Welcome in a new world of Solutions and Provision of Services

Gordionet Space

Outsourcing Services for ICT-TLC-Digital-Industry
Gordionet Business Agency

Project-Market-Business-Technologies Analysis/Intelligence - Business Development - Marketing & Sales - Offering and Executive Engineering - Tendering/Bidding - Integration - Solutions Marketing/Management

Mar 2025

Space Economy Scenario

The Space Sector in complementarity-alternative to the Terrestrial one, is in great expansion dual-use Civ/Mil thanks to the constant increase in reliability, capacity, performance, components-systems miniaturisation, global coverage of LEO MEO constellations, decreasing cost of technologies and services

From niche offer due to limited capacity/high costs (intercontinental communications, Digital Divide, Backhauling, VSATs, EO reserved for a few entities, etc.), to a new paradigm of abundance and competitive costs for nextgen LEO / MEO / GEO never experienced before

SatCom (GEO-LEO), SatEO (LEO), SatNav (GEO-MEO), benefit from the experience gained on Terrestrial for Software-Defined, Virtualisation, Cloudization, Edge, Hyperscaling, AI/ML, Digital Twin, As-a-Service, 5G Slicing

Global development trends currently focused on Multi-Orbit, Multi-Band, In-Flight Flexible Payloads, RF/IF over IP, RF MW to Laser for ISLs and UpDown Links, 5G NTN (Sat D2D)

Gordionet's experience in the Satellite sector

Gordionet with presence in Italy and Brazil, is a professional nano-enterprise created by Managers from multinational corporations, specialized in ICT/TLC/Digital/Industry Integration, Digital Transformation, AI/ML-based Cybersecurity, Virtualization, Cloudization, Outsourcing Services Gordionet Business Agency

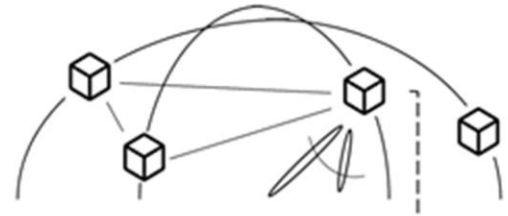
The long experience acquired in the Satellite Sector in several companies, has allowed Gordionet to operate in Ground Segment Projects and Integrations such as Teleports, VSATs, Satellite SCADA/IoT for ESCO, Satellite Internet Terminals, COTM/P Communication-On-The-Move/Pause

Thanks to the growing demands of the market, Gordionet is increasingly involved in Professional Outsourcing Services and for the Satellite Sector, has become an expert in Space Economy, implementing Services such as Surveys, Market-Business-Technologies Analysis/Intelligence, Projects, Business Plan, Business Development, Product Marketing/Management, Proposal and Executive Engineering, Bidding/Tendering, Project Management, GTM Go-To-Market, MarComTech Content Creation and Strategies, including the decisive contribution to the acquisition of 4 ESA Artes 4.0/InCubed projects and a NATO project survey on behalf of two sector Customers

Gordionet approved by ASI for inclusion in Italian Space Industry

Example of evolutionary Scenario synthesized by Gordionet

A piece of future
The revolution of Satellite dynamic virtualization into the Cloud



Global coverage
LEO - MEO
Constellations with high configurable small Satellites

In-flight
Flexible Payload
(processing, beam shaping, power, capacity, frequency, ISLs)

Up - Down
Modem
Splitters
Combiners

RF Sampling
Transceivers
Digitizing

Orchestration

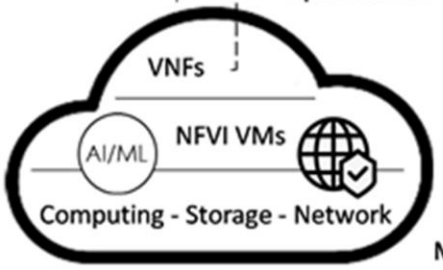
Management

Automatization

Optimization

SDN
NFV
API

IP Ethernet WAN



Terrestrial Networks

NOC / SOC
Management
Profiling and configuration of Services

End-to-end Services

Markets - Missions - App

- Communications
- IoT
- Observation (EO - Remote Sensing / SO)
- Navigation (i.e. AIS, ADS-B)
- GovMil (i.e. Security & Surveillance, ELINT / SIGINT)

Business Models and Services

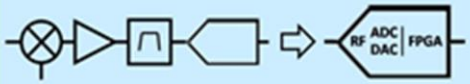
- Constellation as a Service
- Payload as a Service
- GSaaS - Ground Segment as a Service (i.e. AWS Ground Station, Microsoft Azure Orbital, KSAT, Leaf Space, SSC, Kratos, Infostellar, RBC)
- IaaS - PaaS - DaaS

Main Strengths

- Advantages already consolidated in SDN - NFV Terrestrial Networks (Agile & Flexibility, reduction of Capex Opex, better Resiliency, fast TTM, enabling of innovations and new Services)
- Reuse of resources
- Pay per use
- Huge increase in Band/Bits spectral efficiency

Technical Evolution and Trends

- Advanced SW over Generic HW
  HW Agnostic
- From Static to Dynamic Virtualized
- SDR / SDM / SDN
  Software-Defined Radio / Modem / Networking
- Direct RF Sampling COTS for Space and Ground Segments



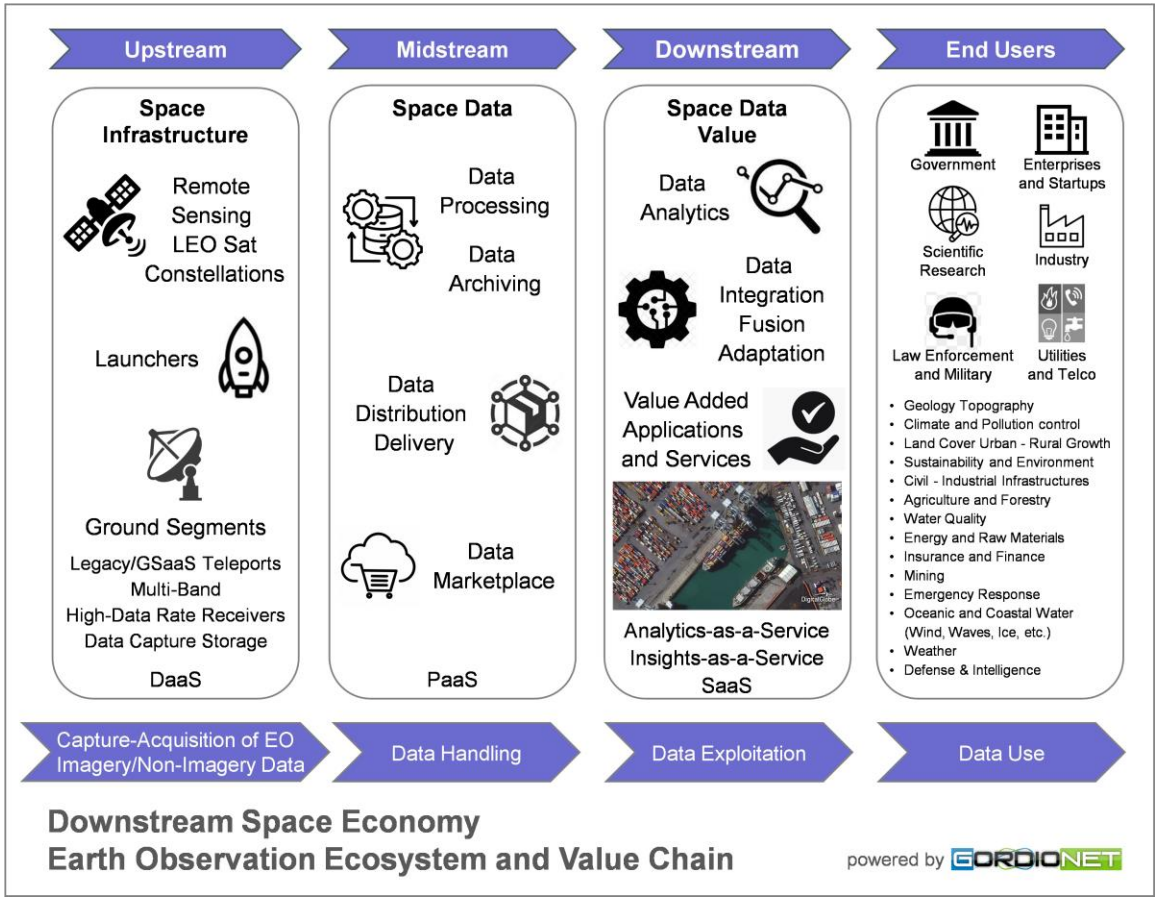
- Ground Segment from Legacy RF to Digitized IP - RF/IF over IP
- OnPremises / Private-Public Cloud NFV with VNFs, AI/ML, Cybersecurity
- From silos to unique platform for TT&C & Service Gateways
- Uniformity, Expansion, Interop, Complementarity with 5G Slicing
- Phased-array beam steering Antennas
- U/VHTS
  Ultra/Very High Throughput Satellites

