

Welcome & Introduction

13:00 - 13:15
Main agenda

Satellite communication innovations now enable delivery of connectivity nearly everywhere. From enterprise and consumer broadband, to maritime, aeronautical, and land-mobile "Comms on the Move" solutions, the satellite industry has become an indispensable part of the global communications ecosystem. With these advances – and with exponential increases in volumes – the satellite industry has developed initiatives to reinforce terminal performance, operational efficiency, network integrity and other vital elements of quality assurance. The Global VSAT Forum is pleased to welcome your organization's participation in this Summit, where the industry's latest breakthroughs will be revealed.

Participants

David Hartshorn - Secretary General, GVF

Establishing a Terminal Performance Benchmark

13:15 - 14:15
Main agenda

Market demand is driving unparalleled change in the delivery of applications, particularly in the provision of "Comms-On-The-Move" systems, which include an impressive variety of antenna system performance characteristics. After more than four years, a group of leading satellite operators working through the Global VSAT Forum have developed a set of Minimum Antenna Performance Requirements for satellite communications. Attend this session to hear about the implications of this historic milestone.

Participants

Panellist: Mark Steel - VP Product Development & Strategy, Inmarsat

Panellist: Martin Jarrold - Chief, International Programme Development, Global VSAT Forum

Refreshments

14:15 - 14:45
Main agenda

Spectrum Wars: The Trilogy

14:45 - 15:45
Main agenda

The satellite industry has a major spectrum challenge... again. In 2007 and 2015 the world's governments affirmed a clear vision for the importance of satellite services by agreeing on a framework for future access to spectrum. Regardless, the wireless industry continues to lobby for access to satellite spectrum – including C, Ku, Ka, Q and V bands – and where wireless deployments have occurred in or near some of these bands there has been serious interruption of satellite services. Attend this session to hear how the industry is responding to this challenge and what it means for your operations and business.

Participants

Moderator: David Hartshorn - Secretary General, GVF

Panellist: Mohaned Juwad - Senior Manager, Spectrum Policy, Intelsat

Panellist: Carlos Nalda - Senior Partner, LMI Advisors

Panellist: Colin Thomson - Director - Technical Policy and Market Access, Access Partnership

Cyber Security in Action!

15:45 - 16:45
Main agenda

Cybersecurity is critical to the satellite industry's core goal: providing mission critical, highly reliable, and secure connectivity. The satellite industry has a long history of providing secure solutions to diverse global customers, including military and government users, corporations of every size and type, the non-profit and scientific communities, and individual consumers. Drawing on the expertise of its diverse membership, and responding to the demands of its user community, the industry has become a leader in providing safe, reliable communications. Attend this session to learn how cyber-security solutions have become the cornerstone of industry network integrity.

Getting On-board The Training Train

16:45 - 17:30
Main agenda

As satellite services extend their reach into new environments, applications and user groups, the need for training has intensified. Seafarers must avoid "finger error". Satellite newsgathering professionals need to understand how to point state-of-the-art auto-deploy terminals. Military and disaster-response personnel are required to troubleshoot systems. And satellite service providers are differentiating their offerings by training their staff... and their customers. Industry leaders from throughout the Asia-Pacific region will provide case studies on how training has become an indispensable part of the portfolio.

Participants

Speaker: Andy Lucas - Senior Vice President, Satellite Operators & Mobility, Comtech EF Data

SCHEDULE

GLOBAL VSAT FORUM - SATELLITE INDUSTRY SUMMIT - 19/09/2017

VSAT Global

19 – 22 September 2017
8 Northumberland Avenue
London

TIME	MAIN AGENDA
13:00	13:00 - Welcome & Introduction 13:15 - Establishing a Terminal Performance Benchmark
14:00	14:15 - Refreshments 14:45 - Spectrum Wars: The Trilogy
15:00	15:45 - Cyber Security in Action!
16:00	16:45 - Getting On-board The Training Train

Comsys Industry Update: Where we are now? Where do we need to be?

