

EX PARTE OR LATE FILED

October 26, 2001

Magalie Roman Salas, Secretary  
Federal Communications Commission  
445 12th Street, S.W.  
Room TW-A325  
Washington, DC 20554

**RECEIVED**

OCT 26 2001

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

Re: Oral Ex Parte Presentation  
FCC File No. SES-LIC-19980415-00436  
IB Docket No. 96-132

Dear Secretary Salas:

On October 25, 2001, Jay Wurts, President and CEO of Outerlink Corporation, and I, met with Peter Tenhula, Senior Legal Advisor to Chairman Michael Powell, Bryan Tramont, Senior Legal Advisor to Commissioner Kathleen Abernathy, Paul Margie, Spectrum and International Legal Advisor for Commissioner Michael Copps, and Thomas Tycz, Chief, Satellite and Radiocommunication Division, International Bureau.

During the discussions, the Commission was urged to act promptly on issuing a Report and Order in the above captioned proceeding. The Commission was also urged to take expedited action on Outerlink's pending earth station application. The points included in the attached materials were also discussed.

Please contact the undersigned if you have any questions.

Sincerely,



Bruce A. Olcott

Copy: Peter Tenhula, Senior Legal Advisor  
Bryan Tramont, Senior Legal Advisor  
Paul Margie, Spectrum and International Legal Advisor  
Thomas Tycz, Chief, Satellite and Radiocommunication Division, International Bureau

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List A B C D E

# Promoting Safety and Efficiency Using Satellite-Based Vehicle Tracking

## *Ex Parte* Presentation by Outerlink Corporation in IB Docket No. 96-132

October 25, 2001

- OuterLink Corporation is a leading supplier of affordable wireless satellite communications and data systems, which can increase safety and efficiency for large fleets of vehicles through continuous asset tracking.
  - OuterLink’s system uses small, vehicle-mounted transceivers (satellite modems) that communicate via a geostationary satellite to and from the dispatch center. Each satellite modem uses GPS to track vehicle location. The satellite modem is also a two-way communication device that transmits messages quickly between vehicle and dispatcher.
  - Outerlink’s service is used to provide tracking beacons on ambulance helicopters, border patrol aircraft, forest service fire fighting tankers, and emergency panic call buttons on utility trucks. Recently, government and commercial entities have also expressed interest in using Outerlink’s services to track commercial aircraft and hazardous materials trucks.
- Unfortunately, Outerlink is still awaiting FCC authorization for its service. Outerlink first filed a FCC application in 1997 to operate in the lower L-band using the Motient satellite. The application remains pending awaiting the completion of the lower L-band proceeding.
- Outerlink is currently operating pursuant to Special Temporary Authority (“STA”). The STA severely limits the number of units that Outerlink can operate, however, and increases regulatory uncertainty, both for Outerlink and its customers.
- Outerlink seeks immediate resolution of the lower L-band proceeding. The major issue (whether a processing round is needed for MSS applicants in the lower L-band) was effectively made moot by the issuance of licenses in the 2 GHz MSS proceeding.
- Outerlink also seeks immediate action on its license application, which has been pending for more than four years (Call sign: E980203; FCC File No. SES-LIC-19980415-00436).
  - On October 9, 2001, the Commission authorized six applicants to operate satellite earth station networks in the lower L-band using Inmarsat space segment. The authorizations were conditioned on the release of the lower L-band order, but the licensees are allowed to begin using the lower L-band immediately pursuant to STA.
  - On November 30, 1999, two other licensees were authorized to operate satellite earth stations in the *upper* L-band using TMI space segment. The order stated that a decision regarding their use of the *lower* L-band would be made in the lower L-band proceeding.
- Thus, the Commission has paved the way for licensees to operate in the lower L-band using Inmarsat and TMI’s non-U.S. licensed satellites. The Commission has failed to act, however, on Outerlink’s request to operate in the lower L-band using Motient’s U.S. licensed satellite.
- This disparate treatment is unfair from a competitive standpoint and inconsistent with the Commission’s policy of providing equal treatment for domestic and foreign applicants for satellite system authorizations. Most importantly, the Commission’s delay is hampering Outerlink’s ability to increase the number of vehicles that benefit from its services.