Abstract/Synthesis of scenarios powered by GORDIONET

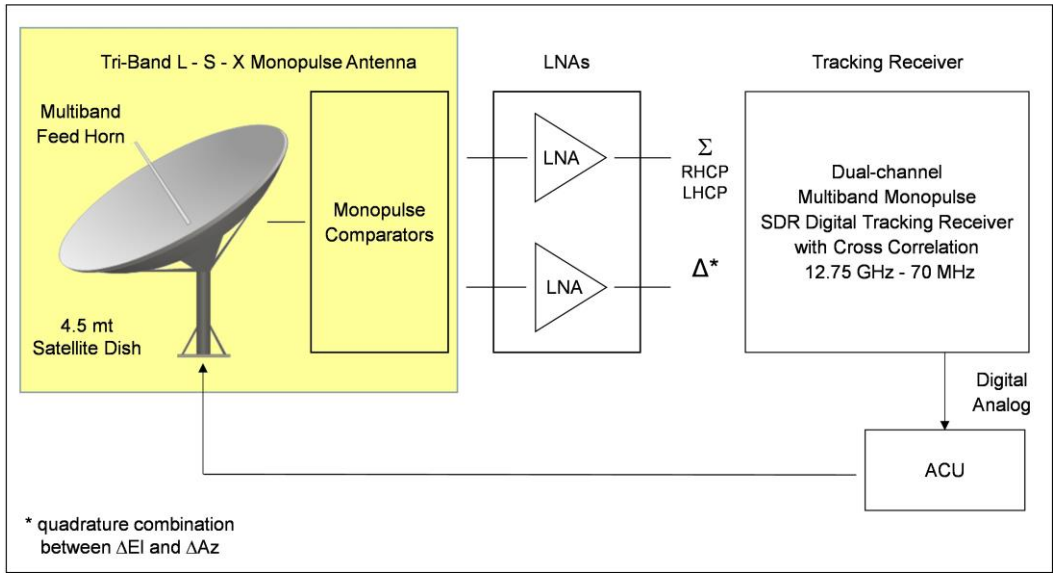
Examples of abstracts from Gordionet surveys and contributions
ESA projects on behalf of Customers - 1

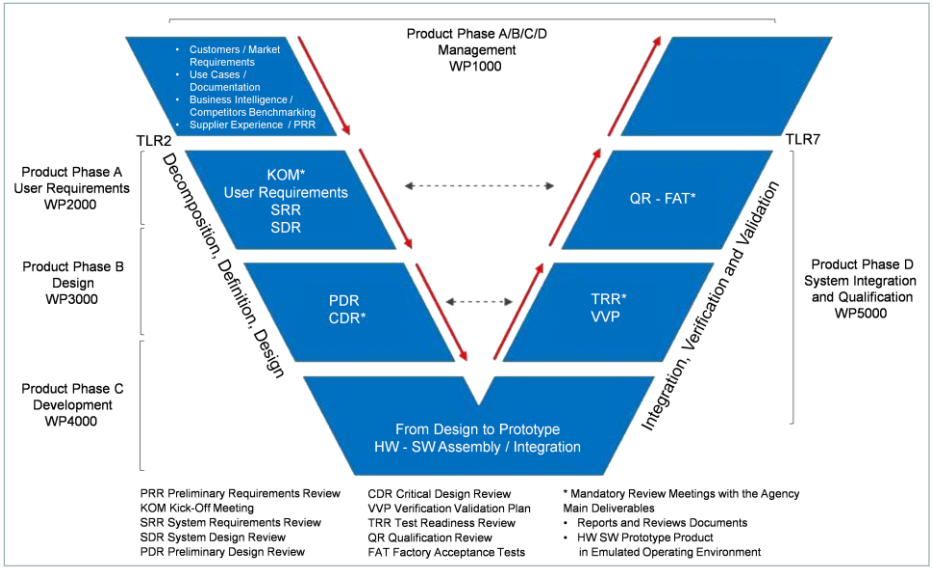
Tri-Band Earth Observation Antenna for Upstream Ground Segment with scenario insights of Downstream Space Economy, Ecosystem, Value Chain

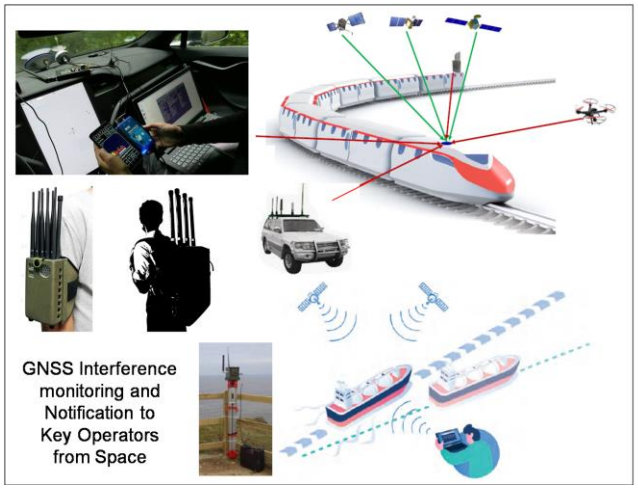
EO Downstream Economy has long been a consolidated ecosystem in constant growth for Upstream-Midstream-Downstream, thanks to an ever-increasing quality, accessibility and affordability of satellite data, and to a continuous evolution of Onboard Payload Passive/Active Remote Sensing with increasingly higher spectral-spatial-temporal-radiometric data resolutions, increasing capacity for Data Capture - Acquisition, Cloudization and VAS DaaS - PaaS - Analytics/Insights/Software-as-a-Service

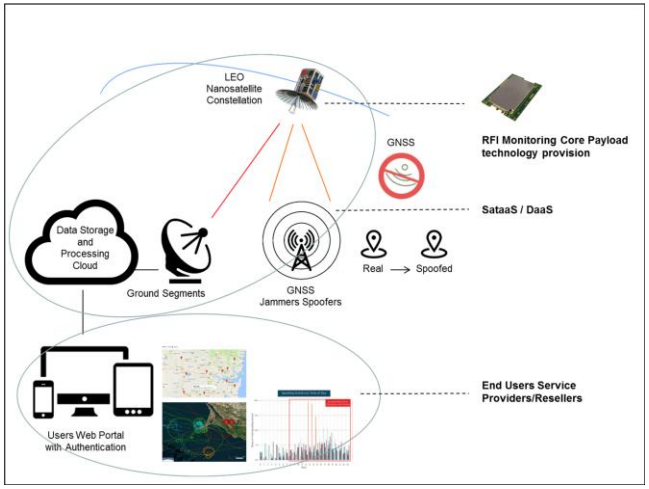


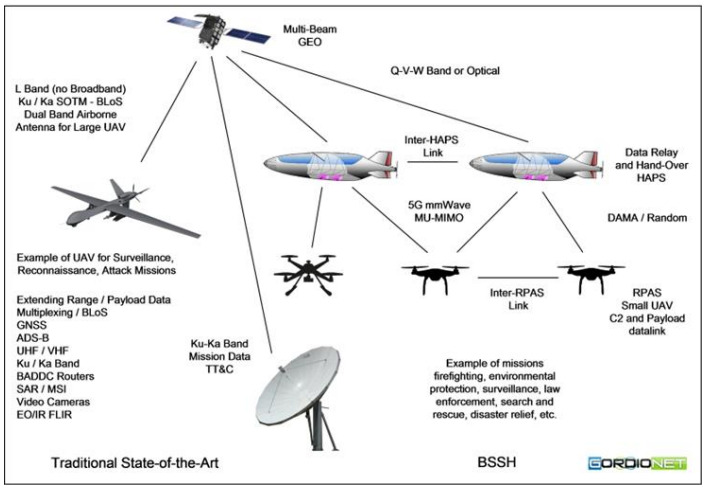
Examples of abstracts from Gordionet surveys and contributions
ESA projects on behalf of Customers - 2











Examples of abstracts from Gordionet surveys and contributions
ESA projects on behalf of Customers - 3

Deepfake Satellite Imagery/Geography

Deepfake Satellite Imagery/Geography have long been causing worldwide concern and threat on par with deepfakes on photos, videos, audios