08:30 - 09:15
Main agenda

- Understanding the last 12 months of progress in the satellite industry
- Analysing the strengths, weaknesses, opportunities and threats facing the satellite industry today
- Call to action: How does the industry need to respond?
- Setting the scene: What do we as an industry need to achieve over the next two days of discussion
- Susan Bull, Senior Consultant, Comsys

Participants

Susan Bull - Senior Consultant, COMSYS

Panel Discussion: Industry Challenges and Business Opportunities: Thriving in a challenging market place

09:15 - 09:50
Main agenda

- What is the value proposition of today's satellite operators: How will this change over the next 5-10 years?
- Increasing supply drives down prices: What are the business opportunities?
- Are we slow to innovate? How do we change this?
- Satellite is a growth industry! Why don't the financial sheets of the biggest players reflect this?

Participants

Moderator: David Hartshorn - Secretary General, GVF

Panellist: Pierre-Jean Beylier - CEO, Speedcast International

Panellist: Steve Collar - CEO, SES Networks

Panellist: Rafael Guimarães - President, Hughes Brazil

Capitalizing on Industry Changes: Challenges and Opportunities for the Satellite Industry

09:50 - 10:10
Main agenda

Participants

Speaker: Rafael Guimarães - President, Hughes Brazil

Brave New World: How service providers must adapt to changes in the satellite industry

10:10 - 10:40
Main agenda

- Focussing on growth in a challenging market place
- What is threatening the traditional service provider business model?
- How does the industry consolidation change the market?
- What new products and services can service providers offer their consumers?

Participants

Pierre-Jean Beylier - CEO, Speedcast International

Morning Break and Networking

10:40 - 11:30
Main agenda

Fishbowl Session: Understanding the Challenges and Benefits Associated with the Wide-Scale Rollout of HTS

11:30 - 12:00
Main agenda

Our fishbowl session is an opportunity for audience members to join the discussion! There will be one chair available for an audience member to join the panel. Once the chair is taken, an original panellist must give up their seat to make it available for another new participant. The end of the session should result in a brand new line-up of panellists, lots of interesting debate and differing opinions!

- What does HTS promise to deliver to the satellite industry?
- How can service providers capitalise on the HTS opportunity? How do they need adapt and change their business models to accommodate HTS?
- Is HTS a threat to current C-Band and K-Band revenues?
- How has the industry changed since the rollout of HTS?

Participants

Panellist: Moe Abutaleb - CEO, UltiSat

Panellist: Mauricio Segovia - President, Axesat

Panellist: Jesus Hector Jimenez - Vice President – Global Engineering, RigNet

Understanding Our Changing Industry

12:00 - 12:30
Main agenda

- Enormous amounts of bandwidth coming available – how will bandwidth be commercialised?
- Prices are falling: What does this mean for the industry – what new customers can we reach?
- Teleports: Do they have a future?
- HTS as an interim solution? How will LEO change

Participants

Speaker: Renato Goodfellow - Head of Global Satellite, BT Global Services

Improving Satellite Economics Through Ground Segment Innovation

12:30 - 12:50
Main agenda

- How to maximize the benefits of new High Throughput Satellites?
- How to deal with the latest innovations (LEO, flat panels, ...) and the unknown?
- How do mobility, 5G and other markets get unlocked by these innovations

Participants

Speaker: Thomas Van den Driessche - CEO, Newtec

Networking Lunch

12:50 - 14:00
Main agenda

Panel Discussion: Flat Panel Antennas: Bringing the innovation to market!

14:00 - 14:30
Main agenda

- Application of flat panel antennas: How do they fit into the ecosystem?
- Benefit and cost of flat panel antennas
- Connected cars, yachts, maritime and mobility: Examining the potential applications of flat panel antennas
- Will flat panel antennas enable the satellite industry to enter new markets?
- Flat panels for MEO and LEO satellites – what does this mean in terms of efficiency gains?

