



Products and Services MarketPlace

A guide to key products and services to be showcased at IBC 2017 in Amsterdam from September 15-19, 2017.

ABS
Hall 2 booth # 2.C48
www.absatellite.com



ABS is one of the fastest growing global satellite operators in the world offering broadcasting, data and telecommunications services.

ABS satellites provide comprehensive C and Ku-band coverage at prime video neighborhoods at 3°W, 75°E and 159°E, reaching 93% of the world's population. Our broadcast services provide reliable and flexible full-time and ad-hoc capacity. Headquartered in Bermuda, ABS has offices in the United States, UAE, South Africa and Asia. ABS is majority owned by funds managed by the European Private Equity firm Permira.

Advantech Wireless
www.advantechwireless.com



Advantech Wireless

SMARTER SOLUTIONS.
GLOBAL REACH.

Advantech Wireless supports the critical

need for High Throughput Satellite communications in a rapidly expanding digital environment. Our proven low-cost and highly reliable system solutions are meeting the ever-increasing need for high-bandwidth communications essential to broadcasters. We integrate award-winning research and development engineering into our designs. The result: custom solutions with lowest overall capital and operating costs, together with an unparalleled commitment to lead the industry in innovation, design and reliability.

Learn more about our Broadcast Solutions, World Leading SATCOM GaN based SSPAs/BUCs, ASAT II™ Multiservice VSAT System, New WaveSwitch™ SATCOM Waveform Switching Technology, Antennas and Microwave Radios.

Acorde Technologies
Hall 5 booth # 5.C49
www.acorde.com



ACORDE Technologies, a NATO AQAP 2110 certified company, since 1999 designs, develops and manufactures RF front-ends for satellite communications systems from S band up to Ka band, in which the company is a world reference, or even Q-band, providing robust, reliable and field proven solutions to customers worldwide in Military, Space, Telecom and Broadcast markets.

The company manufactures compact and lightweight BUCs and LNBs, introducing new and efficient technologies such as GaN, and versatile approaches such as dual and

quad sub-bands integrations. ACORDE's RF equipment features the latest control technology, ranging from a simple hand-held system up to remote control systems via IP (offering a wide number of possible protocols, such as Telnet, SNMP, SSH, etc.). Equipment can be certified, at customers' request, in accordance with the MIL-STD-810G (environmental testing) and MIL-STD-461E (electromagnetic compatibility) U.S. military standards.

In addition, ACORDE offers built-to-spec solutions to its clients, among which there are several international space agencies, DoDs from several continents and large system integrators.

Amos Spacecom
Hall 1 booth # 1.C65
www.amos-spacecom.com



More Coverage. More Throughput. More Services. Across the Middle East, Europe, Africa and Asia. **Spacecom's** AMOS

satellite constellation, consisting of AMOS-3 & AMOS-7 co-located at 4°W and AMOS-4 at 65°E, provides high-quality broadcast and communications services across Europe, Africa, Asia and the Middle East. With AMOS-17 planned for launch to 17°E in 2019, Spacecom will further expand its reach, reinforcing its position as a leading satellite operator.

AvL Technologies
Hall 5 booth # 5.A45
www.avltech.com

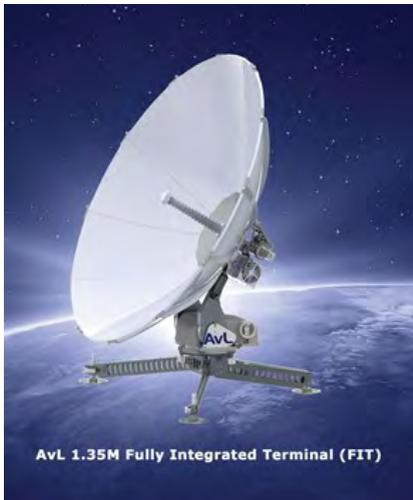


IBC 2017 will showcase **AvL Technologies'** newest line-up of flyaway antenna systems: the Family of Integrated Terminals (FIT).