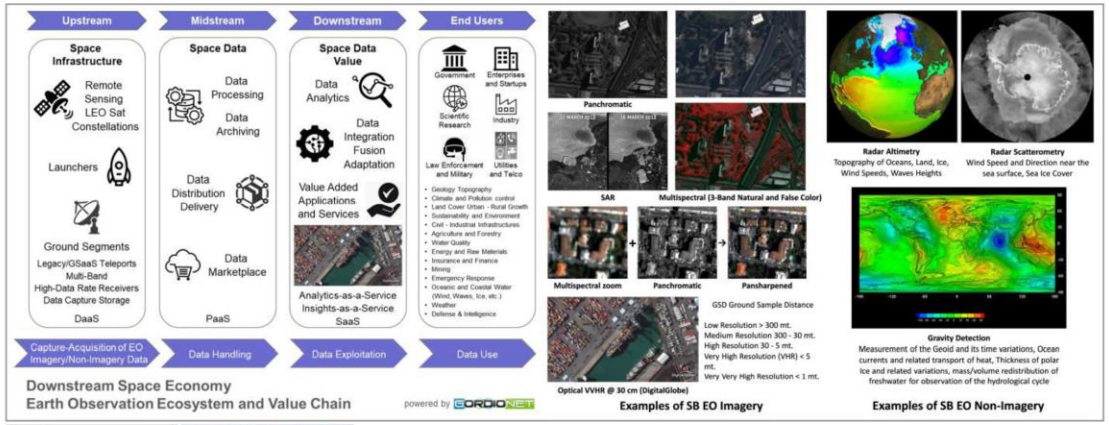
AI-ML-DL algorithms operate alterations from real content by realistically modifying or recreating and corrupting source images, according to processes and sophistications incomparably higher than photoshopping

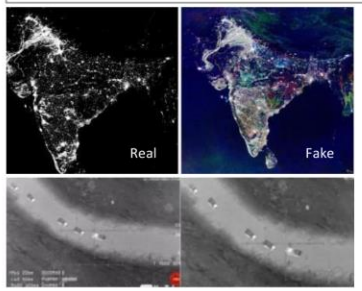
Misuse can trigger disinformation, threaten national security, mislead public perception, influence political decisions, manipulate market trends, generate altered images for social-political-military purposes

Deep Learning has revolutionized the analysis and interpretation of satellite and aerial imagery, addressing complexities such as the large size of images and a wide range of object classes

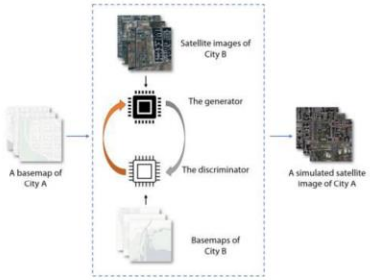
Detecting and countering Deepfake Imagery is done in the same domain as satellite image processing based on methods, techniques and algorithms for Segmentation, Classification, Object Detection, through Deep Learning models - Convolutional Neural Networks (CNN Unet, ResNet, SegNet) with training and epochs steps and processes (tools such as Python over Tensorflow Framework)

Best practices and technologies integration of Blockchain, Cybersecurity, Crowdsourced Fact-Checking

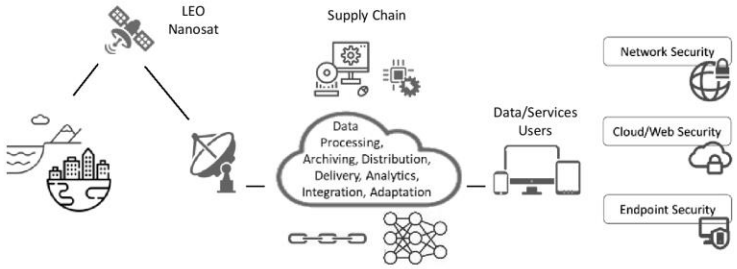




Military images of video games using AI and deepfake technology distributed with false content information



Bo Zhao - University of Washington
AI-generated satellite imagery above image



DL CNN model in Blockchain environment (Ethereum - IPFS - Hyperledger)
Image Acquisition - Preprocessing - Image and Metadata Hashing (i.e. SHA-256) - Blockchain Registration by Smart Contracts - Cryptographic and Decentralized Security (PoW, PoS consensus algorithms) - Integrity Verification

End-to-end info generation chain

- Information Generation
- Verification and Validation
- Packaging and Structuring
- Archiving and Preservation
- Ethical and Legal Considerations

Potential Interference

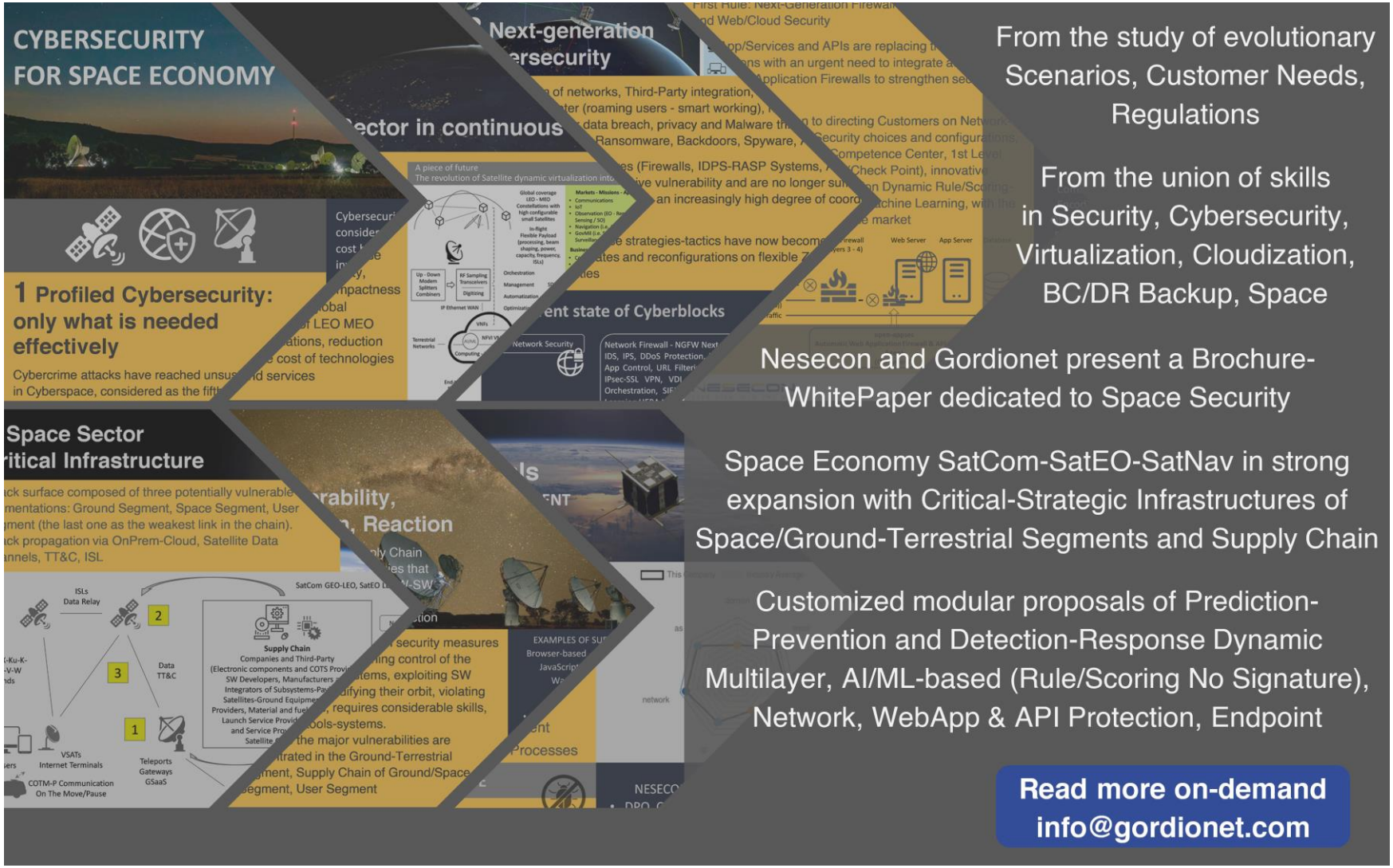
- Source Manipulation
- Unauthorized Access
- Content Fabrication
- Intermediary Manipulation

Methods for detecting and countering interference

- Verification and Fact-Checking
- Source Authentication
- Content Analysis and Monitoring
- Metadata Verification
- Platform and Algorithmic Interventions
- Collaboration and Information Sharing
- Incident Response and Forensic Investigation
- Encryption and Data Security
- Countering Deepfakes and Synthetic Media
- Provenance Tracking and Auditing