Participants

Moderator: Martin Coleman - Executive Director, Satellite Interference Reduction Group

Panellist: Bill Marks - EVP - Chief Commercial Officer, Kymeta Corporation

Panellist: David Garrod - CSO, Phasor Solutions Ltd

Panel Discussion: Ground segment innovation for HTS and LEO

14:35 - 15:05

Main agenda

- How has the ground segment evolved since the launch of HTS?
- What is the evolving role of teleports for HTS, MEO and LEO?
- What is the plan for the LEO ground segment?
- How do changes to the ground segment impact the rest of the industry

Participants

Moderator: Elisabeth Tweedie - Owner, Definitive Direction

Panellist: Alvaro Sanchez - Director of Sales Marketing, INTEGRASYS

Panellist: Mike Gold - RVP Sales, US and Canada, Terrasat Communications

Panellist: Dave Rehbehn - Vice President, Hughes

Panellist: Thomas Van den Driessche - CEO, Newtec

Panellist: Simon Gray - Senior V.P. for Humanitarian Affairs, Eutelsat

Delivering Next Generation Mobility Connectivity to Customers

15:15 - 15:35

Main agenda

- Understanding the customers' needs and delivering a tailored service based on their requirements
- How is the maritime mobility sector evolving?
- Satisfying the cruise industries monstrous demand for data!
- How is inflight connectivity evolving: What will be possible on board 5 years from now?

Participants

Speaker: Greg Martin - Vice President, Mobility Market Segment Management, SES Networks

Afternoon Refreshments Break

15:35 - 16:15

Main agenda

Panel Discussion: Mobility: Delivering Reliable, Flexible Mobility Services at Sea and Inflight

16:10 - 16:50

Main agenda

- How can satellite keep up the exponential demand for data from mobility services?
- What are the services consumers have come to expect on-board?
- Delivering high quality broadband to consumers inflight and on-board
- How satellites are powering the connected car revolution!
-

Participants

Moderator: Alexander Purves - Chief Commercial Officer, Providence Access

Panellist: Reza Rasoulian - Vice President, Global Connectivity & Shipboard Technology Operations, Carnival Corporation

Panellist: Andrew Faiola - Director, Mobility Solutions, Intelsat

Panellist: Remith Ravi - Group Leader - Connected Car Group, Honda R&D Europe

Panellist: Kevin McCarthy - VP of Market Development, Newtec

Case Study: The Role of Service Providers in Creating New Services to Grow the VSAT Market

16:50 - 17:10

Main agenda

- Traditional satellite is not dead! Analysing new business opportunities for the VSAT market
- Elara case study: Partnering with movie theatres to distribute content
- Additional opportunities that will work on the same business model – thinking outside the box to capture new revenue streams
- Service providers need to work together and share best practise to keep the VSAT industry strong!

Participants

Speaker: Maurice Soreque Salazar - Commercial Director, Elara Communications

Fishbowl Session: Analysing New Opportunities for the Satellite Industry: As the industry evolves, what new markets can satellite play in? What new services can we offer to customers?

17:10 - 17:50

Main agenda

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- What is the role of satellite for IoT and M2M connectivity?
- As more fibre is rolled out, wireless coverage improved and national satellite programmes launched – what new niches can satellite exploit?
- Is mobility still satellites biggest growth area?
- How do price drops impact the different markets satellite can exploit?

Participants

Panellist: Ali Mohadjer - President & CEO, SatWays

Panellist: John Stoltz - Vice President, Network Innovations

Panellist: Salvation Alibor - CEO, Syscomptech Communications

Moderator: Mark Holmes, - Editorial Director, Avionics & Satellite Groups, Access Intelligence

