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**President & CEO**  
**Stratos Government Services Inc. (SGSI)**

**Q: SGSI is well known as a leading integrator of commercial satellite solutions for the Department of Defense. What sets SGSI apart from other integrators?**

**A:** At SGSI, we supply DoD, federal and state government agencies with the most advanced mobile satellite systems (MSS)—such as Inmarsat BGAN, FleetBroadband and SwiftBroadband, as well as Iridium and VSAT solutions—for integrated voice and high-speed data connectivity.

Our most recent notable contract came in July 2011, when DITCO awarded us a \$315 million contract for Military Sealift Command's next-generation wideband COMSATCOM infrastructure.

What makes SGSI different is the secure, highly advanced network we call the Stratos Government Network. Fully deployed since June 2010, the Stratos Government Network is compliant with Information Assurance (IA) requirements and designed to minimize operational security (OPSEC) exposure. These attributes are absolutely critical for military users deploying MSS via COMSATCOM to fulfill mission objectives on the ground, at sea and in the air. The advent of the Stratos Government Network was a factor in the U.S. Coast Guard's recent selection of SGSI to deploy FleetBroadband on 50 vessels.

**Q: How have the DoD's strict OPSEC requirements changed the services that SGSI offers?**

**A:** The introduction of the Stratos Government Network dramatically changed how SGSI meets DoD's needs for increased security, decreased latency and geographic diversity. SGSI is the only Inmarsat distribution partner to offer this type of secure network. Utilization of the Stratos Government Network enables SGSI to provide the industry's only BGAN, FleetBroadband and SwiftBroadband offerings that are OPSEC and IA compliant.

By combining the Stratos Government Network with the Stratos Advantage suite of value-added services, SGSI has engineered the optimal solution to achieve security objectives of MSS users in the military. SGSI's support of enhanced OPSEC also includes secure billing, which makes it very difficult



for adversaries to piece together billing patterns to determine operational activity.

The Stratos Government Network is completely separate from Stratos commercial service. It features points of presence at the Satellite Access Stations in the Netherlands and Hawaii. Also, it is monitored, managed and maintained by the SGSI Network Operations Center in the United States that is staffed exclusively by cleared U.S. citizens.

The Stratos Government Network secure architecture is a fully private network backed up by a commercial network. It reduces the distance to the government-network point of entry, provides customer APN routing privileges, as well as additional network access and authentication control.

**Q: Which new COMSATCOM solutions are in highest demand by military organizations?**

**A:** Whether it's on land, at sea or in the air, military commanders are constantly seeking higher-speed MSS that are available on smaller terminals. That's what makes Inmarsat's Global Xpress such a timely service introduction.

Global Xpress—based on the new Inmarsat-5, Ka-band constellation—is a next-generation global service that will have a huge impact on maritime, land mobile and aeronautical markets in both the government and private sectors. With commercial availability expected in 2013, Global Xpress will deliver seamless worldwide coverage and unprecedented mobile broadband speeds up to 50 Mbps, to customer terminals from 20-60 cm in size.

It's easy to imagine how the advent of higher-bandwidth MSS on smaller terminals will positively impact traditional aircraft, field operatives on land, and vessels at sea. We also expect military agencies worldwide will

examine Global Xpress for other important applications, such as unmanned aircraft systems.

**Q: How will SGSI provide its customers with a migration path to Global Xpress?**

**A:** We are developing several creative programs to bridge the gap between today's high-performance solutions and the expanded capabilities of Global Xpress. The first example is for the naval market, for which we now offer the new Inmarsat XpressLink global broadband service.

XpressLink is a fully managed, redundant and reliable broadband service for vessels at sea—with full global coverage for a fixed monthly fee. XpressLink offers enhanced Ku-band VSAT coverage and bandwidth and leverages the global L-band capabilities of FleetBroadband. It offers the only guaranteed upgrade path Global Xpress. XpressLink includes a guaranteed free hardware upgrade to Global Xpress. The turnkey managed service is ideally suited for global naval forces that are customizing their own network environment and require greater throughputs and bandwidth.

**Q: How is SGSI helping DoD use MSS to support cloud applications?**

**A:** DoD has challenged industry to provide creative solutions for supporting cloud applications. With the increased reliance on COMSATCOM and the advent of affordable new MSS pricing structures, such as flat-fee pricing, MSS is considered a viable platform for cloud computing. In the future, we expect the Inmarsat BGAN family of services to play a vital role in helping commanders maintain applications in remote locations.

Inmarsat BGAN via the Stratos Government Network is positioned well to satisfy the on-demand, self-service and broad network-access capabilities required by DISA. Our focus now is on the resource pooling and elasticity objectives. As cloud computing becomes more prevalent in the military architecture, the ultra-high reliability, redundancy and security of COMSATCOM will be seen as a major enabler. The Stratos Government Network is only the first step. ★

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