These antennas are designed to accommodate current and future modem, RF and satellite frequency options. On display will be aperture sizes 0.75m, 0.98m and 1.35m. Each of these ultra-compact, ultra-lightweight antennas features an axi-symmetrical carbon fiber reflector and an all-in-one positioner system with integrated stabilizer legs. This new line of user-configurable, IATA checkable satellite terminals can be upgraded from a baseline manual-point configuration to a motorized, auto-acquisition platform. These antennas are easily assembled by one person in a matter of minutes.

A new addition to the O3b family - the 0.70m rapid retrace, single lightweight antenna will be on display. This antenna has a <7 second retrace which enables re-sync

without disruption. The 1.2m O3b MEO tracking Ka-Band antenna which offers the power of O3b's high throughput, low latency connectivity in a compact, easily transportable and rapidly deployable design could be seen in our stand. The 1.2m antenna operates in tandem pairs (same size) with make-before-break communications.



Also featured in our stand will be our Model 824i 85cm auto-acquire flyaway fully-integrated solution that packs into two airline checkable bags. This antenna is loaded with features including multiple modem choices and a mission-configurable weatherproof electronics enclosure with the latest power efficiency technology.

The 1.2m SNG motorized vehicle-mount Ka-Band antenna with swappable feeds and a 1.0m vehicle-mount Mobile VSAT antenna with a cowl will also be displayed.

C-COM Satellite Systems Inc.
Hall 5 booth # 5.C85
www.c-comsat.com



This year **C-COM** will be displaying various iNetVu® auto-acquire products covering six different form factors available in our growing line of antennas:

iNetVu® Ka-98G 3 Axis system designed for Avanti, Telenor, iDirect and Gilat service.

iNetVu® FLY-75V designed for Eutelsat KA-SAT



NewsSpotter and ViaSat Exede services

iNetVu® MP-80, an 80 cm Manpack, our lightest flyaway antenna designed to date, available with the SatAssist 1000 Pointing Tool

iNetVu® iNmotion Ka antenna designed for the Eutelsat KA-SAT NewsSpotter and ViaSat Exede services. This unit will be available for outdoor demos - contact us to book a time and be one of the first to try the first Ka-band COMM-on-the-MOVE commercial Grade flat panel antenna.

It has been a busy year for C-COM with new products being developed and more sophisticated routines being added to our world class iNetVu® Controller. In an effort to make the mobile VSAT market easier for the operators, we have been hard at work listening to your suggestions and developing new software to make the iNetVu® more autonomous.

Working closely with the major modem manufacturers around the world, the iNetVu® line of products now offers our customers more choices than ever before, and we continue to improve and upgrade our existing solutions.

COMTECH EF Data
Hall 1 booth # 1.F80
www.comtechefdata.com



Comtech EF Data Corp. is the global leader in satellite bandwidth efficiency and link optimization.

Our integrated Sat-Com infrastructure solutions encompass Advanced VSAT Solutions, Satellite Modems, RAN & WAN Optimization, Network & Bandwidth Management and RF Products. The offerings feature groundbreaking efficiency (industry-leading coding, modulation, compression and physical layer operation), robust intelligence (traffic shaping, dynamic bandwidth allocation and integrated network management) and unparalleled horsepower (processing power for your pps and Mbps transmission requirements).

Stop by the Comtech booth #1.F80 and ask us about Heights Dynamic Network Access (H-DNA). H-DNA is an evolution in satellite access technologies. We welcome the chance to share how this new technology:

- Rapidly adapts to changing environments
- Delivers superior efficiency & quality of experience
- Instantly assigns capacity based on network-wide demand
- Intelligently utilizes total network bandwidth at all times
- H-DNA is fast, flexible and uncompromising, delivering unprecedented benefits to users and service providers alike.

COMTECH Xicom Technology

Hall 1 booth # 1.F80

www.xicomtech.com



Comtech Xicom Technology

provides a broad product line of KPAs, TWTAs, SSPAs and BUCs for worldwide satellite uplink covering C-, X-, Ku-, DBS-, Ka-, Q-band, Tri- and Multiband with power levels from 8 to 3,550 watts and available in rack-mount and antenna-mount ODU packages.

