



# “Harnessing Satellite Spectrum for Broadband: Will Incumbents Sell, Stay, or Share”?

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# **Why we are here today**

**Accelerate U.S. leadership in 5G to  
empower our economy and prosperity,**

**and**

**To get the spectrum in the hands of 5G  
operators as fast as possible while  
ensuring continuity and viability of fixed  
satellite services**





## **Intelsat is the Pioneer and Leader in Satellite Communications**

Intelsat is the leading satellite operator in terms of capacity, EBITDA and geographic reach

We operate an extensive terrestrial network connected to our global fleet of 52 satellites serving 99% of the earth's populated regions

Intelsat is transforming to enable next generation hybrid satellite-wireless-terrestrial services for the fixed and mobile broadband connectivity solutions of the future

# What is So Special About C-Band?

- Allocated for satellite services for nearly 50 years
- Preferred for high reliability services due to resistance to weather-related interference
- Is heavily utilized in the US: \$70B-\$80B of linear TV
- Requires high availability — 99.999% — no technology alternatives
- Is highly sensitive to noise
- Abating interference AFTER the fact is a non-starter
- Technical mitigation necessitates satellite operator responsibility



# Key Principles of Our Proposal for Joint-Use in the U.S.

Addresses Incumbent Concerns While Accelerating Spectrum Access

- Protects C-band services from interference
- Market-based process, avoids bureaucracy and sets priorities
- Consortium sets focal point for technical implementation
- Regulatory certainty for all participants
- Speed: 100 MHz within 18 to 36 months from an FCC order



***5G is a breakthrough opportunity...  
we responded with a breakthrough approach***



# Myth Busters

## C-band is heavily utilized by critical services

- \$70-80 billion in revenue generated annually in C-band-powered linear television

## Satellite is pro-5G

- GDP growth of \$500 billion over seven years
- Satellite is integrated in 5G technical standards

## Path to Fastest 5G Deployment

- Breakthrough approach for stakeholders
- FCC spectrum re-purposing takes on average 13 years

*Our proposal delivers 100 MHz of cleared spectrum within 18 to 36 months of a final FCC order*

# The Need for Speed

We offer the most expedient solution for all stakeholders



Current C-band services are essential for the American consumer



Breakthrough opportunities, like 5G, require a breakthrough solution



Can the U.S. afford to wait 10 years for 5G deployment?