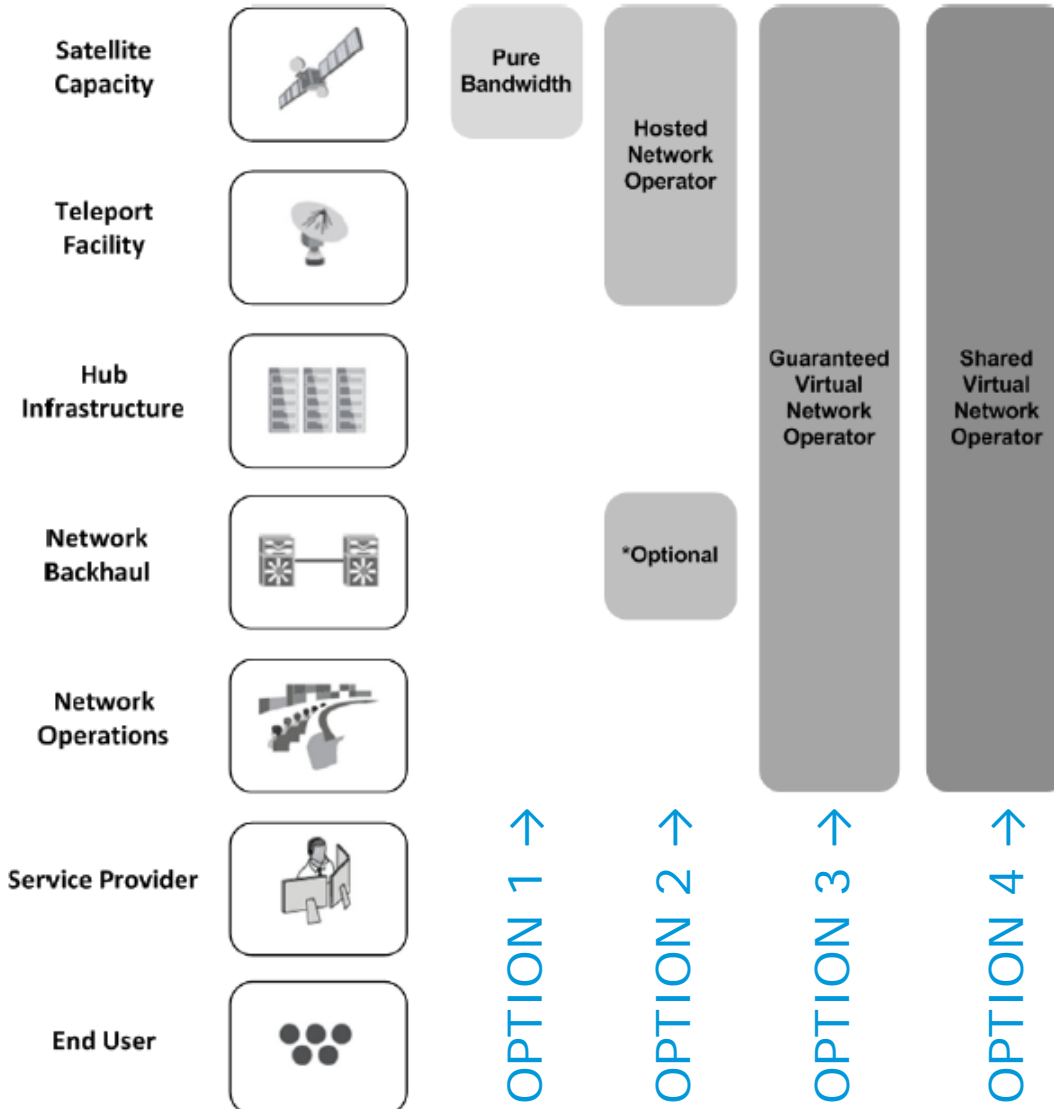


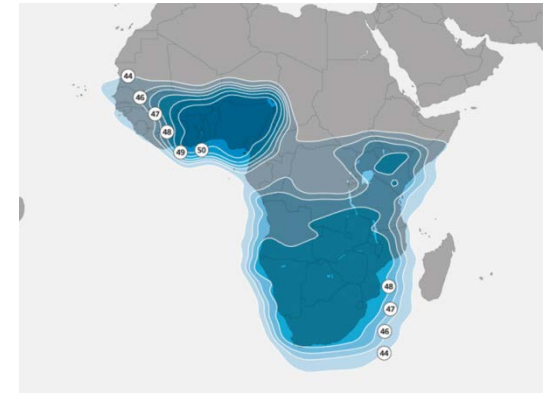
HYLAS 1 Opportunity: what is offered 2/2

(at NO COST for ARTES 20 and ARTES 3-4 Projects)

4 Options available:

- 1) Project accessing HYLAS 1 capacity using its own hub, terminals and network control centre
- 2) As Option 1), but hub equipment can use Avanti earth station in the Teleport, with Avanti backhaul if needed
- 3) Project accessing Avanti IP networks (iDirect or HNS) with guaranteed BW for the project
- 4) As Option 3), but accessing BW shared with other services/users





- Broadband services over the Pan-European and Middle East beams of the ASTRA-3B satellite located at 23.5deg East, and over the Sub-Saharan African beam of the ASTRA-4A satellite located at 5deg East
- Different service profiles (data rates and volumes)
- Two months free of charge for the project
- Special discounted conditions (to be disclosed by SES)

Is this relevant for your project?



1. The initiative is optional, not mandatory
2. The selection of the right solution/operator among the possible options depends on:
 - The geographical coverage required by your project
 - The type of capacity (IP access services, or raw bandwidth)
 - Required data rates (inbound and outbound)
3. Projects that intend to use this initiatives are requested to indicate this in the Outline Proposal
4. In order to take into account the point of view of the selected Satcom operator, a staff member of the Satcom operator will participate in the ESA Tender Evaluation Board. This participation is strictly personal, and bound to confidentiality and non interest conditions. *If you have a concern, see point 1 above*
5. In case of doubt, please contact ESA at:

iap@esa.int

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integrated & telecommunications applications
European Space Agency

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24-Nov-2012

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Operator Opportunity: Access to Satellite Capacity for IAP and SATCOM-APPS Projects

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Closing date: 31 December, 2014

ESA has negotiated agreements with European satellite operators to facilitate ARTES applications projects (presented in response to the IAP and SATCOM-APPS Open Calls) to have access to their satcom capacity and, if applicable, to their associated communications service.

The ARTES projects can exploit, where applicable:

- free or discounted access to satellite capacity for the duration of the project activities;
- access to technical, operational and commercial information to make the best technical and business choices;
- support from the satellite operator during the preparation of the proposal and the execution of the project.

The following agreements have been so far set up between ESA and satellite operators:

Highlight

Are you planning to submit a proposal ?

[-] News & Events

22 Nov, 2012
 ▶ Space News publishes article about IAP: Generating Growth from Space

08 Nov, 2012
 ▶ Event Announcement: Launch of the Space for Med initiative - Agenda Updated

05 Nov, 2012
 ▶ "Space for Water" - APWater Inaugural Workshop Report & Presentations

02 Nov, 2012
 ▶ Launch of AP-Swiss, the IAP Ambassador Platform for Switzerland

25 Oct, 2012
 ▶ Report: Second EARE

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Satellite Operator	Satellite	Band	Products Offered	Web link for further information
SES Broadband	ASTRA 3B & 4A	Ku-band	SES Broadband services at special conditions to the project	Click here for more information!
			Pure bandwidth, Hosted Network	

Contact point in ESA:
iap@esa.int



Thank you!