VSAT London Lates

19:00 - 21:00

Main agenda

By invitation only

SCHEDULE

DAY ONE - VSAT GLOBAL 2017 - 20/09/2017

VSAT Global

19 – 22 September 2017
8 Northumberland Avenue
London

TIME	MAIN AGENDA
08:00	08:30 - Comsys Industry Update: Where we are now? Where do we need to be?
09:00	09:15 - Panel Discussion: Industry Challenges and Business Opportunities: Thriving in a challenging market place 09:50 - Capitalizing on Industry Changes: Challenges and Opportunities for the Satellite Industry
10:00	10:10 - Brave New World: How service providers must adapt to changes in the satellite industry 10:40 - Morning Break and Networking
11:00	11:30 - Fishbowl Session: Understanding the Challenges and Benefits Associated with the Wide-Scale Rollout of HTS
12:00	12:00 - Understanding Our Changing Industry 12:30 - Improving Satellite Economics Through Ground Segment Innovation 12:50 - Networking Lunch
13:00	
14:00	14:00 - Panel Discussion: Flat Panel Antennas: Bringing the innovation to market! 14:35 - Panel Discussion: Ground segment innovation for HTS and LEO
15:00	15:15 - Delivering Next Generation Mobility Connectivity to Customers 15:35 - Afternoon Refreshments Break
16:00	16:10 - Panel Discussion: Mobility: Delivering Reliable, Flexible Mobility Services at Sea and Inflight 16:50 - Case Study: The Role of Service Providers in Creating New Services to Grow the VSAT Market
17:00	17:10 - Fishbowl Session: Analysing New Opportunities for the Satellite Industry: As the industry evolves, what new markets can satellite play in? What new services can we offer to customers?
18:00	
19:00	19:00 - VSAT London Lates

Chair's Opening Remarks

08:50 - 09:00
Main agenda

Participants

Chair: Christopher Baugh - President, Northern Sky Research

Low Earth Orbit: How LEO will revolutionize the satellite industry!

09:00 - 09:20
Main agenda

- Who are the main players? Who are the main investors in LEO technologies?
- Customer applications for LEO connectivity: Potential use cases examined
- B2B revenue opportunities for LEO connectivity
- Connecting the other 3 billion with LEO constellations

Participants

Ronald Van der Breggen - Chief Commercial Officer, LeoSat

Panel Discussion: How should I Change my Business to React to LEO?

09:20 - 09:50
Main agenda

- Is LEO a threat to traditional GEO constellations? If we have LEO do we need a GEO solution?
- Are LEO and GEO hybrid solutions the answer?
- What will LEO mean for user terminals?
- How will the launch of LEO impact the cost of capacity?

Participants

Moderator: Virgil Labrador - Editor-in-Chief, Satellite Markets and Research

Panellist: Ronald Van der Breggen - Chief Commercial Officer, LeoSat

Panellist: Sandeep Kumar - Head of Sales-Satellite Services, Telstra

Panellist: Renato Goodfellow - Head of Global Satellite, BT Global Services

Going beyond connectivity – A new value proposition

10:00 - 10:20
Main agenda

- What are the new drivers that are shaping the future of the satellite industry?
- How to become more agile in responding to changing market needs
- SES will discuss how a new mindset, a new business approach could provide the framework of a new value proposition

Participants

Speaker: David Burr - Director, Product Line Management, SES Networks

Getting Ready to Tackle the 4th Industrial Revolution

10:20 - 10:40
Main agenda

The 4th industrial revolution is a digital one, which requires a brand new approach to meet consumers' exploding expectations. Learn how you can transform your – and your customers' – world by leveraging the innovative combination of spacecraft, constellation and an ecosystem that Intelsat is deploying in a holistic, integrated solution to generate long-term value.

Participants

Carmen Gonzalez-Sanfeliu - Regional Vice President, Latin America & Caribbean, Intelsat

Morning Break and Networking

10:40 - 11:30
Main agenda

Panel Discussion: The operational environment: is this becoming the most strategic asset for operators and service providers?

11:30 - 12:00
Main agenda

- What is current status of NMS/OSS in the satellite industry? How does that compare to other industries (telco, cable, network providers, ...)?
- Networks are converging: HTS, LEO, MPLS, SDN, WiFi and microwave, data center, etc. What are the best practices to avoid explosive growth of NOC operations?
- There is no such thing as a wholly owned network: the challenges of managing services across multi-operator networks.
- Opex – Capex – Service Quality: is this a trilemma, best effort for all, or a managed business process?
- Emerging new business models: what is the impact on the operations workflows and tools?

Participants

Panellist: Steven Soenens - VP Product Marketing, Skyline Communications

Panellist: Alan Afrasiab - President and CEO, Talia Limited

Panellist: Guido Neumann - General Manager and Co-Founder, CETel GmbH

Moderator: Randall Barney - Membership Director, WTA

Future of Satcom – How does today's satellite industry compare to the "good old days"?