Gordionet Partnerships and projects support 1

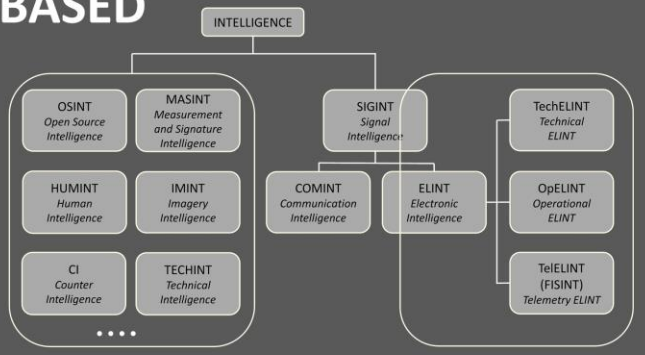
Space Security / Brochure-WhitePaper on-demand



Gordionet Partnerships and projects support 2

Space-based ELINT / RFI Radio Frequency Interference security for SatCom/SatEO/SatNav GNSS
Gordionet support for a Customer in a project for NATO

SPACE-BASED ELINT



- Electronic Warfare (EW) has tremendous importance to determine, exploit, reduce or prevent hostile use of Electromagnetic Spectrum (EMS)
- Electronic Intelligence (ELINT) is a fundamental part of EW for **Interception/Detection, Classification, Geolocation** of non-communicative signals (radars, missiles guidance systems, aircrafts, communication systems, weapon systems) to understand electronic activities, intentions and capabilities of adversaries or RFI Radio Frequency Interference

Airborne-based ELINT
Fighter Jets, Special Mission Aircrafts, Transport Aircrafts, UAVs

Ground-based ELINT
Base Stations, Vehicle-mounted, Soldiers

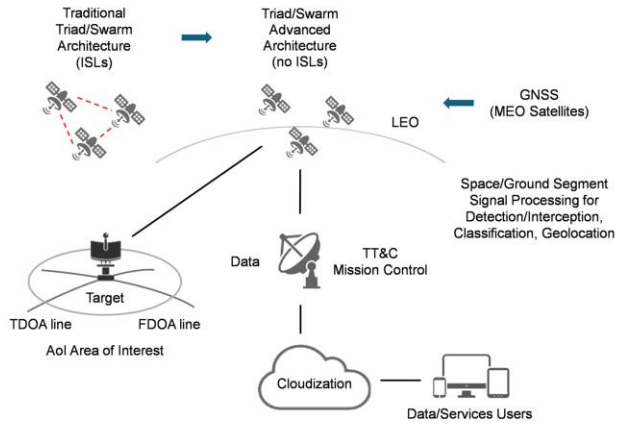
Naval-based ELINT
Ships, Submarine, UMVs

Space-based ELINT
GEO, LEO

- RFI Radiofrequency Interference has become increasingly relevant with the risk of Civil GNSS Jamming-Spoofing therefore EMS Monitoring / Surveillance is now considered a Dual-Use Civ/Mil activity
- Any RF emitter, hostile or not, can represent a huge risk of Interference-Jamming-Spoofing for Terrestrial/Space infrastructures, and ELINT systems fall within the management of Signal/Space Security

- **Space-based ELINT** currently represents the most interesting development platform compared to terrestrial ones (Air, Ground, Naval)
- Persistent coverage of large areas, No need for physical access to the target area avoiding the risk of detection/interception, Accuracy, Flexibility, Real-Time Intelligence, SA Situational Awareness, Protection of critical-strategic communication infrastructures
- Developing and operationalising Space-based ELINT requires mastering high-end technologies and developing efficient SW-based solution

- Monitoring/Surveillance of the Target achieved by sophisticated triangulation AI/ML algorithms through Triad/Swarm of satellites
- The use of Payload-as-a-Service in LEO Nanosats/CubeSats with designed or COTS components, has revolutionized the scenario with Cost Effectiveness, Reliability, Flexibility, BC Business Continuity
- Respect to Inter-Satellite Links (ISLs) synchronization with considerable power and complex system management, in LEO PNT (Positioning, Navigation, Timing) architectures, autonomous satellites based on TDOA/FDOA technique use GNSS signals and Chip-Scale Atomic Clocks (CSACs) without ISLs, minimum Space/Ground Segment requirements, and GNSS for orbit determination and time synchronization



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Introduction to the recent survey on ESPAA Electronically Steering Phased Array Antennas

From Gordionet Survey on ESPAA Electronically Steered Phased Array Antennas

Eutelsat Tooway over GEO Ka-Band 22/6 Mbps down/up, 15 years ago was revolutionary for Digital-Divide with FWA still non-existent and a compact non-VSAT terminal. Gordionet has integrated dozens of Tooway B2B/C systems

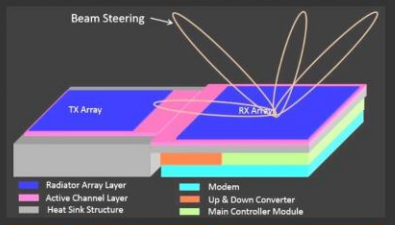
Starlink is currently disruptive for Digital-Divide.
Self-pointing terminal in Ku-Band over LEO in a system that also includes Ka- and V-Band, speed 40-220/10-20 Mbps down/up (precautionary specifications being a constantly growing Constellation which in some regions already reaches 300 Mbps down, net of geo locations and congestion), latencies 25-60 ms compatible with live streaming, videoconf and gaming, ESPA Electronically Steered Phased Array flat antenna, technology already used for COTM/P CommunicationOnTheMove/Pause (Fixed, Mobile Vehicles and Trains, Maritime , Avionics, UAV, Military), App control, Ikea-style installation documentation

In addition to Nanosatellites and Via Sat Internet Terminals, Single/Dual-Band ESPA Antennas for Legacy/GSaaS Teleports are already on the market

With B2B/C terminal-subscription prices continuously falling, Starlink compares itself with FWA (over RadioLink-5G) and surpasses FTTC including cases of FTTH/B NOK delivery due to the impossibility of passing the fiber between ROE and Modem Router which requires investments in alternative channeling to be paid by the user

Strategic assessments are multiplying for greater complementarity between Terrestrial and HT Satellite Networks that goes beyond Backhauling, also due to FTTH-5G slowdowns and difficulties
(investments, FTTH construction delays as for the gray areas, 5G Slicing not taking off)

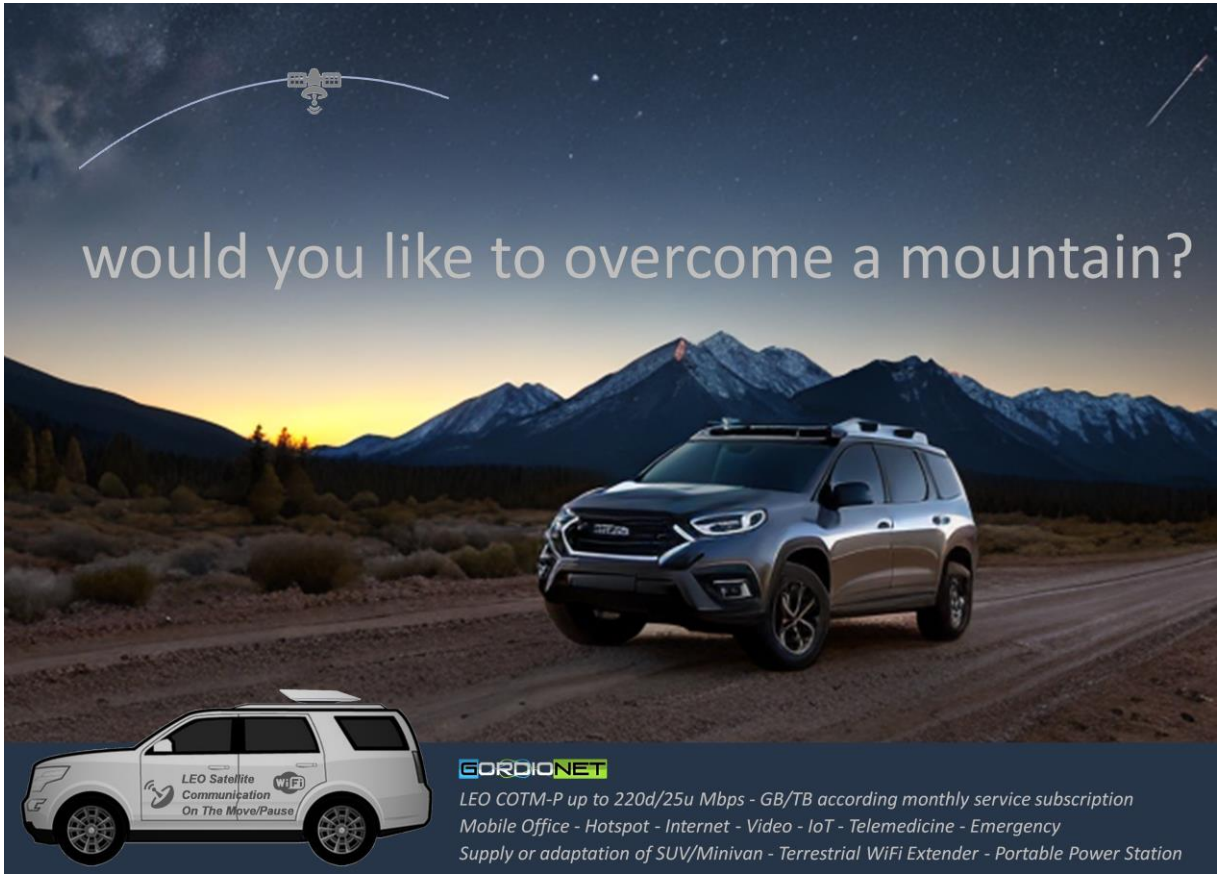
The technological evolution continues on Ground/Space Segments for SatCom - SatEO - SatNav, with focus on Multi-Orbit, In-Flight Flexible Payload, RF/IF over IP, Software-Defined, Virtualization, Cloudization, 5G NTN