**A Rapidly Growing MSS  
Data Communications Company  
Meeting Critical Needs**

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President and CEO  
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## Critical Customer Needs

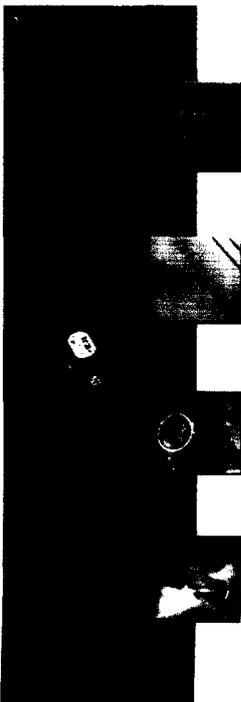
- Safety
  - Workers
  - General Population
- Productivity
- Asset Protection
- Coordination
  - Workers
  - Emergencies





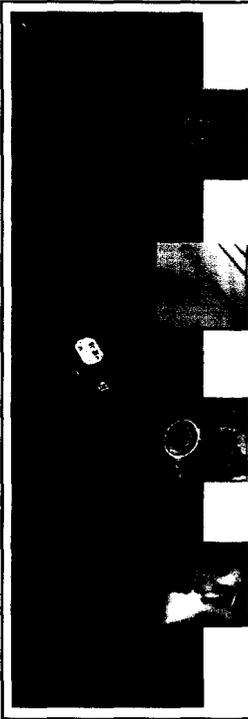
## OuterLink Products & Services

- Hardware in Vehicle
  - Data Transceiver with built-in GPS
  - Emergency Button
  - Display Terminal (optional)
- 2-Way Messaging Service
- Application Software
  - In vehicle
  - For dispatcher



## Large Fleets Operating Outside of Downtown Areas

- Aviation
  - Helicopters
  - Airliners
- Utilities
  - Electric Companies
    - Bucket Trucks
- Trucking
  - HazMat Trucks



## OuterLink Advantages

- Full Coverage
- Real Time Instant Messaging
- Emergency Button
- Optimized for data
- Always on
- Small Rugged Antenna
- Complete System
- Aviation Certified
- Low cost per message



## Low Infrastructure Cost

**Utilizes Existing GEO satellites**

- Continuous coverage
- Including Aviation and Maritime

**Utilizes Existing Land Earth Stations**

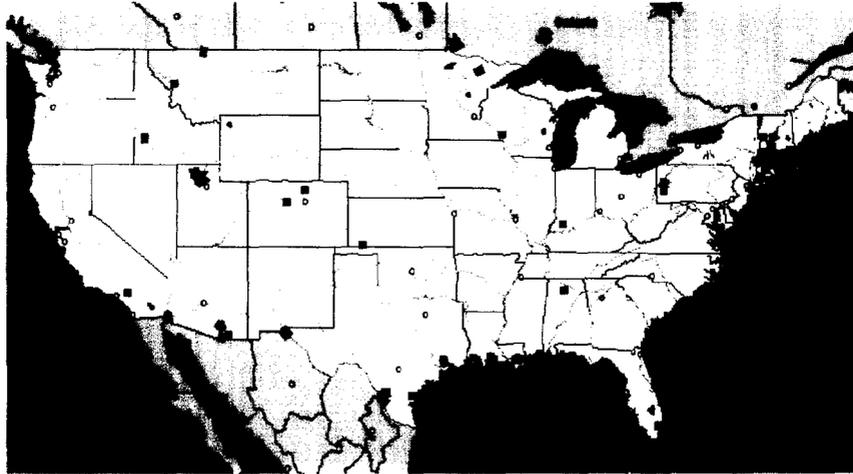
- Use existing antenna, transmitter and receiver
- Use proprietary modulator, demodulator, and software