Comtech Xicom Technology offers state-of-the-art Gallium Nitride (GaN) solid-state amplifiers for the fast-growing In-Flight Connectivity market. We have DO-160 in-cabin certified and cabin exterior certified designs. The high



efficiency technology and advanced packaging techniques used enable industry-leading power density products that meet the tough environments of airborne applications.

Xicom SSPAs and Block Upconverters (BUCs) for in-cabin ARINC-type and out-of-skin hermetic configurations support DO-160 requirements from category A1 to F2. Xicom Gallium Nitride (GaN) SSPAs enable high-speed satellite connectivity for both airlines and travelers around the world. For more information go to: <http://www.xicomtech.com/applications-airborne>

Gazprom Space Systems

Hall 5 booth # 5.B78

www.gazprom-spacesystems.ru



Russian satellite operator **Gazprom Space Systems** (GSS) presents the opportunities of its constellation, consisting of Yamal-202 (49E), Yamal-300K (183E), Yamal-401 (90E), Yamal-402 (55E) satellites. GSS's customer base includes over 250 companies. Yamal satellites capacity is used for telecommunication services provision in more than 100 countries worldwide.

Hispasat/Hispamar

Hall 1 booth # 1.C37

www.hispasat.com

The **HISPASAT Group** is composed of companies with a foothold in Spain as well as in Latin America, where its Brazilian affiliate HISPAMAR, sells its services. The Group is a leading Spanish- and Portuguese-language content broad-

caster and distributor, including over important direct-to-home television (DTH) and high-definition television (HDTV) digital platforms. HISPASAT is one of the world's largest satellite companies in terms of revenue in its sector, and the main communications bridge between Europe and the Americas.



LP Technologies

Hall 1 booth # 1.F47

www.lptechnologies.net



LP Technologies Inc. (LPT), a leader in spectrum

monitoring solutions, and SatService GmbH (SatService), a European satellite integration and ground station product manufacturer, will partner again at IBC to jointly present their latest solutions and top of the line products. SatService is an official distributor of LP Technologies products in Europe, so along with their own systems solutions, they also resell LPT's affordable spectrum analyzers and signal monitoring systems.



Together, they will introduce **LPT-ASM**

2.3.3 and **WEB-SPECTRUM 1.1.0**. The system delivers a powerful, effective, and cost-effective carrier monitoring and interference detection solution that is unmatched.

ND Satcom

Hall 5 booth # 5.A60

www.ndsatcom.com

At IBC, **ND Satcom** will be showcasing its SKYWAN modem family— a reliable, flexible and versatile satellite communication platform for customer centric networks. It is a bi-directional MF-TDMA plus DVB system that supports voice, video and data applications in the most bandwidth efficient manner.

The new SKYWAN **5G** unlocks new business opportunities for service providers.

Total cost of ownership is significantly reduced thanks to the fact that only one type of device is needed for all roles in the network.



Newtec
Hall 1 booth # 1.A49
www.newtec.eu

Newtec, a specialist in designing, developing and manufacturing equipment and technologies for satellite communications, will be showcasing at the NAB its most advanced VSAT modem to date – the first on the market to support wideband DVB-S2X, the Newtec MDM5000 Satellite Modem. The MDM5000 is capable of receiving forward carriers of up to 140 MHz, and processing over 200 Mbps of throughput. On the return channel, it supports SCPC, TDMA and Newtec's unique Mx-DMA™, up to 75 Mbps.



RF-Design
Hall 1 booth # 1.F45
www.rf-design-online.de



At IBC, **RF Design** looks forward to talking about your individual RF equipment, RF distribution, RF-over-Fiber & RF/DVB monitoring requirements. See us at our stand and explore our innovative and high quality products especially designed for RF distribution infrastructures in Teleports, Satellite Earth-Stations, as well as for Broadcast and



CableTV/IPTV operations.