GORDIONET Integration I Digital Transformation I Space I Outsourcing Services Gordionet Business Agency

SatCom - COTM/P Communication-on-The Move/Pause for Vehicles

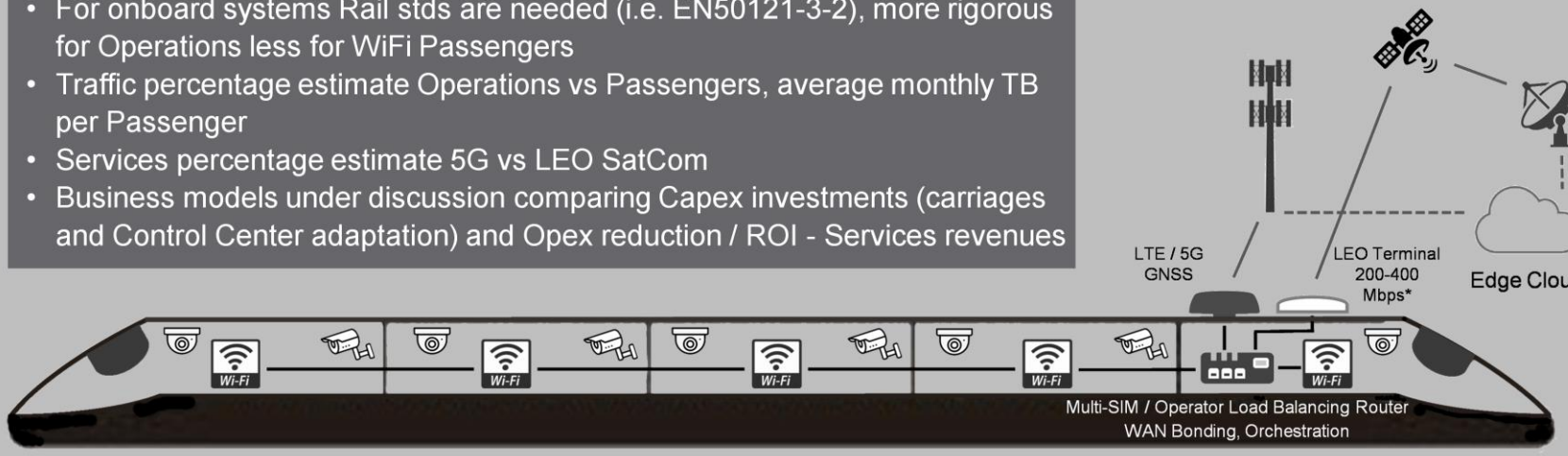
Mobile Office - Hotspot - Internet - Video (SNG) - IoT - Telemedicine - Energy Plants, Wind Farms, Oil & Gas works along pipelines - Emergency



Abstract from Gordionet Railways Surveys/Projects

Train-to-Ground Communication

- Train-to-Infrastructure, Mobile, Satellite
- Hybrid 5G - LEO SatCom with WiFi extension is currently considered the best model
- 5G vs/complementarity LEO SatCom (intended as stable coverage on the national - international urban/suburban/rural railway line)
- Current test results for download/upload speed-latency on-the-move, upload speed fundamental for Operations / Passengers real-time video Services
- Advanced Load Balancing Router
- For onboard systems Rail stds are needed (i.e. EN50121-3-2), more rigorous for Operations less for WiFi Passengers
- Traffic percentage estimate Operations vs Passengers, average monthly TB per Passenger
- Services percentage estimate 5G vs LEO SatCom
- Business models under discussion comparing Capex investments (carriages and Control Center adaptation) and Opex reduction / ROI - Services revenues



PIS Passengers Information System - IoT - Video Surveillance - Driver Information - Infotainment / Audio Video distribution - Ticketing - Payment System - Train Diagnostics - Emergency Comm

LEO Terminals Business/Enterprise versions

Events, Seminars, Workshops

c21-virtual events 'The 5th Epoch Series - Hyperconverged TMT Networks: Space + Terrestrial'

Gordionet 'Cybersecurity for the Space Economy' (Presentation on-demand)

Gordionet 'A New World of Solutions and Service Provision from Space' YouTube Video

Strategies of Market Business Technologies Analysis - Business Development - Marketing & Sales - Go-to-Market / 1

- From Product oriented/Marketing oriented to Customer Needs oriented
- Whatever the Product or Service, pay attention to global trends such as Multi-Orbit, Multi-Band, In-Flight Flexible Payloads, RF/IF over IP, RF MW to Laser i.e. ISLs, 5G NTN, and especially in ICT-Digital evolution where Satellite sector is less experienced than Terrestrial such as Virtualization, Cloudization, Hyperscaling, AI/ML, Digital Twins, etc.
- More focus on SW than HW (advanced SW over generic/agnostic HW)
- Always clearly indicate where Space & Defense Product - Service fits into the End-to-End scenario, highlighting differentiations and competitive advantages

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Strategies of Market Business Technologies Analysis - Business Development - Marketing & Sales - Go-to-Market / 2

- For any ESA Artes4.0/InCubed project with COTS integration or HW SW Onboard/Ground development, from TLR7 onwards respect chronograms and subsequent commercialization phases of Product - Service

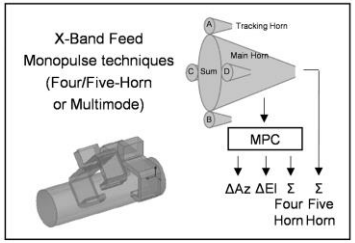
- Structuring Account/Business Plans for both Ongoing and Business Development within consolidated processes, methods and tools (Agile, Scrum, CRM...), continuously exchanging all the necessary information among R&D, Integration, MarCom, Sales, Operations, Management, functional and hierarchical Depts

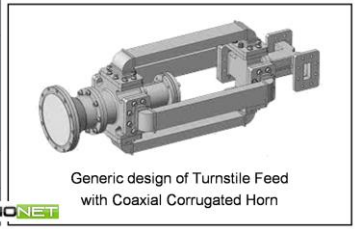
- Business Development and Sales strategies based more on Inbound (attractiveness) than on Outbound Marketing (proselytism)

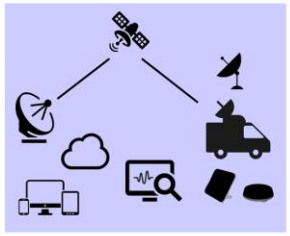
- Communication and Digital Marketing including Social Media taking reference from US-Asian markets, even if some customer segmentations are historically not inclined to the promotion (Military, Public Administration, etc.)

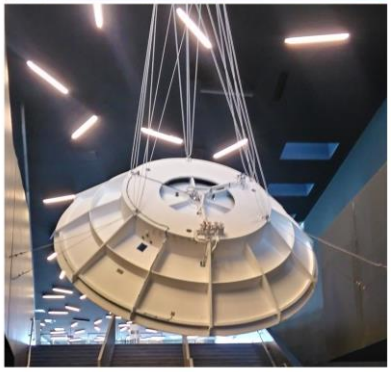
General considerations: Monopulse High-Order Multimode techniques are predominantly better than Multi-Aperture techniques in terms of size, complexity, precision, simplicity and flexibility.