**Utilizes Internet for Ground Segment**

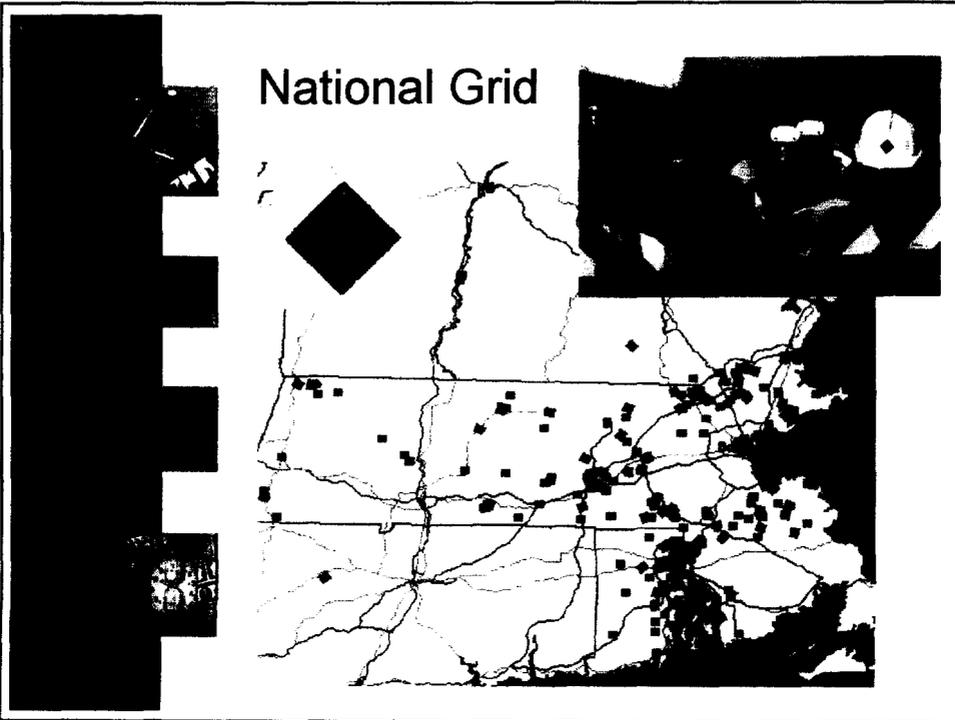
**Outsourced Manufacturing**

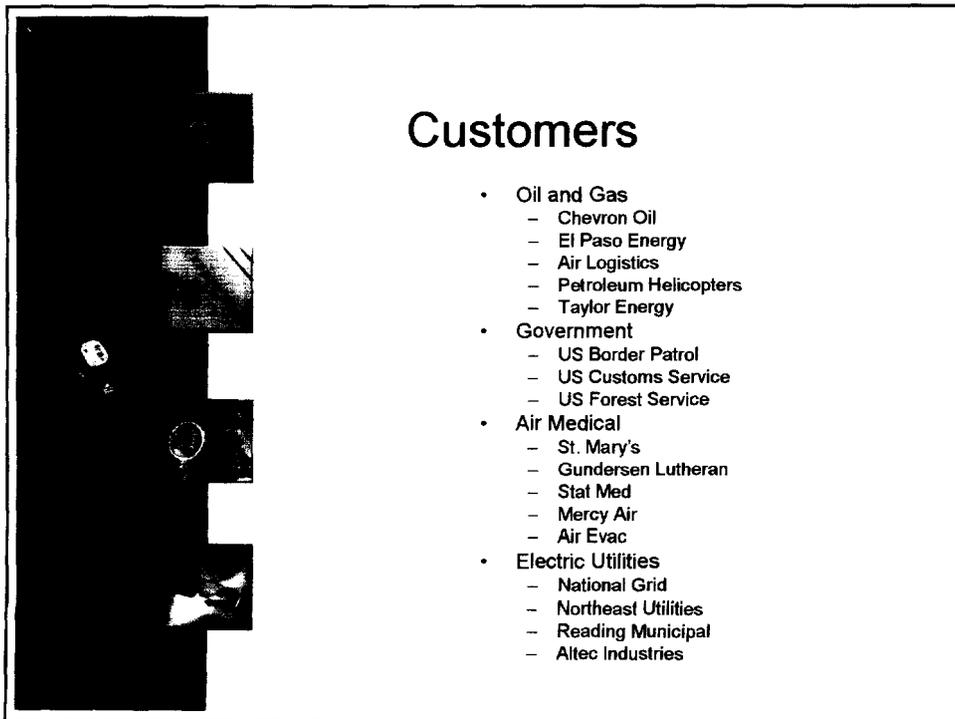
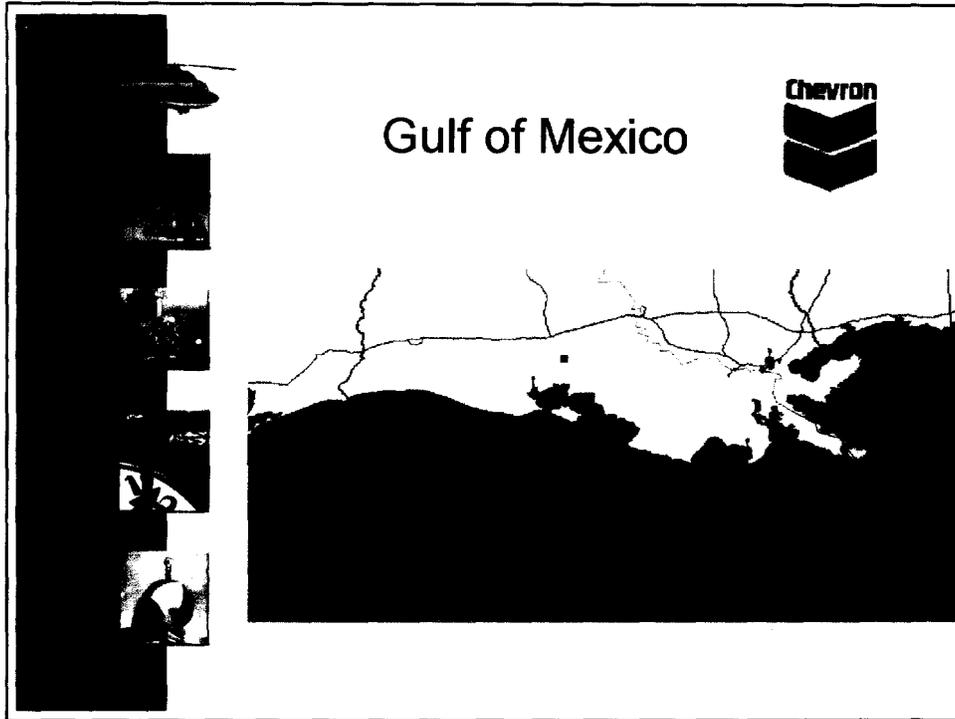
# OuterLink Customer Vehicles

