



Bruno Dupas
President

“Integral knows that new applications and services such as satellite radio services like Ondas or television on mobile phones, will create added demands for the SATCOM industry. In addition to these growing demands, there are significant pressures facing operators, including the need to reduce operations costs, while at the same improving quality of service and working on interference management. We are well aware of the industry

growth and the associated issues amplified by such growth. To address these issues, Integral has introduced new approaches for managing the ground segment to increase situational awareness and automation to reduce operations costs. We are also improving reactions to operational and business-related issues, resulting in improvements to our delivered services.”

Integral has additional plans and projects in the works. Dupas stated the company’s integrated solutions are proving highly successful because they are delivering real measurable value to their end customers. As a result, the Company continues to expand and improve their integrated service solutions. He added, “Beyond delivering turnkey ground control systems, ISE continues to investigate other ways to provide solutions for our customers. If we do not have the product or capabilities required to address a customer need, we reach out to our numerous partners and integrate their product and/or capabilities into our overall solution to address that need.”

Certainly, Integral has grown far beyond its early days as solely a provider of satellite control systems. The Company has extended their product and capability

offerings into signal monitoring and network management. They have also entered other markets, such as satellite data processing. As Dupas said, “We have repeatedly demonstrated our ability to provide complete systems from antennas, satellite command and control, transponder planning and monitoring, to network management as well as baseband and network functions. Integral has delivered these systems with pre-integrated products and a commitment to maintain the solution for the entire life of the system.”

We all possess “wish” lists for changes in the industry. Dupas, “would like to see more open competition, particularly in regard to government involvement in industry and in government procurements. We want to ensure that government institutions do not directly assist in commercial product development, thereby potentially rendering procurement processes unfair and non-compliant with WTO rules. On the positive side, I applaud the European Union’s new procurement guidelines for Galileo. We believe they will improve the competitive process and deliver better value to taxpayers. As a result, it has allowed ISE to be able to bid on the GCS work package, where under the old procurement method we were effectively locked out of the process.”

“You know the saying, ‘there is no place like home’, and this is the sentiment behind one of the major drivers for capacity in Europe—programming entering the market that originated elsewhere.” *Jean-Phillippe Gillet* of **IntelSat** dives directly into the European market growth patterns. “DTH platforms will also continue to expand, especially in Eastern Europe, where a few operators have been



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