Monopulse Technique	Main features and applicability
Multi-Aperture Four-Horn/Probe	• Sum signal (Σ) is generated by a Monopulse Comparator • For X-Band the traditional Monopulse Four-Horn technique is currently the most used
Multi-Aperture Five-Horn/Probe	• Sum signal (Σ) is generated by a central Aperture/Probe in the Horn • X-Band Five-Horn are used in many LEO satellite applications and do not suffer the effect of tracking modulation variation with incident linear polarization angle changes like the TE21 feeds • Five-Horn feeds can offer high aperture efficiency comparable to the TE21 design, however the autotracking modulation slope is inferior to the Four-Horn feed. The reduced autotracking slope is caused by the increased tracking horn displacement from the boresight axis as compared with the Four-Horn design
High-Order Multimode TE21	• In the recent earth stations the use of TE21 or HE21 is enough for tracking in either linear or circular polarized cases, and in the circular waveguide TE21 or TM01 mode or both of them, are utilized to generate the difference signal (Δ) • TE21 has been considered as the best mode for tracking, along with TE11 as dominant mode, and TE21 mode couplers in Ka-Band are designed for tracking LEO
High-Order Multimode TE11	• TE11 mode is utilized for the sum signal (Σ)
High-Order Multimode TM01	• TM01 mode is also utilized for the difference signal (Δ)









Gordionet Business Agency Outsourcing Services

[Gordionet Business Agency EN]

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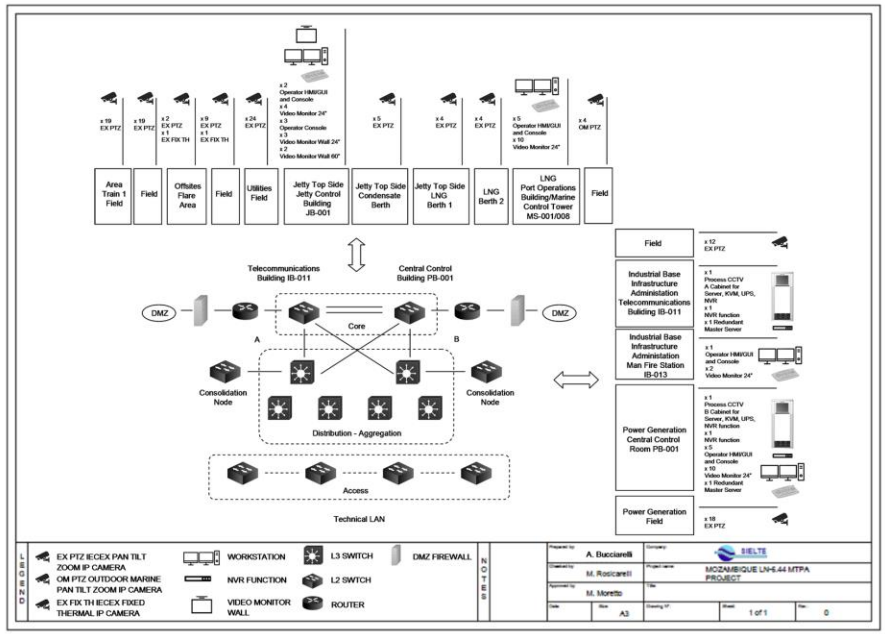
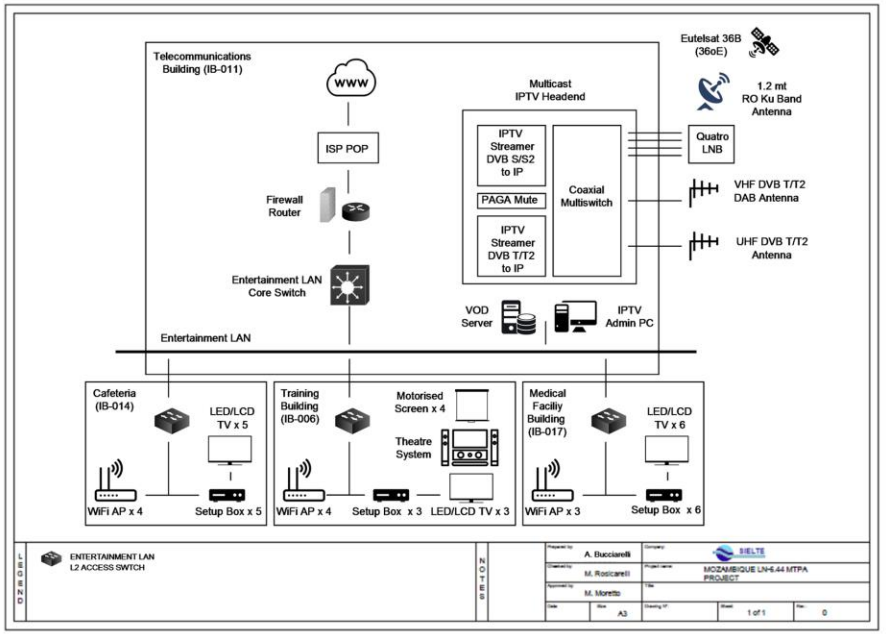
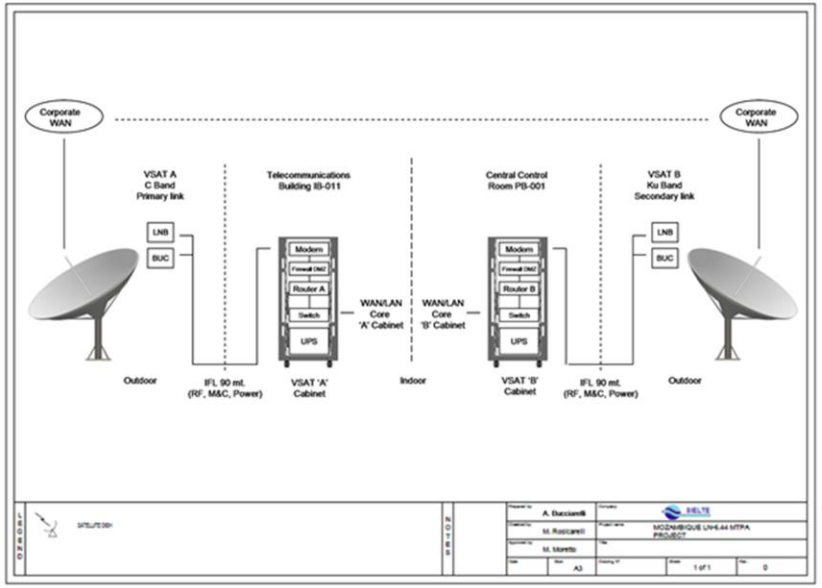
Examples of past Projects

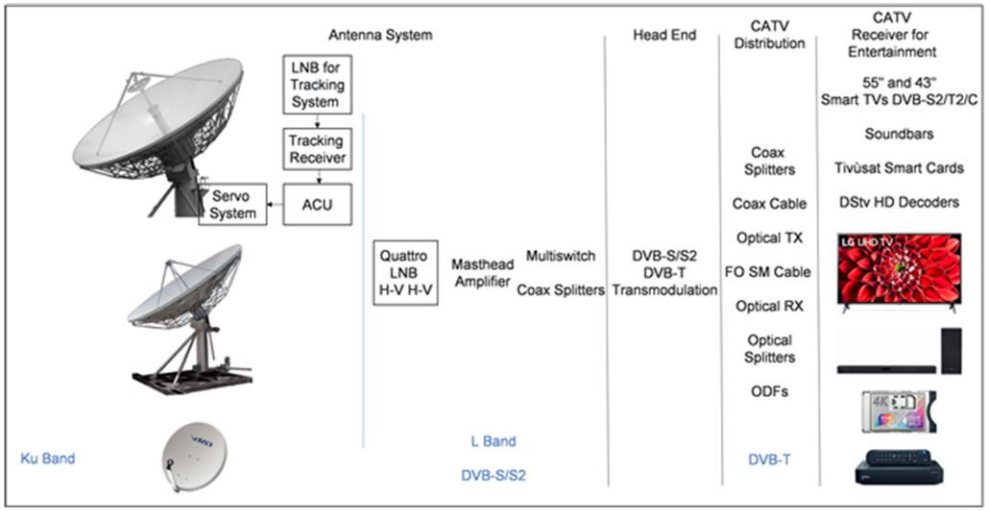
Broadband via Satellite

Gordionet Sat Networking Engineering for Oil & Gas









9 mt. Eutelsat Hotbird 13 °E / 4.5 mt. Nilesat / 1 mt. DStv

Gordionet for ESCO, Utilities, Enterprises - 1

Gordionet has acquired an excellent experience in the implementation of infrastructures, platforms and services for isolated sites such as those for the production of photovoltaic, solar, wind, hydro power, managed by ESCO Energy Service Companies.

The needs of these sites are mainly in the possibility of LAN / WAN networks optimized for data transmission, remote parameter control, communication, security and video surveillance, whose overall integration requires multidisciplinary skills.

The location of sites in remote and isolated areas, normally requires satellite connectivity with profiles and optimizations for all voice - data - video services with the eventual providing of remote control through Gordionet NOC - SOC Services.