We will be showcasing our "FlexLink" Extended L-Band Switch Matrix Series, with the following features:

- Unique - Innovative - Clever
- 1RU/19" in sizes 8:8 to 16:16 % 8:24
- 6RU/19" in sizes 8:8...64:64 up to 256:256
- Also available with optical inputs
- Variable gain-control @ any input
- Slope equalization @ any input

- RF power monitoring @ any input & output
 - 10MHz external reference signal port
 - Switchable LNB-supply @ any input
 - Easy local & remote configuration
- Superior quality & performance

RSCC
Hall 1 booth # 1.B31
www.rsc.ru



Celebrating its 50th anniversary, **The Russian Satellite Communication Company (RSCC)** is the national state satellite operator whose spacecraft provide a global coverage. RSCC belongs to the ten largest world satellite operators and owns five teleports and its own optical fiber infrastructure. The company possesses the largest satellite constellation in Russia located in the geostationary orbital arc from 14 West to 140 East and cover the whole territory of Russia, the CIS, Europe, the Middle East, Africa, the Asia Pacific region, North and South America, and Australia. RSCC offers a full range of telecommunications services such as TV and radio broadcasting, data transmission, telephony, multimedia and others using its own terrestrial engineering facilities and satellite constellation.

SatService GmbH
Hall 1 booth # 1.F47
www.gazprom-spacesystems.ru



SatService GmbH, a system integrator, manufacturer and reseller in the field of satellite communications, is pleased to present at IBC 2017 the second generation I/O Frontend Processor: the new *sat-nms* IO-FEP2. The *sat-nms* IO-FEP-2 is the easiest way to integrate any "low level" interface commonly used in satellite ground stations like equipment alarm contacts, waveguide- or coaxial-switches and other status signals into your Monitoring & Control System. It provides opto-coupled in- and outputs and potential free relay output contacts. It manages HPA inhibit, redundancy switching and monitoring



of current and voltage for up to 6 LNA's/LNB's.

In spite of extended functionality, the *sat-nms* IO-FEP2 needs 40% less space than the *previous sat-nms* IO-FEP-E but it 100% pin compatible.

Terrasat Communications, Inc.
Hall 1 booth # 1.F61
www.terrasatinc.com



Terrasat began in October, 1994, specializing in engineering design and manufacturing of advanced radiofrequency products for satellite and terrestrial microwave communications systems. Today, the company is focused on innovative RF solutions for satellite communications. The ground-breaking IBUC – Intelligent Block Up converter – brings full-featured, carrier-grade performance to commercial and military satellite communications terminals.

UHP Networks
Hall 1 booth # 1.A95
www.uhp.net



UHP Networks, formerly known as Romantis Inc, is a leading manufacturer of high-performance VSAT network equipment. Our solutions are field proven with over 170 networks and 11,000 remote terminals installed, many operating in most demanding applications with Tier 1 enterprise, broadcast and government customers. The company has its headquarters in Montreal, Canada, with manufacturing operations in Germany and sales and support offices worldwide.

UHP Networks is a market leader in high-availability HTS-ready VSAT equipment. Star, Mesh, MF-TDMA or SCPC supported in a single device which consumes 9W, processes 450 Mbps, initialises in 5 seconds. Hub scales up to support tens of thousands of remotes.

Walton De-Ice
Hall 1 booth # 1.A62
www.de-ice.com



Walton De-Ice the world's leading designer and manufacturer of satellite earth station antenna (ESA) weather protection solutions, will unveil its all-new **Walton ADC-4000 Antenna De-Icing Control System** for the first time in Europe at the IBC. The **Walton ADC-4000** makes the operation of Walton hot-air de-icing systems more accurate and efficient than ever, offering potential savings in management and labor overhead for satellite broadcast and head end facilities.

The **ADC-4000 Antenna De-Icing Control System** adds a new method to actively control the heat within an antenna de-icing enclosure thus allowing for improved control of the antenna surface temperature.



“Our new **ADC-4000** features now give users control of the actual temperature on their dish,” adds Walton.