October 23 10:02 AM



# National Grid

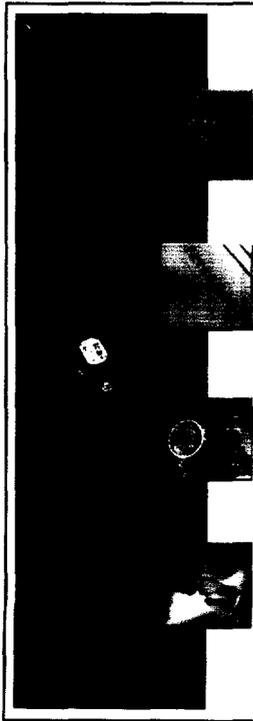






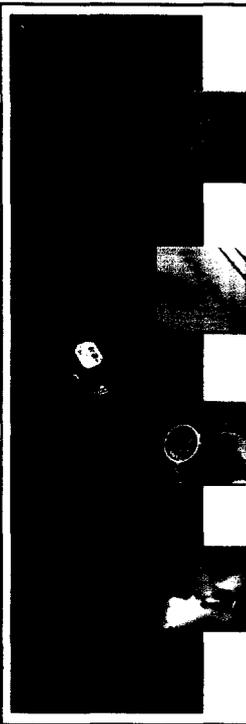
## Safety Benefits

- Quicker Emergency Notification
- Quicker Emergency Response
- Improved Emergency Coordination
- Improved Public Safety
- Unnecessary Searches Avoided
- Historical Analysis



## Financial Benefits

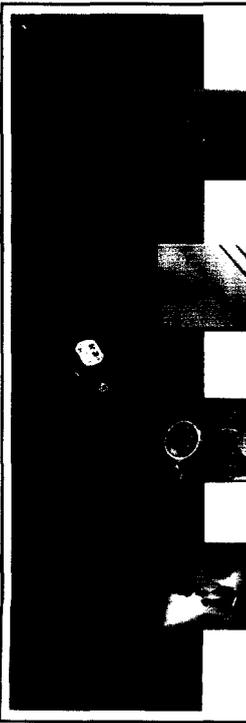
- US Forest Service
  - 24 minutes per hour more productive
- Northeast Utilities
  - \$636 benefit per month per truck
  - Best ROI of any 2001 project
- National Grid
  - ½ hour improvement per day per worker
- Chevron Oil
  - 3 month payback