Remote and isolated areas further imply a flexible and professional rapid intervention organization for both implementations and maintenance, guaranteeing all the safety standards that are particularly harsh on the energy production sites due to the presence of high - medium voltage systems and in some cases high voltage transformers, that require special access procedures and on-site operations

Gordionet for ESCO, Utilities, Enterprises - 2

GORDIONET

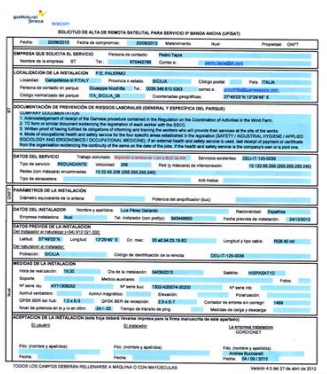
Gordionet for Ikusi
SCADA Network of
Gamesa Wind Farms

IKUSI
vodafone

ANEXO I: Evaluación de Subcontratistas

PROVEEDOR:	GORDIONET
PROYECTO:	400001INV
Nº PEDIDO:	220064603
FECHA DE EVALUACIÓN:	*Introducir fecha*
EVALUADOR:	*Introducir nombre*

FACTORES	Puntos
La puntuación debe estar comprendida entre 0,00 y 5,00. Se pueden utilizar 2 decimales	
Nivel de Calidad 5 Excelente Las cosas se hacen siempre bien a la primera y nunca son necesarios los reprocesos, retoques o reajustes; la documentación, tanto técnica como administrativa es completa 4 Muy buena el trabajo se ha realizado correctamente y solo en contadas ocasiones se ha precisado rehacer algo con objeto de aplicar una mejora 3 Buena el trabajo se ha realizado correctamente, pero han sido necesarias intervenciones para corregir defectos menores que han sido justificados 2 Deficiente los problemas de calidad en la ejecución han sido frecuentes, aunque finalmente han podido resolverse; el cliente ha llegado a percibir la situación 1 Mala los problemas de calidad han llegado a poner en riesgo el proyecto; ha sido precisa intervención ajena, nuestra o de otro subcontratista para resolver la situación	5,00
Fiabilidad de las entregas 5 Excelente el cumplimiento de los plazos, parciales y totales, convenidos, ha sido escrupuloso; en caso de haberse producido retrasos, ello ha sido siempre por causa ajena al Subcontratista 4 Muy buena los escasos retrasos registrados atribuibles al Subcontratista han sido de escasa importancia y corregidos por el Subcontratista con prontitud 3 Buena se han producido incidencias en el Plan de ejecución que han requerido la intervención del Gestor de Obra, si bien no han comprometido el desarrollo del proyecto; los retrasos que se hayan podido producir han sido asumidos por el cliente sin dificultad 2 Deficiente los retrasos causados por el Subcontratista han condicionado la ejecución del proyecto; el cliente ha podido manifestar su inquietud, aunque sin productivas penalizaciones por demora 1 Mala los problemas han afectado gravemente al proyecto y han llegado a afectar nuestra relación con el cliente; pueden haberse producido penalizaciones	4,00
Nivel de relación 5 Excelente el tiempo entre consulta y respuesta es muy corto; nunca hay que reclamar la respuesta; el interlocutor es competente, propone mejoras y no entorpa con frecuencia; relación fluida y cordial 4 Muy buena no se requiere reclamar respuestas; interlocutor competente y resolutivo; relación fluida y cordial 3 Buena solo en contadas ocasiones ha sido necesario reclamar respuestas; interlocutor competente aunque en ocasiones ha precisado consultar para responder; relación correcta 2 Deficiente en general, actitud pasiva, difícultad para obtener respuestas del interlocutor, que con frecuencia no devuelve las llamadas; las relaciones resultan afectadas; y se llegan a dar situaciones de conflicto, con nosotros o con el cliente 1 Mala hay que personar al interlocutor constantemente; actitud reguitiva y conflictiva, la relación resulta deteriorada y ello afecta al proyecto y a nuestra posición con el cliente	5,00
RESULTADO DE LA EVALUACIÓN	92,00 EXCELENTE



Gamesa

Gordionet Eutelsat Tooway

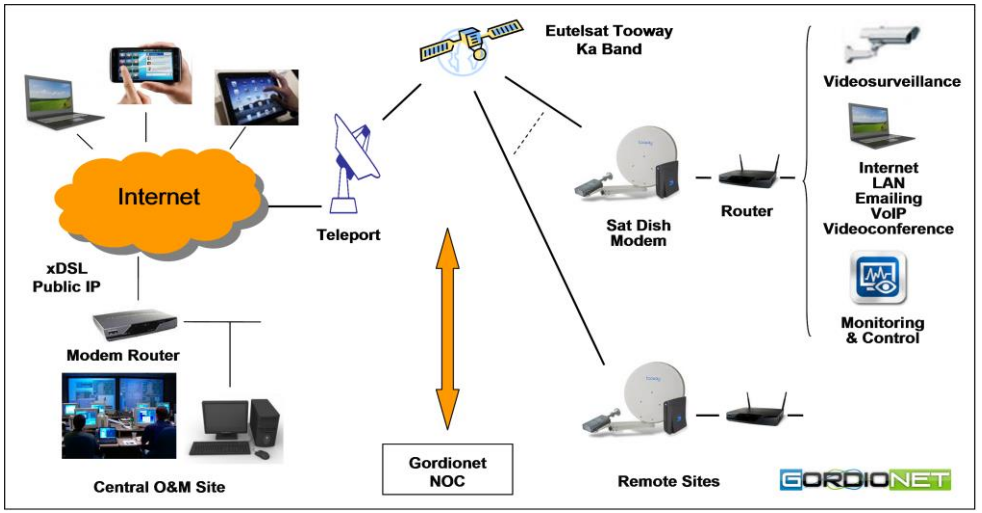
Gordionet was one of the first European integrators-resellers of Tooway Internet via Ka-Band Satellite, implementing dozens of systems for B2B/C

Exhibition stand with live Internet and Videoconference via Sat in a survival tent during a fair in the province of Rome in **2009**

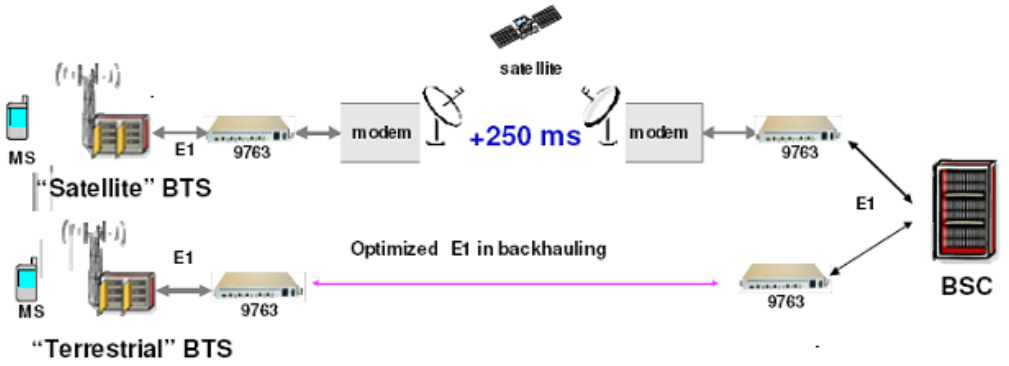
Broadband via Satellite Internet and VPN

Gordionet designs, integrates and implements satellite connectivity with VSAT, Tooway and COTM Communication On The Move, with special care to the quality of professional installation and connectivity project

4Play voice-data-video-IPTV Traffic with VoIP Services, LAN Extension, IP Video, TV, Videoconferencing, Video Surveillance, SCADA Monitoring and Control for ESCO Energy Service Companies with parameters transmission in the Electric - Photovoltaic - Hydro - Wind Power Plants



Alcatel A-bis compression in Satellite Backhauling for TIM
Aethra Video Communication via Broadband Satellite
(A. Bucciarelli as Alcatel and Aethra Director)



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OPEN-SKY eutelsat

Video Communication via Broadband Satellite

Services and Connectivity

Professional Videoconferencing improves business performance, drastically reduces costs by avoiding unnecessary travel, improves the quality of professional and personal life, and contributes to saving the environment through the reduction of CO2 and PM10 resulting from less frequent travel.

Satellite communication guarantees *Worldwide Coverage*, particularly important for people and offices spread over extensive and complex mountainous regions or in other areas where it is simply not possible to have the adequate capacity levels available in the Digital Divide, *the rapid implementation and activation, flexible use of satellite bandwidth, the high-quality backbone.*

Skills

Skylogic and **Opensky**, subsidiaries of **Eutelsat**, offer a complete satellite infrastructure with SCPC, Trunked and Mesh connections and flexible and personalized **VPN Services** based on customer requirements, such as bandwidth capacity and on-demand activation, with particular attention to cost and performance optimization.
The international network is managed by a Teleport in Turin, Italy, with bandwidth and broadcasting control & management 24H/7D.