The system provides rain and snow detection, basic monitoring and control functions and control of heaters and blowers in order to maintain ice-free conditions on an antenna reflector, feed, and sub reflector without assistance from site personnel. The **ADC-4000** uses ambient temperature monitoring, and senses both within De-Ice enclosure (Plenum) and outside near the reflector's surface. Local units (**DS-18**) on or near the antenna and remote units (**DP-10 Remote Control/Status Unit**) work in unison with temperature probes and other components to provide the most up to date and cost effective Antenna De-ice Control System in the industry. Temperatures are displayed via the remote digital rack mounted monitor (**DP-10**), and the system can communicate with external earth station and broadcast M&C systems via RS-232, 4 wire RS-485, IP through Ethernet or Fiber Optics. The all-new **DS-18** and **DP-10** units are EMI/RFI rated for Defense applications. The **ADC-4000** provides four control functions: Snow Detection, Rain Detection, Heater Operating Point Control, and Main Reflector Temperature Balance Control. The Temperature Balance Control function reads and stores “temperature span” settings in order to ensure that the surface temperature of a main antenna reflector is uniformly distributed, thereby preventing or minimizing reflector distortion losses. Broadcasters can designate “Trigger Temperature” thresholds for auto activating/de-activating antenna heaters, with optional adjustable time delay settings. Existing installations of legacy **ADC-3000** or **ADC-2000** De-Icing Control systems can add Temperature Control features similar to the **ADC-4000's** built-in feature by ordering an easy-to-install **TCS-2** upgrade option.

Work Microwave
Hall 5 booth # 5.A77
www.work-microwave.com

At IBC, **WORK Microwave** will demonstrate the latest enhancements to its satellite technologies portfolio, including a new high-performance DVB-S2X demodulator for

transport stream applications. Using WORK Microwave's analog and satcom solutions, operators can dramatically increase their flexibility, bandwidth, and margins while reducing operational costs.



WORK Microwave devices are deployed by operators worldwide to support a range of applications within the satellite broadcast and satellite communications markets, including SNG/contribution, direct-to-home, IP networking, teleport management, governmental, and more.

Key Products and Technology Demos:

NEW AR-61 Demodulator. WORK Microwave is expanding its A-Series IP modem, demodulator, and modulator family at IBC2017 with the introduction of the all-new AR-61 demodulator for transport stream applications.

The AR-61 provides the best DVB-S2X performance on the market for high-quality video transmission with minimal satellite bandwidth occupation. It is ideal for professional video contribution and distribution use cases. Offering compliance with DVB-S2X, DVB-S2, and DVB-S, the platform is entirely future-proof, enabling seamless migration to next-gen infrastructures and evolution to advanced functionalities for operators relying on legacy standards. Upgrades are made easy via software licensing.

For operators looking to transition to all-IP, WORK Microwave also offers the AX-60 IP modem, AR-60 IP demodulator, and AT-60 IP modulator high-performance platforms for IP trunking and network infrastructure applications.

NEW Integration Between AT-60 IP/AT-80 Wideband Modulator and Encapsulator. Operators now have the option to integrate WORK Microwave's AT-60 IP modulator and AT-80 wideband modulator with an encapsulator and IP routing system for large-scale VSAT systems. This integrated solution scales to every type of satellite network, from small networks with five remotes, up to the largest networks encompassing tens of thousands of remotes. Designed with flexibility in mind, WORK Microwave's solution is based on a pay-as-you-grow business model, can scale up or down to support any operator's requirements, and is completely customizable in terms of adapting to existing infrastructures. Embedded Adaptive Coding and Modulation (ACM) enables each remote to operate at its most efficient coding and modulation scheme.

Compact Satellite Up- and Downconverter Enhanced With C- and X-Band Support. Based on customer feedback, WORK Microwave has added C- and X-Band support to its integrated, compact, and cost-effective frequency converter. Ideal for satellite operators, integrators, and teleports working in classical bands, WORK Microwave's compact converter is operational in C-, X-, and IF frequency bands, allowing users to support multiple simultaneous channels in one unit to save significant rack space and costs. WORK Microwave also offers a traditional modular converter series suited for higher frequency applications, including Ku-, Ka-, Q-, and V-bands.



Norsat
International Inc.

NEED SOMETHING CUSTOM?

LET NORSAT DESIGN A
PRODUCT FOR YOU

With 40 years of experience in the satellite and microwave market, Norsat is the industry leader in designing custom products. Whether it is developing customized LNBs, BUCs, portable or maritime terminals, Norsat has the expertise to get the job done.



For more information, please visit
www.norsat.com/customization