



FOR IMMEDIATE RELEASE

As the Global Satcom Industry Continues to Enhance Its Data Offering, Quilty Analytics in its Latest Satcom Quarterly Briefing Assesses the Strategies that Leading Satcom Operators are Pursuing to Gain a Competitive Edge

Briefing provides thought leadership on what is driving the industry's choices in such key areas as Ka vs. Ku-band payloads, GEO VHTS and NGSO systems, managed vs. wholesale services, and the likely impact that these choices will have on the industry's broadband future

St. Petersburg, FL, December 7, 2020 – Quilty Analytics, the leading boutique firm for research, strategy, and investment banking advisory to the Satellite & Space industry, has issued to subscribers the latest edition of its Satcom Quarterly Briefing that provides guidance on how participants across the satcom ecosystem can boost their prospects for success in the rapidly changing market for satellite broadband data services.

“We’ve delved into a complex topic given that service requirements vary across customer segments such as consumer, mobility and government – yet there are several consistent themes that emerge,” said Chris Quilty, Partner of Quilty Analytics. “These include the industry’s recent and near-universal adoption of GEO HTS and emerging LEO/MEO architectures that is driving a shift away from traditional raw ‘per-MHz’ sales models toward various flavors of managed services and vertically integrated networks. Not all satcom operators have sufficiently robust platforms to power a global managed network services offering but the race is on to implement such capabilities. Those that do so successfully will gain an edge in the industry’s promising broadband data services future.”

Quilty’s 3Q 2020 Satcom Quarterly Briefing also discusses the import of several top sector developments that occurred during the last quarter including:

- Intelsat’s acquisition of Gogo and its impacts on the in-flight connectivity markets;
- Inmarsat’s teaming agreement with Hughes for JUPITER HTS Ka-band capacity;
- Microsoft Azure Space opening a new “space” front in Amazon-Microsoft competition; and
- The announced merger between Telesat and Loral and its industry implications.

In addition, the briefing provides summary info and latest launch dates on the approximately 52 commercial GEO communications satellites currently under construction worldwide.

About Quilty Analytics LLC <https://www.quiltyanalytics.com/>

Headquartered in St. Petersburg, Florida, Quilty Analytics is an integrated boutique focused on research, strategy, and investment banking advisory exclusively for the Satellite & Space industry. Drawing on decades of experience and in-depth knowledge of Satellite & Space markets, Quilty Analytics offers an unmatched combination of financial, technical, and strategic insights that drive better investment and policy decisions.

Quilty Analytics' proprietary financial models and market assessments underpin our independent research, strategy guidance, and investment banking advisory – services that we provide to a growing number of industry stakeholders. Sized and structured for rapid response, Quilty Analytics' deep knowledge and expertise across Satellite & Space Markets are anchored by strong executive-level relationships and a rich transactional history.

To learn more about Quilty Analytics' subscription-based research and its investment banking and strategy advisory offerings, please contact us at: Info@quiltyanalytics.com

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