Aethra is a world leader in the Video communication and Telecommunications markets thanks to a total range of Systems and Services for Videoconferencing and vertical applications such as Telemedicine and Distance Learning.

In the convergent **Unified Communications** scenario, Aethra offers high-quality business Videoconferencing *anyhow anywhere* with **Group Systems**, next-generation **IP Videophones**, **Webconference** SW applications for PC, **Convergent VAS** over **3G Mobile**, with Multipoint, Routing and Gateway functionalities.

The Aethra Service Center manages the assistance provided to its customers and offers **Rich Media Managed Services**, with flexible combinations of Systems – Traffic – Services with the possibility of operating and financial Leasing.

Synergies and Benefits to the Customers

Thanks to the **combination of strength and capability**, the partnership between Aethra and Opensky Skylogic, represents an innovation and an advantage for all customers within **Small, Medium and Large Enterprises** and **Organizations**, **Government Bodies** and **Rural Communities**.
The potential arising from this agreement is available to all Sales Partners, Distributors, Resellers and Dealers worldwide.

The Network

The total network scenario made available through these synergies, allows customers to choose from any type of configuration in terms of system, connectivity, capacity and service.



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Main characteristics of the End Point Systems and Satellite Access*

Aethra Vega X3 Group System
For small-medium meeting rooms for groups of 2- 5 people, with connectivity up to 512 Kbps over ISDN and up to 2 Mbps over IP H.323 - SIP, video coding H.261 H.263++ H.264, Dual Video H.239, Continuous Presence, Frame Rate up to 30 fps @ 768 Kbps, Video resolution up to 4CIF, Broadband audio 14 KHz, Embedded 4-site MCU

Aethra Maia XC IP Videophone
A top class next-generation IP Videophone for personal and executive videoconferencing: POTS, IP H.323, SIP, Transmission rate up to 768 Kbps, monitor LCD TFT 7" 16:9 at high-resolution 800x480, CIF@30 fps, Broadband Audio 14 KHz, Video IPPBX, IP Centrex, IP PBX Hosted, Web Browsing, Emailing

Codec Aethra AVC500 + SD Camera
For large meeting rooms with customised audio and video installations

Satellite access system Skylogic D-Star
Antenna from 0.9 to 2.4 mt, Bandwidth C or Ku, SSPA from 0.5 to 5 W, Access MF-TDMA / DVB RCS, Modulation QPSK – BPSK, Symbol Rate from 156 KSym/s to 1.25 MSym/s

Example Proposal

Service	Bandwidth for access point UL / DL	Main characteristics of the service
SatLink Flat	Basic 128 / 128 Kbps Super 256 / 256 Kbps	Dedicated bandwidth per single terminal
SatConference Flat	Basic 512 / 512 Kbps	Dedicated bandwidth for 1+ terminals
SatConference On-Demand	Minimum 2 Mbps	Dedicated bandwidth for 1+ terminals Advance booking, hourly rate

For all technical and sales oriented details, Aethra and Opensky Skylogic invite you to refer to the corresponding qualified partner, distributor or integrator.

* all characteristics are detailed on websites www.aethra.it www.open-sky.it in collaboration with www.skylogic.it

Skylogic a eutelsat company

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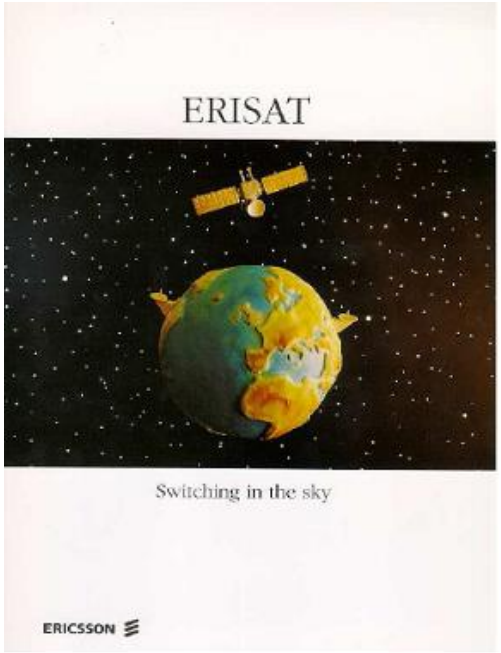
Creation of ERISAT concept as integration of Terrestrial systems and VSAT

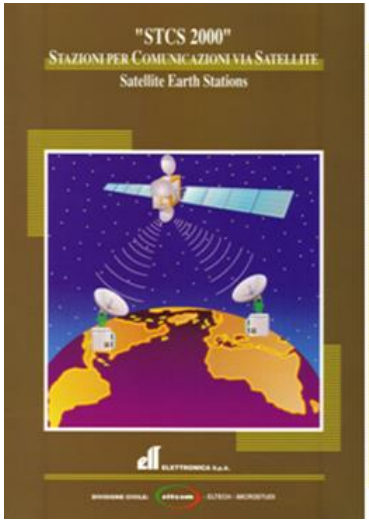
(A. Bucciarelli as Ericsson Director)

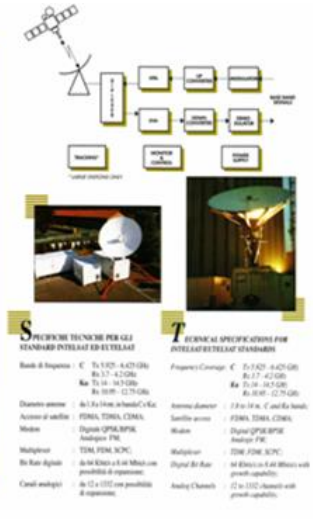


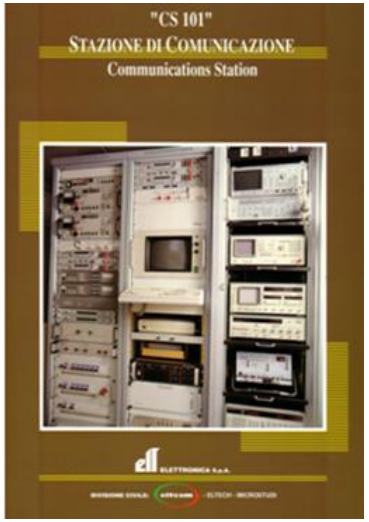
ERISAT

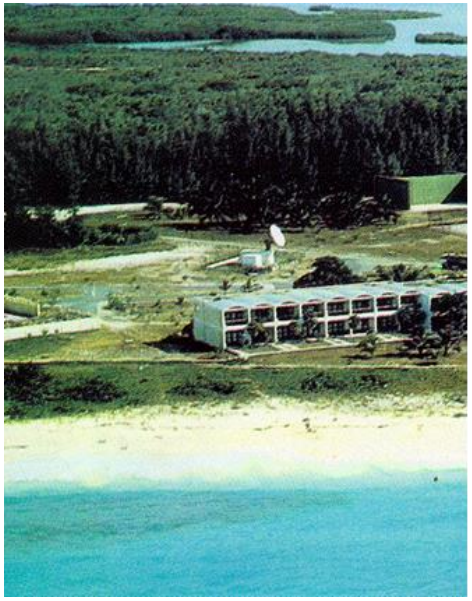
Creation of a Total Solution concept with Shelterized/Transportable Ground Stations including PABX - Elettronica SpA (Leonardo)

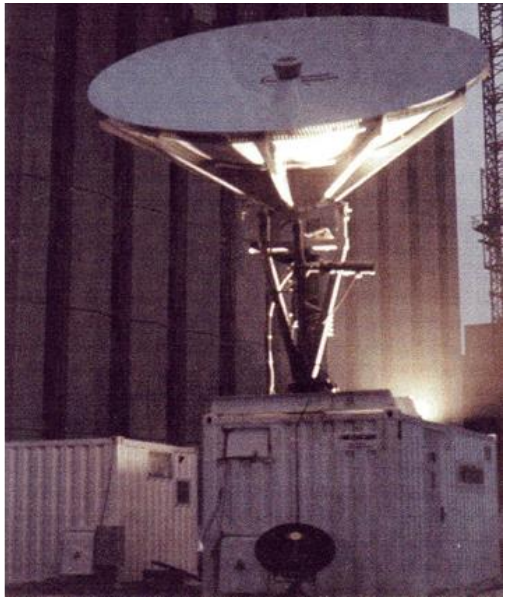
(A. Bucciarelli as Elettronica SpA Satellite System Engineer / Commercial Proposal Manager)











Thank you!

Constant Touch
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