



Satellite Service Competition Report ***IB Docket No. 06-67*** ***The Satellite Industry Association*** ***March 5, 2007***

SIA MEMBER COMPANIES



- Satellites are especially well suited to provide rural/remote, disaster recovery and homeland security services
- Satellite technology has advanced dramatically over the past decade, offering enhanced spectrum efficiency as well as a broader range of services to end users
- Satellites are part of a highly competitive communications marketplace

Summary of Satellite Position

1. Report should reflect actual competitive conditions facing satellite operators
 - FCC should consider competition from all sources and all relevant competitors
 - Product and geographic markets proposed in Notice would not provide Congress with accurate picture of competition
2. Satellite Operators face extensive competition in most services
 - Facilities-based satellite operators with US coverage and market access
 - Satellite capacity resellers
 - Terrestrial providers with connectivity to the desired endpoints for the communications
3. Access to foreign markets
 - Market entry barriers in many countries inhibit effective competition in the provision of satellite services