**Since September 11 ...**

**“Continuous Tracking of Potentially Dangerous Aircraft and Trucks is Critical”**

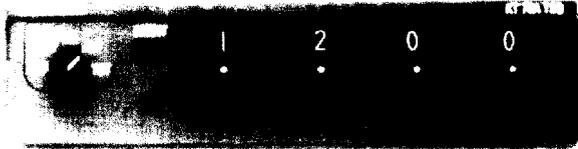
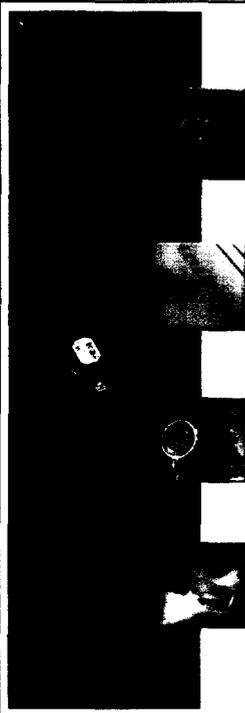
- Aircraft
- Hazardous Material
- Agricultural Planes



**Security Benefits**

- Quicker Threat Notification
- Detection of Unauthorized Movement
- Improved Emergency Coordination
- Better Law Enforcement
- Focus Security Resources on Problems
- Historical Analysis

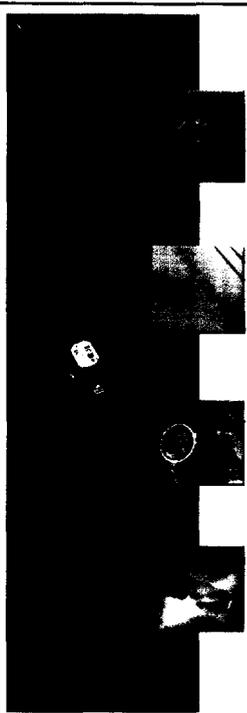
## Aircraft Hijackings Require a Different Tracking System than Air Traffic Control Radar



## OuterLink System Available Now



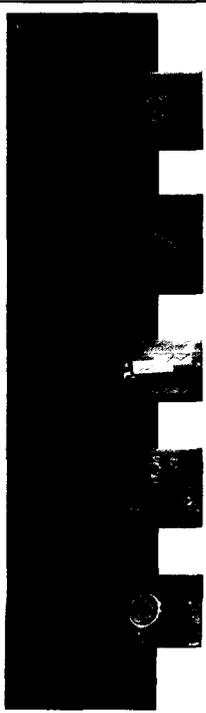
	Radars	OuterLink
Aviation Certified	*	*
Transmits Position	*	*
Transmits Altitude	*	*
Works at Flight Altitudes	*	*
Works at Low Altitudes		*
Works On Ground		*
Cannot be Disabled		*
Hijack Button(s)		*
Built-in Aircraft Identifier		*
Transmits Cockpit Break-ins		*
Transmits Ground Break-ins		*
Notifies Multiple Users		*
Complete System		*
No Improvements Required		*



## OuterLink Progress

September 2001

- 875 units shipped
- 18 customers
- National Grid, Chevron & Border Patrol fleets 100% deployed
- 1,392 units of fleet expansion potential
- Aviation certified in US and Canada



## Market Potential

### North American Target Market

TARGET MARKET	UNITS
Utilities	523,000
Aviation	65,000
Maritime	187,000
Trucks	6,500,000
Military	55,000



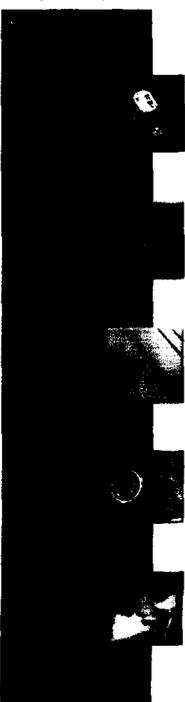
Sources: Commercial Carrier Journal; Aviation & Aerospace Almanac, 1999; FAA; Leslie Taylor Associates; US Maritime Administration; US Department of Defense.



## Short Term Growth Potential

September 30, 2001

	<b>Units</b>
Customer Backlog	41
Customer Expansion	1,392
Very Hot Prospects	6,646
Active Prospects	<u>6,485</u>
	14,564



## Positioned for Rapid Growth

- Huge North American market with large international potential
- Highly profitable recurring revenue model
- Proven technology currently in full operation
- Highly satisfied customer base
- Experienced, successful management team
- Committed investor group