12:00 - 12:20
Main agenda

- Our industry has changed dramatically – what does this mean for us all?
- Opportunities for non-GEO constellations
- Understanding the need for higher frequencies
- How will IoT and M2M drive new revenues for the satellite industry?
- 5G – the glue that will pull everything together!

Participants

Xavier Lobao - Head of Future Projects Division, ESA

What is the Role of Satellite in 5G?

12:20 - 12:40
Main agenda

- What is 5G: Understand current development towards delivering 5G
- Networld2020: Examining the 5G value chain and the key industry associations working on the technology
- How will satellite complement wireline and wireless infrastructure?
- What does LEO mean for mobile operators? Complementary or competitor technology?
- Satellite for backhaul and video

Participants

Mustafa Ergen - Chief Technology Advisor, & Board Member, Türk Telekom & Networld2020/5G IA

Networking Lunch

12:50 - 14:00
Main agenda

Panel Discussion: How Can We Create a Seamless Hybrid 5G Network Delivering High Capacity Coverage to B2B and B2C Consumers?

14:00 - 14:40
Main agenda

- 5G = One massive network – Satellite isn't isolated!
- How does satellite fit into the 5G value chain?
- Establishing partnerships to create end-to-end 5G connectivity?
- What services can satellite deliver that will never be possible for wireless or wireline connectivity?

Participants

Moderator: Kieran Arnold - Head of Networks & Systems, Satellite Applications Catapult

Panellist: John Stoltz - Vice President, Network Innovations

Panellist: Xavier Lobao - Head of Future Projects Division, ESA

Panellist: Mustafa Ergen - Chief Technology Advisor, & Board Member, Türk Telekom & Networld2020/5G IA

Panellist: Marco Brancati - Chief Technology Officer, Telespazio

High Altitude Platforms Are Here! Understanding the technology and its applications

14:40 - 15:10
Main agenda

- Where do High altitude platforms fit into the ecosystem? HAP's are complementary not competitor technologies!
- HAP's to communicate via VSAT technology
- Trials and timelines: How long before we see HAP's delivering communications services?
- Applications of high altitude platforms: What can they do better than GEO satellites? Where do we still need GEO connectivity?

Participants

Walt Anderson - Director, AVEALTO

Panel Discussion: Connecting the Unconnected: The role of satellite connectivity in remote areas

15:00 - 15:30
Main agenda

- Analysing National Satellite Programmes
- What are the long-term aims of national programmes?
- Government satellite applications for health, education and military
- Digital inclusion projects and the role of government funded ground infrastructure
- The role of MNO's in connecting the unconnected
- Examining Facebook's and other Silicon Valley innovators' work in this area. How can the satellite industry partner with these big players for mutual gain?

Participants

Moderator: Tsachi Dahan - Owner, BayLink

Panellist: Jorge López - Head of Marketing, Hispasat

Panellist: Wilgon Berthold Tsibo - Group CTO, Azur Telecom

Panellist: Scott Mumford - Group Managing Executive - Satellite & VSAT, Liquid Telecom

Panellist: Ali Mohadjer - President & CEO, SatWays

Interactive Polling Session: Live Polls on sli.do

15:30 - 16:10
Main agenda

Join in as we answer the industry's most challenging questions. Visit sli.do on the web browser of your device and enter #VSATGlobal to vote in this sessions polls.

Refreshments and Networking Before the Awards

16:10 - 16:30
Main agenda

VSAT Stellar Awards Ceremony

16:30 - 17:15
Main agenda

Awards Categories

- Service Provider of the Year
- Best Ground Segment Technology
- Most Innovative Satellite Application
- Satellite Operator of the Year

SCHEDULE

DAYTWO - VSAT GLOBAL 2017 - 21/09/2017

VSAT Global

19 – 22 September 2017
8 Northumberland Avenue
London

TIME	MAIN AGENDA
08:00	08:50 - Chair's Opening Remarks
09:00	09:00 - Low Earth Orbit: How LEO will revolutionize the satellite industry! 09:20 - Panel Discussion: How should I Change my Business to React to LEO?
10:00	10:00 - Going beyond connectivity – A new value proposition 10:20 - Getting Ready to Tackle the 4th Industrial Revolution 10:40 - Morning Break and Networking
11:00	11:30 - Panel Discussion: The operational environment: is this becoming the most strategic asset for operators and service providers?
12:00	12:00 - Future of Satcom – How does today's satellite industry compare to the "good old days"? 12:20 - What is the Role of Satellite in 5G? 12:50 - Networking Lunch
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15:00	15:00 - Panel Discussion: Connecting the Unconnected: The role of satellite connectivity in remote areas 15:30 - Interactive Polling Session: Live Polls on sli.do
16:00	16:10 - Refreshments and Networking Before the Awards 16:30 - VSAT Stellar Awards Ceremony

SESSIONS

MARITIME MOBILITY FOCUS DAY - 22/09/2017

VSAT Global

19 – 22 September 2017
8 Northumberland Avenue
London

Panel Discussion: Examining Connectivity Innovations On-board!

09:00 - 09:30

Main agenda

- How are data requirements on-board changing?
- Antenna innovations to improve on-board connectivity
- Understanding how LEO will impact maritime mobility
- How long before customers will experience “at home” connectivity on-board

Participants

Panellist: Adonis Violaris - Adonis Violaris, Chairman of the ICT Committee of the Cyprus Shipping Chamber and Marketing Director, Interorient Shipmanagement, Interorient Shipmanagement and Chairman of the ICT Committee of the Cyprus Shipping Chamber

Panellist: Nick Chubb MNI - Business Developer, Marine Society

Panellist: Andy Lucas - Senior Vice President, Satellite Operators & Mobility, Comtech EF Data

Panellist: Jon Harrison - VP of Global Satcom Group, Intellian

Meeting the Connectivity Demands of the Cruise Industry

09:40 - 10:10

Main agenda

- Why is delivering connectivity so important for the cruise industry?
- What is a “smartship” - How improving connectivity drives revenues
- Technology required for the “connected cruise”

Participants

Reza Rasoulian - Vice President, Global Connectivity & Shipboard Technology Operations, Carnival Corporation

Connectivity and Crew Welfare: How connecting your crew will transform your business

10:10 - 10:40

Main agenda

- How has the market changed in the last 10 years? What services do crew now expect on-board?
- What’s driving this change? New lower data costs?
- How service providers can innovate their business to take advantage of this new requirement for data
- Case studies presented: Real examples of data connectivity improving crew welfare

Participants

Speaker: Nick Chubb MNI - Business Developer, Marine Society

Internet and the Maritime Industry “Mind the [Technology] Gap

10:40 - 11:10

Main agenda

Participants

Speaker: Adonis Violaris - Adonis Violaris, Chairman of the ICT Committee of the Cyprus Shipping Chamber and Marketing Director, Interorient Shipmanagement, Interorient Shipmanagement and Chairman of the ICT Committee of the Cyprus Shipping Chamber

Morning Break

11:00 - 11:30

Main agenda

Industry Roundtables

11:30 - 12:30

Main agenda

Crew Welfare

Nick Chubb MNI, Business Developer, Marine Society

Shipping 2030

Flat Panel Antennas in the Maritime Industry

Nigel Gibson, CEO, Gibson Professional Search

Increasing quality of communication while lowering costs

Andy Lucas, Senior Vice President, Satellite Operators & Mobility, Comtech EF Data

SCHEDULE

MARITIME MOBILITY FOCUS DAY - 22/09/2017

VSAT Global

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09:00	09:00 - Panel Discussion: Examining Connectivity Innovations On-board! 09:40 - Meeting the Connectivity Demands of the Cruise Industry
10:00	10:10 - Connectivity and Crew Welfare: How connecting your crew will transform your business 10:40 - Internet and the Maritime Industry "Mind the [Technology] Gap"
11:00	11:00 - Morning Break 11:30 - Industry Roundtables